

Fabricator Steelway celebrates 90 years

ACFS wins national construction award



From left: Damon Schünmann, associate editor at Construction News; James Walker, technical director at ACFS; Mike Causer, general manager at ACFS; Dominic Halter, sales and marketing manager at ACFS; Oliver Rogan, managing director at ACFS; Russell Kane, comedian, presenter, actor, author and scriptwriter

Judges 'bowled over' by ACFS

Advanced Cold-Formed Sections has won the Materials Supplier of the Year category at the 2018 Construction News Specialists Awards.

Manufacturers of specialist light steel sections and based at Manders Industrial Estate, Old Heath Road in Wolverhampton, the winners were crowned at an industry event at the Grosvenor House Hotel, London.

The Construction News Specialists Awards brought together over 750 of the UK's leading specialist contractors for a glittering evening of celebration, recognition and networking.

After a face to face review by a panel

of over 70 expert judges, Advanced Cold-Formed Sections won in recognition of its excellent corporate culture and proactive approach to innovation. The judges felt the company had a clear understanding and passion for its products and the investment into the company was "very impressive".

They also said consideration of the company's wider supply chain is also impressive and they were "bowled over" by the company's efforts to be the best, adding that ACFS "lives and breathes" the products and services it has to offer.

Oliver Rogan, managing director

of Advanced Cold-Formed Sections said: "I am so proud of the team and I believe this is recognition of the fantastic spirit and quality the factory exudes. What a great achievement."

ACFS, part of the £20m turnover Gloucester-based Metek group, originally opened in 2000. It has grown to annual turnover of £5 million and now has 3,000 sq metres of units on the estate. ACFS recently invested £1.7 million in new capacity and offices at Wolverhampton.

ACFS supplies its light steel frames for buildings primarily for homes, hotels and student accommodation.

A Wolverhampton business is marking 90 years of trading during 2018.

Steelway, which has its head office at Queensgate Works, Bilston Road, supplies its products and services to a wide range of clients and customers.

The business was started at the works in 1928 by Charles William Goodyear and it has grown over the years to be a market leader in the field of steel fabrication.

Its expertise lie in the creation of steel flooring, staircases and fencing, as well as manufacturing specialist products for nuclear and rail infrastructure.

Steelway designed and manufactured London's first safety barriers at Britannia Crossing in Camden Town, created crowd control solutions for the coronation of two British monarchs, made stretchers for the injured during the Second World War and provided steel flooring solutions for various film sets including James Bond movies at Pinewood studios.

In recent years Steelway has installed access ladders in the Houses of Parliament.

Steelway has a turnover

of £12 million and currently operates three divisions from two manufacturing plants in Wolverhampton and West Bromwich and employs 160 people.

Metalwork

Steelway's business includes the design, manufacture and installation of safety critical access metalwork and architectural metalwork, access covers and frames as well as a wide range of fencing and gates to suit play areas, residential applications, parks and sports areas.

It also has a range of security products including LPCB certified security access covers, doors, bar sets, kiosks, cages and cabinets.

After securing funding from Lloyds Bank, Steelway has invested a further £500,000 on a third laser cutting machine and press brake to increase its manufacturing capacity and expand its range of products.

Golden Age for the West Midlands?

This year could be one of the best in which to do business in the West Midlands, according to Johnathan Dudley, Midlands managing partner and national head of manufacturing at national audit, tax and advisory firm Crowe Clark Whitehill.

A myriad of factors have come together to create a favourable economic climate, with the three 'Hs' – HSBC, HMRC and HS2, driving increased optimism across the region.

Johnathan Dudley said: "Beyond the three 'Hs' there are also other factors such as the Commonwealth Games in 2022, the possibility of Channel 4 moving to Birmingham, and the announcement by Peaky Blinders founder Steven Knight to create a massive TV and film studio complex with six sound stages in or around the city."

He said the region's strong results were being recorded against a continuing background of macro-economic uncertainty.



Mr Dudley

Eliza Tinsley at exhibition

Wednesbury chains, gate fittings and fencing business Eliza Tinsley is exhibiting tomorrow at the National Merchant Buying Society's annual exhibition.

The 166-year-old company will be on stands 37 and 38 at the Rich Arena, Coventry for NMBS 2018 where it will be showcasing new and existing hardware product lines.

Eliza Tinsley in Potters Lane enjoyed 12 per cent growth in 2017 following the acquisition of RBUK in 2016, which added an expanded range of hardware to its offering, along with the unique ability to provide shop fittings.

Marketing manager Jon Askill said that the Eliza Tinsley furniture division was going from strength to strength and had become a formidable presence in the furniture market with increasing sales year on year.

National Convenience Show to share insights for retail

Commercial feature

The National Convenience Show will return to the NEC from 16-18 April, against a positive convenience store growth forecast of almost 18% over the next five years, with the channel anticipated to reach a value of £47bn1.

The National Convenience Show offers the perfect forum for convenience stores, forecourt traders, independent retailers, symbol groups, off licences and wholesalers to conduct these investigations. It enables owners and buyers to review the best fresh produce and products, as well as identifying new technology and services.

Sessions at the Retailer Hub – the show's on-trend stage for topical discussions – are designed to keep store owners up to date with the latest product and consumer trends. One such presentation, delivered by research company himl, will share the latest convenience shopper trends insights to help retailers tailor their businesses for the future.

Award-winning business expert and TV personality Kate Hardcastle will be on hand to answer all business queries while health and wellbeing will be addressed, educating retailers on how they can navigate this booming marketplace.

Hard-hitting panel discussions will also be staged at the Retailer Hub, with one exploring the impact of the Tesco/Booker and Co-op/Nisa mergers on the convenience market and how retailers can combat the loss incurred by changes in tobacco law.



UK's leading trade event will help c-store operators and independent retailers flourish by getting the low down on the latest trends

Alongside the Retailer Hub will be the complementary Digital Hub, where retailers will learn all they need to know about social media from a trading point of view with iPads provided for on-the-ground learning.

Dan Eversfield from the National Convenience Show said: "The convenience channel is a great place to be right now. Deeply engrained in shopper behaviour and with a strong future forecast, now is the time to capitalise on wavering loyalty to the bigger grocers. The National Convenience Show provides a one-stop opportunity to see the latest and just-launched products and services, as well as unrivalled expert advice to

learn from, all in the same place." Following its acquisition of the Pro-Retail trademark in January 2018, William Reed has agreed a partnership with Valassis, the UK's largest coupon and voucher services provider. This partnership will give exhibitors the opportunity to offer visitors exclusive deals at the show.

The National Convenience Show is co-located Food & Drink Expo, Farm Shop & Deli Show and Foodex, as well as the new The Ingredients Show. To register for free, receiving entry to all co-located shows, visit: www.nationalconvenienceshow.co.uk/

This is a trade event and no under 16s will be admitted.

DESIGN MANUFACTURE INSTALL



- Safety Critical Access Metalwork
- Access Covers & Frames
- LPCB Certified Steel Security Products
- Fencing & Gates
- CE certified up to Execution Class

Steelway provide a complete service, with 3D design, state of the art manufacturing facilities, highly skilled and experienced installations personnel overseen by our expert project management team.



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