



CLARKE GROUP NEWSLETTER

ISSUE NUMBER 3

Encouraging Communication throughout The Clarke Group

DECEMBER 2006

A note from the Managing Director

As the New Year is quickly coming upon us, I would like to take this opportunity on behalf of the Directors and Shareholders of The Clarke Group to wish you and your family a very Happy Christmas and New Year.

We have all had a challenging year and I would like to thank everyone for all their hard work and dedication to the company.

2006 has been another busy year for the Clarke group. Our Group turnover for 2006/2007 has yet again increased year on year due to the drive and confidence of our staff who believe in the success of this business. We are now the leading supplier of Communications service contracts in Ireland. Our Contracts division has entered into a new concept of Public/Private Partnership in Monaghan town. Timber frame is gearing up to at least double its capacity in the New Year. Our concrete products division is gaining market share and outlook for the New Year is good while our Surfacing division continues to expand and grow. All of this success is down to all of us working towards a common goal. I thank you again for your hard work and dedication in 2006 and we look forward together to a successful and fulfilling 2007.

I hope that you find the information in this newsletter to be both informative and interesting.

Happy Christmas to you all,



Pictured above is Seamus McKenna and Paddy Clarke on the official signing of the Donegal Broadband Project.



Pictured above are Tommy Clarke and Hugh Gormley along with Government and Council Official's on the signing of the North East Broadband Project.

Communications Division goes from 'Strength to Strength'

The Clarke Group Communications Division has shown massive growth since being established in 1999. With offices in Dublin, Galway and Portlaoise, the Division have now become one if not 'the' main telecommunications contractor in Ireland.

2006 has followed on past success with a number of high profile contracts being signed. One of the most prestigious of these contracts is that awarded by Bytel. Essentially this contract will be the largest 'fibre pull' project in Ireland to date. The project will be completed in two phases. Phase one involves physically digging a trench from Monaghan to Armagh and laying cable. Phase two sees cable being pulled along an existing trunk from Armagh to Bridgend, on the Derry/ Donegal border. This equates to almost 100 miles of state of the art cable, in a contract worth around £1.5M. When completed the end result will open up high speed broadband access to companies in the area – transforming the way they do business.

Alongside the Bytel project, the Communications Division are also working on the NTL (Dublin) project that will see telecommunications move to a new dimension. Work also continues with Eircom with whom the Clarke Group are held in very high esteem.

County Council work focusing on Broadband installation and upgrades are also a very lucrative part of the business. As can be seen from the photos, a number of major Government backed projects have recently been signed including; North East Broadband, Donegal Broadband and Fingal Area Broadband.

Christmas Charity

As part of The Clarke Group's Christmas donation Ivan Kettle, Manager of Clarke Homes Division is pictured presenting a cheque to Sheena Havlin, Community Fundraising Manager, Marie Curie Cancer Care.

A further donation is being made to Our Lady's Hospital for Sick Children, Crumlin. Due to time constraints a picture of this donation will follow in our next staff newsletter edition.





Clarke Group Sponsors The Irish Township Project.

The Clarke Group recently sponsored local Cavan builder Gerry Brady, Erin Construction, as he travelled to Cape Town to take part in the one-week annual building blitz by the house-building charity The Niall Mellon Township Initiative.

Alongside Gerry, over 350 volunteers travelled from Ireland to Cape Town during November to build 70 homes in just one week for more than 300 South Africans who would be able to have a proper house to call home for the first time in their lives.



Property developer Niall Mellon set up the Township Trust in late 2002 after seeing at first hand the appalling conditions that millions of South African township residents live in. Since then, the charity has built over 600 houses for shack-dwellers in three separate townships in Cape Town.

Pictured below is some of the Builders who worked alongside Gerry with two local South Africans who took part in the project who were keen to promote the Clarke Group within the community!

Clarke Group Homes Division Wins Award For Safety

As Health and Safety compliance in the workplace has never been more important, the Homes Division within the Clarke Group were delighted to recently receive an award from The National Irish Safety Organisation (NISO) Awards Scheme. Now established as the most prestigious health and safety award scheme throughout Ireland, the NISO award is dedicated to the promotion of Health and Safety in Irish workplaces.

The NISO presented the Clarke Group Homes Division with a highly commended award status as the existence of a Safety Management Scheme tailored to the needs of the organisation were demonstrated and substantial documentary evidence of a proactive system for continuous review and improvement was provided.

John Collins, Health and Safety Manager within the Clarke Group stated "we are delighted to have received such an award as this demonstrates our continual efforts in achieving a safe and healthy working environment for all our employees".



Pictured above is Ivan Kettle, Homes Manager receiving the NISO award for Clarke Homes.

