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The McAvoy family.



1972 McAVOY GROUP  
FORMED



2003 LISBURN FACILITY  
ACQUIRED

## time line...

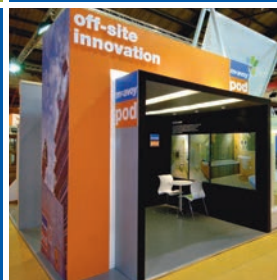
1972	McAvoy Group formed
1994	Open off-site plant, Coalisland
1995	Acquire Greenline Hire Depot
1996	Open Multi-space, Coalisland
1998	Anti-vandalism product launched
2000	Acquire depot in England



1998 ANTI-VANDALISM  
PRODUCT LAUNCHED



1996 OPEN  
MULTI-SPACE,  
COALISLAND



2005 McAVOY POD  
LAUNCHED

2003	Lisburn facility acquired
2004	Acquire Dublin depot
2005	Open Mayo depot
2005	McAvoy POD launched
2006	Open Cork Depot
2007	Recruit sales team, England
2011	Open second sales office in England
2012	Celebrate 40th anniversary

MCAVOY GROUP IS CELEBRATING 40 YEARS IN BUSINESS, AND TO MARK THIS MOMENTOUS OCCASION PLUMBING & HEATING MAGAZINE HAS PRODUCED A CELEBRATORY GROUP PROFILE, LOOKING BACK OVER THE PAST 40 YEARS OF THE COMPANY'S FASCINATING STORY AND ITS RISE TO SUCCESS...

# Think Smart. Build Smart

While its ideas may be new to some, McAvoy, with 40 years' experience across many sectors, is one of the UK and Ireland's leading modular construction specialists.

"At McAvoy we believe that off-site and modular builds are the future of sustainable construction," said Managing Director, Eugene Lynch. "We think we should focus on the future based on what is possible, rather than simply re-present solutions from the past. We are constantly developing new concepts for a range of building types which are fully deliverable and could well become your next classroom, office, outlet or surgery.

"We are seasoned professionals when it comes to project delivery with the key to our success on-site lying in the depth of our off-site

resources," he continued.

"Our off-site Solutions Team specialise in the design, engineering, production and project management and we can integrate into your supply chain at any stage of your project management schedule.

"Off-site build is our most comprehensive service which extends the scope of projects into permanent multi-storey and multi-purpose buildings."

As a smart business, McAvoy is dedicated to continuous improvement in quality services, products and off-site prefabricated modular solutions for its clients. This ensures it remains ahead of changing environmental issues and in line with regulatory demands; helping the company achieve its goal of providing its clients with the best possible solutions.

Eugene Lynch, Managing Director, McAvoy Group.



## Did you know?

- McAvoy has two facilities in Northern Ireland – in Dungannon and Lisburn.
- It was the first modular construction company in Ireland to win contracts in other parts of Europe.
- McAvoy developed the POD solution six years ago and has since produced 5,000 PODs.

The McAvoy Group, 76 Ballynakilly Road, Dungannon, BT71 6HD  
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THE SECRET TO MCAVOY'S SUCCESS IS AN INNOVATIVE PROCESS THAT OFFERS A WIDE RANGE OF BENEFITS TO CLIENTS...



# The key drivers for McAvoy's success

**D**esign and technology in off-site construction have advanced to levels where they now deliver real tangible benefits to many projects. McAvoy Group has two factories, one in Dungannon and the other in Lisburn, providing state-of-the-art manufacturing facilities totalling more than 130,000sqft. The current computer-aided design and lean manufacturing technologies allow McAvoy to construct its modular buildings off-site within tight time-scales and in line with value for money requirements. The company's excellent growth, especially in the education and health sectors, can largely be attributed to procurement professionals embracing the main advantages of modular off-site construction. McAvoy projects typically deliver these benefits:

**Faster time to completion** - Because McAvoy programmes on-site works

and off-site factory construction simultaneously, the overall build programme can be considerably shortened.

**On time and on budget** - By removing many of the key construction stages from site, McAvoy can gain more control and avoid costly overruns caused by unforeseen events such as extreme weather.

