

“A solutions approach is about understanding what the customer is looking for and tailoring our approach to meet that. It’s also about engaging early and influencing the design to suit all that we can offer, not coming with a purely commodity-based focus. The solution is a collaborative and mutually beneficial outcome for the customer and us.”

Andy Rowley, National Commercial Director

Solutions

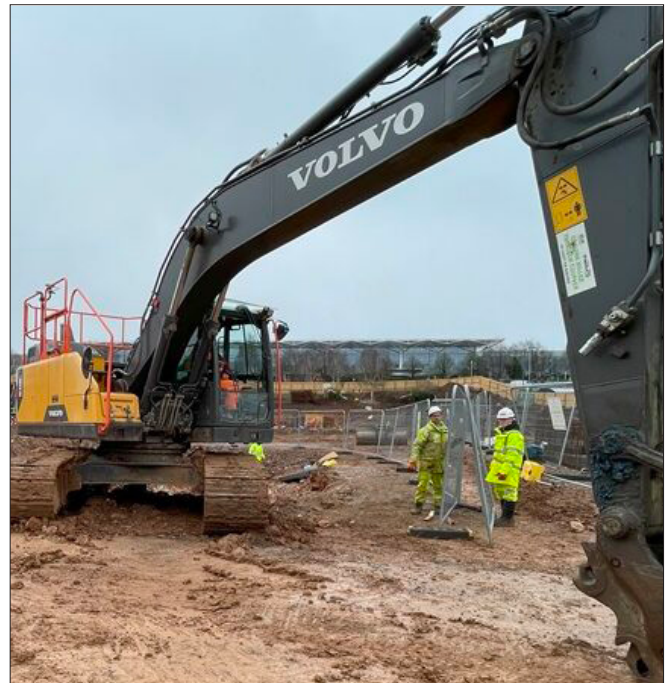
Sustainable Construction

Collaboration at Bristol Airport

An ongoing multi-million pound project to build a new public transport interchange hub and multi-storey car park at Bristol Airport is demonstrating the power of OneCRH in action. A joined-up approach from Tarmac, Griffiths, and Farrans, alongside other CRH companies, has created a programme of works that is delivering exactly what the customer was looking for: removing potential pinch points, bringing sustainability benefits, and making communication simpler and quicker.

Conversations started with customer Bristol Airport five years ago - they immediately saw the value in having a collaborative approach that brought together the collective skills across the CRH family to deliver the various elements of the project. The solutions offer sees Griffiths handling the civils, infrastructure and groundworks, Farrans then taking over to build the structure, and Tarmac supplying 27,000m³ concrete and 15,000m³ of aggregate.

Additionally, Hydro International has provided attenuation tanks and flow control, and NAL/Cubis Systems has been engaged to develop the design for EV charging on the project. Finally, following a recent Tarmac Solutions Forum, the project team saw the potential in bringing Leviat on board to develop works associated with structural connections.



The approach to the Bristol Airport project is the embodiment of our solution-focused offer and shows us how we want to tackle projects moving forwards.

Andy Rowley, national commercial director, said: “Through the CRH global strategy and the work of our Country Councils, we’ve identified some high growth areas where we can put forward credible OneCRH-style solutions for major projects. But there are quick wins too in solutions. How can we package products together, make things simpler - it’s all this work combined that makes the difference and will deliver real benefits to our business.”