

Case study

Fixings North West

Background

Location: Sale

Project Value: £47,000

Site Size: 240m²

Duration: 3 week fast-track

Fixings North West Ltd is a leading distributor of construction and engineering products. To expand their sales and eliminate ongoing rental costs, it was soon to be in need of new, much larger premises. Sudlows were chosen to design and build their complete refurbishment project in Sale, Cheshire.

Established in 2007, this start-up construction business has come a long way in such a short space of time – now aiming to expand its services from predominantly deliveries toward front-end sales.

The project

By selecting specialist expertise from Sudlows, Fixings NW could ensure a quick turnaround in less than 3 weeks. This included all aspects of room construction, creating two independent offices and separate utilities rooms set away from the focal sales and deliveries areas.

Covering 240m², the rear of the building structure has been maintained for deliveries, which prior to the move was the predominant area of business. However, to drive the business forward the relocation has signalled a shift in focus toward front-end trade.

To do this Sudlows has also created a high performance, modern and spacious look throughout. On entry, the building benefits a distinguishing aluminium shop front, which the business has never had before, leading to an area divided by standard MF partitioning cut with segmented visual



The project *(cont..)*

panels to view the outer office areas. In the sizeable trading space a robust laminated shop counter has been constructed, reinforced with co-ordinating shades of blue to reflect the Fixings NW logo throughout the building. This high specification also includes:

Tegular tiles with Microlook grid

Slat wall for shop display

Suspended grid ceiling construction

Modular lighting

New central heating system throughout

Complete plumbing system

Structured cabling



Shaun Proudfoot, Building Services Manager at Sudlows explains;

"In relation to project management, dealing with people is key to this multiple trade project. Co-ordinating all sub-trades anywhere from the suspended grid to new modular lighting and the new shop front requires great organisation and planning."

The refurbishment was a huge success; within the agreed strict timescale Sudlows created a fully operational establishment ready for opening in November 2009.

The conclusion

Frank Hadley, Director at Fixings North West, reiterated the success of their relocation;

"Over 95% of our sales were delivery-based prior to our move. But now with larger premises that boasts a shop front and trade showroom, we hope to quickly expand our customer base. This was always part of our long term business plan. Sudlows are an incredible company and I'd highly recommend their outstanding building services to anyone who needs any refurbishment works."

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