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O'Dwyer Steel Company Profile 2008

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OVERVIEW

- ❑ **O'Dwyer Steel** is one of Irelands leading Structural Steel and Cladding Engineering businesses, providing building solutions to the Industrial, Commercial and Agricultural market.

- ❑ The Company has focused on "Operational Excellence" as a strategy based on a balance of competitive prices, quality product, customer service levels and proven capability.

- ❑ Key contacts for our customers are:
 - Sean Dalton, - Managing Director**
 - Darrell Costello, - Financial Controller**
 - Matt Ryan, - Sales Director**
 - John Hanly- Agricultural Director**
 - Terry Malone- Senior Contract Manager**
 - Willie Perry – Quantity Surveyor**
 - Adrian Crosse – Estimator**
 - Richard Cordory – Operations Manager.**

- ❑ **Production Facility**

The **O'Dwyer Steel** premises has recently been extended and revamped. To meet the needs of the marketplace, the company has invested heavily in the most up to date equipment including **shotblasting, plate machine computerised cutting, marking and drilling machines**. This has resulted in increased production efficiency and utilisation.

Current production capacity is at 225 tonnes of structural steel per week.

This modern fabrication facility has experienced machine operators, qualified fabricators and coded welders.

- ❑ **Estimating & Business Development**

Customers require a quick and accurate response for budgets and detailed quotations. To this end the company has a designated full time estimator using a computerised estimating system.

□ **Drawing Office**

This Department comprises of an experienced team of 6 draftsmen using modern Strucad Software Systems that enable the highest accuracy of design and detail.

□ **Design & Technical Office**

The company has an in house structural design engineer who offers advice on design and build solutions and technical advice on contracts as they progress.

□ **Contract Management**

Our policy is to assign a Site Manager who acts as one point of contact with the customer all through the project. His role is to manage the project, maintain standards and ensure that all aspects of Health & Safety are monitored and adhered to.

□ **Sales**

The company operates in Munster, Leinster and Connaught.

The company works with many of the larger Building Contractors, Structural Engineering practices, Companies and Property Developers.

Key Company Information

Turnover in € '000

2000	2001	2002	2003	2004	2005	2006	2007
6,857	8,736	8,777	11,195	12,140	15,300	21,000	28,000

Capacity (Tonnage Annum)

2000	2001	2002	2003	2004	2005	2006	2007
3,000	4,100	5,100	6,000	6,500	7,500	8,500	9,000

Employee Analysis

	2000	2001	2002	2003	2004	2005	2006	2007
Fabricator/Welders	13	13	17	17	18	20	22	29
Machine Operators	5	4	4	4	4	5	9	8
Apprentices	10	9	13	13	15	15	12	9
Drawing Office	7	6	7	8	8	8	8	8
Transport / Site Management	6	5	5	6	6	6	6	6
Office Administration	3	3	3	4	4	4	6	6
Management	5	4	4	6	6	6	6	6
Total Employed	49	44	53	58	61	64	69	72

Erector Teams

Employed Teams	9	9	10	10	10	10	10
Sub-Contractor Teams	7	7	8	10	10	11	12

Key Personnel and Contact Information

Senior Management

NAME	POSITION	DIRECT LINE	MOBILE NUMBER	E-MAIL ADDRESS
Sean Dalton	Managing Director	062-71759	087-2553945	sdalton@odwyersteel.ie
John Hanly	Agricultural, Tourism & Leisure Director	062-71743	087-8138343	jhanly@odwyersteel.ie
Matt Ryan	Sales Director	062-71741	087-8138341	mryan@odwyersteel.ie
Richard Cordory	Operations Manager		087-9353393	rcordory@odwyersteel.ie
Terry Malone	Contract Manager		087-6606263	tmalone@odwyersteel.ie

