

Client

William Morrisons Supermarkets plc

Project Description

New build supermarkets, conversions, store rebranding/remodelling, distribution centres

Contract Values

From £1 million to £56 million

Contract Period

1999 - ongoing



Since 1999 Carillion has built Morrisons supermarkets in Bradford, Thornbury, and Kings Lynn, all of which were won via a single stage bidding process. Since 2003 we have completed stores in Catcliffe and Wetherby, both of which were negotiated. In 2004 we converted an existing distribution centre in Northampton, and also undertook several projects to rebadge Safeways stores to the Morrisons standard. 2004 also saw construction begin on a £56m distribution centre in Kettering, scheduled for completion in September 2005.

Morrisons' initial aversion to negotiation has been overcome as their relationship with us has strengthened. They now understand how we work and feel confident that we can meet their objectives of delivering quality stores on time and to budget.

Carillion has introduced innovative solutions like off-site manufacturing to Morrisons. We have also changed roof specifications to bring about improved thermo-efficiency and so save money on heating costs. We bring in new and innovative techniques on every project we do, which Morrisons take hold of and roll out to their other contractors.

Our national structure allows us to share information and give advice on projects in any area of the country and provide a consistent standard approach in the work we do for Morrisons. We add value by offering certainty of programme and budget. Our many years of experience in the retail sector allow us to deal efficiently with any unexpected hold-ups or variations.

On-time delivery is important to Morrisons as they have a single team and supply chain who occupy and mobilise stores, so if one slips they all slip. We have brought significant savings in programme times: a previous average of 38 weeks per store has now been cut to 33 weeks. This average programme time is longer than their rivals because Morrisons like to build high spec stores which support their brand and reputation for quality and value.

Morrisons stores are instantly recognisable. The internal layout is always identical which means we have become very efficient at delivering replication from store to store.

Our close working relationship with Morrisons is expected to grow in the years to come as we continue to help them deliver their programme of building new stores and rebadging existing ones.