

Yes, we'll still love you when you're 65!

RIGHT: With apologies to Messers Lennon and McCartney's 'When I'm 64', Springfield Properties makes it clear that even 65 is no barrier to working with us.

Recently our financial director Innes Smith met up with two of our construction staff to help them mark a significant milestone – their 65th birthdays.

Gerry Graham (left) and John Kessack have been with us for many years and are as sprightly around our sites as ever.

To help them celebrate their special days Gerry and John were presented with gifts on behalf of the company.

Is this the proof that 65 is really the new 45? Gerry and John seem to prove the point!

Happy birthdays lads!



Choices 'Do It' for Southern Sales

OUR sales teams are continuing to do well as summer peaks and we begin to think about autumn.

In the Central Belt the success of our 'Choices' programme has been pulling in potential clients since it was rolled out as there's little doubt that this innovative scheme is having a remarkable positive effect on sales.

"Our sales totals are doing really well," says Larbert-based southern area sales manager Laura Mitchell. "Football levels are excellent and there's no doubt that 'Choices' is a main driver in that success.

"We are offering a specification and quality level that beats the competition hands down and potential home buyers are responding to that."

Springfield Properties' Central Belt house sales are currently averaging five or six a week and interest is high.

One of the highlight developments is Kinloch Gardens by Blairgowrie (spotlighted in our centre spread) with Kilwinning's Whitehirst Grange forging ahead with excellent reservation numbers.

Recently two new sales executives have joined us at Whitehirst Grange – Christine Malcolmson and Sharon Conway.

These two new recruits bring something extra to the sales front as they are both resident on the development and are perfectly placed to highlight the benefits of Springfield living.

More about them in our next issue.

NORTH Sales Manager Joyce Napier is keeping up her positive outlook in the face of a market that fluctuates constantly week on week.

"There's little consistency at the moment," she says. "We have good weeks followed by bad weeks – but we're still pushing ahead and hoping to see an uplift".

While sales are reasonably steady the general economy in the North is making itself felt on a housing market that is sensitive to jobs and future investment.

There are brighter signs. At our Duncansfield development in Elgin all but one of the 30 homes are now sold and Joyce is looking forward to a boost from a new development Springfield is planning at nearby Duncanshill which will mean that our full range of family homes will be on offer in Elgin for the first time in quite a while.

Hopes of Uplift In The North

In Forres the Knockomie Meadows show home has been reporting a strong footfall from potential buyers and more homes have recently been released to satisfy that interest.

Meanwhile at Braemar our Middleton of Canmore development has seen a lot of interest in the show home with three homes reserved by mid-July.

Ratray Showhouse Helps Boost Our Summer Sales Surge

IN this 41st issue of On-Site we are on a high after being awarded a Scottish Government home-building first and opening yet another spectacular showhome at one of our new sites in Central Scotland.

Alongside our award for building Scotland's first home to qualify for a Gold Active Building Standards Sustainability Certificate for an environmentally friendly new home, we have taken the covers off our Ratray showhome near Blairgowrie.

Both these significant milestones make a Springfield statement for the future and show not only what we can do today but how we are preparing to meet the future.

With the Scottish construction industry continuing to be sluggish it is still no time to be complacent and we have made a number of moves to ensure that we are selling homes ahead of our competition.

Helping keep that positive feeling going is the success of our 'Choices' programme – a remarkable marketing model that has proved to be a real winner with our clients and shows how Springfield both innovates and delivers.

The past year and more has been difficult for the entire UK house building industry, but our combination of choice, value and options is having a positive impact among buyers who clearly like the product.

When you see our developments, like this month's Ratray showhome spread on this month's On-Site centre pages, it's obvious why sales are so good and demand in a tough market is being maintained.

Given the right circumstances and careful decisions we will continue to make the company grow – especially with our expanded reach across Scotland.

Sites in Central continue to produce sales, and Moray awaits the arrival of 700 Army personnel who are moving into Kinloss Barracks as part of 39 Engineer Regiment. All good news.

Our sales teams are rising to fresh challenges and we are maximising opportunities for the years ahead which includes continuing to buy land for future developments while values are low.

Ratray Showcase

TURN to our centre spread on Pages 4 and 5 to get close up and personal with our stunning new Ratray showhouse at Blairgowrie

Remember 'On-Site' keeps you up to date with lots of Springfield news. It is your newsletter and if you hear of something you think could be of interest contact us by calling Jane Innes at the Head Office or drop her a line at Alexander Fleming House.

