

# the austin company



1938 - 2013

celebrating 75 years of excellence



## Samuel Austin

On hearing about the great fire in Chicago in 1871, and thinking there might be some worthwhile work opportunities, Samuel Austin set off from his home in Lincolnshire in 1872 to seek his fortune as a carpenter.

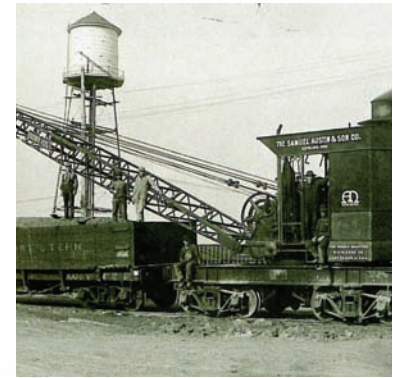
Emigrating to the US he stopped off in Cleveland, Ohio, where he met a young lady. This encounter led him to start his carpentry business and such was his skill and honesty that he never lacked work.



## Expansion

In 1881 he started his own construction company. By the turn of the century, with business thriving, he devised an 'undivided responsibility' contract, with one organisation handling all aspects of design, engineering and construction.

This became popular during the 1<sup>st</sup> World War when manufacturing facilities were in demand and achieving fast deliveries required a high degree of organisation.



## Ethics

Samuel Austin was a strict Methodist. When the ridgepole was erected on one of his first buildings, the carpenters tied a small fir tree on top signalling that they were ready for the customary reward of a bucket of beer. Seeing the signal, instead of beer Samuel would bring them a more expensive gift – a basket of oranges. His workers soon learned that Samuel's employees did not drink alcohol on-site.



## The Austin Method

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This standard and many more of Samuel's principles, survive in The Austin Company to the present day.

Continued success led to expansion across the US between the two world wars. During this period the Austin logo was introduced – the 'pretzel', as it became known. It represented the Greek letters alpha and omega, denoting beginning to end – a complete service.

1910



## Innovation

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In 1928, Austin, along with Ford, undertook the design and construction of a new 'utopian' town and automobile manufacturing plant in Russia – its largest contract at the time.

Other significant achievements were the development of a standard industrial building, the largest span building in the world for Boeing, the opening of a steel fabricating division and the first controlled environments building.

1930



## UK Office Established

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In 1938, Smiths Delivery Vehicles, based in the North East of the UK, noticed Austin's regular adverts in Fortune magazine.

Contact with Austin in Cleveland resulted in a commission to design and build a distribution facility in the North of England and the establishment of a UK office on 17 August 1938, though the operation closed for a while during and after the 2<sup>nd</sup> World War.

1940





## Consolidation

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On reopening, the office became involved in designing and building facilities for companies such as British Timken, Black & Decker and Rank Xerox which at that time created the largest validated clean room in Europe.

US investment in the UK followed with the banking industry very much at the hub. This new trend was the source of much remodelling work in the City of London for banks such as Boston,



## Remodelling

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Wells Fargo, Dallas and many more financial institutions.

In the late 1970s a substantial part of Austin's turnover came from commissions for many prestigious companies including Marathon Oil, Nabisco Brands, Ogilvy & Mather, Bowater and Avon Cosmetics, followed by stand-alone design and build projects for Hewlett Packard, Nacanco and Apeco.



## UK Expansion

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This period – based on the excellent results achieved in the US for Upjohn in Kalamazoo – also saw the UK office invited to design a major research laboratory in Beckenham for The Wellcome Foundation Ltd.

Simultaneously, Austin undertook an 8,000m<sup>2</sup> production and warehouse facility in Northampton for Avon Cosmetics.



## Royal Attention

These two UK projects were officially opened by The Princess Royal and The Prince of Wales, respectively.

Diana, The Princess of Wales was called upon to open a stand alone, state-of-the-art prestigious laboratory at Morpeth in Durham, under a complete design and construction service commission.

These landmark projects enabled The Austin Company to



## Alliances

recognise the need for qualified technical expertise in the design and construction of controlled environments.

This led to an association with ICI, Zeneca, AstraZeneca and Syngenta which has lasted for over 25 years and resulted in the design and construction of over 50,000m<sup>2</sup> of production and laboratory space during this period.



## Technical Facilities

Additional work followed on a regular basis for prestigious companies such as Fisons, Glaxo, SmithKline, Pfizer, 3M, CAMR, Organon Laboratories, Schering Plough, Nestlé, Cadbury-Kraft, Novartis Pharmaceuticals, Procter & Gamble, Rank Film Laboratories, Macfarlan Smith, Imperial College London and the Medical Research Council.

1990

1995



## Royalty Returns

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Austin's services also extended to the food industry – particularly British Bakels Ltd. and Rank Hovis McDougall.

Austin was invited to develop a new large research facility for Tripos Discovery Research Limited in Bude, Cornwall which was officially opened by HRH The Duke of York.

The Princess Royal returned to an Austin facility by opening

2000



## Changing Markets

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Syngenta's Physical Science & Biology Compression project at Jealott's Hill; a 15 month refurbishment and new build programme completed by Austin

At the turn of the millennium the pharmaceutical industry changed its focus with more investment directed abroad and increasing collaboration with universities for research and biotech companies.



## Flexible Services

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Resulting in a refocus of Austin sales and marketing, this change was evidenced by projects undertaken for universities in Durham, York and Exeter and a complete pharmaceutical plant for Balkanpharma (Actavis) in Bulgaria.

The UK company underwent a management buyout in 2006 and undertook a review of the business strategy. Though the basic strategy was deemed sound, the changing

2006





## Complex Facilities

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business climate required a broader reach into other market segments.

It was also felt appropriate to offer bespoke design or construction services, resulting in successful work for Merck Sharp & Dohme, Cancer Research UK, Institute for Animal Health, Imperial College London, Institute of Cancer Research and Lonza amongst others.



## Today

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The Austin management team now looks forward to continually providing design, engineering and construction services for the more complex building facilities to serve pharmaceutical, healthcare, food, university and government needs.

With the business environment changing in which Austin operates, a flexible approach has led to design work in countries such as Indonesia, South Korea, Gambia, Angola, Romania and Bulgaria.



## The Future

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Austin's success has been built on the dedication and commitment of its highly skilled and experienced employees. Our clients have contributed enormously to this success with their trust and support in the design and construction of quality projects.

Austin looks forward to the future on a positive note, confident of its ability to provide quality technical facilities, in optimal time and with value for money.



The Austin  
Company

DESIGN | CONSTRUCT | INNOVATE

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