



MINISTRY OF DEFENCE

DCB

DEFENCE CONTRACTS BULLETIN

Case Study

Squibb Demolition



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Squibb Demolition is a family-run business founded in 1948, whose first project was demolition work in the east end of London. The business is now managed by the third generation of the family.

Major expansion of the business did not begin until the 1990s. Squibb Demolition anticipates an annual turnover in the current financial year of approximately £36 million, making the company one of the largest demolition contractors in the UK.

The company specialises in demolition of all types and in the identification and removal of asbestos and other hazardous materials. It works in the built environment for both the public and private sectors and has spent many years working in the oil, gas and pharmaceutical industries.



Hugh Minett,
Business Development Manager,
Squibb Demolition

Hugh Minett, Business Development Manager, joined Squibb Demolition in October 2007 in order to upgrade the company profile and assist in developing new business.

The MOD DCB Premier Package allows Mr Minett to identify a large proportion of Squibb Demolition's defence-related work and has resulted in the company winning key defence contracts with the MOD, particularly sub-contract opportunities.

Mr Minett commented that the MOD DCB Premier Package has enabled the company to successfully build up a database of potential contract opportunities, saying:

“Information is essential to the development of a business where one is selling a service into a competitive market. The information supplied by the MOD DCB Premier Package allows us to build a database of work opportunities that are then developed into revenue-earning business.”



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When asked to comment on how the *MOD DCB Premier Package's* Daily Email Alert service has benefited Squibb Demolition, Mr Minett stated:

“Checking the *MOD DCB Premier Package Daily Email Alert* is my first task in the morning. The alert gives contract-specific information that allows me to pursue the opportunity.”

Of Squibb Demolition's UK defence business 51% - 75% currently comes via the *MOD DCB Premier Package* service. Mr Minett explained:

“A large proportion of our defence-related work is initially identified through the early morning *Daily Email Alert* and the *MOD* work is then won through the *Main Contractors*. The nature of *MOD* demolition business is such that demolition projects are almost always a prelude to new building work and the demolition element tends to be a package within the scope of works of the *Main Contractor*.”

As a result of the *MOD DCB Premier Package*, Squibb Demolition has worked for the *MOD* and the *MOD's Prime Contractors* at the following locations:

- Alconbury
- Lakenheath (five separate projects for Interserve FM)
- Lyneham
- Northolt (for Willmott Dixon – the latest Squibb Demolition project)
- Ruislip
- Woodbridge (one major project for Skanska)

All of the above schemes were managed by *Prime Contractors* for which Squibb Demolition acted as a sub-contractor.