Hitting The Gold Standard

SPRINGFIELD Properties have hit the gold standard by gaining the first Gold Active Building Standards Sustainability Certificate for an environmentally friendly new home.

It's a major step for Springfield Properties who have grown to become one of Scotland's largest home builders, and one that saw us awarded the accolade by the Scottish Government after showcasing one of the first new homes in the country that's meet stringent new building regulations due to come into force in 2016.

The new home, designed and built in partnership with Kraft Architecture and David Blaikie Architects under the banner of Future Affordable, was on display at the Fife Housing Innovation Showcase staged in Dunfermline from May 16 to 31.

It's a perfect example of how Springfield are looking ahead, planning for the future and remaining at the forefront of the house-building technologies that will be so vital in the years ahead.

The Bronze, Silver, Gold and Gold Active Standards is a system of sustainability labelling introduced by Scottish Government and aimed at successfully delivering sustainable buildings. A new home which meets current building regulations would achieve Bronze standard and the closer a building gets to zero carbon the higher the standard.

While Gold Standard homes have to meet a 60% reduction in CO2 emissions compared to a home built in 2007 the Springfield showcase home achieves a zero carbon Gold Active Standard.

Gold Standard homes also have to meet many other sustainability criteria such as: minimising energy required for heating through good insulation; minimising embodied carbon; reducing water use and allowing some water recycling; design for de-construction; and building flexibility and future adaptability into the design.

The Fife Showcase gave developers the opportunity to work collaboratively with architects and academics to address the question of bringing down the cost of building zero carbon homes. Homes on display were built for Kingdom Housing Association by a number of developers and had to incorporate standard elements in the exterior design to bring a level of uniformity to the development. As a result



Springfield's Innovative Home Wins Governmental Praise

the cutting edge structures outwardly resemble a standard 2012 Scottish home.

Future Affordable homes are designed to meet the challenge of building a home which complies with the new regulations and which is commercially viable for building on a large scale.

Our Partnerships Director, Tom Leggeat, says:

"The 2016 regulations are aimed at reducing domestic carbon emissions to zero and minimising the ecological impact of house building. Building a 2016 compliant home is not difficult, there are lots of technologies out there which can be built into a home to achieve the CO2 reductions but they all come at a cost, the real challenge is finding a way to build 2016 homes that is commercially viable.

"Building these homes has helped us to understand the commercial implications of

the new 2013 and 2016 regulations."

In addition to high efficiency materials the new home incorporates 3kW of solar photovoltaic tiles which generate electricity from sunlight with surplus electricity available to be sold back to the National Grid. The electricity generated by the homes photovoltaic tiles is used to power a highly efficient air source heat pump heating system for general heating and domestic hot water.

On paper the Springfield Properties' Gold Standard winning 2016 compliant home generates more energy than it consumes leaving a £450 annual credit for the owner making the home very affordable to run. The homes will be monitored over time to gather evidence of the real savings that are made.

Turn to Page 2 for more "golden" good news.

Contact us:

Springfield Properties PLC • Alexander Fleming House • 8 Southfield Drive • Elgin • Moray • IV30 6GR
T 01343 552550 • F 01343 551776 • www.springfield.co.uk • E info@springfield.co.uk

Springfield Properties PLC • Springfield House • 3 Central Park Avenue • Larbert • FK5 4RX
T 01324 555536 • F 01324 574890 • www.springfield.co.uk • E larbert@springfield.co.uk

New Recruit Draws In New Skills At Larbert

ONE of Springfield's newer recruits, Martin Crossley, has brought a whole new set of skills that we have not had in-house before.

Martin is a graphic designer to trade and has come on board to design everything you see in print from sales details to signage to adverts.



It's a big task because as well as print design Martin is running our web presence and will be putting the finishing touches to every future edition of 'On-Site'.

Since he arrived he has had his work cut out keeping up with our demand for advertising, award submissions and signage as well as designing materials for our new showhome and sales office at Braemar and new sales office at Dunkinty, Elgin.

Martin has lots of creative ideas and is beginning to put his mark on the 'Springfield look' as the company continues to grow across Scotland.

Although he's based at our Larbert office Martin is often out and about, and he has been delighted by the warm Springfield welcome he receives on his travels!

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A Gold Medal memory for our chairman's EA, Jane Innes, with Scottish Olympian Allan Wells who attended the Scottish Open at Castle Stuart as Springfield's guests.

Jane's Golden Moment!