**Less environmental impact** - The off-site build process is proven to create less environmental impact with less miles driven and considerably less material waste created overall.

**Minimum disruption to others** - Many of the normal construction risks are reduced because so many of the trades are completed in a controlled, and therefore much safer, factory environment.

**Reduced risks in health and safety** - McAvoy builds will create dramatically less disruption to existing users, vital in sensitive health and educational sites and appreciated by all neighbouring organisations.

**Enhanced quality** - The removal of many wet trades from site leads to enhanced levels of quality and finish. Options such as bathroom Pods can deliver this across the largest projects.

**Faster returns on investment** - Depending on the project, investment returns may be enhanced by faster occupation and commercial start-up of property.

**Bespoke design** - The company's modular system is highly adaptable, thus ensuring the end user has no restrictions regarding layout, internal appearances and external treatments.

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McAvoy Group management team  
(from left) Lorraine Tumilty, Patrick  
McAvoy, Eugene Lynch,  
Bill McGinnis and Orla Corr.



THE SENIOR MANAGEMENT TEAM AT MCAVOY GROUP HAS A WEALTH OF EXPERIENCE BRINGING TOGETHER THEIR KNOWLEDGE AND EXPERTISE TO ENSURE THAT THE COMPANY CONTINUES TO INNOVATE AND GROW...

## Managing future growth

**T**he high calibre of people on the Board of Directors represents one of the strongest management teams in the construction sector and includes -

### **Eugene Lynch, Managing Director**

Eugene joined McAvoy in November 2007 as Managing Director. A Chartered Accountant by trade, Eugene's previous experience was with Deloitte, JP Corry Ltd/Saint-Gobain and Hughes Christensen.

### **Patrick McAvoy, Board Director**

Patrick joined the family business as an apprentice joiner in 1993 and has worked his way up the career ladder. Previously Contracts Director, Patrick continues to play an integral role at McAvoy adopting a hands on approach with various aspects of the business.

### **Orla Corr, Business Development Director**

Orla started her career at McAvoy in November 1994 as a qualified Chartered Accountant taking on the role as Finance Director. In 2000 Orla was appointed Managing Director before choosing to concentrate on her real passion of business development and marketing in 2009.

### **Lorraine Tumilty, Finance Director**

Lorraine joined the company in 2002 and is responsible for managing all of McAvoy's financial matters. Lorraine gained experience working with PWC and is a qualified Chartered Accountant.

### **Bill McGinnis, Chairman**

Bill has held the position of Chairman since March 2002.

### **Orla Corr OBE**

**Orla Corr OBE** is not only helping to forge the success of McAvoy Group but, in a male dominated sector she is also blazing a trail for ambitious women.



Orla is a multi-award winning business woman with responsibility for Business Development & Marketing at McAvoy Group and in 2011 she was awarded an OBE for her contribution to the construction sector.

Her accomplishments include being the winner of two Women in Business NI awards - 'Entrepreneurship/Innovation' and 'Outstanding Business Woman of the Year' - while she was also the first woman to be introduced into the Entrepreneurial Hall of Fame.

Outside of her work with McAvoy, she is also a Director at The Odyssey Trust Company (Odyssey Arena, Belfast) and part of the Corporate Leadership Team for the UK City of Culture 2013.

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AT THE HEART OF ANY ORGANISATION THAT EXCELS IS A TEAM OF FANTASTIC PEOPLE WHO MAKE THINGS HAPPEN. MCAVOY HAS SOME OF THE BEST PEOPLE IN THE INDUSTRY...

# At your service!

There are over 150 people employed by McAvoy Group at its HQ in Dungannon and second factory at Lisburn. The company takes pride in delivering the best customer service in every aspect of its business. Dedication and attention to detail are just two of the other characteristics that make McAvoy people a great addition to any project team. Here is a closer look at the expert team -

## ENGINEERING AND R&D TEAM

The engineering and research and development team focus on developing innovative solutions that meet the specific needs of clients. They continuously monitor the development of new construction materials, components and building techniques and seek to apply them to the off-site modular business. The technical teams seek out efficient ways to comply with

the latest building regulations and ensure that they are up-to-date with any advances in technology.

