

# MEET THE BUYER | 18<sup>TH</sup> OCT EAST LONDON 2022

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## EAST LONDON MEET THE BUYERS

### BUYER CATALOGUE 2022

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# WELCOME TO EAST LONDON MEET THE BUYERS 2022

This event will offer the benefit of private one-to-one pre-planned meetings with major buyers in the East London area.

We have a great range of major buyers available for you to meet on Tuesday 18th of October.

Each of our buyers have selected their buyer requirements for you to view, and see what is relevant to you and your services.

Our Meet the Buyers event runs for one day on Tuesday 18th of October. Appointments will be arranged by us on your behalf and organised throughout the day. We will arrange your appointments between 09:30-16:30 in a series of 10 minutes appointments, leaving you the remainder of time free to enjoy networking, the exhibition and our organised seminars.

**100%**

of buyers would place business with the suppliers they met at the event

**97%**

of suppliers said the quality of buyers they met with was good or excellent

**95%**

of people said they would attend another Meet the Buyers event



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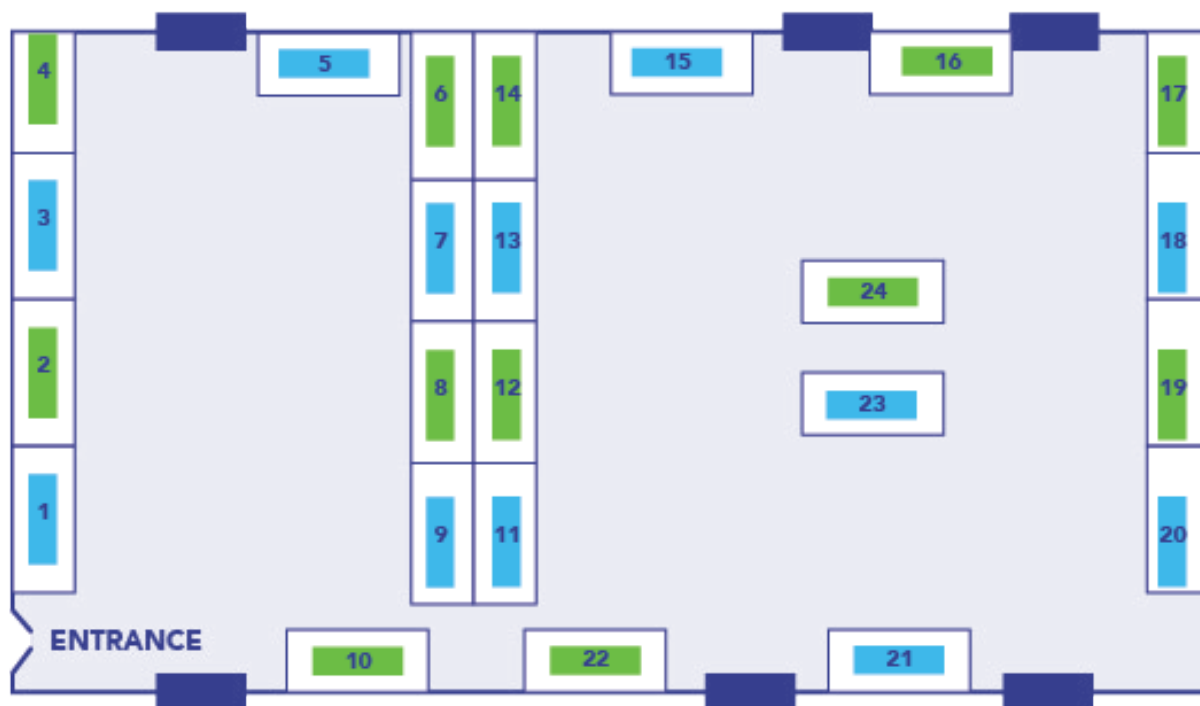
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# FLOOR PLAN

## BUYERS ROOM



<i>Company</i>	<i>Stand No.</i>	<i>Company</i>	<i>Stand No.</i>
Berkeley Homes .....	4	London Borough of Barking	
Bridge Industrial .....	2	& Dagenham .....	13
Buhler UK Ltd .....	3	London Borough of Tower Hamlet.....	14
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# FLOOR PLAN

## EXHIBITORS ROOM



<i>Company</i>	<i>Stand No.</i>	<i>Company</i>	<i>Stand No.</i>
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Atlantic Pacific International Rescue .....	9	Newham Business Enterprise .....	14
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Global Pay .....	5	The Good Hotel .....	7
Living Wage .....	13	University of East London .....	8

## MEET THE BUYERS

# BARKING AND DAGENHAM COUNCIL

## PROCUREMENT REQUIREMENTS

### Consulting & Staffing:

- IT & Systems
- Mechanical
- Training Services
- Quantity Surveying & Cost Consulting
- Health & Safety
- Environmental
- Architectural
- Structural

### Electrical, Mechanical & Environmental Services:

- Mechanical Installations
- Electronic Components & Supplies
- Lighting (External & Internal)
- Electrical Design
- Environmental Management
- Mechanical Design
- Mechanical Repairs
- Site/Temporary Electrical Installations
- Energy Maintenance
- Environmental Monitoring
- Pipework
- Electrical Installations
- Environmental Technologies

### Engineering & Construction:

- Building Materials - Light side
- Carpentry/Joinery
- Diamond Drilling
- Ceilings (Suspended)
- Cladding/Curtain Walling
- Scaffolding
- Ceramics

- External Works/Landscaping
- Mechanical Engineering
- Roofing Services
- Building Materials - Heavy Side
- Power & Hand Tools
- Plant & Plant Hire
- Civil Engineering
- Fabric Maintenance & Support
- Oils & Lubricants
- Fasteners/fixings
- Flooring (Industrial & Commercial)
- Groundwork & Drainage
- Electrical Engineering
- Timber
- Structural Components
- Falsework & Formwork
- Glaziers

