
CLIENT

ABP (Associated British Ports)

LOCATION

Southampton

VALUE

£5.08M

DATE

October 2014

April 2015

**CASE STUDY**

Mayflower Cruise Terminal.

About the project.

We were delighted to have worked with ABP to refurbish the Mayflower Terminal in Southampton.

The works involved:

- Refurbishment of the external drop-off point and car parking
- Replacement of the external northern façade
- The remodelling of internal layouts
- The addition of an internal lift and two-storey extension of the terminal into the adjoining existing grain store building together with new metal doors and screens

As well as the above, existing mechanical and electrical systems were renewed as part of the alternations, including new toilet facilities, provision of a new VRF heating / cooling system and replacement of the existing foul drainage system. The new system was a bio-digester with a pumped system; the latter involving trenching within the port to connect with an existing sewer pipe run.



“I am pleased to confirm my positive experience with Brymor Construction Limited in the context of the two-stage tender process undertaken in connection with the above contract works. The first stage tender required the bidders to provide fixed price preliminaries and fixed percentages for overheads and profit which, if successful, would be carried through to the second stage tender.

Brymor were successful in the first stage tender and proceeded to the second stage negotiation where their managing surveyor, Phil Dyer, led the team in the negotiation, though he was properly supported by a fully resourced team providing construction advice, programming, buying and estimating and not least mechanical and electrical services co-ordination.

The sub-tender process was carried out in an open and professional manner and was concluded both on time and within the client's budget whilst accommodating significant additional scope in relation to the roof of the existing Baggage Hall.

It is of note that the works in connection with the Mayflower Terminal was one of two cruise terminal re-developments being promoted in parallel by Associated British Ports. A portion of the re-development work has been undertaken and due to the success of the negotiation at the Mayflower Terminal, Brymor were invited to negotiate a contract for these advance works.

I trust the above assists in your deliberations and demonstrates that Brymor have experience of two-stage tendering.”

G P Ferguson, Partner, Gardiner & Theobald LLP