## DESIGNERS

McAvoy prides itself on providing clients with bespoke designs tailored to meet their individual requirements and budgets. Experienced designers offer a complete and customised design and build service

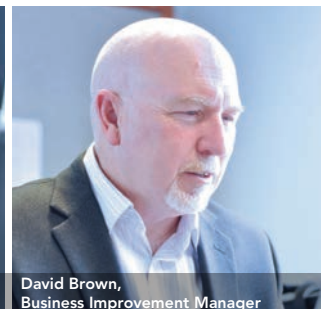
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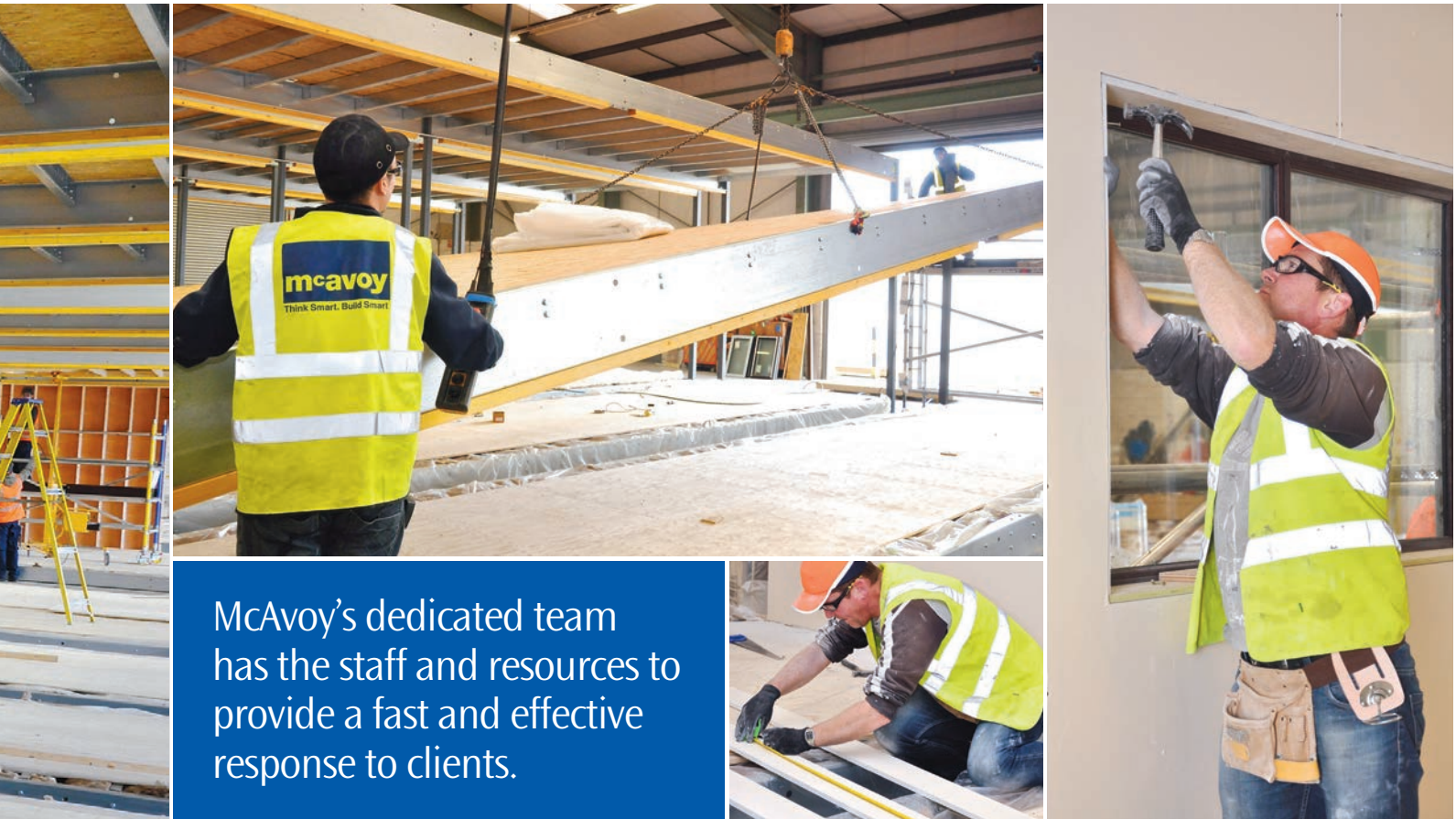
Stephen Clayton,  
Commercial Manager



