




Solving the insoluble



> Colin Cox, director at Meller.

Food Management Today profiles Meller, the expert in capital planning, full project delivery, project management, cost management, design services, construction management and client support.

Getting clients from A to B might sound simple on paper, but Meller is a company that fully understands the path in between can be challenging, and in some cases seeming insoluble to outside eyes.

As a result, Meller has built up an unrivalled reputation over more than two decades for its expertise in the food sector, delivering more than 700 successful projects with 90% repeat business. Despite its extensive and far-reaching problem solving skills, director Colin Cox admits that it can sometimes be an issue to explain to potential clients what the business actually does.

“We have expertise in specific areas, and some customers think we are experts in either capital planning, design services, architecture, construction or project management when we do all of them, and more,” said Colin who has more than 29 years’ experience in the construction industry and thoroughly understands the requirements from the initial design process to the final handover.

“Our difference is that we sell solutions and provide our customers with answers. Sometimes it can be difficult to explain this to people when they ask what we do. Over the last six years our business has

become more about providing solutions rather than individual services. We go in and listen to what the problem is and we then provide a solution, which might require one of our services, a few of them or full project delivery and project management.”

The Derby-based company, which also works in the drink, healthcare, logistics and bespoke sectors, provides a wide range of services for food customers working with fresh, dried, chilled and frozen products, including meat, poultry, ready meals, dairy, vegetables, desserts, pizza, sandwiches, sauces and ingredients.

As far as building projects are concerned, Meller works across everything from green field and brown field sites in areas including new build, refurbishment, demolition and fire damage. In recent years refurbishment projects have provided much of its core business.

“Of course it’s nice if we get a large new build project, but it’s also important that customers understand we handle all types of projects large and small,” continued Colin. “There are plenty of people who would like a shiny new facility down the road, but in the current economic climate they need to maximise their real estate and assets and we are experts in

installing new lines in working facilities and providing FMCG companies with complete peace of mind that there will be no impact on production and quality.

“We have found that many customers often know that they are at stage A and want to get to stage B but don’t know the path to get there and can’t see a solution. That is where we come in as there is always a route and we pride ourselves in finding the path for them to reach their goal with the minimum disruption. Some facilities are 24/7 and other people would say the easiest way to do it is to stop work while the project is done, but we know this is not practical so we

phase projects with minimum disruption without any compromise on the quality of the end product.”

He pointed out the Meller provides everything from short-term consultancy to complete involvement with complex projects.

“We often support existing companies with one or two days of consultancy and hand holding to help support their own engineering team,” he said. “We also provide complete solutions, and with full project delivery.

Meller’s services

Capital planning: Advice and expertise in defining best spend - whether acquiring assets or improving the life of existing assets.

Full project delivery: With the support of the professional in-house team, clients benefit from a true collaboration of disciplines. Meller has a proven track record of aligning its project delivery model with the requirements of many blue chip FMCG companies, ensuring clients are getting competitive pricing, a fully supported project and a quality solution.

Project management: Meller plans, leads, organises and controls the complete management of projects. The company’s approach is hands-on and proactive and supported by highly skilled and dedicated project managers.

Cost management: Meller manages all cost planning and commercial management during the entire life cycle of the project from inception to completion. The team of quantity surveyors minimises the cost of a project and enhance value for money while still achieving the required standards and quality.

Design services: The experienced team has the expertise to solve a wide range of design challenges and offers a collaborative design approach resulting in innovative, cost effective and sustainable design solutions.

Construction management: Meller will act for clients to manage projects on site using sub-contractors employed by the client.

Client support: Supplying experienced and knowledgeable food and drink experts to deliver answers to challenges and resource to projects.