Clarke Surfacing Operates New Team From Castlepollard

Here at the Clarke Group we have become well know for the supply and laying of our asphalt products having gained over 40 years experience working on public and private contracts.



The Surfacing division recently expanded their operations by employing a tar gang and purchasing new surfacing machinery during September 2006. This new tar gang and investment of machinery will operate from our tarmac plant in Castlepollard, Co. Westmeath allowing Clarke Surfacing to more easily service a customer base within the Midlands.

The tar gang operating from Castlepollard consists of Conor Smith, Stephen Reilly, Enda Mulvany, Patrick O'Hara and Artur Misiuk. Machinery purchased includes a new Spreader, Roller, Lorry and Trailer. So we wish this new tar gang every success within the Midlands.



New Appointments

We would like to welcome the following people into the company.

Communications

Jan Bodzon
Terence Walsh
Frank Hegarty
Eamon Dolan
Michael Gallagher
Charlie Callaghan
Stephen Nugent
Andrzej Drapik
James Nolan
Liam Melly
Rory Bonner
Daniel McGinley
Philip O'Rourke
Paul Streeter
Michael McLoughlin
Darren Connolly
Stephen Kelly
Robert Izard
Peter Hogan
Martin Cuffe
Luis Roberto Da Silva Baptista
Leonel Taju Caliano Da Silva
Meter Vaskawiw
Pedro Miguel Gramada Dos Santos
Papez Vaclav
Martin Rusin
Sandro Osvaldo Liborio dos Santos
Armando Manuel Magarinhos
Pavel Bogner
Miroslav Dousa
Antonio Jose Fernandes
Concubhair O'Murchu
John Fenlon
Joseph Hamilton
Kevin Boyle
Martin McCann
Stephen Hassan
Greg O'Meara
Gary Gillespie
Alan Keogh
Barney McLaughlin
Damien Comiskey
Ingreida Dudenaitė
Wayne Nagel
Patrick McGill
Brian McConville
Stephen Conneely
Niall Ennis

Contracts

Adrian McCarroll
Paul Bradley
Peter Gormley
Michael McNamee
Grainne Kavanagh
William Travers
Paul Mohan
Pat Lynch

Products

Raymond Hand
Jim Cunningham
Piotr Ludian
Patrick Brady
Frank Conlon
Brian Durnien
John Johnston
David Lancashire
John McElroy
Una Treacy

Homes Division

Lukasz Bomba
Martin Fitzpatrick
Russell Henry
Agnieszka Hryniewiecka
Stephen Ingram
Dwaine Little
Conor McCahery
Barry McGoldrick
Enda Murphy
Francis O'Reilly
Michal Placzkowski
Gerald Smith
Seamus Smyth
Eian Wilson
Marcin Wolanski

Surfacing

Enda Mulvany
Patrick O'Hara
Stephen Reilly
James West

HQ Lisnaskea

Lynda Maguire
Aileen McManus
Aideen O'Reilly

Sales Appointments



The Clarke Group has appointed **Ian McCaffrey** as Sales Manager. Ian who will be based in Lisnaskea will be responsible for managing and directing the sales team within the Homes and Products division. Prior to this appointment Ian worked for Lakeland Dairies as Sales Manager having a strong track record within a sales management role.



Paul Jenkins has been appointed as Sales Executive for the Surfacing Division. Paul will report to Mark Hall and will be responsible for sales into the North.



Karl Casey has been appointed Technical Sales Representative for the Homes and Concrete Products Division and will be responsible for sales within the Leinster region.



Paul Grant has been appointed as Technical Sales Representative for the Homes and Concrete Products Division and will be responsible for sales within the Connaught region.

Contracts Division Update

2006 has been a very successful year for the Contracts Division. Water Metering projects have become a very lucrative part of the business and has seen the division expand throughout Ireland, indeed as far south as Wexford.



D&S Motors Site in Monaghan

The Wexford Non-Domestic Water Metering project will see a survey of some 7000 properties with the installation of 6000 meters throughout the county to follow. Worth in the region of €4m, it is expected this project will run from November 2005 to February 2007.

Other metering projects currently running include, Roscommon (8500 meters), Galway (2000 meters) and Kingscourt in Cavan. West Cavan has recently been completed involving the installation of 1700 meter boxes.

In addition to these water projects, the Contracts Division are also overseeing all work at; Cootehall Sewage Works (Roscommon), Louth Water Conservation Project, a watermain installation contract in Kingscourt, Co. Cavan, Kells Civic Amenity Site, Dublin St, Longford Town, Longford Street Refurbishment and the Framework for small sewers in the North. In addition the D & S Motors Site in Monaghan should be completed before Christmas 2006.

