



CONTRACTOR TOOLBOX TALK AT BORJOMI HOSPITAL IDP HOUSING REHABILITATION

Saunders Group Newsletter

June 2014

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Directors Word

By Richard Saunders

Welcome to our first monthly newsletter, hope you enjoy it!

This month I celebrated my 1 year anniversary in Georgia - my time here has raced by like a Minister in a Mercedes. Its great being in our new office, almost two months we have been here now. I can say that over the past 12 months, we have faced challenges, had some fun and learnt a lot along the way.

One of the key challenges we face as an organization is quality. Quality is a difficult concept as it is largely subjective; quality to one person might mean something completely different to another. There is also the concept of 'quality culture' where quality to one group of people might mean something different to another group. To achieve any shift or change in 'quality culture' can be done, but it generally takes two things: time and effort.

The construction 'quality culture' in Georgia is ahead of some countries but still lagging behind others. I am sure there is room, and an appetite, for improvement but any culture change requires time and effort, and lots of it.

Latest Staff News

Saunders Group employee Maia Karumidze had a maternity leave for 4 month. Her Baby is big enough now and we will have a pleasure to get her back at work from the start of July.

As per a very trustful source our site translator for Tsalenjikha Sesili Kilasonia is getting married and we will be able to congratulate her soon.

Quote of the month

"There are only three measurements that tell you nearly everything you need to know about your organization's overall performance: employee engagement, customer satisfaction, and cash flow. It goes without saying that no company, small or large, can win over the long run without energized employees who believe in the mission and understand how to achieve it"

-Jack Welch.



Projects Ongoing and Upcoming

A brief rap on the progress of our ongoing projects and a look at potential new ones.

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Meet an Engineer

Meet the man behind the man. Lia asks some questions to our recent recruit Andrew Webb, and gets some answers.

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Active Projects

by Various Engineers

WIMP I - 17 Cities Water Rehabilitation Project

Joint Venture of ILF, Saunders Group and Georgian Water Project has continued with the supervision of the active water supply rehabilitation projects across Georgia. During May the Engineer issued the Taking-Over Certificate for Surami. Radomir is now based in Poti and is working on ongoing projects at Lanchkhuti and Ureki with Vazha, Ozurgeti with Badri, and Tsalenjikha with Teimuraz. Hamid is still based in Kutaisi working with Jandier in Chokhatauri and Zurab in Zestaphoni, Tikibuli and Tskaltubo. Amendment #6 was signed in May 2014 and assumes the involvement of the Consultant's staff until the end of August 2014.



IDP Buildings Rehabilitation

Joint Venture of Voyants Private Ltd, Saunders Group Ltd and BETS consulting services continued with the supervision and construction management of IDP housing rehabilitations across Georgia. Sergo and Tengiz have been supervising the Kutaisi Hospital Rehabilitation, which in spite of some testing structural issues has been progressing well. Koba and Malkhaz have been supervising Borjomi and Kaspi Hospital rehabilitations which also have their challenges but are also progressing. Zaza has been begun with supervision of Cottage Settlements sanitary upgrades in Shida Kartli regions. Thank you goes to the JV partner's staff for their collaborative support and efforts into this project. The IDPs will surely be grateful for the work being completed.



Batumi Transport Upgrade

In the Month of April Saunders Group was granted with a relatively small project for Batumi Urban Planning. The project is for 5 month and is being executed by Michael Saunders. Michael applied for this particular project to help Batumi community have a better and more convenient transportation system.



Business Development

by Lia Jukharidze

We have been working on several RFQ and EOIs. Here you see the overview of our major future opportunities for the next couple month, to show Saunders Group perspective and future plans.

- SG together with Technital of Italy and Deltares of Netherlands has submitted a proposal for design and supervision of **Batumi Coastal Protection Project**, as per procedures MDF informed us, that the answers are expected in the month of July.
- For **WIMP-2; 28 Cities Water Rehabilitation** Supervision project, SG attended the Technical and Financial opening, our JV was calculated to have the highest scores, but we are still waiting for the official notice for the above mentioned project.
- Saunders Group together with ILF of Austria and P2M of Germany have submitted the proposal for Preparation of Feasibility Study and Technical Specifications for **Telavi and Tskaltubo WWTP**. The evaluation process and negotiation is ongoing



MR. Andrew Webb

Andrew Webb has joined Saunders Group a couple of months ago to administer our current project concerning the Supervision for Rehabilitation of IDP houses. He is from New Zealand and has a family in Georgia.

Andrew can you tell me a about yourself and your Georgian Family?

I first came to Georgia in 2004 to get married to my fiancée, we lived in New Zealand until 2007 but she was very homesick. We returned to Georgia in October 2007 and I have lived in Tbilisi since then. One of the major reasons for staying is the fact that my daughter has very close relations with her mother's parents and her aunts, uncles, and cousins. In addition, I really enjoy living here too, I have many dear friends, and am quite happy.



companies don't look after their workers, and pay is often up to several months late.

How you first got involved with Saunders Group and its management? Michael, Richard, and I, we are all from New Zealand. I met Michael in 2008 shortly after the August war, we both like a drink on the weekend, so we used to mainly meet at the Hangar bar.

What is the best/worst thing to happen since you started working at Saunders? Well, this is the second time I have worked for Saunders group; I'd say the best thing is the people. Working with a group of very good young Georgians, and with bosses from my own country is very personally satisfying. We have a very friendly work environment which I really appreciate, and I find all our permanent staff to be great.

What do you think will change about Saunders Group Ltd over the next five years? (Where do you see yourself over that time?) I think Saunders Group will expand, that we will become one of the major players in construction management in the region. I foresee

us having a larger permanent staff, and managing many more projects than we do now. I think we will also have our own construction branch. As for myself, I think I will be making our subcontractors and contractors shake in their boots, and be playing the role of "Bad Cop" to Richard's "Good Cop"

What were your impressions about your future 10-15 years ago? To be honest, I never expected to be living in Georgia, I expected to continue in the job I had at that time, which was steel design, fabrication, and erection for one of the largest steel fabricators in Australia and New Zealand, Grayson Engineering Ltd.

What do you do when you aren't working (or what you like to do when you aren't working?) Let's see, playing with my daughter, making models, playing tabletop war-games, and having an evening out with my friends and wife at a restaurant or bar.

Would you like to add something to our interview? Well, I think that all of us are lucky to be working with Saunders group.



"I will be making our subcontractors and contractors shake in their boots"

What has surprised you most about working with Georgian companies? Well, I have worked for several companies here, Transinvest Capital (Pixel 34 Chavchavadze), NCC (Rikhe Park), Prime Concrete, to name a few. The most surprising thing about Georgian owned companies is that they don't usually value their staff the way they should. Unless those staff are relatives of course. Unfortunately the management of many Georgian

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