SCOTLAND'S greatest Olympian, athlete Allan Wells, joined our chairman Sandy Adam as a guest at the Aberdeen Asset Management Scottish Open on July 12 and 13.

The Olympic Gold 100m and Silver 200m winner was in attendance for two days at Castle Stuart as a guest of Springfield Properties and enjoyed the top flight play that attracted some of the world's finest golfers.

Sandy said: "We were thrilled that Allan was able to join us, especially in Olympic year. It's the grit, determination and sheer hard work that it takes to achieve what Allan has done that I admire, that's what you have to put in to be successful at anything.

"I remember the incredible excitement and pride of watching him win his Olympic Gold Medal in Moscow in 1980, he was so good that 30 years later he still holds the Scottish record."

The Edinburgh-born Olympian, a keen golfer, is now a systems engineer living in England.

One of his last victories was winning the Inverness Highland Games 100/200m double in 1987. Wells' later career was punctuated by injury, but, by competing into his mid-30s, he helped set the trend for sprinters to have longer careers.

In addition to his Olympic Gold 100m and silver 200m medals, he won four Commonwealth Games Gold medals,

three European Cup Gold medals, Golden Sprints gold and silver medals, is still the Scottish record holder with a personal best of 10.11 seconds and 10 seconds (wind assisted) in the 100m and 20.21/20.11 seconds in the 200 metres.

Allan also has the distinction of being the first athlete to wear Lycra shorts and was the last white man to win an Olympic 100m gold.

During his time with Springfield our chairman's EA Jane Innes had her own "golden moment" when Allan slipped his Olympic Gold Medal round her neck.

"It was quite a memory," she said. "That's the closest I'll ever be to Olympic honour!"

Auld Reekie Calls Us Back For Another Prestige Project

HARD on our successes with city developments in Edinburgh at Edina and Brunstane Apartments we are heading back to Auld Reekie with a new project in the heart of an area regeneration close to the Royal Botanic Gardens.

By the end of the summer our construction teams will be moving in on Beaverhall Road where Springfield Properties are due to construct 80 new homes in the heart of the capital.

Edinburgh City Council issued planning consent for the development on July 4 which will see the transformation of a former industrial area which has lain derelict for more than 10 years.

Close to Broughton Road and Powderhall Bowling Club, the new site will be known as Powderhall Gate – a name that came out of a competition to find a title for this important city centre location.

The winner was our Larbert-based commercial director, Colin Murchison, who says Powderhall Gate will link the new site with the prestigious redevelopment that has already taken place at Powderhall Village.

Southern area sales manager Laura Mitchell said: "This will be a very sought-after development right in the middle of Edinburgh where demand is high.

"With work due to get under way fairly soon we expect to see the first units ready for handover early next year."

Powderhall Gate will deliver five townhouses along with 75 apartments and three commercial units in an area where city-dwellers will be close to the heart of Edinburgh.

Among the properties will be 41 apartments which will be tailored for mid-market rental through Dunedin Canmore – the rest are destined for private sale.

This is a formula that worked very well for us at Edina and Brunstane Apartments and we'll be offering our customers the same package of a high quality home in a great location at a good price.

Our Super Draw Income Helps Make Life a Little Better for Those in Need

IT wasn't just our receptionist Julie Wilson who benefited from the Springfield Ness River Lodge Super Draw.

While Julie and her guests were lapping up their well-deserved prize the proceeds from our fund-raiser were flowing to help others.

We raised £500 from the Super Draw and are delighted that two fine charities were able to share the total.

We donated £250 to a local youth club in Elgin, the Weeclinns and Earlybirds, that's run by one of our own – Ryan Denoon who works as an administration assistant at Springfield's head office in Moray.

Ryan approached us for a donation and it turns out that he is the chairman of this group which provides activities twice a week for five to twelve-year-olds – a worthy recipient organisation that provides valued support for youngsters in Elgin.

Our administration assistant manages the group and tracks down grants and generates fundraising ideas in addition to planning activities and buying all the equipment and supplies they need to operate.

Ryan's dedication and the work the youth club deliver really impressed us and we had no hesitation in handing over half the Super Draw's takings for such a worthy group.

He said: "We're delighted to get the funds – they're badly needed and will be used to extend our activities."

The rest of the proceeds went to an equally deserving group that once again involves a Springfield staffer in its ranks.

The Falkirk Street Pastors are a band of volunteers who go out on the streets and look after the welfare of people who are a little the worse for wear, injured or homeless and in need of a helping hand.