Site Managers

NAME	POSITION	DIRECT LINE	MOBILE NUMBER	E-MAIL ADDRESS
Tony Grehan	Midlands		087-9005118	tgrehan@odwyersteel.ie
John Barry	Southern Region	062-71102	087-8064511	jnbarry@odwyersteel.ie

Estimating & Design

NAME	POSITION	DIRECT LINE	E-MAIL ADDRESS
Richard Walsh	Drawing Office Manager	062-71755	rwalsh@odwyersteel.ie
Ivan Ronan	Draughtsman	062-71742	ironan@odwyersteel.ie
Tadhg O'Sullivan	Senior Draughtsman	062-71745	tosullivan@odwyersteel.ie
Tarek Amin	Structural Engineer	062-71746	tamin@odwyersteel.ie
Adrian Crosse	Chief Estimator	062-71750	acrosse@odwyersteel.ie

HEALTH & SAFETY

Padraig Tuohy	Health & Safety Officer	062-71747 087-8338328	ptuohy@odwyersteel.ie
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O'DWYER STEEL HEALTH & SAFETY POLICY

It is the policy of O'Dwyer Steel to comply with the Health, Safety and Welfare at work legislation as laid down in the 1989 Act and contained in the statute instruments of the 1993, 1995 and 2005 regulations.

The company is committed to providing a safe and healthy environment for all its employees and all who are affected by its activities. The company further undertakes to provide the resources and implement the practices necessary to achieve this as is reasonably practicable.

It is a condition of employment at O'Dwyer Steel that all its employees and sub-contractors adhere to this Health & Safety Policy and also adhere to the Health & Safety practices of any organisation with whom it is associated.

Detailed factory and site safety statements are available to all its employees, sub-contractors and any organisation affected by its activities.

This policy has been adopted by the Board of Directors who will ensure its implementation.

C2 & V.A.T. INFORMATION

Our C2 Number is 425241684 Expiry 31st December 2009

Our V.A.T. Registration No.: 6334500L

Our Customers

A significant proportion of our contracts are repeat business. Listed below are a selection of our customers and an indication of a variety of work we have completed.

Project	Client / Main Contractor	Structural Engineer	Description Of Work	Tonnes
Super Value Tallaght	Sorensens	Coleman Cotters	New Supermarket	320 tonnes
Stereame Retail Centre	P. Elliott & Co.	McMahon Hardiman	Retail Complex	360 tonnes
Cashel Re-Cycling Centre	Ward & Burke	Fehily Timoney & Company	Waste Re-Cycling Plant	100 tonnes
Thermoking	Mattie Kavanagh	Hare & Associates	Factory Extension	80 Tonnes
Cashel Motors	Wallcon Developments Ltd	Blisset Adams	Car Showroom	115 tonnes
Newbridge Credit Union	Duggan Brothers Ltd	Donnelly Troy	New Office Block	95 tonnes
Lapps Quay	P.J. Hegarty Ltd, Carrolls Quay, Cork.	Goodfellow Engineers	Hotel & Office Complex	200 Tonnes
Moyglare Holdings	Fleming Construction, New Cork Road, Bandon, Co. Cork.	Muir Associates 17 Fitzwilliam Place, Dublin 2.	Grain Store	130 Tonnes
Nemo Rangers	Fleming Construction, New Cork Road, Bandon, Co. Cork.	Murphy McCarthy Consulting Engineers, Unit D, Marian Commercial Park, Centre Park Road, Cork.	Sport Complex	135 Tonnes
Fonthill	John Ward Construction The Banks, Manor Kilbride, Blessington, Co. Wicklow.	Clifton Scannell Emerson Associates Seaforth Lodge, Blackrock. Dublin.	Warehouse Units	350 Tonnes
MI. Kiely	Mr. Mark Maher, Oola Hills, Oola, Co. Limerick.	CMP Engineering, River House, East Wall Road, Dublin 3	Warehouse Unit	140 tonne
Sword Laboratories	Rohcon, Kill, Co. Kildare Contact: Mr. Derek O'Connor	Bemara, Tramway House, 32 Darty Road, Dublin 6	Construction of Administration, Lab., Engineering, Security and Cafeteria Building at Pharmaceutical	600 Tonnes 805,000

