

Company: Kingston Garden Services Ltd

Contact: Steven Evans, Managing Director

Company Details

Kingston Garden Services, based in Whitton in west London are a family owned and run company founded in 1986 offering landscape contracting services to both the domestic and commercial markets. They also have a landscape supplies business on their 22 acre site and have recently acquired a 20 acre nursery production facility in Weybridge. They employ 25 staff and have a current turnover of c£2.5m.

Steve Evans has been looking for ways to expand the business and minimise seasonality of business so as to ease cash flow problems through quiet times of year.

The acquisition of a nursery and specialist marketing campaigns have been ear marked as strategies to achieve this goal.

Supply London support

At the first meeting with their Supply Chain adviser, the overall company history, strategy, types of opportunity required and where to find them was discussed. We also covered their need for appropriate systems accreditation and what aspects of the Supply London programme they could make use of best.

Stephen and his staff have now been to most of the workshops, both to learn how to enhance their systems and improve their bid writing skills. They have also been making good use of their general adviser for ad hoc advice on responding to tenders and they have had one to one help by the Supply London Marketing specialist.

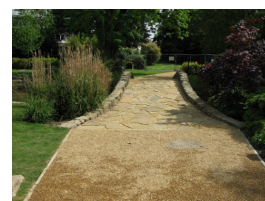
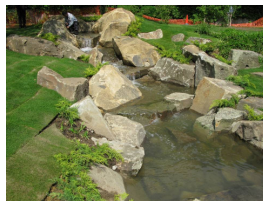
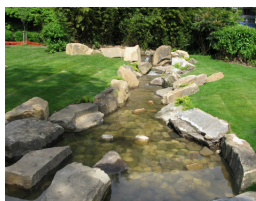
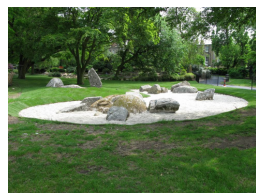
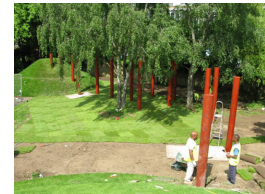
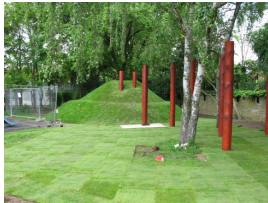
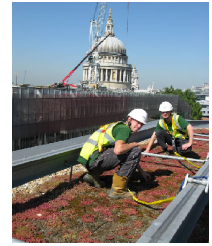
They are now looking to use Supply London's specialist advisers on quality to help them through ISO9001. The need for this became apparent when they failed to win a landscaping contract by less than 0.1% - one of the main losing factors being the lack of a quality accreditation.

Kingston have flourished since joining Supply London. Among the contracts they have won are one with Hammersmith and Fulham for restoring the largest Japanese Garden in the UK, the soft landscaping element of a major Hyde Park Landscaping project and a contract with Eversheds for rebuilding the green area outside the main area of their City office. They have also gained the Eversheds contract for the ongoing maintenance of their roof garden. The Eversheds contracts were the result of their introduction at an exclusive Supply London Eversheds event.

As a result of these and other successes, Kinstons turnover has increased from £2.1 to £2.5 million and they have taken on 6 new staff.

Managing Director Stephen Evans said “ Supply London has been incredibly useful to us in really helping us get our act together fast, enable us to come across as credible suppliers and win all this new business”.





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