Aidan Walsh,  
IT Manager



David Brown,  
Business Improvement Manager



McAvoy's dedicated team has the staff and resources to provide a fast and effective response to clients.

working seamlessly with professionals in-house, including quantity surveyors and engineers, who can design a building to clients' specific requirements. The design team produce detailed CAD plans and specifications, taking care of all the necessary approvals such as planning and fire strategy and building control approvals.

#### FINANCE CONTROLLERS

McAvoy has a team dedicated to providing customers with specialist expertise in the financing of modular buildings. The company offers a range of bespoke, tailored finance facilities to meet the needs of both public and private sectors and has the ability to provide lease finance, managed service, rental and hire. McAvoy can also provide assistance with funding the build process and 'groundwork' costs.

#### EXPERTS ON THE FACTORY FLOOR

Combined, the factories in Dungannon and Lisburn cover 130,000sqft and employ the latest leading manufacturing techniques. State-of-the-art manufacturing facilities are among the best in the industry, enabling McAvoy to build smart in its factory and install on-site. "We have one of the most skilled workforces within this sector, with the right knowledge and experience to deliver excellent results," said Managing Director, Eugene Lynch. "Our factories are focused on efficient manufacture and reduced lead times of modular/sectional building units."

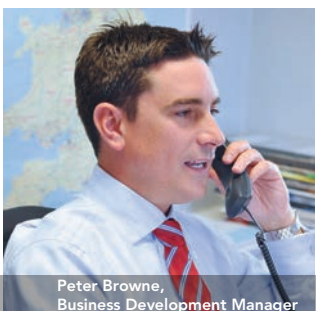
#### TRANSPORT

At McAvoy, transport is an important part of the business. A modern transport fleet ensures prefabricated modular products are delivered on time, every time, direct to site. The fleet

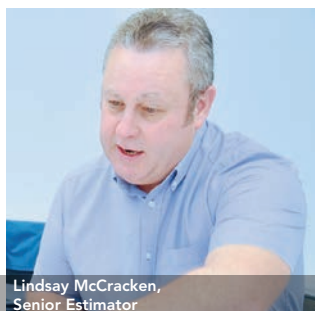
includes vehicles equipped with cranes to enable modules and units to be positioned safely where clients require them. The company also has an experienced transport co-ordinating team handling all aspects of the logistics and planning operations for clients.

#### AFTER SALES SERVICE

Building long-term relationships with clients is at the heart of McAvoy's business approach. "Our aim is to ensure that our solutions exceed their expectations," said Eugene. "Our dedicated team has the staff and resources to provide a fast and effective response to clients. Once a McAvoy building is handed over, our experienced after sales team maintains close contact with the client. "This is designed to ensure that the client continues to enjoy a quality experience in all their dealings with us."



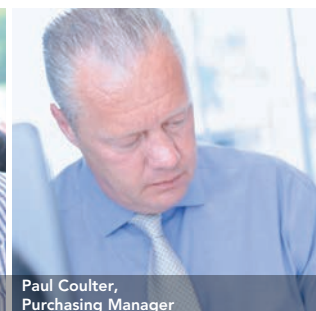
Peter Browne,  
Business Development Manager



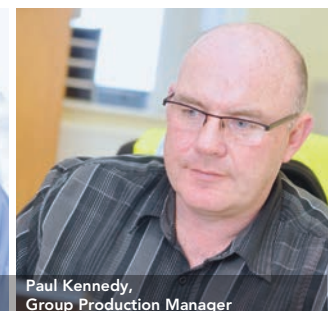
Lindsay McCracken,  
Senior Estimator



David Clark,  
Design Manager



Paul Coulter,  
Purchasing Manager



Paul Kennedy,  
Group Production Manager



Thorndale Unit, Craigavon Area Hospital, Northern Ireland.

