

**£316.9m**  
Value of new work won by Balfour Beatty in September

# CJ50

Contract Journal's monthly league table of new work winners

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T +44 (0)1628 552000 W www.causeway.com E marketing@causeway.com

## A healthy order for Balfour Beatty

After a dip in August the CJ50 total is once again over the £2bn mark, although this is some way short of the record £3bn plus totals posted in January and February. Some big education PFIs made the public sector the most lucrative market, but it was only a whisker ahead of the private commercial sector. **James Atkinson** reports.

**C**onstruction giant **Balfour Beatty** once again made its massive presence felt by topping the CJ50 table for the third time this year. Its biggest declared win was the £136m PFI healthcare scheme for Tameside & Glossop Acute Services NHS Trust.

The scheme is part of the so-called Northern Hospitals batched PFI project, which also includes a project for the Salford Royal Hospitals NHS Trust. The contractor also secured a £21.5m private commercial scheme in Bristol for Crest Nicholson.

**HGB Construction** had a good month with nine new contracts pushing it up two places to second. Its bull's eye was a £180m private commercial deal for developer Argent Group to construct the Eastern Goods Yard project at London's King's Cross Central.

The firm also picked up a £23m commercial project for Scottish Widows Investment Partnership in Bristol and a £15m hospital in Bridgend for Bro Morgannwg NHS Trust.

**Morgan Sindall** moved into third place with a hefty 38 contracts, but its cream of the crop was a £134m Schools PPP project for East Dunbartonshire Council, which it won under the Inspired Education moniker.

**Kier** dropped back one place to fourth with the private commercial sector proving to be the most lucrative area for its new pickings. **Leadbitter** maintained its recent charge up the table, muscling into the top 10 at five thanks to £110m-worth of affordable housing work, including a £39.2m deal for Ashford Council and a £19.8m contract with Crest Partnership Homes in Brighton.

Affordable housing was also responsible for the highest new entry this month in the shape of **Durkan**, popping in at six on the back of a £44m housing deal with London & Regional in London.

**Bowmer & Kirkland** eased back two places to seventh, but a £16m Sainsbury contract in Worcester helped keep it in the top 10. Not far behind was **Galliford Try**, which found most of its new work in the private commercial sector, including a £17.5m job for Royal London in London.

**Rok** moved up five places to claim ninth position thanks to a juicy £30m deal to provide maintenance work for Newham Homes in London. **Costain** improved its lot, moving up 19 places to 10th after securing a £45.7m infrastructure deal in the North West for Mersey Valley Processing Centre. **Miller** rose 20 places to 11th, mostly thanks to other public non-housing work, while **ISG** shot up 26 places largely on the back of private commercial wins.

**Willmott Dixon** slipped back to 13th place, but still collared a handy £34.2m prison deal on the Isle of Sheppey in Kent. **Eric Wright Construction** made a rare, but welcome appearance in the top 20 after winning £40m-worth of public sector orders.

**Carillion** improved its showing in September rising 22 places to 15th. Its most significant deal was a £20.6m commercial scheme in Wales for the Welsh Ministers.

**Bovis Lend Lease** proved pretty consistent at 16, down just one place, thanks to a £32m Building Schools for the Future deal in Lancashire. **Skanska**, last month's number one, had a rather leaner month, dropping to 17, while **Modus** proved to be a new entry at 18 with nearly £30m-worth of new private commercial orders. **Fitzpatrick** and **Watkin Jones** rounded out the top 20. The only other declared contract of note was **Clugston Construction's** £19m academy school contract for Oasis Community Learning in Grimsby.

Data provided by Barbour ABI

For full details telephone: 0151 353 3600

### Top 10 by region: Past 12 months (£m)

London & SE		
1	Balfour Beatty	1,425.15
2	Kier	1,169.47
3	Laing O'Rourke *	1,059.04
4	Skanska	864.16
5	Morgan Sindall	736.64
6	Apollo Group	630.62
7	Carillion	592.50
8	HGB Construction	559.75
9	Bovis Lend Lease	529.62
10	Edmund Nuttall	485.86

### Top 10 by sector: Past 12 months (£m)

Social housing		
1	Rok	616.14
2	Apollo Group	590.78
3	Kier	584.94
4	Morgan Sindall	398.12
5	Inspace	391.40
6	Leadbitter	298.48
7	Higgins Group	276.52
8	Wates	248.11
9	Laing O'Rourke *	243.00
10	Balfour Beatty	238.80

### North

1	Balfour Beatty	974.98
2	Bovis Lend Lease	952.00
3	HGB Construction	648.73
4	Kier	427.65
5	Bowmer & Kirkland	313.78
6	Wates	299.06
7	Morgan Sindall	284.55
8	Interserve Projects	279.04
9	Carillion	260.10
10	Taylor Woodrow	177.32