### Facilities Mangement:

- Transport & Logistics
- Fleet Management
- General Maintenance
- Housing & Property Management
- Catering Equipment
- Vehicle Purchase & Leasing
- Cleaning & Janitorial Services
- Courier Services
- Fit-Out & Finishing:
- Interior Design
- Office Equipment
- Windows (UPVC, Metal, Timber)
- Doors (Metal/Timber/Other)
- Bathroom/Kitchen Fittings

- Fixtures, Furnishings, Equipment
- Fitting-Out Works
- IT Services:
- IT Software Devlopments
- IT Hardware
- IT Maintenance & Support

### Marketing Print & Events:

- Signage
- Event Management
- Printing

### Metalwork:

- Fencing & Gates
- Small Metal Products
- Ironmongery/Locks
- Welding
- Structural Steelwork
- Architectural Metalwork

### Safety & Security:

- Security Products & Services
- ID Cards & Systems
- Fire & Safety Equipment
- Access Control Concierge

### Water & Plumbing:

- Sanitation Services
- Plumbing & Heating Services
- Water Coolers

## MEET THE BUYERS

# BARKING AND DAGENHAM COUNCIL CONTINUED

### ABOUT

The council currently spends approximately £400m/year procuring goods and services, providing a significant lever to influence the practices of wider organisations operating in the borough and deliver improved outcomes for residents in the context of limited resources.

As the largest employer in our borough, it is crucial that everything we do has a benefit for the people of Barking and Dagenham. There are some fantastic examples of social value already underway, which clearly demonstrates that public and private sectors can work together for the greater good, and we want to continue building on the success we've achieved.

Our social value approach here is about looking at the bigger picture and better outcomes. Our borough manifesto promises that no-one is left behind and we remain committed to that.

The council buys a wide range of goods and services and we are keen to engage and build up our list of suppliers in particular those who are local.

---

### CONTACT

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*Strategy & Commissioning Officer*

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**Barking &  
Dagenham**



## MEET THE BUYERS

# BERKELEY HOMES

## PROCUREMENT REQUIREMENTS

### Engineering & Construction:

- External Works/  
Landscaping

### Roofing Services:

- Cladding/Curtain Walling
- Ceramics
- Carpentry/Joinery

### Fit-Out & Finishing:

- Painters & Decorators
- Fitting-Out Works
- Bathroom/Kitchen Fittings
- Windows (UPVC, Metal, Timber)
- Dry Lining/Plastering
- Doors (Metal/Timber/Other)
- Fixtures, Furnishings, Equipment

### Metalwork:

- Architectural Metalwork

### Safety & Security:

- Personal Protective Equipment

## ABOUT

The Berkeley Group builds homes and neighbourhoods across London, Birmingham and the South of England. Our passion and purpose is to build quality homes, strengthen communities, and make a lasting positive difference to people's lives. We specialise in brownfield regeneration, working together with our partners to revive underused land and create unique, sustainable and nature-rich places where communities thrive and people of all ages and backgrounds can enjoy a great quality of life. Our vision is to be a world-class business, trusted to transform the most challenging sites into exceptional places and to maximise our positive impact on society, the economy and the natural world.

## CONTACT

### Daniel White

*Project Commercial Director*

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✉ [daniel.white@berkeleygroup.co.uk](mailto:daniel.white@berkeleygroup.co.uk)



## MEET THE BUYERS

# BRIDGE INDUSTRIAL

### PROCUREMENT REQUIREMENTS

#### Consultancy & Staffing:

- Quantity Surveying & Cost Consultancy
- Structural
- Architectural
- Environmental

#### Engineering & Construction:

- Civil Engineering
- External Works/Landscaping
- Groundwork & Drainage
- Flooring (Industrial & Commercial)

#### Safety & Security:

- ID Cards & Systems
- Mobile & Static Security
- Fire & Safety Equipment
- Access Control Concierge

#### Electrical, Mechanical & Environmental Services:

- Lighting (Internal & External)
- Energy Maintenance
- Electrical Design
- Environmental Monitoring
- Environmental Technologies

#### Facilities Management:

- Cleaning & Janitorial Services

### ABOUT

Founded in 2000, BRIDGE is a vertically integrated real estate operating company and investment manager focused on the development and acquisition of industrial properties in supply-constrained core markets in the U.S. and the U.K.

### CONTACT

#### Paul Hanley

Partner

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✉ [phanley@bridgedev.com](mailto:phanley@bridgedev.com)



## MEET THE BUYERS

# BUHLER UK LTD

### PROCUREMENT REQUIREMENTS

#### Consultancy & Staffing:

- IT & Systems
- Translation Services
- Electrical

#### Electrical, Mechanical & Environmental Services:

- Electronic Components & Supplies
- Electrical Installations
- Groundwork & Drainage

### ABOUT

Billions of people come into contact with Bühler technologies to cover their basic needs for food and mobility every day. For this, we develop the best process solutions along complete value chains. Two billion people each day enjoy foods produced on Bühler equipment; and one billion people travel in vehicles manufactured with parts produced with our machinery. Having this global relevance, we are in a unique position to turn today's global challenges into sustainable and good business.

### CONTACT

#### David Kinsella

*Director Of Research & Development*

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## MEET THE BUYERS

# ELKINS CONSTRUCTION

## PROCUREMENT REQUIREMENTS

### Consultancy & Staffing:

- Structural
- Architectural
- Electrical
- Mechanical

### Electrical, Mechanical & Environmental Services:

- Mechanical Design
- Electrical Installations
- Electrical Design
- Mechanical Installations

### Engineering & Construction:

- Glaziers
- Bricklayers
- Civil Engineering
- External Works/  
Landscapping
- Diamond Drilling

- Carpentry/Joinery
- Ceramics
- Ceilings (Suspended)
- Cladding/Curtain Walling
- Groundwork & Drainage
- Electrical Engineering

### Fit Out & Finishing:

- Interior Design
- Bathroom/Kitchen Fittings
- Surface Coatings/Paints
- Doors (Metal/Timber/  
Other)
- Dry Lining/Plastering
- Windows (UPVC, Metal,  
Timber)
- Fitting-Out Works
- Painters & Decorators

### Metalwork:

- Fencing & Gates
- Architectural Metalwork
- Structural Steelwork

### Water & Plumbing:

- Plumbing & Heating  
Services

## ABOUT

Elkins Construction is a leading new-build, refurbishment, planned and reactive repairs and maintenance, and roofing construction company, with a reputation for quality, value and fairness, developed over six decades and two generations of family ownership.