MCAVOY DELIVERS MAXIMUM VALUE WITH MINIMUM DISRUPTION FOR HEALTHCARE, EDUCATION AND RETAIL SECTORS...

## Maximum value, minimum disruption

**M**cAvoy understands the healthcare sector's unique and exacting needs - delivering value for budgets, providing additional space for both patients and staff as quickly as possible after funding approval and with the minimum disruption to sensitive sites.

The company excels at matching the healthcare brief with offsite build and modular options guaranteed to match the financial parameters with either permanent or temporary solutions. Using offsite construction, McAvoy achieves project handovers in just half the time of a typical

traditional build and vitally, because it constructs off-site there will be less noise, less waste and less vehicle movements, dramatically reducing the impact on other site users.

In the hospital environment McAvoy has delivered projects for new bathroom PODs, wards, labs, treatment suites for endoscopy, urology and theatres.

Factory-produced bathroom PODs are ideal solutions for the repetitive fit out of healthcare bathroom areas. McAvoy works closely in conjunction with the project team to design a POD to meet the stringent demands of

hygiene and physical performance required in a working healthcare environment.

Both new build and expansion projects are accommodated thanks to the flexible options in both design and finish. As the smart choice, these buildings also represent an easy opportunity to extend and reconfigure in the future.

Innovative and market leading turnkey solutions cover design, engineering and efficient off-site modular manufacture. McAvoy also has the expertise and experience to manage all aspects of a project to completion including planning, ground works and landscaping.

## Meeting needs of retail and hospitality

FROM TESCO TO HOLIDAY INN EXPRESS, MCAVOY HAS THE EXPERIENCE TO DELIVER COST-EFFECTIVE SOLUTIONS...

**O**ff-site build is the most comprehensive service offered by McAvoy Group, extending the scope of projects into permanent multi-storey and multi-purpose buildings. Common applications for this approach include hotels and student accommodation where repetition of floor layouts is ideal

for this rapid build process. Factory-built modules are delivered to site where they will be matched with an extensive choice of exterior skins according to the specifier's choice. One of the key benefits of off-site modular construction is the company's ability to offer accelerated construction programmes to meet extremely tight deadlines.





Rapid Build School, Swords, Republic of Ireland.



Gail Scoileanna, Belfast, Northern Ireland.



Little Ray's Nursery, Moira.

MCAVOY IS A MARKET LEADER IN THE PROVISION OF PERMANENT MODULAR AND OFF-SITE SOLUTIONS FOR THE EDUCATION SECTOR...

## Perfect learning curve

With the education sector facing unprecedented challenges and changes it is vital that spends for new-build, refurbishment and extensions work harder and smarter than ever before. Flexibility, versatility, sustainability and value for money whole-life costs will be the cornerstones of this new era for education in which schools are designed and built as flexible spaces where children and teachers live, work and play for a substantial part of their lives. The company's experience ranges

from complete colleges to classroom extensions, laboratories, lecture theatres, administration blocks, single classrooms and nurseries.

As well as providing permanent education buildings, the company also offers re-locatable modular education buildings for both short and long-term use. All of its building solutions recognise the need for thoughtfully planned, comfortable, safe surroundings conducive to teaching. McAvoy recognises the need to have a financial structure to suit the funding profile of the client. Having design/manufacturing/

construction expertise with financial packages gives clients within the education sector a smart way to meet their needs.

### Did you know?

McAvoy has secured £25million worth of business in the past five years in the education sector, including:

- Little Ray's
- Gwen Jones
- Holme Primary School
- Kensington Avenue Primary School, London



Glenkerrin Homes Marketing Complex, Dublin.



Tesco Filling Station, Belfast, Northern Ireland.