### Infrastructure

1	Rok	613.21
2	Apollo Group	570.93
3	Kier	560.89
4	Morgan Sindall	386.81
5	Inspace	376.70
6	Higgins Group	292.22
7	Wates	248.48
8	Leadbitter	243.69
9	Laing O'Rourke *	243.00
10	Balfour Beatty	225.10

### Midlands

1	Balfour Beatty	393.47
2	Kier	295.89
3	Morgan Sindall	212.27
4	HGB Construction	208.60
5	Bowmer & Kirkland	207.40
6	Wates	167.94
7	Carillion	140.90
8	Edmund Nuttall	134.72
9	Thomas Vale	131.33
10	Norwest Holst	127.93

### Private commercial

1	HGB Construction	1,224.45
2	Bovis Lend Lease	902.30
3	Kier	894.34
4	Bowmer & Kirkland	787.38
5	Laing O'Rourke *	564.00
6	Balfour Beatty	509.39
7	Skanska	458.52
8	ISG	430.90
9	Sir Robert McAlpine	418.60
10	Miller	379.40

### Wales & SW

1	Bovis Lend Lease	397.00
2	Kier	335.84
3	HGB Construction	249.70
4	Sir Robert McAlpine	211.00
5	Midas Group	207.29
6	Morgan Sindall	203.81
7	Cowlin	184.13
8	Laing O'Rourke *	170.50
9	Rok	168.38
10	Carillion	161.10

### Other public

1	Bovis Lend Lease	1,032.00
2	Balfour Beatty	910.81
3	HGB Construction	804.39
4	Kier	745.52
5	Morgan Sindall	524.22
6	Carillion	429.20
7	Norwest Holst	299.26
8	Laing O'Rourke *	295.50
9	Wates	269.20
10	Willmott Dixon	266.08

### Scotland

1	HGB Construction	360.70
2	Balfour Beatty	315.00
3	Miller	301.75
4	Sir Robert McAlpine	245.30
5	Laing O'Rourke *	236.00
6	Barr	206.20
7	Galliford Try	189.60
8	Morgan Sindall	180.81
9	Bowmer & Kirkland	159.73
10	Carillion	128.60

### Private industrial

1	Fitzpatrick	116.20
2	Norwest Holst	98.50
3	North Midland	92.77
4	Tolent	86.92
5	Buckingham Group	79.18
6	Bowmer & Kirkland	65.01
7	Winvic Construction	59.86
8	Sisk	56.09
9	Interserve Projects	31.81
10	Wates	29.57

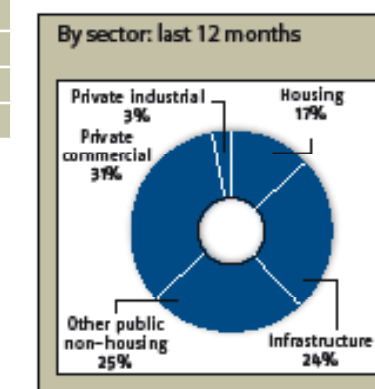
\*Information taken from Barbour-ABI Database

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### CJ50 New work winners Past 12 months

Position	Previous	Contractor	Value (£m)
1	1	Balfour Beatty	3,233.82
2	2	Kier	2,280.67
3	5	HGB Construction	2,027.49
4	3	Bovis Lend Lease	1,938.32
5	4	Laing O'Rourke *	1,665.64
6	6	Morgan Sindall	1,618.08
7	7	Carillion	1,283.20
8	8	Skanska	982.59
9	9	Wates	915.56
10	10	Rok	876.69
11	11	Bowmer & Kirkland	854.16
12	12	Galliford Try	790.40
13	13	Edmund Nuttall	723.97
14	16	Apollo	637.22
15	18	Sir Robert McAlpine	603.10
16	17	Interserve Projects	588.52
17	14	Taylor Woodrow	534.85
18	20	Miller	531.12
19	15	Norwest Holst	507.49
20	19	ISG	503.99
21	23	Leadbitter	447.49
22	21	Morrison	440.56
23	22	Inspace	399.60
24	24	Willmott Dixon	392.71
25	25	Costain	354.65
26	26	Higgins	279.31
27	27	Midas	276.16
28	28	Styles & Wood	269.02
29	31	FM Conway	256.93
30	29	Fitzpatrick	255.90
31	32	Osborne	252.62
32	47	Durkan	233.01
33	33	Sisk	231.38
34	30	Barr	230.40
35	34	Lakehouse Contracts	219.01
36	36	Renew	205.35
37	37	Mulalley & Co Ltd	189.13
38	38	Birse	186.60
39	35	Cowlin	184.13
40	40	North Midland	174.97
41	43	Dean & Dyball	167.76
42	42	Rydon	164.64
43	41	Tolent	163.82
44	44	Thomas Vale	162.69
45	45	Pearce	147.67
46	48	Crispin & Borst	142.31
47	50	Buckingham	130.74
48	49	Watkin Jones	126.42
49	46	Haymills	125.41
50	-	Eric Wright	124.06
Totals for October 06 - September 07			30,031.35
Totals for September 06 - August 07			29,656.01

