



Architectural Louvre Products

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Mark Revell

With speculation that construction is still in the doldrums and unlikely to pick up any time soon, I'm please to report that LouvreSol seem to be bucking the trend!

This month has seen our first seminar aimed at getting staff even more involved with the business and working closer to ensure everyone pulls their weight to keep the company efficient. Feedback was excellent during the seminar, with lots of questions and suggestions, all of them positive might I add!

We also have the beginnings of a new website which we intend to build on to become a real resource for our specifiers and customers. Using our corporate branding the site fits in very well within our future plans for growth.

But investment in people has been the theme for June and I feel we are becoming more of a family within LouvreSol, we now work much closer and rely on each other to get things done. There was some very positive feedback from staff after the seminar and it hoped we will run another soon to keep the staff informed of company progress.

The family feeling seems to have influenced other staff as well as we have recently had three births in the workforce, we wish them well.

For further information about our products and services please visit www.louvresol.com or telephone our office in St Helens on 01744 811866.

Mark Revell
Sales Director



Training Seminar

‘LouvreSol Training Seminar’

Situated close to the Dartford Bridge Despite the recession LouvreSol continues to grow in the provision of solar shading and natural ventilation solutions. So what better time to undertake a training seminar and bring together office, assembly, installation and field staff to run through the businesses future strategy and structure. The location, St.Helens Chamber of Commerce was also quite apt as their new office complex has its main corner elevation shaded with a three storey, self supporting, solar shading installation by LouvreSol.

Last year saw LouvreSol make some radical changes in the workforce and office staff to streamline the business, minimise costs and increase efficiencies. The changes have worked well and the company now see’s further growth prospects towards the end of the year.

Eddie Dean, Managing Director spoke to the staff and commented, “Business was becoming a bit tight during 2010, so we have restructure the whole of the business. Starting off with a new Finance Director, David Megan, we have made changes in all departments and we have valued your support over the last 12 months helping to make the company leaner. We are winning some good work, but we are also losing a

significant amount as our competitors are taking on ‘suicide contracts’. LouvreSol plan to be in business for the long term and I am passionate about further increasing our levels of quality and efficiency to eliminate any need for re-work in order to keep costs low.”

The company is also looking at supplying fabricated systems in the Middle East and has already instigated discussions with a potential partner in the region who has an order book that needs to be filled.

The changes seem to have given the company a new start, as David explained the company is now back up to pre-recession turnover, with similar profits and a rising order intake.

Mark Revell, Sales Director, ran through the work needed today to win a project and the need to have ‘CHAS’ & ‘CHAS designer’ design risk assessments, plus SMS TS & SSTS site operatives. Together with a professional bid, completed in a timely manner, can make or break a successful contract. Much of LouvreSol’s success is attributed on building sound relationships based on trust and understanding. Mark commented, “The costs of putting a serious bid together to win projects

has increased significantly in recent times as we now have to factor in more accreditation and more work, but its worth it and we only ever chase real projects where we feel we have a good working relationship with the main contractor.”

Virtually all the companies manufacturing is now being brought in-house, as there are various auctions taking place in the North West where businesses have closed, there are some excellent deals to be had on machinery. Eddie comments, “Being able to complete, what was, specialist work at a reduced rate and in less time has also given us a further edge when it comes to competing in a tighter market place.”

One of the main emphasis during the afternoon was that of Research and Development. Everyone in the company has their part to play and to contribute to future products and services for the company. Currently there are several products which are being developed which will offer new design solutions for specifiers and building owners. Together with research and development investment to date, LouvreSol has also secured three new vehicles which will be sign written to promote the business during installation and on-site.