

## HAINES CONSTRUCTION (SOUTHERN) LTD

# £2 MILLION FUNDING PACKAGE KEEPS COMPANY COMPETITIVE

Haines Construction (Southern) Ltd is made up of two divisions: the construction and industrial side, and the agricultural side. It offers many services to its customers including: groundworks and heavy civils, steel frame construction, industrial commercial projects, agricultural projects, factory relocation and refurbishment projects, bespoke housing projects, skip hire and waste, haulage and plant hire, and a small works division.

Haines stands out in the market place because, unlike most competitors, it is able to offer full, bespoke packages to its customers all under one company name. Most projects can be carried out entirely in-house with its own staff. This offering makes the business very competitive and allows it to streamline timescales on projects, providing an overall better service to its customers. There are few other companies that are able to offer a turnkey project in this way from start to finish.

Haines has a strong family history of farming and the agricultural division consists of 600 acres of land, 350 acres of which is arable, as well as 200 head of beef cattle. The company provides bespoke farm buildings

to its customers, such as: livestock barns, farm sheds, crop stores, stables, and general purpose buildings for the equestrian industry.

Haines is a family company started by Philip Haines in 1980, originally under the name P.T.Haines. It became a limited company in 1999, at the same time it began working with JCB Finance. It is now also run by Philip's son Kevan. The company has received a total of £2 million worth of funding from JCB Finance for a wide range of machinery, including over 100 construction plant vehicles and various agricultural machines.

The Hire Purchase facility provided by JCB Finance allows Haines to own the machines

at the end of the agreement and therefore keep equity within the business, which often goes towards a deposit on a new machine. The facility also gives Haines the ability to sell vehicles and pay off lump sums early as and when they want without incurring additional charges.

Haines has been working with its local JCB Finance Manager, Ross Lindley, for the last eight years and relies on his extensive knowledge of the machinery. Haines switched to JCB Finance originally because of the team's expertise in niche machinery and their industry experience.



“Investment is important to our business because it allows us to keep all machinery up to date, which in turn sends a good image to customers which helps us win projects. We’ve been able to substantially grow the business, knowing that we’ve got the backing of JCB Finance for new and future machines.”

Kevan Haines, Managing Director,  
Haines Construction (Southern) Ltd

My local JCB Finance Manager:  
Ross Lindley