Our Larbert receptionist Marion Paterson is involved with the organisation and told us that help can range from simple support like giving a pair of flipflops for bare feet and Spikeys which prevent drinks being drugged to administering first aid and calling the emergency services.

Our £250 donation is enough to train a Street Pastor in first aid.

Marion occasionally goes out on the streets but mainly works in a support role back at base.

She explained: "The Falkirk Street Pastors work in co-operation with all the emergency services, local council and nightclubs in Falkirk and recently won the Special Award for Community Volunteers from Falkirk Council."

That's mighty important work and if you'd like to know more about the organisation visit: <http://www.streetpastors.co.uk/CurrentLocations/Scotland/Falkirk/FalkirkPhotos/tabid/650/AlbumID/2117-201/Default.aspx>

Danni's Dedication Pays Off

ELGIN'S talented young skater Danni Tewnion is continuing to add honours to her competition success as she takes on the best at home and abroad.

Danni, the daughter of one of Springfield's kit manufacturers Willie Tewnion, is the Scottish under-16 Figure Skating Champion and skates for Team GB at international level.

At Springfield we know that it takes hard work and dedication to be the best, and as she has shown incredible focus from a young age and in recognition of her determination to excel, Springfield is sponsoring Danni on her travels to competitions.

In late April the young skater travelled to Paris for top competition and in her Advanced Novice section ended up as 11th overall in the world ranking and third in the UK under-16s.

Danni went on to skate in home contests in her grade at Edinburgh's Murrayfield and finished second and took the top spot at another contest at Saltcoats with a magnificent first place.

Willie's daughter is coached in Elgin by brother-and-sister team Graeme Summers and Sue Summers-Farrell who say their young student is highly talented and has made a major impact on British figure skating. They say she trains

incredibly hard making her one of the most promising skaters in the country.

We'll keep you up to speed on her progress in future editions of On-Site.



Springfield's sponsored young Moray skater Danni Tewnion is climbing the competition heights at home and abroad.

Lady Luck Laps Up Our Luxury Lodge

Receptionist Julie and Her Guests Enjoy a Blissful Riverside Break

WHAT more could you want?

A luxury lodge for the night on the banks of the River Ness and a guest list that extends to your family and best pal.

That's what our Elgin receptionist Julie Wilson was able to enjoy when she won Springfield's £1000 Super Draw Prize recently and unlocked the doors of the fabulous Ness River Lodge near Inverness for a pampered 24-hours of luxury.



Not quite wall-to-wall Wilsons – but very nearby. Super Draw winner Julie's extended family and friends face the camera on the magnificent staircase of Ness River Lodge.

"The weather outside was dreadful, but we were pampered inside in a fabulous lodge that left us wanting for nothing."

And the fire alarm?

Well, that was down to the magnificent sweet that followed a spectacular meal.

"The chef presented the sweet with sparklers in every one," said Julie. "It was an amazing sight – but the heat set off the alarms. It was not a problem and just added to the fun and the memory."

"The people who served us our meals, wine and drinks just didn't come for a short time, they stayed and looked after us like royalty. They were excellent."

With Julie was her best friend, former Springfield employee Elaine Bridgeford; Julie's Mum and Dad, Bill and Rita Wilson of Elgin; her brother Steve and his wife Ann who travelled specially from Wales to join her; Julie's sister Barbara from Elgin and our winner's three children Kim, Andrea and Sean.

"What a great time we had," she said. "It's a memory that will stay with us all for a very long time."



Well, when you've got it, flaunt it! Julie relaxes in a toasty fireplace spot during her luxury prize overnight stay at Ness River Lodge.



Mouthwatering! Just a little sample of the superb food that was served up to Julie and her guests at Ness River Lodge.

If you fancy your own break at Ness River Lodge you can get more information at www.nesscastlelodge.co.uk

Site Managers Rise to Fundraising Call

Ian Makes the Sparks Fly!

WHAT a "shocking" way to raise charity cash!

There have been some bizarre charity challenges splashed in On-Site – but Lenzie site manager Ian McGarvey is the current champion with this stunt!

Determined to generate as much cash as he could to boost the Help for Heroes fund, Ian volunteered for the Tough Mudder assault course at Drumlanrig Castle in Dumfries and Galloway.

It's no cakewalk and on July 14 he found out just how tough this "mudder of all challenges" really is.

Not only did he face several hours of pain over a course that boasted sheer walls, crawling nets, walking the plank and coping with lots of glutinous mud and cold water, but he had a unique section to pass through that was completely electrified!



