



COMPANY PROFILE



INTRODUCTION

The inception of Hoare Laboratory Engineering, as we are known today, was based on meeting a very simple need. In the early part of last century, there was a growing demand for laboratories to be built, and for people to specialise in their construction. Hoare, through its background, was ideally placed to serve this need and was one of the first to respond to this challenge.

Today, the demand for high quality laboratory facilities within Industry, Research, Medicine and Education has never been greater. In 1984, we decided that our expertise lay in an understanding of laboratory users needs, and in providing a package that would serve those needs. The aim was, and still is, to provide the highest quality at a cost-effective price. To fulfil the demand, we sourced a selected number of specialist Sub-contract suppliers, able to offer the necessary skills, technical and financial back up we required, and our customers demanded. Our effort is concentrated on co-

ordinating the skills of our suppliers, and controlling them, for the benefit of our customers.

We believe our policy is right for today's business environment, and many customers use us time and time again. We also recognise that things can change very rapidly, and we will always respond to the needs of customers.

Our commitment is to quality in serving customers who look for maximum added value rather than lowest initial cost. This philosophy has served us well and will, we believe, ensure future success in serving our customers.

ANDY HOARE - Director

COMPANY PROFILE

Aims

To provide high quality laboratory installations fully meeting customer objectives and requirements. We believe our success will be measured in terms of providing our customers with cost-effective solutions and long term added value benefits.

Background

Founded in 1928, by A R Hoare (Snr), the Company, throughout its history, has always specialised in laboratory installations. Initially this involved supplying laboratory engineering services installations and site fixing of laboratory furniture and fume cupboard systems manufactured by other companies. Gradually this grew to encompass the manufacture of plastic fabrications (ductwork, sinks, tanks, etc) and later fume cupboards and then laboratory furniture. All direct manufacture ceased in 1984 when the Company became the UK distributor and installer for a leading European manufacturer of high quality laboratory furniture and fume cupboard systems. This has since been expanded to offer alternative systems. We enjoy the full co-operation and backing of our suppliers, and for larger projects, direct involvement with the manufacturer is possible. Site installation and project management is always undertaken by Hoare.

Today

We are a family company, who take pride in what we do, and believe we offer a standard of service and professionalism second to none in our field of operations.

Our list of customers, and successfully completed contracts, is impressive and features many of the UK's leading organisations. The core of our activities revolves around the supply and installation of laboratory furniture and fume cupboards, but it also encompasses the installation of piped services, chemical drainage, electrical

services, fume extraction systems, air make-up systems and minor building works; in fact, everything necessary for the fitting out or complete refurbishment of a laboratory.

Staffing

The Company's activities are overseen by brothers and directors Mark and Andy Hoare. Mark Hoare, who is also Company Secretary, primarily controls administration and contracts, including safety matters and Quality Assurance, with assistance from full time contract/project managers and office staff. Sales and Marketing is headed up by Andy Hoare with assistance from dedicated sales staff. Estimating is headed up by Graham Hoare with assistance from another full-time estimator. The Drawing Office/CAD department is the responsibility of Nick Hoare who also takes care of procurement. Where additional office or site based assistance is required, the Company can call upon the services of contract staff, including Consulting Engineers, Architects, Management Contractors, etc. who act as part of the Company's professional team when required. Site installations are carried out by regularly used and well-known sub-contractors, working under our direct supervision and control. These sub-contractors are based in various locations throughout the UK and are well versed in the strictest site procedures demanded by high risk or security conscious sites.

Services

Hoare Laboratory Engineering Limited offer a full service related to laboratory installations, including preliminary design & costing, full design consultancy, specifications, schedules & quotations, working/builders work drawings, procurement, quality and safety management, site/off-site management, site installation, commissioning and testing and after sales maintenance.