Victoria Lodge Victoria Cross Cork	Fleming Construction, New Cork Road, Bandon, Co. Cork. Contact: Mr. Christy Hayes	Murphy McCarthy Consulting Engineers, Unit D, Marian Commercial Park, Centre Park Road, Cork	High Rise Accommodation Block	355 Tonnes ≈475,000
Cabra Sports Complex	P.J. McLoughlin & Sons Ltd., Builders & Public Works Contractors, Dublin Road, Longford.	Fearon O'Neill Rooney, Consulting Engineers, 17 Fitzwilliam Square, Dublin 2.	Sports Complex	100 Tonnes
Sportlink Swimming Pool, Santry	Cleary & Doyle, Larkins Cross, Wexford. Contact: Mr. Bob Foyle	Muir & Associates, 17 Fitzwilliam Street, Dublin.	Construction of Swimming Complex	60 Tonnes
Carey Glass (Nenagh)	Carey Bros, Nenagh, Co. Tipperary, Contact: Mr. P.J. Ryan	Design and Build	Construction of Factory Complex	350 Tonnes
Burgh Quay Developments	John Sisk & Son Ltd. Wilton Works, Naas Road, Dublin. Contact: Mr. Michael Barnwell	Lee McCullough & Partners, 67 Lower Baggott Street, Dublin 2.	Refurbishment of Irish Press building for Treasury Holdings	250 Tonnes
Morrisons Outlet Rathdowney	Duggan Brothers, Templemore, Co. Tipperary. Contact: Mr. Tom O'Connell	Connell Mott McDonald, 40 Linen Hall Street, Belfast.	Construction of Shopping Centre	320 Tonnes
Roscommon Swimming Pool	J.J. Rhatigan, Heritage Hall, Kirwins Lane, Galway. Contact: Mr. Francis Gillespie	Ryan Healy & Co, The Villa, The Crescent, Galway.	Steelwork to Swimming Pool Complex	120 Tonnes
Ballymun Plot 24	Bennett Construction' Forest Park, Mullingar, Co. Westmeath.	Barrett Mahony, Consulting engineers, Sandwich House, 54 Lower Sandwich Street, Dublin 2.	Sport & Leisure Centre	400 tonnes
Seemple Stadium Thurles Project	Seemple Stadium Committee, Lar Na Pairce, Thurles, Co. Tipperary. Client/Main Contractor	Horgan Lynch & Partners Consulting Engineers, Pinewood, Curraheen Road, Bishopstown, Structural Engineer	Dismantle old stand & replace with new structural steel & cladding	280 Tonnes ≈1.250M
Cashel Retail Park	Gurtnafleur Ltd		Structural Steel & Cladding	500 Tonnes
	John Fleming		Structural Steel	375 Tonnes

Hotel Fota Island				
Delta Business Park	Gerry O' Sullivan		Retail Park Steel & Cladding	500 Tonnes
Dunne Stores Tipperary Town	Flancare Developers	White Young & Green	Retail Store Steel & Cladding	400 Tonnes
Thomond Park Limerick	P.J. Hegarty	Michael Punch & Partners	Spectators Stand	500 Tonnes
National University Of Galway	Glenman Corporation	Horgan Lynch	Sports Hall	575 Tonnes
Aerodrome Business Park	Clonmel Enterprise	Burke & Jenkins	Warehouse Office Structural Steel & Cladding	1200 Tonnes
Dublin Zoo	Pierce Contractors	Hayes Higgins	Elephant House	100 Tonnes
John's Gate Kilkenny	Nevin Construction	Malone O' Regan	Retail & Apartment Development	200 Tonnes
Altana Pharmaceutical	Cleary & Doyle		Structural Steel	600 Tonnes
Student Accommodation (Carrigrohane)	Brian McCarthy		Structural Steel	350 Tonnes
Alza Cashel	L&M Keating	P.M.G. Cork	Structural Steel & Decking	220 Tonnes
Greenogue Industrial Estate, Units 531, 535, 621, 641, 645, 648, 650	Alexis Fitzgerald	Burke Jenkins	Warehouse Complex, structural steel and cladding	950 tonnes