\*Information taken from Barbour-ABI Database



### CJ50 New work winners: September 2007

AWARDS VALUE (£M)			TOTAL	PUBLIC	PRIVATE				
Position	Previous	Contractor	Awards Value	Housing	Infrastructure	Other PNH	Commercial	Industrial	
1	2	Balfour Beatty	55	316.90	22.10	244.10	31.10	-	
2	4	HGB Construction	9	270.00	-	-	67.00	203.00	
3	7	Morgan Sindall	38	227.34	16.55	5.20	178.82	26.76	
4	3	Kier	32	198.93	25.05	-	47.48	126.40	
5	11	Leadbitter	27	138.02	110.06	-	17.82	10.15	
6	-	Durkan	11	135.95	135.70	-	0.25	-	
7	5	Bowmer & Kirkland	9	72.96	-	-	-	52.96	20.00
8	17	Galliford Try	13	68.60	-	-	14.60	52.90	1.10
9	14	Rok	22	65.23	46.31	-	-	4.60	0.20
10	29	Costain	4	62.08	-	59.19	-	2.89	-
11	31	Miller	3	61.58	-	-	45.06	16.52	-
12	38	ISG	26	58.70	1.10	-	2.08	55.18	0.33
13	6	Willmott Dixon	6	47.01	-	-	36.55	10.46	-
14	47	Eric Wright	8	41.59	-	1.04	40.55	-	-
15	37	Carillion	15	38.10	-	6.00	28.60	3.50	-
16	15	Bovis Lend Lease	2	36.40	-	-	36.40	-	-
17	1	Skanska	10	34.87	-	19.78	-	15.09	-
18	-	Modus	8	34.63	-	-	5.11	29.52	-
19	16	Fitzpatrick	7	28.90	-	16.40	-	3.20	9.30
20	20	Watkin Jones	1	24.90	-	-	-	24.90	-
21	30	Edmund Nuttall	12	24.48	-	24.48	-	-	-
22	25	Styles & Wood	8	24.12	-	-	-	24.12	-
23	-	Clugston	4	23.90	-	4.40	-	19.00	0.50
24	28	Osborne	10	23.68	-	5.53	18.15	-	-
25	-	R Durnell & Sons	0	23.50	2.25	-	1.75	19.50	-
26	-	Gleeson Building	2	22.90	11.30	-	-	11.60	-
27	22	Interserve Projects	22	22.88	-	6.37	0.95	14.61	0.95
28	13	Apollo	9	19.85	19.85	-	-	-	-
29	-	Morrison	7	17.67	-	17.67	-	-	-
30	-	Inspace	7	16.70	14.70	-	2.00	-	-
31	43	Multibuild	6	14.94	-	-	-	14.94	-
32	-	Thomas Vale	14	14.85	10.51	2.07	1.75	-	0.53
33	-	Mainland	4	12.60	-	5.00	-	-	7.60
34	33	Dean & Dyball	16	11.30	-	10.82	-	0.48	-
35	34	Crispin & Borst	4	10.95	-	-	10.95	-	-
36	49	Buckingham	3	9.94	-	0.46	-	-	9.48
37	24	Midas	4	8.61	-	-	0.30	8.31	-
38	32	Higgins	1	7.60	7.60	-	-	-	-
39	41	Pearce	3	5.64	-	-	2.30	3.34	-
40	39	David McLean	2	5.24	-	-	-	5.24	-
41	23	Aggregate Industries	17	5.14	-	5.14	-	-	-
42	26	Sisk	1	4.41	-	-	-	4.41	-
43	35	McTaggart Construction	1	4.40	4.40	-	-	-	-
44	-	Greswolde	3	4.20	-	-	-	4.20	-
45	48	TRAK	3	4.10	-	-	0.40	3.70	-
46	46	Birse	3	3.60	-	3.60	-	-	-
47	42	Haymills	3	3.00	-	-	0.50	2.50	-
48	-	Ashe Construction (Sthm)	2	2.50	-	-	2.10	0.40	-
49	-	Weaver	3	2.27	-	-	-	2.27	-
50	-	William Birch	4	1.89	-	-	1.50	0.40	-
Totals for September 2007			2,319.54	424.98	215.24	821.18	803.74	54.40	
Totals for August 2007			1,939						