COMMERCIAL DETAILS

COMPANY NAME

Hoare Laboratory Engineering Limited

DIRECTORS

Mark Andrew Hoare - Director & Company Secretary
Andrew Robert Hoare- Director

HEAD OFFICE ADDRESS

Hoare Laboratory Engineering Limited
Unit C5 Chaucer Business Park
Watery Lane, Kemsing
Sevenoaks, Kent TN15 6YT

TELEPHONE NUMBER

01732 763717

FACSIMILE NUMBER

01732 763827

E-MAIL

hoarelabs@hoare.co.uk

WEB SITE

www.hoare.co.uk

REGISTERED OFFICE

As detailed left

DATE OF FORMATION

20 December 1984

REGISTERED NUMBER

1873446

TYPE OF COMPANY

Private Limited

VAT REGISTRATION NO

395391513

BANKERS

Lloyds Bank plc
83 High Street, Sevenoaks
Kent, TN13 1LQ
Account No: 0454243 Sort Code: 30-97-49

INSURANCE

Coppergate Insurance Services Ltd
Ability House, 121 Brooker Road,
Waltham Abbey, Essex EN9 1JH

NEW CIS

UTR: 57080 12412

INSURANCE POLICIES

Employers Liability: Royal & Sun Alliance,
Policy No: RSAP3503581200, Amount: £10,000,000;
Public/Product Liability: Royal & Sun Alliance,
Policy No: RSAP3503581200, Amount: £5,000,000;
Contractors All Risks: Royal & Sun Alliance,
Policy No: RSAP3503581200, Amount: £1,000,000;
Note - Indemnity to Principals included.

HEALTH & SAFETY

Health & Safety Consultants: SafetyCO UK
1 Station Court, Station Approach,
Borough Green, Kent TN15 8AD
The company operates an active health and safety policy
and a copy is available on request.

QUALITY SYSTEMS

Assessed and approved to BS EN ISO 9001:2000 quality
administration systems, standards and guidelines
applicable to the fitting out or refurbishment of
laboratories.

COSHH REGULATIONS

The Company conforms to the current COSHH
Regulations and will provide assessments when required.

REFERENCES

The company would be pleased to provide details of
technical, user and trade references as required and on
request.



SELECTED CUSTOMER PROJECT LIST

*Content of Projects: F=Furniture; FC=Fume Cupboard(s); SC=Safety Cabinet(s); M/E=Mechanical pipework/Electrical wiring; FE/AMU=Fume Extract/Air Make Up, ventilation, variable air volume; BW = Building Works (flooring, ceilings, lighting, decorations etc.); Sg=Laboratory Seating