Innovative and market leading turnkey solutions

**mcavoy**  
Think Smart. Build Smart.



BESPOKE SOLUTIONS THAT OFFER AN EFFECTIVE OFF-SITE CONSTRUCTION SOLUTION FOR HEALTH AND HOSPITALITY SECTORS...

# Fast and efficient PODS

One of the fastest growing areas of business for McAvoy Group is off-site construction of modular PODs.

Primarily used within the health and hospitality sectors, McAvoy PODs are geared to meet the needs of organisations seeking bathroom and shower room PODs. Whatever the type of POD required, McAvoy has the essential infrastructure, experience and technical expertise to provide the right solution.

Bespoke manufacturing processes enable the company to design and manufacture a lightweight steel frame POD to any size and shape of POD that meets the client's specifications. McAvoy has its own dedicated design engineers and structural engineers and, where necessary, will bring in specialist consultants. The company completes the internal fit out of all fixtures, fittings and equipment in its factories using production

line techniques by skilled technicians.

One of the main advantages of off-site POD construction is the fact that many types of buildings can be constructed and brought into operation faster than is possible using conventional methods.

Here are just some of the benefits of a McAvoy POD -

## Sanitary ware and brassware

McAvoy works with a wide range of suppliers ensuring the most cost-effective solutions for clients. This ensures that it can meet the client's specification requirements or give recommendations for the specification where it is not defined by the client.

## Service area

The experts at McAvoy are very aware that specification and layout are as important to the external service area as they are to

the internal areas of the POD. It is critical that the on-site Mechanical and Electrical (M&E) contractor is satisfied with where all the connections are being made.

## Quality and testing

After each stage of work the POD is signed off, a final check on completion takes place and a certificate issued to specific POD numbers. The POD is also pressure tested to ensure it is leak free - this pressure test is done by a McAvoy Approved Mechanical contractor. The electrical circuits are also tested in line with NICEIC or RECI regulations and certificates issued for both, specific to the individual POD.

## Delivery and Installation

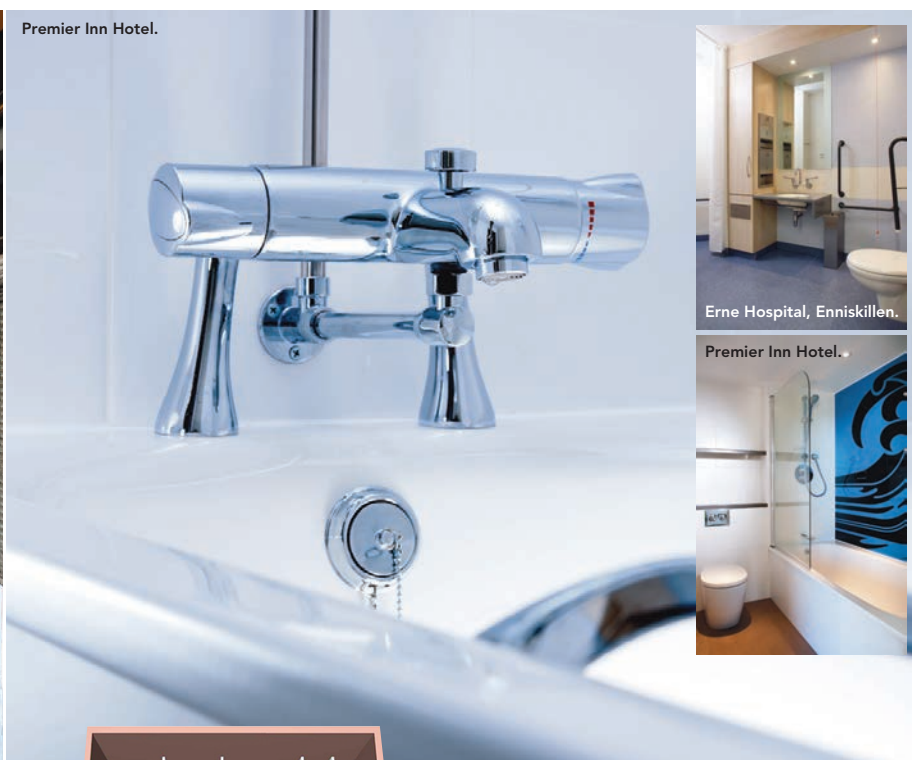
The manufacturing programme McAvoy has designed ensures PODs are delivered on time to the site, allowing site operations to run unaffected. Methods of delivery are tried and



Bespoke manufacturing processes enable McAvoy to design and manufacture a lightweight steel frame POD to any size and shape.

