

A grayscale photograph of three seedlings of varying heights growing out of a mound of dark soil. The background is a blurred cityscape. A thick green horizontal line is positioned above the company name.

MCM (SE) LIMITED

A SIMPLER SUPPLY CHAIN



Soils | Aggregates | Waste

OVER 25 YEARS SUPPORTING THE LANDSCAPE

HOW THE MCM TEAM CONTINUES TO EXCEL

Retaining and supporting customers
Customer focus
The end game: Products and services
Supporting the Industry; supporting landscapes
Taking on the tech
Guiding and nurturing
The MCM customer journey
Promotion and influencing
Reaching out and giving back

MCM SOILS | AGGREGATES | WASTE | CONCRETE | BAGGING | EXCELLENCE



MCM DEVELOPMENT

SIMPLIFYING THE SUPPLY CHAN

- 25 years of continuous growth, success and development
- New products for growing customer demands in podium landscapes; roadways and hard-standing; SuDs.
- ISO 9001
- Constructionline Gold accreditation
- Promoting long-serving and much-deserving colleagues to Board and Management level
- Supporting BALI and flagship industry events
- Introducing digital technology and CRM systems
- Striding forward with industry partnerships for bagging, waste management, soil certification, testing and material supply
- Committed BALI Award Sponsor and Board Representation
- Consistent, informative, engaging communications
- Charitable and community efforts in social, mental health and personal development

MCM SOILS | AGGREGATES | WASTE | CONCRETE | BAGGING | EXCELLENCE

MCM 25 YEARS TIMELINE

SIMPLIFYING THE SUPPLY CHAIN

1997

Jason Matthias, with 15 years in skip and haulage hire business, recognises the importance of joining the dots between site and supplier and Matthias Construction Materials is born. Shazna Ali joins shortly after.

2006

MCM develops from its South East and Central London origins into a notable nationwide supplier of soils and aggregates.

2011/2012

Now managing waste streams as well as introducing bagging facilities for its fresh soils and aggregates, MCM broaden their client reach across landscape, construction and civil engineering sectors, partnering with H Siver.

2016

Sudden and tragic passing of founder Jason Matthias shocks family, friends and colleagues. Facing this toughest loss, Shazna supports and reinforces the Management team. MCM legacy continues.

2019

With their own fleet, a five strong sales and logistics team, nationwide bagging, new lightweight soils developed and launched and new decorative aggregates added to the range, MCM receive an Employer Excellence commendation at the BALI Awards.

2022

A 7th year as BALI Award Sponsors, a new CRM system, paperless working and achieving Constructionline Gold and Achilles certification, MCM reach their 25th anniversary, rebranding and refocusing with the next quarter century in mind.

MCM VALUES

SIMPLIFYING THE SUPPLY CHAIN



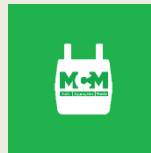
Simplicity



Sustainability



Traceability



Flexibility



Collaboration



Supportiveness

RETAINING AND SUPPORTING CUSTOMERS

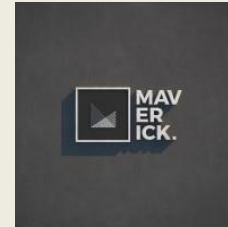
“Joining the dots. That’s what we’ve always done, making the supply chain smoother, simpler. Same principles now as then – with a team who continue to support and constructively challenge those principles to move us and our clients forward.”



SHAZNA MATTHIAS, MANAGING DIRECTOR, MCM

RETAINED & GAINED

Long-established, developing and exciting new partnerships with customers in the landscape industry as well as across construction, utilities and civil engineering realms.



KEEPING IT REAL: FEEDBACK

CUSTOMER

"We work with MCM on the majority of our projects, and we are always happy with the level of service and attention we receive.

It is always such a pleasure to speak to the team knowing that they will assist in any way possible, within reason of course. I am delighted to be able to continue to work with MCM in the future."

– Jen Young, Operations Coordinator, Landform Consultants



CUSTOMER

"Having worked with MCM since 2017, they are our go to supplier for all things gravels and soils. Over the years they have provided a huge range of materials to us and most recently supplied over 300 tonne of gravels for a large natural flood management and ecological project in the Midlands and even when issues with supply arose, they were pulling all the strings and got things moving straight away to deal with this! Always our first and only place we go to for soils and aggregates."

