

Use the expertise on your doorstep

Trade locally and we will all reap the benefits. That's the message from a new campaign we are launching today called Gloucestershire Business United. BusinessWeek has teamed up with EESI, a specialist building services company based in Stonehouse, whose strong support for the local economy inspired the campaign.

EESI, which has been in operation for 15 years, wants everyone to increase trade locally rather than calling in suppliers and services from further afield.

The campaign focuses on the importance for businesses in the county to work together to utilise the expertise on their doorstep. We will showcase examples in the months to come.

We believe the campaign will have a positive effect on the local area, creating an opportunity for wider employment, a more diverse skills base and benefits to the local economy with revenue being kept in the area. Ultimately, this approach will open the opportunity for employers to take on more staff in the area due to a rise in business readily available, providing future opportunities for local employment.

Trading locally can also have a huge benefit on the environment, reducing companies' carbon footprints.

And with greater efficiency companies can save money on travel expenses.

Mike Gardiner, managing director at EESI, said: "We are very excited to be launching the 'Gloucestershire Business United' campaign.

"It is vital for local businesses to work together, not only for their own success, but to improve opportunities in the area.

"The purpose of the campaign is for businesses to see the excellence of expertise on their doorstep, without feeling that they



■ **EXCITED:** Mike Gardiner

are 'settling' for a local supplier. This is not about compromising on quality for the sake of a principle.

"This is a challenge for businesses in Gloucestershire to provide the best solutions to each other, and to call on national companies operating in Gloucestershire to select local suppliers – not ship in contractors from other parts of the country."

He added: "Not only will this campaign help local trades to thrive, but it will help the local economy and the younger generations, by creating future employment possibilities.

"EESI employees 65 people, 13 of whom are apprentices. With the aid of this campaign we hope we can increase the number of local people we employ, including additional apprenticeships.

"The majority of our business comes from personal recommendations, therefore trading locally is very important to us.

"We have always had a 'customer-first' approach, and seek to use local suppliers within Gloucestershire and the South West.

"There are an enormous amount of benefits for the county if businesses trade locally."

EESI began operating in 1994 as an electrical contractor, but has expanded substantially in the past 15 years. The company provides a range of services for a diverse local client base, including many "blue chip" companies.

In recognition of its business progression, EESI was crowned "Business of the Year" in the *Stroud Life Awards* 2009.

EESI's specialist divisions include: electrical installations and maintenance; CCTV and door access; air conditioning; industrial heating services; fire and security alarms; plumbing services and building maintenance.

■ For more information about becoming involved in Gloucestershire Business United call Nicole Archer on 01242 271860.



BW Fact file

- EESI Group Services was formed in 1994 and is based in Stonehouse, Gloucestershire.
- The company was winner of Stroud Life's 'Business of the Year' award in 2009
- EESI is a leading provider of specialist building services in the South West.
- The company provides seven main service areas:
 1. Premier electrical engineering
 2. Mechanical engineering
 3. Fire and security alarm systems
 4. Data network cabling for the public and private sector
 5. Air conditioning contracting services for the public and private sector
 6. Building maintenance work
 7. Testing and inspection of fixed wiring installations and 24/7 engineering support
- Activities include project management, design, supply, installation, testing, commissioning and maintenance of all of the above disciplines.
- EESI is a NICEIC (National Inspection Council for Electrical Installation Contracting) and a Gas Safe, Oftec and F Gas accredited contractor
- EESI is Quality Assured to BS EN ISO 9001

EESI helps firm reduce impact on environment

WHEN the Gloucester Antiques Centre decided to move across the docks to larger premises adjacent to the Gloucester Quays Designer Outlet Centre, it was fitting that its new home would be a former Victorian furniture factory and warehouse, originally built for the firm JA Matthews & Co in the 1890s.

Offering the widest range of antiques and collectables in the west of England, this historic building nevertheless houses some of the most modern technology in order to keep its 100 dealers, and their many customers, safe and comfortable.

The Gloucester Antiques Centre turned to specialist building services company EESI, based in Stonehouse, to fit out the new three-storey emporium and café overlooking the docks – including the lighting, power, CCTV, fire alarms, plumbing and heating.

Stephen Zacaroli, manager of Gloucester Antiques Centre, explained: "Preserving our heritage is really important, but so is the need to adapt in order to have a sustainable future. That's the balance we sought when we moved into this fantastic Victorian warehouse, and EESI was instrumental in helping us to achieve our vision.

"With windows lining the building like a greenhouse, temperature control is very important. So is the

quality of the lighting if we are to show the beauty of period furniture such as longcase clocks, mahogany dining tables and oak bureaux.

"EESI helped us to find solutions that would reduce our environmental impact while still meeting these needs – which is why we chose air source heat pumps to drive our heating and air conditioning system."

Air source heat pumps extract heat from the air outside the building, which is then used to control the temperature inside – heating it in winter, or cooling it in summer. It can extract heat from the air even when the outside temperature is as low as minus 15°C.

Each floor in the Antiques Centre is independently temperature controlled, to provide a comfortable environment for staff and shoppers.

"The environmental agenda matters to us, our staff and our customers, so we are trying to make business decisions that are sustainable in every sense," said Stephen Zacaroli. "From asking dealers and customers to bring back bubble wrap so that we can reuse it, to working with local suppliers which reduces mileage and supports local trades, we believe there's plenty of opportunity to make small differences.

"That's why we support EESI's



■ **HISTORY LESSON:** Studying a 19th century sextant are, from left, Evan Maindonald, MD of Gloucester Antiques Centre, Adam Clayton, EESI contracts manager, Derek Hyett, EESI divisional manager, and Stephen Zacaroli, general manager of Gloucester Antiques Centre

mission to keep trade local between business communities. We chose EESI for our fit-out because we wanted to use expertise on our doorstep."

Derek Hyett, divisional manager at EESI, agreed. He said: "While we

were working on the Gloucester Antiques Centre we noticed many, many contractor vans from all over the country parked in the Quays. And yet there are many skilled trades right here in the county, so why is that?

"Competition is the driving force of high standards so we're not asking for 'favours' in using local suppliers – but we should at least be looking, asking and challenging local businesses to bring their expertise to the table."