



INTERNATIONAL PRESTRESSED
HOLLOWCORE ASSOCIATION

"Getting it right from the industry perspective"

Stephen Carr

MD

Spiroll Precast Services Ltd

Derby UK



“Getting it Right”

- Great Story?
- Training
- Building Extruders
- Co-operation with Machinery Manufacturers
- External Investment
- Acquisition
- Intellectual Property
- New Markets



Passion

“A Great Story”



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“The Great Story”

■ FROM PRECASTER TO MANUFACTURER AND SUPPLIER

opportunities

mentors

colleagues

employees

suppliers

customers

“the journey”

Products

luck

people

strategy

communication

IPHA



Steve's Story

- Degree in Mechanical Engineering and Business Studies
- Started as a Student Apprentice
- Time abroad in Mining and Metal Manufacturing
- 1982 Precast Industry
- Factory Manager to Production Director
- Industry constantly changing shape
- 1996 Change has a fall out
- 1999 Looking for a new job

"Entrepreneurship is about turning what excites you in life into capital, so that you can do more of it and move forward with it."

Richard Branson



Precast Services Ltd - Dec 2000

Stressing Services

- 3rd Party Door to Door Anchor Cleaning
- Supply Pumps and Jacks
- Calibration and Servicing
- Stressing Training
- 6 months later - all change



“Spiroll Story”

- Association with IPHA
- ISPA Founded 1969
- “International Spiroll Producers Association”
- International Extruded Concrete Association
- International Precast Hollowcore Association
- Generic term
- Big hit
- Along came Precast Services Ltd
- Birth Spiroll Precast Services Ltd

Rise of the Phoenix

- June 2001 to 2015
- Hollowcore Machinery and Prestressing Services
- Existing Customer Base
- Strategy
 - Recruit key personnel
 - Increase product range
 - Innovative product design
 - Strategic alliance
 - Strong market presence

- IT WORKED

It Worked!

2007

Good Progress

2004 to 2013

Exhibitions and Presentations
Corporate Profile and Digital Media

2013

Spiroll Sells 50% Shares to CCL



CCL Stressing Systems

Providers of Specialised Concrete Engineering Solutions

- Founded in 1935
- A pioneer and an expert in prestressed concrete systems and related engineering
- Independently owned private company
- 500 Employees
- Global presence
- Advanced manufacturing facilities
- Centralised corporate structure

CCL are a leading international group in post tensioning technology with 15 offices and 27 subsidiary companies



Spiroll Precast Services Ltd - Post 2013

- Investment Since 2013
- CCL Marketing Support
- Turnkey Projects
- Purchase of Dynacore
- Open CCL/Spiroll in N. America
- Patent on new Clamp Grip

DYNACORE
EQUIPMENT 

Spiroll Product Range

- Spiroll Precast Services Ltd
- Specialist engineering company selling equipment and services to the precast industry
- Brochures at back
- In addition to hollowcore and stressing equipment
- Precast moulds and mechanisation
- Software
- Building design solutions and site support

New Developments I

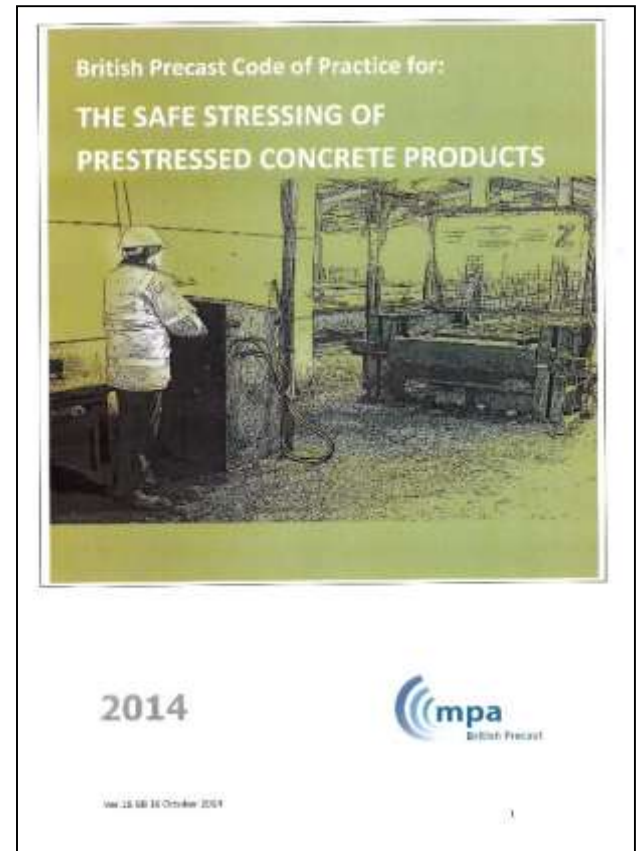
- Wet Cast Mechanisation
- Panel Production
- Bed Cleaners
- Casting Machines
- Product Lifters
- Pull-out Testers
- Wetcast Beds
- Purpose Built Saws
- Multi Stressing Systems
- Wet Cut Saws



New Developments II

Safe Stressing

- Code of Practise for Safe Stressing of Prestressed Concrete Products
- Nov. 2014 signed off by HSE
- BPCF Audits
- Higher Standards



New Developments III

New Stressing Anchor Grip

- “Clamp Lock”
- Aim: eliminate wire slips
- Replaces SLA
- Fewer Moving Parts
- Easy Clean and Maintain
- Positive LOCK onto the Wire



New Developments IV

Dynacore and Universal Extruder “New Spiroll Extruder”

- Ease of use
- Low cement
- Dense concrete
- Interchangeable end
- Profile flexibility
- Speed
- Control system



Sneak Preview!



Lessons “Getting it Right”

- “It’s the journey, not the destination”



Luck

- Part of development
- Academics
- English cricket or Manchester United
- Statistics on exams
- Subject of great interest
- Johan Cruyff
 - “people make their own luck”
- Richard Branson again
 - “anyone who wants to make the effort to work will seriously improve their luck”
- Gary Player
 - “The harder I practise, the luckier I become”

People

- Greatest resource
- *“It takes an engaged, motivated, and committed workforce to deliver a first-class product or service and build a successful, sustainable business.”*
- Share benefits of success
- First recruit

Vision

- Strategy
 - Develop the technology
 - Expand the market
 - Good suppliers
 - Associated companies
- Mutual Benefit
- Trust
- Communication

Customers

- “Enemy” or “Friend”
- Networking
- Social web sites
- email

"The quality of business communications has become poorer in recent years as people avoid phone calls and face-to-face meetings, I can only assume, in some misguided quest for efficiency."

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IPHA

- Thanks to IPHA
- Thanks to all the support from the industry

“If you create something that everybody who works for you is really proud of, then you know you're on to a game-changer.”

“Just a little Passion and a lot of Luck”



THE END

Thank you for Listening



www.spiroll.co.uk



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