- Nick May, Senior Project Manager, Ecosulis



CUSTOMER

"Lacking in our own experience in product selection, Darrel at MCM gave us some good options and provided all the information we needed to assist with the installation. Great communications enabled the supply and delivery to be carried out smoothly without any problems, many thanks.."

- Private Estate owner, Surrey

"The new bark chippings are of excellent quality and have completely transformed our outside play area. Service was efficient, the driver most professional and the delivery in large bags made it a simpler task to manage the material upon receipt."

- Nursery Manager, Surrey

SUPPLIER

"Supplying services to MCM for almost a year, we have helped them make the transition from manual to digital working practices. The team have worked very well collectively throughout the transition. They are extremely good at what they do and have a true passion and eagerness to improve, which comes across in every element of their business and are clearly a very well respected company."

- Adesuwa Amani Akande, Client Support, Simplicity for Business



KEEPING IT REAL: FEEDBACK

CUSTOMER

"Time was of the essence [in this canalside project].

MCM's reliable service and wide-reaching supply network meant that Scott and his team could satisfy our emergency delivery schedule as well as keeping the availability of aggregates flowing, so the waterway could too."

– Sam Baird, Simsons
Aggregates



CUSTOMER

"MCM have been supplying our topsoil, aggregates and waste management services for many landscape schemes over the recent years. This includes public realm development projects and award-winning projects such as Holland Park, Adventure Playground and renovation of Whitfield Gardens in Tottenham Court Road. They have been integral to our mission of delivering these projects to a high standard and played a key part to our success. MCM have continued to offer competitive rates and are constantly superseding our expectations when it comes down to reliability and quality of service. They are and have always been our first choice when choosing an aggregates and waste management supplier.

The ongoing collaboration has been shown in every step of the way with good, honest communication and a commitment from MCM. We are proud to support MCM and look forward to continuous successful collaboration

– Rabico Maxamed, Projects Coordinator, idverde



SUPPLIER

"I have worked with and supplied primary limestone aggregates to MCM since 2016. With a strong trading relationship, we regard them as one of our key accounts. They particularly excel in the landscaping sector where attention to detail and a full understanding of customer needs is vital.

I always find the team to be knowledgeable, concise and positive. Their professionalism shines and they are always responsive – a valued customer and we look forward to our continuing healthy business relationship for years to come."

– Matt Chidlow, Sales Manager,
Geo Quarries



KEEPING IT REAL: FEEDBACK

CUSTOMER

"MCM have been our 'go to' for soils, aggregates and muck away for a number of years now. We favour MCM as they offer a responsive service as well as some of the best availability in the industry. We receive an unfaltering level of customer care with a dedicated account manager just one phone call, WhatsApp or text message away. MCM have helped us numerous times with logistical issues and last minute orders and we look forward to many more years of working together."

– Ed Wright, Managing Director,
Wrights Landscapes SE



CUSTOMER

"GreenBlue Urban have been working with the MCM team for about 5 years. Where they really excel is with response times – they can turn an enquiry around very quickly, often to our Central London schemes, whether it's one bag, loose or grab loads. We have the continuity, flexibility and assistance of Josh as our account manager, but also get the same high level of service from Darrel and the rest of the team. As is common in the landscape industry, we're often the last on site, with a tight timeframe and projects nearing deadline, so these rapid response times and the support offered by MCM is vital – especially with their next day deliveries. This is hugely beneficial to us in meeting deadlines, managing and exceeding our customer's expectations and reflecting positively to our customers and for our own service and satisfaction goals

– Arran Bowie, Aftersales Support Manager, GreenBlue Urban



SUPPLIER

"We've been working with Shazna and MCM for over 10 years. Strong communications have allowed us to ensure that we can support both MCM and their customers going forwards, ensuring best value and continuity of supply."

