

# Flooring Focus

The Newsletter of the John Lord Group

ISSUE 4: JULY 2007

**johnlord**   
SPECIALIST FLOORING

Time flies when you're having fun - or so we're told! We're already half way through 2007, and so far we have seen a number of exciting new developments in the John Lord Group.



**T**his year has seen some interesting movements within the arena of seamless resin flooring, including the increase in specification of various decorative systems within the commercial sector of the marketplace. We are currently undertaking comprehensive market research and product development to ensure that our products remain at the forefront of technical performance and design.

In conjunction with our extensive product development, we were pleased to welcome Tracey Lawford to our technical department in April. Part of Tracey's role will involve streamlining our existing products and further exploring niche, decorative resin systems. Next we welcome David Brown to the business as Decorative and Commercial Flooring Sales Manager. David's excellent track record in this field will compliment the existing John Lord infrastructure and I'm sure will accelerate our ambitions in this direction.

Another recent addition to the company was my daughter Rachel, who finally joined the business full time in March. Her wide remit includes market research and general sales and marketing-based activities.

Other news from within the John Lord Group comes from Canal Engineering, and the fruition of a number of their recent high-profile orders. With a constantly evolving architectural portfolio, the sales in this market have continued to soar, and have lead to plans for an expansion into additional premises, allowing Canal to increase production.

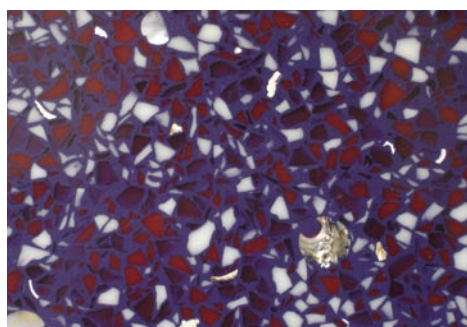
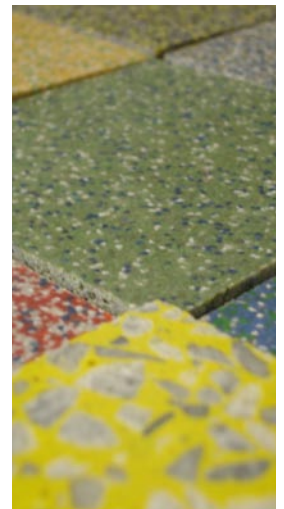
Who said being in business isn't fun?

On behalf of the John Lord Group, I would once again like to thank all our customers, friends and colleagues for your continued support,

**Stephen Lord**  
Managing Director

## A Decorative Touch

**W**ith a growing market for the use of decorative resin systems in the UK, John Lord have invested much R&D into this area, expanding our product range to include some of the latest designs and trends! Our current range of decorative resin flooring includes Uragard Decorative Quartz and Epigard Screed Quartz, as well as Terrazzo (see bottom image) and coloured flake systems. These systems reflect our ambition to provide high performance systems that are also aesthetically pleasing. The popular Decorative Quartz Ranges (see below image) have an attractive multi-coloured, semi-gloss finish, combined with hardwearing, slip resistant and chemical resistant properties. Although the Decorative Quartz range comes in a number of regular colours, bespoke colour combinations are available on request. Suitable applications for this system range widely, from industrial environments and public buildings such as museums, hospitals and airports, to high design environments such as high street boutiques, clubs, bars and restaurants.



**If you would like additional information on any of our Decorative Resin products or if you're wondering whether they could be right for your premises, give us a call to arrange a free consultation on: 0161 764 4617.**

# Marshfield Bakery Extends Again!

Marshfield Bakery was started in 1984 by the White family who sold homemade cakes to the local villages surrounding Bath and Bristol. The cakes began selling so well that in 1987 Marshfield Bakery moved to West End Farm. Since then the family-run business has continued to grow and, in 2006, in order to meet demand, Marshfield Bakery moved again to a larger, custom-built site just off the M4.



**A**s producers of the finest quality hand-made cakes and snack bars, it was important for the new bakery to house a safe and hygienic working environment. John Lords were approached for a slip-resistant and hygienic flooring solution. After a detailed site evaluation was undertaken, it was decided that the John Lord Uragard HT system should be used for the main production area. This high performance system could deliver a durable, anti-slip finish with additional chemical-resistant and thermal shock-resistant properties. Most importantly however, the Uragard HT system would be easy to clean and seamless, therefore avoiding any contamination or harbouring of bacteria.

The flooring systems were successfully installed in August 2006, and in November 2006 the new site opened for production. Marshfield Bakery hasn't looked back



since! They achieved Gold Level accreditation from the CMi Due Diligence Standard audit in January, launched a new biscuit range at the IFE exhibition in March, and have been awarded a number of 'taste' prizes for their scrumptious products!



## Blue is The Colour

**T**he John Lord Group have an established and successful relationship with Warburtons bakers, having installed floors in all their various sites throughout the country, and continue to do so. When the project management needed a new floor for the staff canteen at their Tuscany Park Bakery, they turned to us for ideas. For a combination of aesthetic appeal and a hardwearing, slip resistant finish we recommended our decorative Epigard Screed Quartz. This can be laid in an infinite range of colours, either from our standard palette or to a bespoke colour combination. Warburtons decided upon a stunning Royal Blue quartz with interspersed white and black flecks, giving a contemporary matt finish.

