

## Tilemaster Adhesives Adhesive Manufacturer Sticks with South Ribble for Growth



**rosebud™**

Established in Whittle-le-Woods in 1990, Tilemaster Adhesives is a manufacturer of tiling adhesives, grouts and flooring screeds supplying retail and wholesale customers across the UK. The company remains a caring family owned and operated business and has grown so successfully in South Ribble that it moved into new premises in Leyland just over two years ago with the help of a Rosebud loan.

Funding for Rosebud is provided by Lancashire County Council's economic development company, Lancashire County Developments Ltd (LCDL), as part of a broad package of investment and advice that supports companies based in South Ribble.

Paul Kelly, who founded Tilemaster more than 23 years ago explains: "We are specialists in tiling products and, as a family business, we put a very strong emphasis on a big commitment to customer service. The combination of product quality and a service-driven approach to customer care has helped us grow very rapidly over the past few years, so much so that we were actually having to expand into our neighbouring warehousing unit!"

"South Ribble is a great place to do business and our trading volumes had doubled between 2007 and 2011, which is why we needed to move. Now, with new and even bigger premises and better manufacturing facilities, we have a more efficient and effective business with a better environment for staff and more opportunity to capitalise on growth. So much of that is thanks to the support we've gained as a South Ribble business."

"Moving to larger premises is a big step for any business and now we are doubling in size. There has always been fantastic support available for us from South Ribble, both in terms of business advice and financial vehicles to help facilitate our incredible growth. As a result, we have been able to invest twice in larger premises and new equipment to increase capacity and maximise efficiency."

The investment into larger premises and new equipment has helped Tilemaster to double the increase in production and new jobs with the potential to create further growth moving forward.

The loan from the Rosebud Fund has enabled Tilemaster to change its production processes, enabling

manufacturing, mixing, weighing and packing to be carried out in sealed units, minimising seepage, eliminating waste and improving the company's environmental credentials.

The larger premises, meanwhile, not only allow the company to manufacture in greater volumes but also enable Tilemaster to hold more product in stock and manage just in time supply more effectively, widening the company's potential customer-base. Just in the last year alone, Tilemaster has recruited three additional national sales managers to expand into new geographical territories.

Mark Kelly, Paul's son and managing Director, concludes: "Operational efficiencies for us underpin product quality, excellent service and competitive pricing for our customers. Our customers trust us to deliver on our promises, and with our new manufacturing base, we're now even better equipped to do that... and the big reason is because we really do care!"

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