## CONTACT

### Julien Dixon

*Pre Construction Manager*

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## MEET THE BUYERS

# GLENMAN CORPORATION LTD

## PROCUREMENT REQUIREMENTS

### Consultancy & Staffing:

- Electrical
- Mechanical
- Structural

### Electrical, Mechanical & Environmental Services:

- Pipework
- Mechanical Installations
- Electrical Installations

### Engineering & Construction:

- Scaffolding
- Flooring (Industrial & Commercial)
- Structural Components
- Roofing Services
- Carpentry/Joinery
- Bricklayers
- External works/landscaping

### Fit Out & Finishing:

- Doors (Metal/Timber/Other)
- Dry lining/plastering
- Windows (UPVC/Metal/Timber)

### Metal Work:

- Architectural Metalwork

## ABOUT

Glenman Corporation is an award-winning international building construction company established in 1994 by brothers Albert and Micheál Conneally. From the outset we have focused on quality, safety, innovation and customer satisfaction. This strategy led to continuous growth and expansion of the business across the public and private sectors. In 2011 Glenman Corporation extended its operations into the UK market and now has offices in Chiswick and Crawley, serving clients across Greater London and the South East of England. Our diverse UK and Ireland portfolios include education, residential, healthcare, hotels and leisure, commercial and public projects. Our success relies on the continuous development of our people and procedures and dedication to our clients. This approach has resulted in many awards and nominations over the years, including a nomination for the Sustainable Construction Award at the 2018 London Construction Awards.

## CONTACT

### Janice Sheridan

Marketing and Corporate Communications Manager

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✉ [jsheridan@glenman.co.uk](mailto:jsheridan@glenman.co.uk)



## MEET THE BUYERS

# GOOD HOTEL

## PROCUREMENT REQUIREMENTS

### Consultancy & Staffing:

- Recruitment
- Training Services
- Advertising & Marketing
- Health & Safety

### Electrical, Mechanical & Environmental Services:

- Environmental Management
- Environmental Technologies

### Facilities Management:

- Catering Equipment
- Food Provision & Catering Services
- Marketing Print & Events
- AV Equipment
- Online Marketing & PR (Social media)
- Media Products & Services
- Event Management

## ABOUT

Good Hotel's floating hotel in East London is no ordinary hotel. Here you can "Sleep Good Do Good". Sleep Good - expect comfy beds, beautiful design, and a fun hospitality experience. You can also Do Good – Good Hotel believes in human potential, so all profits go to education and training projects locally and internationally. Guests can literally do good while they sleep!

Good Hotel boasts panoramic waterside views and the minimalist yet cosy design of 148 rooms including 4 suites, a funky co-working space, an open plan Living Room Bar and Restaurant, and a Rooftop Terrace (weather permitting). Good Hotel offers fresh and sustainable food and drinks options, free Wi-Fi all around, and an abundance of good vibes.

## CONTACT

**Anna Glinkowska**

*Head of Sales*

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✉ [sales@goodhotellondon.com](mailto:sales@goodhotellondon.com)



**GOOD HOTEL™**

## MEET THE BUYERS

# HENRY CONSTRUCTION

## PROCUREMENT REQUIREMENTS

### Consultancy & Staffing:

- Quantity Surveying & Cost Consultancy
- Mechanical
- Electrical
- Structural

### Electrical, Mechanical & Environmental Services

- Electrical Installations
- Lighting (Internal & External)
- Mechanical Design
- Site / Temporary Electrical Installations
- Mechanical Installations

### Engineering & Construction:

- Ceilings (Suspended)
- Diamond Drilling
- Power & Hand Tools

- Groundwork & Drainage
- Roofing Services
- Electrical Engineering
- Mechanical Engineering
- Glaziers
- Civil Engineering
- Falsework & Formwork

### Building Materials - Light side:

- Scaffolding
- Timber Flooring (Industrial & Commercial)
- Bricklayers
- Building Materials - Heavy side
- Carpentry/Joinery
- Structural Components
- External Works/ Landscaping

### Fit-Out & Finishing:

- Painters & Decorators
- Fixtures, Furnishings, Equipment
- Dry Lining/Plastering
- Bathroom/Kitchen Fittings
- Fitting-Out Works

### Metalwork:

Structural Steelwork

### Safety & Security:

- Fire & Safety Equipment

### Water & Plumbing:

- Plumbing Products
- Plumbing & Heating Services

## ABOUT

Over the last decade Henry's have successfully evolved and transformed from being one of the country's biggest groundworks and RC Frame specialist into also being one of the UK's largest privately owned main contractors.

## CONTACT

### Marie Cunnea

Community Engagement Manager

☎ 07443 439 771

✉ [mcunnea@henryconstruction.co.uk](mailto:mcunnea@henryconstruction.co.uk)



## MEET THE BUYERS

# HIGGINS

## PROCUREMENT REQUIREMENTS

### Electrical, Mechanical & Environmental Services:

- Electrical Design
- Electrical Installations
- Electronic Components & Supplies
- Mechanical Design

### Engineering & Construction:

- Building Materials - Heavy side
- Building Materials - Light side
- Cladding/Curtain Walling
- Scaffolding
- Roofing Services
- Carpentry/Joinery

- External Works/Landscaping
- Bricklayers
- Ceramics
- Structural Components
- Timber
- Groundwork & Drainage

### Facilities Management:

- Utilities

### Fit Out & Finishing:

- Dry Lining/Plastering
- Windows (UPVC, Metal, Timber)
- Doors (Metal/Timber/Other)

- Painters & Decorators
- Fixtures, Furnishings, Equipment
- Metalwork
- Ironmongery/Locks
- Fencing & Gates
- Structural Steelwork
- Architectural Metalwork
- Water & Plumbing
- Plumbing & Heating Services
- Plumbing Products

## ABOUT

- For over 60 years Higgins has established a reputation as one of the most forward thinking developer contractor companies in the UK.
- It is recognised as an award winning company delivering outstanding regeneration projects through joint venture partnerships composing of private sale, new build and refurbishment solutions.
- One of the largest family owned and operated construction companies in London and the South-East
- Over 60 years as an established Developer and Main Contractor
- Turnover of around £200 million per annum
- Average Contract size £25m - £30m
- Residential New Build
- Higgins have requirements that must be fulfilled for suppliers to be accepted to undertake works.