– Adrian Thompson, Account
Manager, RDA Bulk Packaging



CUSTOMER FOCUS

CASE STUDY: SECURING CANAL BREACH

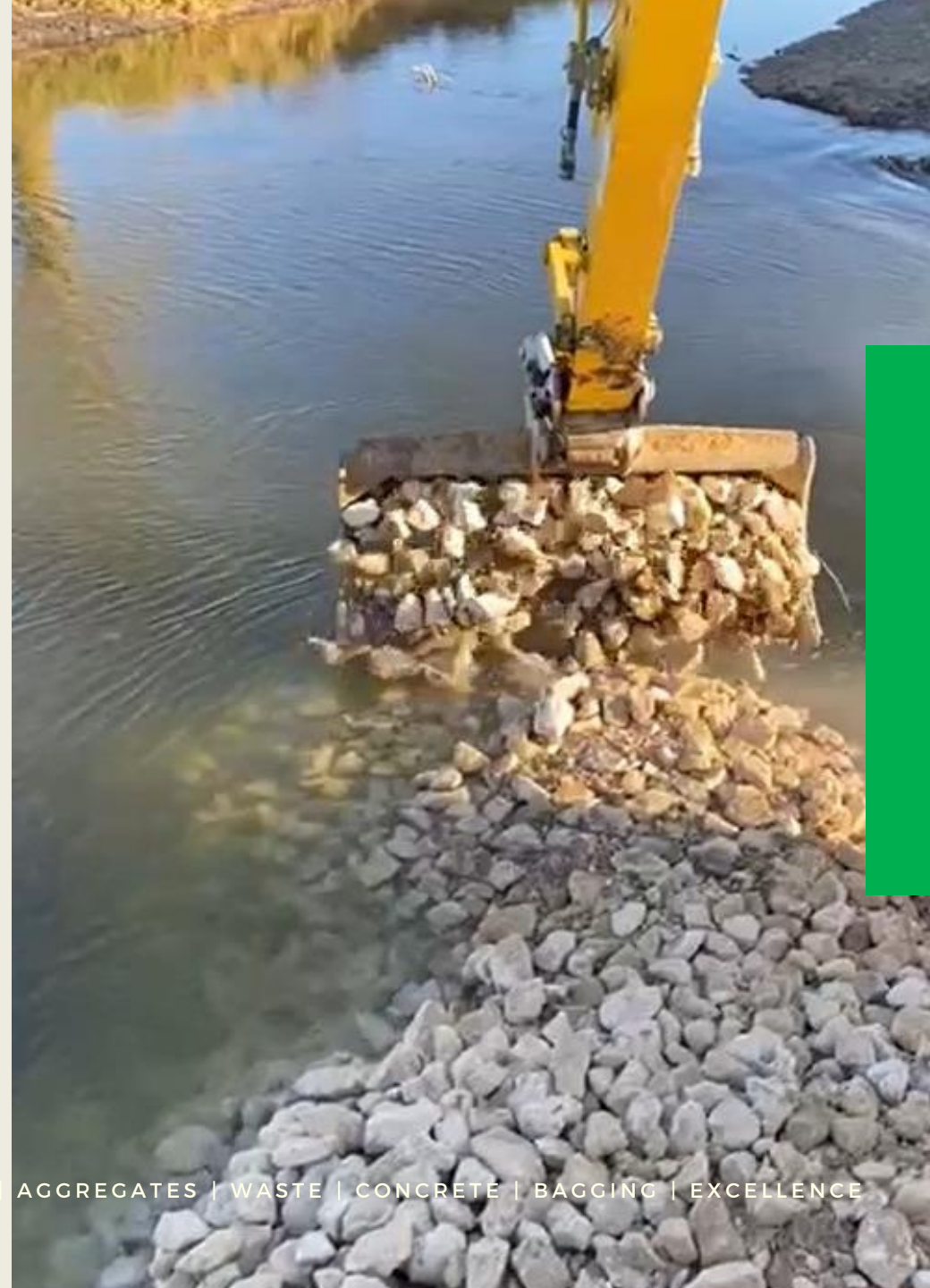
Emergency canal bank repairs with 6C quarried stone

On a night in October 2021 after some unusually heavy rainfall, the Kennet and Avon Canal experienced a serious breach. With the potential flood risk to nearby residential areas at serious levels, the Canal & River Trust engineers needed to move fast. The breach – a bank failure in the canal at Burghfield – caused the connected Holy Brook section of the canal between two locks to dry up, meaning that 100 tonnes of material needed to be moved and lifted every day to help the reinstate the water flow to its previous levels.