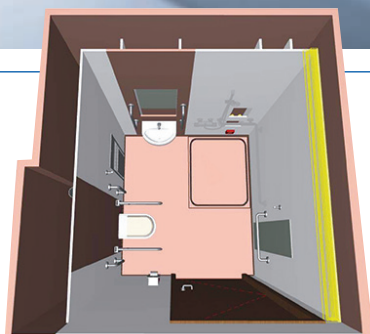


Premier Inn Hotel.



Erne Hospital, Enniskillen.

Premier Inn Hotel.



## POD structure

Wall Section/C section studs. Floor make-up - 5mm flat steel floor or deep floor construction for level access wet rooms. Internally the POD is lined with plasterboard or a cementitious board, depending on the client's preference.



tested using the company's own cranes, approved jockey wheels or skids – depending on each client's specific requirements. Having already inspected the prototype, the M&E contractor then connects to pre-agreed electricity junction boxes and plumbing manifolds located in a suitable position on the POD. The PODs are delivered to site with a heavy duty polythene cover to protect them during transport and while left exposed to the elements on site. A temporary door is also fitted for security while on site.

## Top five reasons for choosing McAvoy PODs

- 1 Factory-controlled quality.
- 2 Speed of build through the use of production line efficiencies.
- 3 Tailored specification to meet client's requirements.
- 4 Reduction in on-site trades, on-site waste, theft and accidental damage.
- 5 Delivery of PODs to meet client's construction schedule.

## Hire Solutions...



Willowpark, Dublin, Republic of Ireland.



Saltley Primary Healthcare Unit.

Full service solutions are offered on a hire basis across the UK and Ireland from six McAvoy Hire sites.

Many organisations require portable space from time to time on both a planned and emergency basis. When it is an urgent requirement for temporary space, the McAvoy Hire service is the perfect solution.

The versatility of the range means that diverse needs can be met and be in place in record time. Whether clients require additional space for storage, site offices, classrooms or information centres, McAvoy can meet their specific requirements. When vandalism or security is an issue, the company's safe space product is ready to perform.

Some of the biggest events in the UK have used McAvoy Hire, including the London Marathon and the North West 200. The Head Office of McAvoy Hire is located at the company headquarters in Dungannon, County Tyrone, which is also the head office of McAvoy Off-Site Solutions. This ensures that clients of McAvoy Hire can count on a fast and cost-effective response to their accommodation requirements. Additional depots are located across Ireland - Belfast, Leinster, Munster and Connaught - and one in England at Oxford.

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## Putting safety first

Paramount to the success of the McAvoy business are the measures put in place to ensure the safety of its workers.

The company is accredited under both Safe-T-Cert and the Contractors Health and Safety Assessment Scheme (CHAS). Human Resource Manager, Ann Watson, also liaises with staff on a regular basis and is there to offer impartial advice and support.

Anne Watson, Human Resource Manager.



## Training & Development

McAvoy has achieved Investors in People accreditation in recognition of its focus on the continuous tracking of the skills and capabilities of all its employees.

It also has a dynamic Training Needs Analysis and a clearly defined Company Development Programme. This ensures that McAvoy has the skills it needs and the systems to develop them as the business progresses.

A focus on employee development has also been recognised by the achievement of National and Northern Ireland training awards.



## Commitment to the community

Employees regularly volunteer at community initiatives including 'Time to Read & Count', helping school children develop their literacy and numeracy skills and helping people who are 50 years-plus explore the web at Silver Surfers days.

The company is a member of Business in the Community and Investors In People and participates in a number of their programmes. McAvoy also offers work placements and has a graduate work scheme. Committed to raising money for local charities, the company will be placing great emphasis on fundraising during its 40th anniversary.

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