## CONTACT

### Timothy Wilson

Social Value Project Officer

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✉ [timothy.wilson@higginspartnerships.co.uk](mailto:timothy.wilson@higginspartnerships.co.uk)





## MEET THE BUYERS

# HSS HIRE

### PROCUREMENT REQUIREMENTS

- **Engineering & Construction:**
- Electrical Engineering
- Plant & Plant Hire
- Power & Hand Tools

### ABOUT

HSS Hire Group plc is a supplier of tool and equipment hire in the United Kingdom and Ireland, as well as being a logistical and technical partner to businesses of all sizes. Operating under the banner of HSS Hire, the group has a network of over three hundred outlets.

### CONTACT

**Nathanial Grant**

Community Engagement Manager

📞 0789 0629 459

✉ [ngrant@hss.com](mailto:ngrant@hss.com)



## MEET THE BUYERS

# JERRAM FALKUS CONSTRUCTION LTD

## PROCUREMENT REQUIREMENTS

### Consultancy & Staffing:

- Structural
- Environmental
- Quantity Surveying & Cost Consultancy
- Mechanical
- Electrical
- Architectural

### Electrical, Mechanical & Environmental Services:

- Site/Temporary Electrical Installations
- Electrical Installations
- Mechanical Design

### Electrical Design

### Engineering & Construction:

- Glaziers
- Ceramics
- Structural Components
- Groundwork & Drainage
- Timber
- Scaffolding
- Diamond Drilling
- Flooring (Industrial & Commercial)
- Electrical Engineering
- Bricklayers
- Roofing Services
- External Works/Landscaping
- Carpentry/Joinery
- Cladding/Curtain Walling
- Ceilings (Suspended)
- Mechanical Engineering
- Facilities Management:
- Utilities
- Waste Disposal

### Fit Out & Finishing:

- Windows (UPVC, Metal, Timber)
- Dry Lining/Plastering
- Painters & Decorators
- Doors (Metal/Timber/Other)
- Bathroom/Kitchen Fittings
- Fixtures, Furnishings, Equipment
- Metalwork:
- Fencing & Gates
- Ironmongery/Locks
- Structural Steelwork
- Architectural Metalwork

### Safety & Security:

- Access Control/Concierge
- Fire & Safety Equipment

### Water & Plumbing:

- Plumbing & Heating Services
- Sanitation Services

## ABOUT

Jerram Falkus is an established, family-run construction business that has been operating in London and the South-East for more than 135 years.

We employ approximately 100 full time staff and work with both the public and private sectors on projects with average values between £2m and £30m. Our specialisms include; Education, Housing, Healthcare, Heritage and Sport & Leisure.

## CONTACT

### Simon Birnie

*Pre-Construction Director*

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### John Foskett

*Director*

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## MEET THE BUYERS

# KILNBRIDGE

## PROCUREMENT REQUIREMENTS

### Consultancy & Staffing:

- Structural
- Environmental

### Electrical, Mechanical & Environmental Services:

- Site/Temporary Electrical Installations

### Engineering & Construction:

- Power & Hand Tools
- Structural Components
- Groundwork & Drainage
- Plant & Plant Hire
- Timber
- Scaffolding
- Fasteners/Fixings
- Building Materials - Heavy side
- Fabric Maintenance & Support
- Diamond Drilling
- Falsework & Formwork
- Civil Engineering
- Oils & Lubricants

### Facilities Management:

- Transport & Logistics
- Waste Management
- Fleet Management
- General Maintenance
- Waste Disposal Services
- Sanitation Services

## ABOUT

Kilnbridge is an engineering and construction business.

We operate as a specialist structures contractor undertaking enabling works, complex structural alterations, reinforced concrete basements, sub and superstructure frame construction, hybrid steel and reinforced concrete structures, structural steelwork, reinforced concrete civils structures, reinforced concrete marine structures, civil engineering and infrastructure works.

Our specialist businesses provide concrete cutting and controlled demolition, hydro demolition, waste management and passive fire protection services.

## CONTACT

### Daniel Harvey

*Head Of Procurement*

☎ 07929 878 521 / 07929 878 521

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## MEET THE BUYERS

### KIND-BUILD

#### PROCUREMENT REQUIREMENTS

##### Engineering & Construction:

- Roofing Services
- Structural Components
- Cladding/Curtain Walling
- Building Materials - Heavy side
- External Works/Landscaping
- Groundwork & Drainage

##### Fit-Out & Finishing:

- Dry Lining/Plastering

---

#### ABOUT

Operating in London and the south-east, Kind & Company is a principal contractor delivering modern construction projects to the residential, commercial, care, education and health markets and includes new-build and refurbishment projects.

Currently employing approximately 100 people, we have offices in Leytonstone and Croydon with between fifteen and twenty construction projects on site or in preparation at any one time. Our outlook is based strongly on co-operation throughout the project and to realise this we have grouped together a team of experienced practitioners.

---

#### CONTACT

##### Ben Bendelow

Senior Project Manager

☎ 07387 106 984

✉ [ben.bendelow@kind-build.com](mailto:ben.bendelow@kind-build.com)





## MEET THE BUYERS

# LENLEASE

## PROCUREMENT REQUIREMENTS

### Consultancy & Staffing:

- Structural
- Environmental
- Quantity Surveying & Cost Consultancy
- Mechanical
- Electrical
- Architectural

### Electrical, Mechanical & Environmental Services:

- Electrical Design
- Lighting (Internal & External)
- Mechanical Design

### Engineering & Construction:

- Civil Engineering
- Electrical Engineering
- Interior Design

## ABOUT

Being bold and innovative characterises our approach and doing what matters defines our intent. We create award-winning urban precincts, new communities for older people and young families just starting out, retail precincts, and work places to the highest sustainability standards. We are also privileged to create essential civic and social infrastructure including state-of-the-art hospitals, universities and stadiums around the world.