CUSTOMER	DATE(S) COMPLETED	CONTENT OF PROJECTS*	TOTAL VALUE £
Air Products plc, Basingstoke, Hampshire	May06-Jun08	F,M/E,AC,BW	£64 K
Alcan Chemicals Ltd, Oxfordshire/Buckinghamshire	Apr89-Sep02	F,FC,M/E,FE/AMU	£551 K
AstraZeneca Limited, Bristol	Apr94-Jul08	F,FC,M/E,FE/AMU	£854 K
AstraZeneca Pharmaceuticals, Macclesfield, Cheshire	Dec89-May07	F,FC,M/E,FE/AMU	£1.893 M
Basell Polyolefins/Nova Chemicals Ltd, Manchester	Aug94-Jul08	F,FC,M/E,FE/AMU	£415 K
Bio Products Laboratory, Elstree, Hertfordshire	Jun07	F,FC,M/E,FE,BW	£117 K
British Sugar plc, Wissington, Norfolk	Mar93-Sep07	F,FC,FE	£86 K
BUPA Hospital Tunbridge Wells, Fordcombe, Kent	May05	F,M/E,BW	£59 K
Burton College, Burton-upon-Trent	Sept06	F,M/E,BW	£41 K
Butterworth Laboratories, Teddington, Middlesex	Dec03-Aug08	F,FC,M/E,FE	£164 K
CAMR (Health Protection Agency), Port on Down, Wiltshire	Aug98-Feb05	Sg,F,M/E,BW	£175 K
Cancer Research UK, South Mimms, Herts	Sep88-Mar02	F,M/E,BW,Amphibian Tanks	£157 K
Canterbury College, Canterbury, Kent	Mar89-Aug06	FC,M/E,FE	£92 K
Central School of Speech and Drama,London	Nov92-Dec09	FE,AMU,AC,M/E,BW	£116K
ChemOvation Ltd, Horsham, West Sussex	May06-Jul08	F,FC,M/E,FE,BW	£113 K
Department of Agriculture, Falkland Islands	Dec91-Jan94	F,FC,FE/AMU	£38 K
Eli Lilly & Co. Ltd, Basingstoke, Hampshire	Mar00-Mar03	F,M,BW	£97 K
Eurofins Environmental Services Ltd,Falmer, East Sussex	Feb04-Nov-09	F,M?E,FE/AMU,BW	£63K
Fisher BioServices UK, Bishop Stortford, Hert	Dec-10	F,SG,M/E,FE/AMU,BW	£157K
Genzyme Diagnostic,West Malling, Kent	Jan09-Jan10	F,FC,FE,AC,M/E,BW	£74K
Glaxo SmithKline, Tonbridge, Kent	Jul86-Sep08	F,FC,M/E,BW	£111 K
Havant International Ltd, Havant, Hampshire	Jul05-Jan06	F,FC,M/E,FE/AMU,BW	£256 K
Headland Foods Ltd, Grimsby, NE Lincolnshire	Feb03	F,M/E	£57 K
Lincoln College	Jul04-Apr05	F,FC,M/E	£66 K
Maidstone Hospital, Maidstone, Kent	Jun05-Jun07	F	£96 K
MedImmune Ltd, Cambridge	Jan08-Oct08	F	£296 K
Merck Sharp & Dohme Ltd, Harlow, Essex	Jan03	F,M/E,FE/AMU,BW	£91 K
Merck Sharp & Dohme Ltd, Hoddesdon, Hertfordshire	Jan88-Nov05	F,FE	£121 K
Monier Technical Centre Ltd, Crawley, West Sussex	Jul01-Jan09	F,FC,M	£110 K
Moorfields Eye Hospital, London	Aug03-Jun08	F,FC,M/E,FE	£117 K
Natural History Museum, London	Oct08-Nov09	F,M/E,FE/AMU,BW	£85K
North Wyke Research, Okehampton	Jan 09	F,FC,M/E,FE/AMU,BW	£225 K
Outokumpu Stainless Ltd, Sheffield	Oct 08	F,FC,M/E,FE,BW	£75 K
Parker Pen Company, Newhaven, E. Sussex	May94-Nov08	F,FC,M/E,FE/AMU,BW	£81 K
PIRA International, Leatherhead, Surrey	Oct90-May05	F,FC,M/E,FE/AMU,BW	£692 K
Procter & Gamble, Grays, Essex	Feb94-Mar09	F,FC,FE/AMU	£148 K
Rhodia Silicones Ltd, Bordon, Hampshire	Jul01	F,FC,M/E,FE/AMU,BW	£190 K
Rolls-Royce Marine Power Operations Ltd, Derby	Oct04-Apr07	F,FC,FE	£83 K
Royal Botanic Gardens, Kew, Surrey	Aug92-May08	FC,M/E,FE/AMU	£304 K
Royal Sussex County Hospital/PHLS, Brighton, W. Sussex	Jun90-Dec08	F,FC,E,Sg	£61 K
Royal Veterinary College, London/North Mymms	Jun92-Jul08	F,FC,FE/AMU	£440 K
Sainsbury Centre for Visual Arts, Norwich, Norfolk	Jan91	F,FC,M/E	£115 K
Sellafield Sites (BNFL), Sellafield, Cumbria	Oct96-Oct07	F,FC,FE	£229 K
The London Clinic, London	Nov00	F,M/E	£165 K
Tin Technology Ltd, St Albans, Herts	Aug03	F,FC,FE	£159 K
Unilever/ADM Foods, Purfleet, Essex	Mar92-Feb09	F,FC,FE/AMU,M/E	£231 K
University of East London, Docklands Campus	Sept06	F	£100 K
University of Gloucestershire, Cheltenham	Oct04-Nov06	F,M/E	£69 K
University of Sussex, Brighton, W. Sussex	Nov01-Aug08	F,Sg	£697 K
Vernalis (Cambridge) Ltd, Abington, Cambridge	Oct99-Jul07	FC	£176 K
VT Nuclear Services Ltd, Whitehaven, Cumbria	Jul03-Dec06	F,FC,M/E,FE/AMU,BW	£695 K