Coyle Hamilton Willis

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Insurance Brokers
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Risk Management Consultants

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Dear Sir/Madam

Date 20 June 2008

RE: Our Client: O'Dwyer Steel Structures Ltd & O'Dwyer Manufacturing Ltd t/a O'Dwyer Steel

We are the Insurance Brokers for O'Dwyer Steel and confirm that our client have the following insurance covers operable for the 12-month period commencing 20th June 2008:-

Employers & Public / Products Liability:

Insurer: AIG Ireland Ltd
Policy No: LMA40656
Next Renewal Date: 20th June 2009

Business Description: Sale, Design, Fabrication, and Erection of Structural Steel and cladding for the Agricultural, Industrial and Commercial sectors in Ireland

Employers Liability:

Cover: Legal liability for bodily injury to employees arising out of or in connection with our Client's business.

Indemnity: €13,000,000 any one accident / unlimited in the period

Public/Products Liability:

Cover: Legal liability for accidental third party bodily injury and/or property damage arising out of or in connection with our Client's business.

Indemnity: €10,000,000 any one accident/unlimited in any one period but €10,000,000 in the aggregate for Products Liability.

Principal Extensions: Indemnity to Principal

Principal Exclusions: Asbestos
Excavations below 3 Metres in depth
Construction, Alteration or Repair of Bridges unless agreed by Underwriters prior to commencement of contract

Subject otherwise to the terms exceptions and conditions contained in the policy.

CHW/DVS

Directors: John Barry, John Bissett, Martin Brannelly, Vincent Brett, Alan Byrne, Joe Byrne, Stephen Byrne, David Carbery, Paul Carby, Martin Casey, Alan Cavanagh, Martin Cooney, Patrick Cotter, Tony Cummins, Mary Devereux, Paul Dillon, Mark Doyle, Kevin Fuscane, Bob Fitzpatrick, Coline Greene, Eoin Greene, Padhraic Hastings, Malcolm Henson(Welsh), Gavin Howlin, Lesley Jamieson, John Leonard, Ken Mahony, Terry McBrien, Robert McNally, Roddy Melotte, Brian Murray, Declan O'Brien, Kieran O'Brien, Earron O'Doherty, David O'Halloran, Jim O'Mahoney, Niall O'Neill, Andrew Petherbridge, Peter Sreenan, Shane Wall, Stephen Walsh

Registered in Ireland number 78612
Registered office Grand Mill Quay, Barrow St., Dublin 4
Coyle Hamilton Willis Limited (trading as Coyle Hamilton Willis) is regulated by the Financial Regulator.

Coyle Hamilton Willis

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Contractors All Risks:

Insurer : Eagle Star
Policy No: 01 CAR 1035970
Next Renewal Date: 20th June 2009

Cover : All risks of physical loss or damage other than by excluded causes

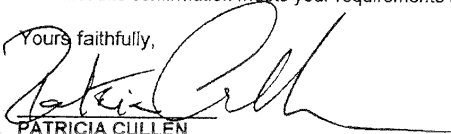
Indemnity: Contract Works: €1,500,000 Any one Contract
Loss of Hired-in Plant: €400,000 Any one Loss
Own Plant & Equipment: €25,000

Deductible: €5,000 each & every claim

Subject to the terms exceptions and conditions contained in the policy.

We trust this confirmation meets your requirements however if you require further clarification please give me a call.

Yours faithfully,



PATRICIA CULLEN
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