Lendlease has been entrusted with many projects of public, cultural and social significance: constructing the Sydney Opera House, creating the National September 11 Memorial & Museum in New York, and restoring and renovating historic buildings such as London's Tate Britain and National Theatre.

As we expand our experience and our footprint, we aspire to continue creating places people want and care about, and providing value for securityholders and the broader community.

## CONTACT

### Julia Groat

*Development Project Manager*

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## MEET THE BUYERS

# LONDON BOROUGH OF TOWER HAMLETS

## PROCUREMENT REQUIREMENTS

### Consultancy & Staffing:

- Electrical
- Health & Safety

### Electrical, Mechanical & Environmental Services:

- Electrical Installations
- Environmental Technologies

### Engineering & Construction:

- Glaziers
- Carpentry/Joinery
- External Works/Landscaping
- Cladding/Curtain Walling
- Mechanical Engineering
- Building Materials - Light side
- Power & Hand Tools
- Scaffolding
- Flooring (Industrial & Commercial)
- Plant & Plant Hire
- Building Materials - Heavy side
- Electrical Engineering
- Roofing Services
- Oils & Lubricants
- Timber

- Structural Components
- Civil Engineering
- Groundwork & Drainage
- Fasteners/Fixings
- Ceramics
- Bricklayers
- Ceilings (Suspended)
- Falsework & Formwork
- Diamond Drilling
- Chemical Engineering
- Fabric Maintenance & Support

### Fit-Out & Finishing

- Relocation/Removals
- Doors (Metal/Timber/Other)
- Dry Lining/Plastering
- Surface Coatings/Paints
- Fitting-Out Works
- Office Equipment
- Interior Design
- Painters & Decorators
- Fixtures, Furnishings, Equipment
- Bathroom/Kitchen Fittings
- Windows (UPVC, Metal, Timber)

### Marketing, Print & Events:

- Hotel Service & Facilities
- Printing

### Facilities Management:

- Food Provision / Catering Services
- Catering Equipment
- Cleaning & Janitorial Services

### Metalwork

- Architectural Metalwork
- Structural Steelwork
- Fencing & Gates
- Small Metal Products
- Ironmongery/Locks
- Welding

### Safety & Security:

- Fire & Safety Equipment

### Water & Plumbing:

- Plumbing & Heating Services
- Plumbing Products
- Sanitation Services

## ABOUT

We are one of the UK's most culturally vibrant and diverse areas. The borough hosts the world headquarters of many global financial businesses and is at the heart of London's East End. The borough includes a number of London's famous attractions including the Tower of London, Tower Bridge, Columbia Road Flower Market and Billingsgate Fish Market. The attractions of Bangla Town bring in thousands of tourists every year. It is also home to some amazing buildings like those at Canary Wharf and the RIBA award winning Idea Store in Whitechapel. Tower Hamlets is one of the best connected boroughs in London and with the newly opened Elizabeth Line, accessibility is improving all the time.

## CONTACT

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## MEET THE BUYERS

# LONDON CITY AIRPORT - FACILITIES MANAGEMENT

### PROCUREMENT REQUIREMENTS

#### Consultancy & Staffing

- Recruitment
- Training Services

#### Facilities Management

- Food Provision / Catering Services

#### Marketing, Print & Events

- Hotel Service & Facilities
- Meetings / Conference Venues

### ABOUT

London City Airport, located in East London in the historic Royal Docklands, has been transforming in the past 30 years from an airport that welcomed just 133,000 passengers in 1988 – its first full year of operation – to a record breaking year in 2019 with over 5 million passengers.

The airport may be internationally connected but we remain an East London Business at heart, with over 64% of employees coming from the local area.

### CONTACT

#### Sasha Rosshandler

Contracts Manager

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## MEET THE BUYERS

# LONDON CITY AIRPORT - HR

## PROCUREMENT REQUIREMENTS

### Consultancy & Staffing

- Electrical

### Electrical, Mechanical & Environmental Services

- Electrical Installations
- Lighting (Internal & External)

### Engineering & Construction

- Plant & Plant Hire
- Mechanical Engineering
- Electrical Engineering
- Fabric Maintenance & Support

### Facilities Management

- Waste Management
- Cleaning & Janitorial Services
- General Maintenance
- Waste Disposal

### Water & Plumbing

- Plumbing & Heating Services
- Sanitation Services

## ABOUT

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## CONTACT

### Gemma Cook

*HR Business Partner*

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✉ [gemma.cook@londoncityairport.com](mailto:gemma.cook@londoncityairport.com)





## MEET THE BUYERS

# LONDON CITY AIRPORT - MARKETING

### PROCUREMENT REQUIREMENTS

#### Consultancy & Staffing

- Advertising & Marketing
- Environmental

#### Marketing, Print & Events

- Hotel Service & Facilities
- Media Products and Services
- Meetings / Conference Venues
- Online Marketing & PR (Social Media)
- Printing

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### ABOUT

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### CONTACT

#### Nickesh Patel

Brand Marketing Manager

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## MEET THE BUYERS

# MULALLEY & COMPANY LIMITED

## PROCUREMENT REQUIREMENTS

### Engineering & Construction

- Building Materials - Light side
- Ceramics
- External Works/ Landscaping
- Facilities Management
- General Maintenance

### Fit-Out & Finishing

- Dry Lining/Plastering
- Fixtures, Furnishings, Equipment
- Painters & Decorators

## ABOUT

Mulalley is a private (family) owned business with a turnover in excess of £150 million per annum. Mulalley is part of the Sherrygreen Group of Companies. Mulalley commenced trading in 1972 and was set up by the O'Malley family. Our primary business is construction and construction related activities including:

- New Housing and Development
- New Social and Education projects
- Major Refurbishment
- Estate and Area Regeneration
- Decent Homes/Planned Maintenance
- Reactive Maintenance

The majority of these projects are delivered under Partnering arrangements with our Partner Clients who include RSL's, Councils, ALMOs, educational and health authorities. We operate from our main offices in Woodford Green, Essex, where our 400+ professional, administrative and operative staff are based. Additionally, we currently have a number of satellite offices and depots throughout London and the South East, each with staff numbers ranging between 5 and 30. Our Company is structured with a number of operational divisions supported by specialist departments including Resident Liaison, Procurement, Quality, Safety and Training, Design Coordination, M-Architecture, M&C Environmental Services (mechanical and electrical services), Plant, Transport and Stores

## CONTACT

### Amber Perrier

*Social Value Officer*

☎ 07990 021 481

✉ [amber.perrier@mulalley.co.uk](mailto:amber.perrier@mulalley.co.uk)



## MEET THE BUYERS

# ONESOURCE

### ABOUT

oneSource works on behalf of Newham and Havering Councils. The Strategic Procurement Unit covers the majority of the purchasing requirements for both Councils.

The team covers three buying categories namely; Corporate and IT, Places and People categories. We advise Council officers on how to tender for services, works and utilities to maximise outcomes.

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### CONTACT

**Sophie Furniss**

Senior Strategic Procurement Officer

 [sophie.furniss@onesource.co.uk](mailto:sophie.furniss@onesource.co.uk)



## MEET THE BUYERS

# ROOFF

## PROCUREMENT REQUIREMENTS

### Consultancy & Staffing

- Architectural
- Electrical
- Structural
- Mechanical
- Quantity Surveying & Cost Consultancy

### Electrical, Mechanical & Environmental Services

- Electrical Design
- Electrical Installations
- Mechanical Installations
- Mechanical Design

### Engineering & Construction

- Ceilings (Suspended)
- Mechanical Engineering
- Roofing Services
- Groundwork & Drainage
- Flooring (Industrial & Commercial)" "
- Falsework & Formwork
- Electrical Engineering
- Carpentry/Joinery
- Cladding/Curtain Walling
- Timber
- Structural Components
- External Works/Landscaping
- Bricklayers

### Fit-Out & Finishing

- Fitting-Out Works
- Doors (Metal/Timber/Other)
- Windows (UPVC, Metal, Timber)
- Dry Lining/Plastering
- Painters & Decorators
- Surface Coatings/Paints
- Fixtures, Furnishings, Equipment

### Metalwork

- Structural Steelwork
- Fencing & Gates
- Architectural Metalwork

## ABOUT

Rooff is a family run main building contractor based in Barking, East London, operating for over 100 years. We work across London and the Home Counties in the residential, education and heritage sector. Our work ranges from £1M-17M and includes new builds, refurbishments and extensions.

## CONTACT

### Claire Bullen

*Pre-Construction & Business Development Manager*

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✉ [cbullen@rooff.co.uk](mailto:cbullen@rooff.co.uk)



## MEET THE BUYERS

# TELFORD HOMES LTD

## PROCUREMENT REQUIREMENTS

### Consultancy & Staffing:

- Structural
- Health & Safety

### Engineering & Construction:

- Power & Hand Tools
- Building Materials - Light side
- Fasteners/Fixings
- Groundwork & Drainage
- Timber
- Carpentry/Joinery
- Building Materials - Heavy side Plant & Plant Hire

### Facilities Management

- Waste Management
- Transport & Logistics
- General Maintenance
- Waste Management
- Cleaning & Janitorial Services

### Fit-Out & Finishing

- Fixtures, Furnishings, Equipment
- Doors (Metal/Timber/Other)

### Marketing, Print & Events

- Signage

### Metalwork

- Ironmongery/Locks
- Architectural Metalwork

### Safety & Security

- Personal Protective Equipment
- Fire & Safety Equipment

## ABOUT

As one of London's leading developers, Telford Homes is changing the landscape of the Build to Rent sector in the UK. We're channelling our experience and expertise into delivering exceptional rental developments. We build high-quality homes and sustainable communities, creating highly rewarding opportunities for our partners, stakeholders, residents and employees. Our expertise, sector knowledge and focus on sustainability is the combination that really sets us apart.

- **Our Mission** - Building on our experience in the sector and our respected reputation as a developer contractor, we aim to become the UK's leading Build to Rent developer and a trusted, long-term partner.
- **Our Purpose** - To design and develop high-quality Build to Rent homes and sustainable communities that exceed the expectations of residents and our investment partners.
- **Our Supply chain** - Our supply chain is vetted through Builders Profile. We encourage all of our supply chain to have an Equal Opportunity policy, a Modern Slavery policy & an Anti-Bribery & Corruption Policy.

## CONTACT

### Darron Stump

Chief Buyer

☎ 07732 687 294 / 01992 942 800

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## MEET THE BUYERS

# UNIVERSITY OF EAST LONDON

## PROCUREMENT REQUIREMENTS

### Consulting & Staffing:

- IT & Systems
- Accountancy & Financial
- Structural
- Recruitment
- Health & Safety
- Electrical
- Legal
- Training Services
- Environmental
- Quantity Surveying & Cost Consultancy
- Mechanical
- Architectural

### Facilities Management:

- Transport & Logistics
- General Maintenance
- Catering Equipment
- Vehicle Purchase & Leasing
- Cleaning & Janitorial Services
- Courier Services
- Waste Disposal
- Utilities
- Waste Management

- Housing & Property Management
- Food Provision/Catering Services

### Fit Out & Finishing:

- Fitting-Out Works
- Doors (Metal/Timber/Other)
- Painters & Decorators
- Dry lining/plastering
- Windows (UPVC/Metal/Timber)
- Interior Design
- Office Equipment
- Surface Coatings/Paints
- Fixtures, Furnishings, Equipment
- Relocation/Removal

### IT Services:

- IT Maintenance & Support
- Marketing Print & Events:
- Printing
- Hotel Services & Facilities
- Signage

- Media Products and Services
- AV Equipment

### Metal Work:

- Small Metal Products
- Welding
- Architectural Metalwork
- Ironmongery/Locks
- Fencing & Gates
- Architectural Metalwork
- Structural Steelwork
- SAFETY & SECURITY
- Fire & Safety Equipment
- Access Control/Concierge
- ID Cards & Systems
- Mobile Communications
- Security Products & Services

### Water & Plumbing

- Plumbing Products
- Plumbing & Heating Services
- Sanitation Services

## ABOUT

The University of East London is a careers-first university. We prepare our students for the jobs of the future and have been doing this proudly for 124 years.