20 loads a day to canalside

To reinforce and repair the breach, Malvern-based Simson Aggregate Solutions Limited sourced from and collaborated with specialist aggregate suppliers MCM, who reacted to the canal bank emergency immediately. Setting their logistics team into action swiftly, MCM ramped up deliveries totalling 2000 tonnes of 6C quarried stone delivered over 3 weeks. At a rate of 20 loads a day, deliveries were received, lifted and positioned to reinstate the water flow quickly and safely, allowing the locks to refill and the waterway to reopen.

“**Time was of the essence here. MCM's reliable service and wide-reaching supply network meant that Scott and his team could satisfy our emergency delivery schedule as well as keeping the availability of aggregates flowing, so the waterway could too.** *Sam Baird, Director, Simson Aggregate Solutions*



THE MCM CUSTOMER JOURNEY



PRODUCT SPEC

Guidance and technical expertise to help select the best soil blend or aggregate to fit the project goal, budget and criteria.



DELIVERY PARTNERS

Offering multiple vehicle options, as well as next day delivery, across the UK.



HAPPY CUSTOMERS

Keeping customers in the loop, following up and maintaining regular communication from enquiry to completion.

MCM SOILS | AGGREGATES | WASTE | CONCRETE | BAGGING | EXCELLENCE

PRODUCT RANGE

Foresight and network knowledge to source new availability in products for landscape clients:

- Self-binding gravel
- Permeable aggregate
- Lightweight roof substrate
- Hydraulically bound materials
- Decorative aggregates



SERVICE OFFER

Identifying and satisfying ever-changing marketplace with:

- Nationwide bagging service
- Rapid 1-hour soil testing
- 1-Stream waste management
- Accredited and verified to Constructionline Gold and ISO 9001

MCM SOIL

| AGGREGATES | WASTE | CONCRETE | BAGGING | EXCELLENCE

SUPPORTING UK LANDSCAPING EVENTS AND PROMOTIONS



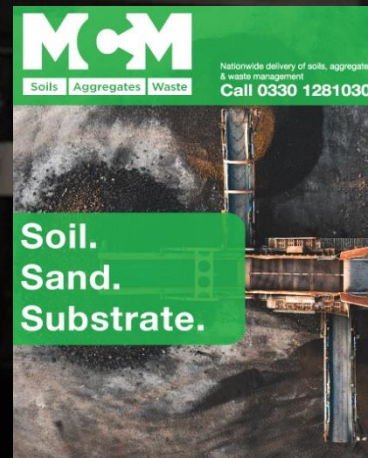
BALI SPONSOR FOR 9 YEARS

Community & Schools:
Regeneration and Hard
Landscape Categories



INDUSTRY EVENTS

BALI Awards, FutureScape
Specifi



INFORMING & PROMOTING

Customer-focused
literature and
communications.



MCM SOILS | AGGREGATES | WASTE | CONCRETE | BAGGING | EXCELLENCE





TAKING ON THE TECH

SUPPORTING. SUPPLYING. SIMPLIFYING

PAPERLESS

We made the transition to a paperless office in 2021. Making this move reduced wastage, improved efficiency and accuracy. Streamlining our working practices meant slicker, quicker service for our customers.

CLOUD-BASED

Taking our booking system into the Cloud meant making some top level changes. A bold move over the pandemic period, but one that stands us in a great position now, improving response times, tracking and traceability.

CRM

Consolidating and cleansing our customer data into one system has ensured clarity and security. Our sales and accounts teams have the latest information they need to keep customers fully updated.

DEMANDING EXCELLENCE

ACCREDITATIONS AND VALIDATIONS



SUPPLY CHAIN SIMPLICITY

Tendering process simplified and H&S, Environment & Quality criteria satisfied for easier supplier selection.



QUALITY COMMITMENTS

Helping utility companies make their supplier selection easier, quicker and standardized.



MAKING A DIFFERENCE

Maintaining support and a strong presence by sponsorship of industry awards commending excellence.