Interview with Hugh Gormley, Clarke Communications

How long has the Communications Division been operating?

P. Clarke And Sons Ltd was first awarded a term contract for Eircom in 1999 in The North West Region. I suppose that was the beginning of what we now call the Communications Division even though the company had carried out small works for Eircom years before that.

Where does the Communications Division work from?

The Division has offices in Dublin, Galway and Portlaoise.

Explain briefly the type of work the Communications Division provides?

The Communications Division designs, builds, maintains and operates copper, fibre, wireless telecommunication and cable television networks.

Who are Clarke Communications main customers?

Our main customers are Eircom, Upc/Ntl, Bytel Networks and The Department Of Communications.

You have recently signed a few significant contracts. Can you briefly describe each of these to us?

We were recently awarded a three year contract to refit cable T.V. networks for Upc/Ntl in the greater Dublin area. We were awarded the contract to build the metropolitan area network for Fingal County Council. This is a broadband project which includes the towns' of Balbriggan, Skerries and Lusk. We are currently working for Eircom and are in negotiation with them for a new term contract to cover all of southern Ireland.

Where do you see the future of the Communications Division?

The Communications sector in Ireland continues to grow with more investment expected in Broadband Networks. Eircom is the largest player in the Irish Communications Industry and we expect to continue to be a major supplier of services to them for many years to come. Our recent entry into the cable television sector looks promising and we anticipate growth in this area.

Congratulations to.....



David Clarke, Assistant Products Manager, who recently married Cheryl on the 29th July.



Ownie Coyle, Engineer, Clarke Contracts on his recent marriage to Caroline on the 26th August.



Martin Lowry, Group Marketing Manager who recently married **Aisling McGovern**, Accountant, Lisnaskea, on the 11th November.



Andrea McCabe, Credit Controller Lisnaskea, who recently married Ultan Conaty on the 21st October.



Patricia Caughey, who recently married William Clifford on the 17th November.



Alison Bell, who recently married Darren McCormick on the 9th September.

Aideen O'Reilly, Head Office on her recent engagement to Trevor.

Leighanne McMahon, Contracts Division on her recent engagement to Patrick.

Louise McElroy, Surfacing Division on the birth of her baby son Darragh.

Mark Bloomfield, Homes Division, on the birth of his baby daughter Emily

Marcin Walas, IT Manager and **Catarzyna Walas**, Homes Division on the birth of their baby son Mateusz.

Glenn Farrell, Clarke Homes, on the birth of his baby daughter Ellie

Robert Moncrieff, Clarke Homes, on the birth of his Baby daughter Gemma

Patrick Mallon, Clarke Homes, on the birth of his baby son Evan

Clarke's visit The Ryder Cup



Pictured above is the European Team: Lee Westwood, Jose Maria Olazabal & Darren Clarke.

The Ryder Cup 2006, seen as one of the world's most prestigious golfing events took place at the K Club, Co. Kildare during September. With Team Europe winning the competition by a score of 18½ to 9½, equalling their record winning margin of 2 years earlier, this was one event that any golf enthusiast would want to be at!

As Part of the company's marketing and customer hospitality programme, the Clarke Group attended the Ryder Cup with some of the group's top customers from across the six divisions. The Staff and customers who attended The Ryder Cup were lucky to be part of an event which will not be seen in Ireland for many years to come!

Clarke Staff join Celebrities Get Together To Raise Over €200,000 For Charity

Staff representing The Clarke Group recently attended a charity event in the Slieve Russell Hotel, Co. Cavan organised by CLIC Sargent – the UK's leading children's cancer and leukaemia charity which works to raise money for children and young people.

Eddie Jordan, Barry McGuigan and Keith Wood hosted the event which saw sporting legends Mick Fitzgerald, DJ Carey and Martin O'Neill take part to raise money for CLIC Sargent and in addition to raise money towards a new social worker post required at the Our Lady's for Sick Children Hospital, Crumlin in Dublin. The event was a huge success raising an incredible €210,000 for the charity.

For anyone who would be interested in a challenge CLIC Sargent Northern Ireland will be holding an event '70 Wild Miles Fermanagh' taking place on Saturday 9th June 2007 involving a cycle 47 miles, canoe 10 miles and run 13 miles through the Fermanagh Countryside starting and ending at the Share Centre. Solo entries or teams of 3 welcome... so for anyone interested contact 028 9072 5780.



Pictured with **Barry McGuigan** is **Damien Teague**, Sales Executive, Clarke Group.



Pictured with **Eddie Jordan** is left **Martin Lowry**, Marketing Manager and right **Paddy Clarke**, Director.