The University of East London is one of the most diverse and vibrant universities in the global capital. Our pioneering and forward-thinking vision is making a positive and significant impact to the communities we serve, inspiring both our staff and students to reach their full potential.

Born in 1898 to serve the skills needs of the 2nd industrial revolution, the University of East London has commenced Year 3 of its transformational 10-year Vision 2028 strategic plan led by our Vice-Chancellor & President, Professor Amanda Broderick, to advance Industry 4.0 careers-1st education. We have a clear route-map to provide a springboard for the jobs and opportunities of the future; drive diversity in the 4.0 talent pipeline - working in partnership to promote talent wherever it is found; and to create an inclusive and sustainable, green future.

## CONTACT

### Dionne Jacomello

Head Of Procurement & P2P

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**University of  
East London**



## MEET THE BUYERS

### 8 BUILD

#### PROCUREMENT REQUIREMENTS

##### Consultancy & Staffing

- Electrical
- Structural
- Mechanical

##### Electrical, Mechanical & Environmental Services Mechanical

- Installations
- Electrical Installations
- Mechanical Design
- Electrical Design

##### Engineering & Construction

- Timber
- Bricklayers

- Flooring (Industrial & Commercial)
- Cladding/Curtain Walling
- Building Materials - Heavy side
- Carpentry/Joinery
- Roofing Services
- Fabric Maintenance & Support
- Ceilings (Suspended)

##### Engineering & Construction

- Building Materials - Light side
- Structural Components
- Ceramics

##### Fit-Out & Finishing

- Bathroom/Kitchen Fittings
- Fitting-Out Works
- Doors (Metal/Timber/Other)
- Interior Design
- Fixtures, Furnishings, Equipment
- Dry Lining/Plastering

##### Metalwork

- Structural Steelwork
- Fencing & Gates
- Architectural Metalwork

#### ABOUT

Across the UK and Asia, we deliver enviable spaces, seamlessly. From the radical transformation of hybrid offices fit for the future of work, to the construction of new environments that emerge seemingly overnight, to enhancing the passenger experience in bustling airports; our projects are second to none because of our commitment to the clients and communities we serve.

#### CONTACT

##### Martin Holland

*Project Director*

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Fusion BLU is a UK based company, who are proud to present an emission improved performance technology, using electrolysis through the injection of hydrogen into the combustion chamber.

Our scientifically accredited and proven, safe device ensures a reduction in these harmful gases to almost zero on every combustible fuelled engine used today. The unit produces small amounts of hydrogen on demand to be used as a fuel additive, activated only while the engine, motor or plant is running.

Come and visit us on stand 3 to find out more.....



***"The new driving force behind lowering emissions"***



UNITED NATIONS  
GLOBAL MARKETPLACE

## MEET THE EXHIBITORS

### ATLANTIC PACIFIC INTERNATIONAL RESCUE

#### ABOUT

Atlantic Pacific (AP) is a UK registered Charity providing training in lifesaving skills. Our specialist areas are Casualty Care and Search and Rescue. We predominately work with local young people to train them in these core lifesaving skills as well as companies who want to develop their staff in first aid. Other courses that we offer include team building away days for companies and organisations.



### CIRCLE GROUP UK

#### ABOUT

At Circle, we deliver a comprehensive range of facilities management and security services to landlords, businesses and property owners. Our professional teams include cleaning, building, safety, plumbing, electrical and security professionals, so we can adapt to your needs. We cover a range of projects throughout Greater London and the southeast as well as across the UK.



GOLD SPONSOR

## MEET THE EXHIBITORS

### ELBP

#### ABOUT

East London Business Place (ELBP) is a support and supply-chain brokerage organisation which develops the business-competitiveness of small, medium and micro enterprises (SMMEs) across London and the Thames Gateway, enabling them to bid successfully for new contracts and works opportunities.

ELBP also engages dynamically with larger buying organisations to make realistic procurement opportunities available and match local suppliers to their purchasing needs, increasing local business spend and enhancing the local economy.

ELBP is a partnership of private and public sector organisations led by Canary Wharf Group plc and supported by the East London Business Alliance.



### FUSION BLU

#### ABOUT

Fusion Blu is a small team, made up of many specialisms. We know what works and what mere eco noise is. We have a firm grasp on the hard financials and consider our product delivers true value to the client and the communities in addressing harmful emissions. We have continually engaged with many approaches to using hydrogen within our mindset, and are completely satisfied from independent testing that we deliver a device that produces a:

- Reduction of harmful Green House Gas emissions
- Increased engine performance due to more complete fuel burn
- Reduced periodic maintenance costs
- Oil life is extended
- Less unburned fuel
- Cleaner exhaust systems
- Extended service life of your vehicle and diesel engine
- Reducing carbon builds-up on the fuel injectors has been scientifically proven to increase engine life.

The device produces the correct amount of hydrogen needed to optimise the engines or plant's performance during operation and nothing when switched off. Due to the device design and makeup, it CANNOT store any hydrogen at any time, whatsoever. For more details visit us at stand 3.



**GOLD SPONSOR**

## MEET THE EXHIBITORS

### GLOBAL PAY

#### ABOUT

With more than 12 years of payment collection experience, Cathy joined Global Payments in 2022. As a payments enthusiast, she works with clients to drive greater acceptance and enhance the customer experience. She has worked with many clients to digitally transform services for both customers and staff, improving value for money, simplifying the payment journey, installing a culture of paying with ease, and of course embracing the power of cloud technology to future-proof services.