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SPECIAL PARTNERSHIPS

BUILDING STRONG BONDS

Managing multi-site projects and the efficiency of input and output of landscape materials is only possible with collaboration. Here, we really come into our own with our network of hauliers. These collaborations allow for a true symbiotic relationship made all the stronger by cooperation, communication and a like-minded commitment to a quick turnaround and consistent product offering.

Proud specialists in the swift and professional supply of landscape materials to site, we also recognise the importance of ancillary services for our clients. We work closely with UK's leading soil scientists and testing facilities ensuring the tightest adherence to specification and the most accurate certification to British Standards.

Recognising the professionalism that a BALI contractor affords to a project, a substantial proportion of our client base are long-standing, recognised BALI members – and we have a large portfolio of projects where the benefits can be demonstrated.



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IN IT TOGETHER

REWARDING AND CHALLENGING

The company recognises the importance of promoting within as well as encouraging new life blood into the business and the landscaping industry. Darrel Burgess has risen through the MCM ranks over his 15 year tenure and was promoted to Associate Director in 2022. All the current sales team have been rewarded with developing roles, increased responsibility and a clear career path throughout the business.

Taken on as an employee after completing his apprenticeship, Josh McEwan has flourished in our MCM team, resulting in his promotion to Head of Technical in 2024.

Three of our most recent additions to the team are graduates beginning their construction journeys, fully supported and encourage by the MCM management team.

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SPREADING THE WORD

PROMOTING AND INFLUENCING



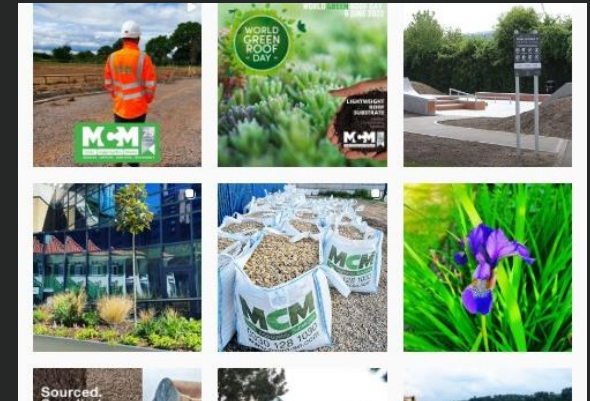
LANDSCAPE NEWS

Contributing in trade press, advertising, editorial and commentary across the industry



THE BALI WEBSITE

Projects and case studies to demonstrate best practice, new products and developments



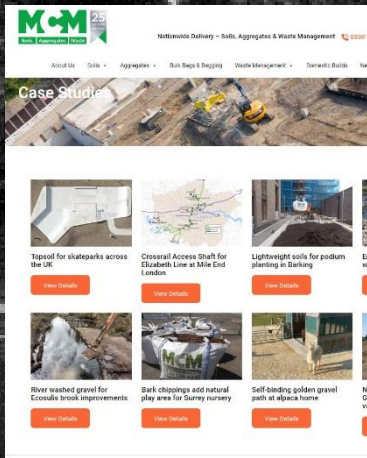
CROSS-PLATFORM

Sharing insight & updates on social media interest – engaging and exploring the narrative

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REACHING OUT TO CUSTOMERS

STAYING IN TOUCH | RELEVANT, USEFUL, ENGAGING



WEBSITE & LIVE CHAT

Use experience comes first. Product, project and technical support – live chat and responsive online enquiries

REGULAR NEWSLETTER

Communication is key, with regular updates on legislative and market changes

STOCK ALERTS AND BULLETINS

Keeping customers informed with availability and offers



REACHING OUT

Monthly contributions to our nominated 25th Anniversary Charity, Winston's Wish, who supported Shazna and her sons through their toughest times after the passing of MCM's founder, Jason Matthias, suddenly in 2016

Supporting O'Halloran and O'Brien in their colleague's fundraising for mental health charity Lighthouse.

Helping raise over £1000 with our MCM colleague Mike Lally in his Ultra White Collar Boxing event, attending, sponsoring and promoting the event in aid of Cancer Research.

Donation and involvement with Natta Homes Golf Day to raise money for The Royal Marsden Cancer Charity, Woking and Sam Beare Hospice and Rainbow Trust Children's Charity

**WINSTON'S
WISH** WW



**RAINBOW
TRUST**
CHILDREN'S CHARITY



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