



ADCO

Contracting & Civil Engineering

"Making the Construction Process a Seamless Journey"

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ADCO Contracting and Civil Engineering Ltd is a Dublin based building and civil engineering firm with a strong team, a strict company philosophy and a growing reputation for exceeding client's expectations. Having weathered the economic downturn, Managing Director Michael Foran speaks about ADCO's rocky road to success and its shared vision for the future.

"We started up in 2009. A lot of people would have said we were mad starting a construction business at that time, but previous contacts gave us the opportunity to tender for works, which I am very thankful for. We are now doing repeat business with a number of these clients and project management companies.

"We do not have the 'big name' but we have the drive and hunger to push forward and know we are only as good as our last job. We are proud of our portfolio of projects and were surprised at how well we were and are received with our prestigious client base. We take great pride in what we do."

"It is our goal to develop further our market share in the pharmaceutical, fit-out and residential sector," Michael explained that, "We plan to grow our turnover to €20 million by 2020 in Ireland." Admirably ambitious, you may think, but Michael does not stop there, he affirms that ADCO intends to push forward: **"My key ambition is to increase each year the percentage of business ADCO wins 'without competition'— that is, clients who consider no other company to build their project but ADCO. Presently, this stands at 20 % of our turnover, which is not bad in an industry at present where competitive bids are as routine as coffee breaks. It is a credit to our team that 60 % of our business is repeat business.**

"Quietly confident, ADCO is one firm to watch as its intellectual capital paves the way for expansion into newer territory. Putting the expertise gained from various sized projects in the pharmaceutical sector to use, ADCO is branching out into the medical and food sectors too. Michael explains that these sectors will be "complimented by the skill set and knowledge base developed by the ADCO team involved in the Pharma sector."

Knowing the zeal with which ADCO intends to "exceed all expectations" with its cost effective client focused solutions, perhaps the medical and food sectors should brace themselves! Michael explains, "We continuously improve and innovate, grow and develop a key team of managers. This will enable us to expand and maintain our key principals."



ADCO's principles include eliminating cost overruns, delays and 'never ending snag lists'. Michael explains: "We want companies to feel they can come to us and know we want to help them and make savings through good, early on decisions. We work in a sector which requires fierce attention to detail and has no margin for error." ADCO achieves this by keeping things simple, "with a common sense, down-to-earth, honest and real approach," says Michael.



ADCO has indeed built a broad ranging portfolio with a strong focus on the pharmaceutical sector and fit-out works. Testament to the quality of work accomplished – for example, completing shutdowns, upgrades and re-development works – ADCO is now closely associated with prestigious clients such as MSD, Biotrin, LEO Pharma, Indaver, Pfizer, Mallinckrodt, Glanbia, Belfius Bank and many more. Intent on broadening this client base and securing its position in the market, ADCO is constantly researching the pharmaceutical sector in order to remain one step-ahead of its clients' needs with innovative solutions.



ADCO is a member of the Construction Industry Federation and is Safe T Cert accredited – all of ADCO's employees are registered with the CWPS. In June 2014 ADCO received a double 'A' rating in its Safe T Cert audit: "This is something that we are all very proud of and is a result achieved by only 10 % of all companies holding this certification." Michael continued, "These successes and our continued growth is down to a strong and focused management team. I am a firm believer that any company is only as strong as its people." The ADCO team's prestigious client base is firmly built upon its trustworthiness, reliability and ability to help both clients and consultants to achieve cost effective, value engineered solutions.



With 25 years under his belt in the construction industry, Michael Foran has gained a sturdy reputation for his strong, pro-active management, attention to detail and commitment to both his clients and team. Michael Foran cites innovation and passion as ingredients for the company's continued success and it's hard to argue with that. "We do what we say on the tin," he says, "and we're always honest with our customers – I take a lot of pride in what we do and this is important to me personally. Our management and staff are our greatest asset and provide tremendous support, commitment and dedication to our company."

