

N&S flooring ltd

The complete flooring company

A Bristol company N & S Flooring Ltd have come through the recession in a strong position; sticking to a proactive business plan, and targeting carefully selected clients has carried them through, achieving steady growth of 3% a year.

Director Nathan Sims, who has been with N & S Flooring for almost a decade, is very proud of the team's achievement, turnover today is approximately £2m, 75% more than in 2001 when Nathan joined N & S Flooring. Extensive diversification from the company's mainstay of domestic work of 10 years ago led to many large corporate clients joining their customer portfolio.

The company prefers to deal with a wide variety of customers. They are not reliant on any one market although they do deal extensively in the education and health care sectors. Major clients also include Avon and Somerset Constabulary, Avon Fire Brigade, Bristol City Council, the University of the West of England, South Gloucester Council and United Bristol Healthcare Trust.

Because of the volume of work in the education sector, all N & S Flooring employees are CRB checked – as well as being NVQ and CSCS qualified and health and safety certified. The team

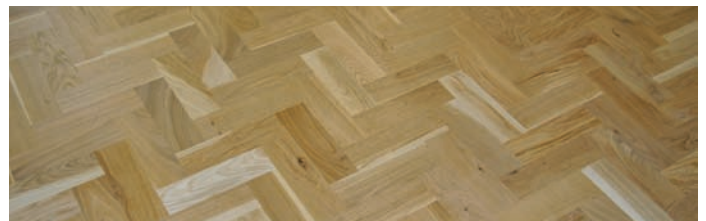
works in conjunction with the Building Safety Group and CITB to ensure safety criteria are met.

The company offers a full range of services from highly technical wall cladding and Altro Whiterock Systems to solid timber installations and everything in between. Surface preparation, contract vinyl, safety flooring, linoleum, carpet, carpet tiles, engineered and laminate flooring, sports flooring systems and repair and maintenance work are all handled competently and professionally.

“Membership of the Contract Flooring Association gives our company additional kudos and the Contract Flooring Journal is a good indicator of where the market is going and which new products and techniques are becoming available,” explains Nathan. “As much of our work is with corporate clients and local authorities, strong environmental credentials are important so where possible we look to work with suppliers that manufacture products within the UK. It's a great way to cut down on lead times – and our carbon footprint – and we look to reduce waste at every stage of the process.”



The company's success depends very much on their employees, but as Nathan explained “It was becoming difficult to recruit people with enough experience in the industry so we set up an apprentice scheme through which we take young school leavers and train them up.”



Proud to be associated with **N&S Flooring**



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HLI (UK) Ltd Wessex House
4 Greystoke Business
Centre, Portishead,
Bristol, BS20 6PY

Tel: 0844 5790064
Fax: 01275 843505
Email: info@hlib.co.uk
Web: www.hlib.co.uk



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Unit 5a | Gatton Road | St Werburghs | Bristol | BS2 9SH
T 0117 955 54 54 F 0117 955 26 26 E info@blflooring.co.uk

www.blflooring.co.uk



This reinvestment in the community is typical of N & S Flooring's great record as an employer. Staggeringly, no employee has ever left the company and some floor layers in their 50s joined in their teens; those as old as 70 years are appreciated as master craftsmen.

The company was established in 1967 and Mike Newman is still the managing director today. In addition to Nathan, the team comprises finance director Claire Glayzer, contracts manager Toni Palmer and 15 full time floor layers who are joined by up to 12 sub-contractors.

"At N & S Flooring there is no hierarchy and we make a fabulous team," says Nathan. "When new systems and technology become available we are the first to complete training and roll out the benefits to our customers and that's how we stay ahead of the game."

**216 South Liberty Lane
Ashton Vale
Bristol
BS3 2TY**

**Tel: 0117 966 1541
Fax: 0117 963 3564**

Email: Nathan@nandsflooring.co.uk

www.nandsflooring.co.uk



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P & G Contractors

Unit 21 Windmill Farm Business Centre, Bedminster
Bristol BS3 4DB
t: 0117 9537300 f: 0117 9537312
e: bristol@pandgcontractors.co.uk

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Tel: 0117 966 0819 Fax: 0117 966 9603
Email: info@ashcroftservices.co.uk
Ashton Vale | Bristol | BS3 2AH