Whilst the floor is slip resistant and hardwearing, it is also easy to clean which is an essential in a canteen no matter how careful your staff are! The staff at Warburtons are very pleased with the end result, and in fact, we liked it so much we added the same Royal Blue Decorative Quartz to our reception area at the John Lord factory in Bury (see image). Come and check it out the next time you are in the area.



# NBS – The importance of being specified

Having recently listed all our product information within NBS Plus, we thought this useful system was well worth a mention in *Flooring Focus*. If you're not familiar with the system, in a nutshell, the NBS Plus database is part of the NBS (National Buildings Specification) software that architects, engineers and other construction industry professionals can use to find a supplier for the construction work they require, be it installing a new hardwearing resin floor or building an entire new manufacturing facility.

All of the suppliers registered within NBS

Plus are grouped by what they specialise in, so it's a simple job of selecting the product and the company names will be listed. We think it takes some of the hard work out of wading through websites and brochures, and we're obviously not the only ones, as there are over 18,000 registered users. The really useful bit is that all the technical information and guidance for our products is supplied in NBS format, at the point in the specification appropriate to our products. Check out [www.nbsplus.co.uk](http://www.nbsplus.co.uk) for more information.

NBSPlus

## R A I S I N G   T H E   P R O F I L E

The John Lord Group, like many other British manufacturing companies, has developed quite dramatically in recent times to remain competitive and successful in today's marketplace. Our forward-thinking approach combined with our reputation for quality built over 100 years of experience, has led to many successful and established customer relationships in the UK and abroad, as well as a growing number of high-profile orders.



In the second half of 2006, Canal Engineering won orders within the Millennium Dome and Heathrow Airport Terminal 5 projects. 'The Dome' is currently being re-developed as a leisure and entertainment complex for communications company O2. Canal are fitting several hundreds of metres of balustrading, including that of the stunning feature double-width staircase from the ground floor level to the cinema level. We believe this centrepiece feature will be a superb example of Canal's work. Be sure to check it out should you get the opportunity to visit the Dome.

Canal Engineering are also a part of, what is currently, the UK's largest construction project – Terminal 5 of Heathrow Airport, due to open in 2011. Canal were asked to design

and install the stainless steel structures of 48 check-in desks for BAA. Designing the desks has been no simple task as there are many safety and security considerations, including resistance to fire and blasts as well as the containment of smoke. Although Canal will only be a small link in a very big chain, this is an exciting development to be involved in and goes some way to demonstrating the diversity of the company's talents!

Although Canal's reputation has been built on utilising the more 'standard' products in traditional environments, projects like these expose the capabilities of our company, and consequently help to raise the profile of the business and show just how much Canal have developed.



# No Compromise on Quality



The 'no compromise' ethos at Donald Russell has turned the Aberdeenshire Butcher into a major success story over the years. Not only are they a Royal Warrant holder and supplier to many of London's top restaurants, but they are also Britain's leading mail order meat supplier. With such a reputation to uphold, it is no surprise to find out that the standards of their premises go hand in hand with that of their meat.

However, as with any meat-processing environment, harsh conditions can take their toll on a floor surface and so they decided it was time to upgrade the concrete floor in several areas of the butchery. As the UK's leading flooring specialist for the food industry, John Lord were appointed to lay in excess of 800m<sup>2</sup> of flooring in the chill areas, the butchery and the packing area. With a wide range

of environment-specific factors to consider throughout the different areas, Uragard AS, a high performance polyurethane system, was selected to deliver a strong, hygienic, slip-resistant, chemical-resistant and temperature-resistant surface.

Pleased with the success of their new Uragard AS system, Donald Russell decided to upgrade the floors in their amenity blocks too! They opted for our Decorative Quartz system in 'Sunflower Yellow' with green and white flecks. With this second floor completed, the butchery got right back to doing what they do best – producing delicious beef, lamb and pork products (which a few of us here have been unable to resist – we highly recommend the online shop! Visit [www.donaldrussell.com](http://www.donaldrussell.com)).



## New Starters

Mark Hunter is a new member of our Contracts Department. In the short term Mark is learning the skills required for Contract Supervision, under the careful guidance of our Contracts Director, Gary Doran. As a recent Mechanical Engineering graduate, he is able to bring many new skills and specialist knowledge to the department. Mark is proving to be a fast learner and he's already out and about supervising our flooring staff at various sites across Europe.

We're also very happy to have appointed a new Technical Manager, Tracey Lawford. Tracey has worked in the industrial flooring industry for a number of years developing products for various specialised applications. You can expect Tracey to become a familiar face as she provides technical service backup for our flooring teams out on sites across the UK.

Lastly we welcome David Brown to the business. David will be our dedicated Decorative and Commercial Flooring Sales Manager. With much experience of sales in commercial resin flooring, David's role will compliment our ambition plans to increase our amount of work in the commercial/decorative marketplace.

## Then and Now – the new brochure

As part of the ongoing re-branding of John Lord, and to celebrate over 100 years of business, we have produced a new company brochure. "Then and Now" is a piece of literature that provides a colourful and personal insight into the company's and the Lord family's history.

From humble beginnings in 1901, the brochure describes how the company has developed and where we hope to take it. If you would like a copy please email [rachellord@john.lord.co.uk](mailto:rachellord@john.lord.co.uk).

You may also have noticed the new company branding in this issue of Flooring Focus. Over the past couple of months we have worked on updating the look of John Lord including a new logo and stationary, and the brand new company brochure. Over the course of the year to come we will be continuing to update our product information and website so keep an eye out for any exciting updates.