Shocking! Lenzie site manager Ian McGarvey (in the lime green top) tackles an assault course that's laced with live electricity – and it's all in the name of charity.

As he approached a timber frame structure he and his fellow charity runners were faced with mirriads of copper wires linked to a battery that were wired to sting.

They had no choice but to stick their heads down and go for it – sparks an' all!

And if you think his tormentors could not have done any worse, they managed to add to the runners' agonies by spraying water over the runners and electrified wires just to make sure the volts could reach the parts other could not reach!

Ian did a great job and raised more than £450 over three hours of running.

Well done!

And presumably, after being reasonably "fried" as he passed through the electrified section he really is now very "well done"!

If you'd like to "amp-up the ante" a little more you can still donate at reception and on-line at <http://www.raceit.com/fundraising/donate.aspx?event=6569&fundraiser=r3666826>

Haydon's Foundation Finds a Springfield Hero

SPRINGFIELD staff have never been slow to rise to the challenge of helping others and our site managers are maintaining that trend in fine style.

We have two who have been pushing the boat out, here's our second hero.

When our Middlebank Rise site manager in Dunfermline, James O'Neill, heard that his wife's cousin's baby had been born 10 weeks prematurely with Down's Syndrome and an enlarged heart, he shared his family's sadness.

And when the little boy lost his fight for life at just 15 weeks James got busy doing what he could to raise funds to help

others in a similar position and generate money for a charity set up in memory of his cousin's son by his parents.

The charity has been named after the little boy as the Haydon Kennan Foundation.

James' entire family is involved in the first fundraiser for the foundation, the proceeds of which will be shared between Yorkhill Children's Hospital and the SIMBA memory boxes at Simpsons Maternity Hospital, Edinburgh.

You can donate at our main office reception or contact James on 07435 785392. You can also donate through the Gift Aid website by looking up the "Haydon Kennan Foundation".



Our local hero, Dunfermline site manager James O'Neill

Rattray's Show Home Bowls Them Over at Kinloch Gardens!

WHEN it comes to stylish family living potential home buyers have a treat in store at our new Perthshire development close to Blairgowrie.

The design of our spectacular new homes at Kinloch Gardens are the talk of the area around Rattray where they stand.

But more than any other aspect of our Blairgowrie presence the one feature that is wowing visitors and drawing people into the site is our beautiful show home.

Just take a look inside our beautifully designed and fitted show home at the development deep in the heart of Perthshire and you'll appreciate just why Kinloch Gardens is following in the footsteps of the much-admired Middleton of Canmore development in Braemar.

Both are generating a lot of interest with the Blairgowrie location expected to attract many visitors and, hopefully, potential, buyers.

Compared to current Springfield sites the Blairgowrie development is quite a different design. Kinloch Garden homes are from our newest portfolio and feature a contemporary look with timber cladding and larger windows. Since opening the showhome visitor numbers have picked up and our sales consultant Janice Marchi is being rewarded with substantial footfall after working hard to achieve no fewer than 10 reservations by early July.

"The opening of the show home has made a huge difference," said Janice. "My footfall has increased substantially since the home opened and visitors are really impressed by what they see.

"It's beautifully fitted out and helps people appreciate the level Springfield go to when it comes to the presentation and delivery of a quality product."

The importance of 'Choices' is a recurring theme at every one of Springfield's Scottish sites. It's a unique selling feature that no one else in the industry is offering and is giving us a head start when it comes to bringing new business to our developments.

At Kinloch Gardens Janice counts among her reservation successes so far two-bedroom apartments, two-bedroom semi-detached homes and a three-bed house. Much of that is down to the impact of the show home.

The development has 81 homes in total, including detached properties, and Janice is confident about future sales - thanks in large part to the appeal of the attractive show home which, along with Springfield's astonishingly successful 'Choices' programme, gives potential clients a look into what they could achieve with their own home.



Elegant and airy family dining in our Kinloch Gardens show home - with plenty of space



Our Blairgowrie show home at Kinloch Gardens makes a special features of the roomy bedrooms.



Bathroom and shower space is excellent with top-quality contemporary fittings.



Careful selection of furniture and fittings help our clients see the potential of a Springfield home.



The fresh and clean cut design of our beautiful show home at Rattray.



Another view of the spacious and well-appointed lounge at our Rattray show home.



Light and open-plan dining and living areas make the most of space at Kinloch Gardens.



Breakfast bar kitchen design is finished in the best materials for modern living.



Another view of the spacious and well-appointed lounge at our Rattray show home.