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**global**payments

### LIVING WAGE

#### ABOUT

We are the organisation at the heart of the independent movement of businesses and people that campaign for the idea that a hard day's work deserves a fair day's pay. We celebrate and recognise the leadership of responsible employers who choose to go further and pay a real Living Wage based on the cost of living, not just the government minimum.



## MEET THE EXHIBITORS

### LONDON CITY AIRPORT

#### ABOUT

We are London's most central airport and known internationally for our punctuality, speed of service and our award-winning customer experience. In 2022 LCY was named as the UK's Best Airport by the Daily Telegraph and in the same year announced plans to be the first London airport to achieve net zero carbon emissions by 2030.



### NEWHAM CHAMBERS

#### ABOUT

Come and join the Newham Chamber of Commerce for FREE! Calling all Entrepreneurs, Sole Traders, Partnerships and Small Businesses (with up to 5 employees).... we invite you to join the Newham Chamber of Commerce for FREE, until 30 June 2023.

This fantastic initiative is a direct result of a collaborative approach, between the Newham Chamber of Commerce and Newham Council, funded by the Additional Restrictions Grant Scheme, to directly benefit the small business community in our borough.

Newham have one of London's largest Chambers of Commerce, running for over 55 years, offering you an excellent network, and business support.

Membership benefits include: Networking Opportunities, Monthly Events, Business Support, Free Legal & Financial Advice and much more!

Come and visit us on our exhibitor stand today, and find out more about this opportunity and how you can join.



## MEET THE EXHIBITORS

# NEWHAM COLLEGE

### ABOUT

Newham Colleges engages with employers and stakeholders to support both the employability of our students and the upskilling or reskilling of existing workforces locally, regionally, and nationally.

We work in partnership with all employers across different geographical locations and within our key sectors (Digital, Construction & Engineering, Health & Life Sciences and Professional Services).

Newham College has created a dedicated directorate, Business Skills Solutions, to focus primarily on meeting the skills needs of business.

We do this in four key ways:

1. Delivering specialist apprenticeship training from Level 2 to Level 5.
2. Delivering Sector Based Work Academies (SWAPs) and bespoke training solutions to meet specific employer needs.
3. Delivering industry-recognised vendor qualifications to enhance employees' individual skillsets and business productivity.
4. Co-designing new curriculum pathways with employers where there are gaps in the qualification landscape to meet specific industry needs.



Part of  
**NEWHAM  
COLLEGE  
LONDON**



## MEET THE EXHIBITORS

# SACOMA GLOBAL FOODS INNOVATION

## ABOUT

SACOMA GLOBAL FOODS INNOVATION is a multifaceted private business with operations in the UK, Africa and EU. The Founders of SACOMA, have great business story to tell and want to inspire others with their experience, skills knowledge, sharing powerful innovative and disruptive food ideas, Personalised Nutrition, NPD case studies, initiatives, solutions for wellbeing, cooking, Agriculture Food Industry, Global Trade. There are many overarching challenges which the company food innovations address such as reducing food loss and food waste, increasing nutritional value, productivity, social impact, creating jobs and reducing environmental impact across the supply chain. Direct response to needs to build capability, capability, skills of producers and empowering consumers to care for their health, loved ones and the environment. Producing and retailing food products that have Traceability, Authenticity and process methods that leave the foods wholesome and natural backed up with a proven quality processes and origins.

Our business model encompasses and impacts on Quality of Life, Food Safety Regulations and sustainability. Our retail is leading in a diverse and engaging set of food offerings for the public and knowledgeable customers. We're driven to be the very best we can be, PRODUCTS AND SERVICES for people to enjoy.

- Food Retail Shops and Launch pad for sale of healthy Artisan Foods
- Retail Shops for Healthy, Organic, Natural sustainable Food shop
- Sustainable Foods Distribution and Future Foods Development
- School of African Indigenous Knowledge in Food Processing
- School of Insects Engineering, Processing technologies and Farming
- Food Research and Development and Packaging
- Imports and Exports (Wholesale and Distribution)
- Industrial Research on Food Waste bio-conversion and circular economy
- Demo farms & industrial research & development (R&D)
- Healthy eating education, Research on Healthy Aging & Longevity, Gut Health



## MEET THE EXHIBITORS

### THE GOOD HOTEL

#### ABOUT

Good Hotel's floating hotel in East London is no ordinary hotel. Here you can "Sleep Good Do Good". Sleep Good - expect comfy beds, beautiful design, and a fun hospitality experience. You can also Do Good - Good Hotel believes in human potential, so all profits go to education and training projects locally and internationally. Guests can literally do good while they sleep!

Good Hotel boasts panoramic waterside views and the minimalist yet cosy design of 148 rooms including 4 suites, a funky co-working space, an open plan Living Room Bar and Restaurant, and a Rooftop Terrace (weather permitting). Good Hotel offers fresh and sustainable food and drinks options, free Wi-Fi all around, and an abundance of good vibes.



**GOOD HOTEL™**

### UNIVERSITY OF EAST LONDON

#### ABOUT

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**University of  
East London**

## MEET THE EXHIBITORS

### 15 BILLION EBP

#### ABOUT

Inspire believes that all young people should have access to the opportunities and inspiration they need to achieve their potential.

Collectively, our charity has been operating for 44+ years to inspire children and young people across London and beyond, using data to understand the barriers they face and connecting them with a range of employers and opportunities to open doors to their success.

We deliver a range of programmes from workplace visits, employability days, mentoring, careers guidance interviews and 3500+ work experience placements each year to young people with help of local, national and global employers and our amazing business volunteers. We design and implement bespoke CSR, Volunteering, Social Mobility and Education outreach programmes for our employers partners every year.



*Are you looking to recruit the next generation of talent?  
Do you want to upskill your workforce?*

**Then join the thousands of companies that benefit from  
Business Skills Solutions Apprenticeship Service**

**FREE recruitment service**

**A dedicated Account Manager**

**National delivery of our apprenticeships**

**Fully funded apprenticeship programmes through our partnerships**

**Training and learning methods built around your business needs**

## **CONTACT US**

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