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OH BABY, BUSINESS IS GOOD AT SPACEWAY

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In the midst of talk of recession, Romsey based Spaceway has just unveiled a record month for orders.

The company has topped £1million in orders for the first time in a single month - and puts its results down to hard work ... and an exhaustive approach to project management.

Spaceway's record breaking month began with confirmation of an order from Mothercare to transform its Watford headquarters.

The project involves the complete refurbishment of a 1950s building housing in excess of 350 people. But it was Spaceway's rigorous approach to customer consultation that secured the contract. The company undertook a major space planning exercise, founded on an audit of each Mothercare department, and this led to agreement on plans that will completely reconfigure the working environment in the building.

Spaceway is handling every element of the project, from planning through to detailed designs and installation. The company is also handling the interior design requirements, which will include a totally new reception area and the complete refurbishment of the staff restaurant into distinct cafe, dining and vending areas.

The Mothercare contract comes on the back of two other significant orders over the last few weeks - a project with Portsmouth based City Technology, and a twin mezzanine floor and office contract with BMG Auto Parts in Leatherhead.

"These successes show not only that hard work really does pay off, but that fully understanding the needs of customers before work begins is of paramount importance," says Malcolm Jeary, Spaceway's Managing Director.

"Partnership may be a well-worn phrase but our success is a direct result of our ability to help customers to focus on the benefits they expect to derive from a given project. In addition, in the light of a possible recession businesses need to assess whether they are making the most effective use of their space - that the working environment is helping people work as effectively as possible."

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Note to Editors:

Spaceway is one of the leading providers of integrated interior space solutions for private sector businesses and public organisations.

The company recognises that the effective and efficient use of space is a critical success factor for businesses, contributing directly not only to competitiveness but also to the morale and motivation of a workforce.

Through the company's unique partnering approach, Spaceway aims to co-develop, design and implement the most innovative yet cost effective solution for each project regardless of its size. Whether it's a total redesign, or a need to increase the amount of usable space in a particular area, Spaceway has the experience and expertise to ensure that the promised design concept is translated into reality - on

time, to budget and with minimal disruption to business operations.