

PRESS RELEASE

For the attention of the
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FLYING HIGH AND AIMING HIGHER

There's No Stopping Bideford's TCI as it Celebrates Fifth Anniversary

A Bideford company which started life in its owner's garage and is now one of the leading office furniture suppliers in the South West is celebrating its fifth anniversary with ambitious plans to grow the business further. TCI, based on Daddon Court Business Park off the Clovelly Road, specializes in commercial fit out and refurbishing office interiors, covering every stage from initial consultation to final installation. Managing Director, Adrian Sealey, wants to see the company double its turnover by 2013.

TCI has come a long way since Adrian first started Town and Country Office Supplies Ltd in the garage of his bungalow in Dolton in 2006. "Having my own business had been a pipe dream of mine," he recalls. "I'd worked in the office interiors industry for a number of years, but really I wanted to branch out on my own. One day I was walking along Bideford High Street and saw an offer for free business advice and start ups. I went inside and within 40 minutes I'd set up a limited company and was ready to go!"

Adrian's garage was his initial base, with family and friends helping out. "In that first year I was working all hours, and I'm particularly grateful to my wife Rebecca for her support which allowed me to do this." The dedication paid off, and the company achieved a turnover of £360,000 in its first year. But space was becoming a problem, and Adrian could see that he needed a new, larger, base.

By the time the company was 18 months old, Adrian had bought two units at Daddon Court Business Park in Bideford and moved the business there. As he and his staff were getting established in their new home, they won a major contract to provide flooring, furniture and joinery at the 2012 Olympic village in Stratford in East London. "That was a great contract," says Adrian. "We worked around the clock to bring that job in on time and on budget. It gave the company a major boost just at the right time. Our annual turnover reached a million pounds that year, and we've been achieving at least that ever since."

Adrian was soon able to add a third unit to his premises in Bideford. More achievements followed. In both 2009 and 2010 the company reached the regional finals in the HSBC Start up Stars Awards making valuable new contacts and confirming its growing stake in the office interiors market. The client base also continued to grow, including big names such as Balfour Beatty, Interserve, Devon and Cornwall Police, Devon and Somerset Fire and Rescue and the Canary Wharf Group to name but a few.
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“We have worked with some great clients,” says Adrian. “One of our favourites is Babcock Group. We have done a lot of work for them at their Appledore base, as well as in Plymouth, and we’re grateful for their continuing support.”

In 2010, Town and Country was rebranded as TCi GB Ltd to reflect the increasingly corporate nature of the company and its work. Adrian and his staff also made time to focus on the company’s green credentials, working hard to achieve the ISO 14001. This was in addition to gaining the management structure standard ISO 9001.

Despite the challenging economic conditions, the successes continued into 2011. “This has been an excellent year for us so far. We were really pleased to be invited to become a member of the AIS, the Association of Interior Specialists, which sets the standard for the quality expected by the best in the industry. That has been a great honour.”

Adrian is looking ahead, and has no shortage of plans for TCi. “We aim to double our turnover within the next 18 months and see some substantial growth. I think we can reach that target. We now have the right management structure in place, and the right team of staff to take us forward. We are now one of the South West’s main office interior specialists working with the most prestigious brands in the industry. I can see a wider spectrum of opportunities developing all the time.

“A lot of our success is down to having a good team from the start. We take advantage of the opportunities when they come along, both in the form of business advice and funding. We try to build working partnerships with our clients and we take nothing for granted. Our approach is hands-on and personal to ensure that every job runs smoothly. (For example, we aim to cause as little disruption to our clients as possible during a refurbishment, so one of the things we offer is an out of hours installation service with our staff working through the night.) Also, we keep our prices keen and we try our hardest to provide a top class service. I’m proud of what the team has achieved in quite a short time. It’s not bad really for a business that started in the garage!”

Editor’s Notes

1. Pictures attached showing Adrian Sealey at TCi in Bideford.
2. TCi undertakes small and large office refurbishment projects, locally in North Devon and across the UK.
3. TCi has accreditation from CHAS, the Contractors Health and Safety Assessment Scheme.
4. For more information contact Adrian Sealey, 01237 470288, or see www.tcigb.co.uk.
5. Press release issued by www.ndmedia.co.uk

Ends

Build it, Fit it, Deliver it... the complete solution!

TCi GB Ltd, Units 18–20, Daddon Court Business Park, Clovelly Road, Bideford, Devon, EX39 3FH.