



Smith Brothers Stores

Company Overview





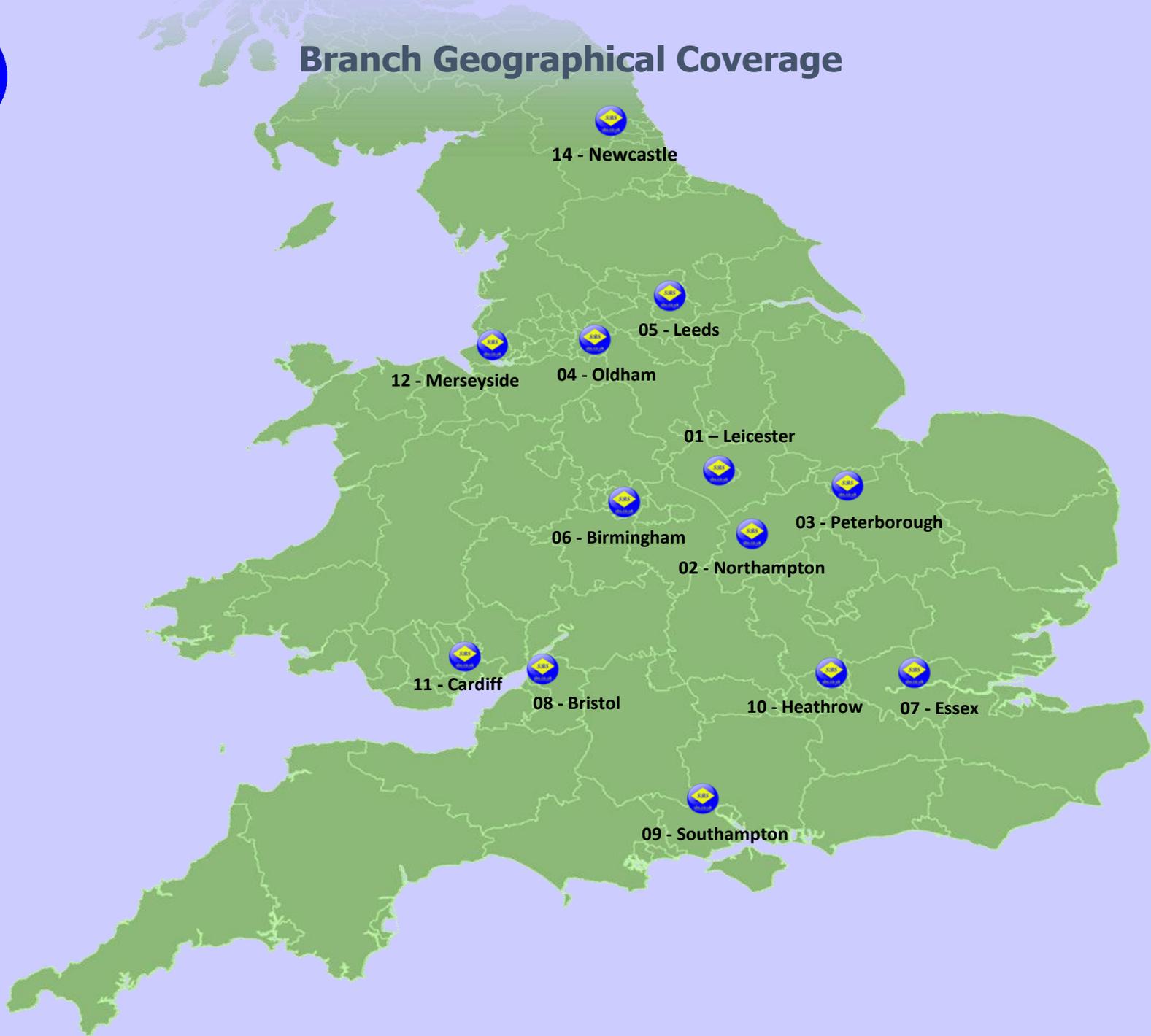
Know who you are dealing with

- Founded by Walter Smith in 1897 (Incorporated in 1907)
- Remains a family run Independent business with 4th and 5th generation family members in the business
- Specialist in the merchant distribution of commercial pipework, fittings, valves, heating equipment & air conditioning
- 2005 – 3 depots based in the East Midlands with a turnover circa £4.5m
- Embarked on an ambitious & sustainable expansion programme in 2006
- 2018 – 14 depots covering England & Wales with a turnover in excess of £90 million
- Projected revenue for 2019 - £100 million+



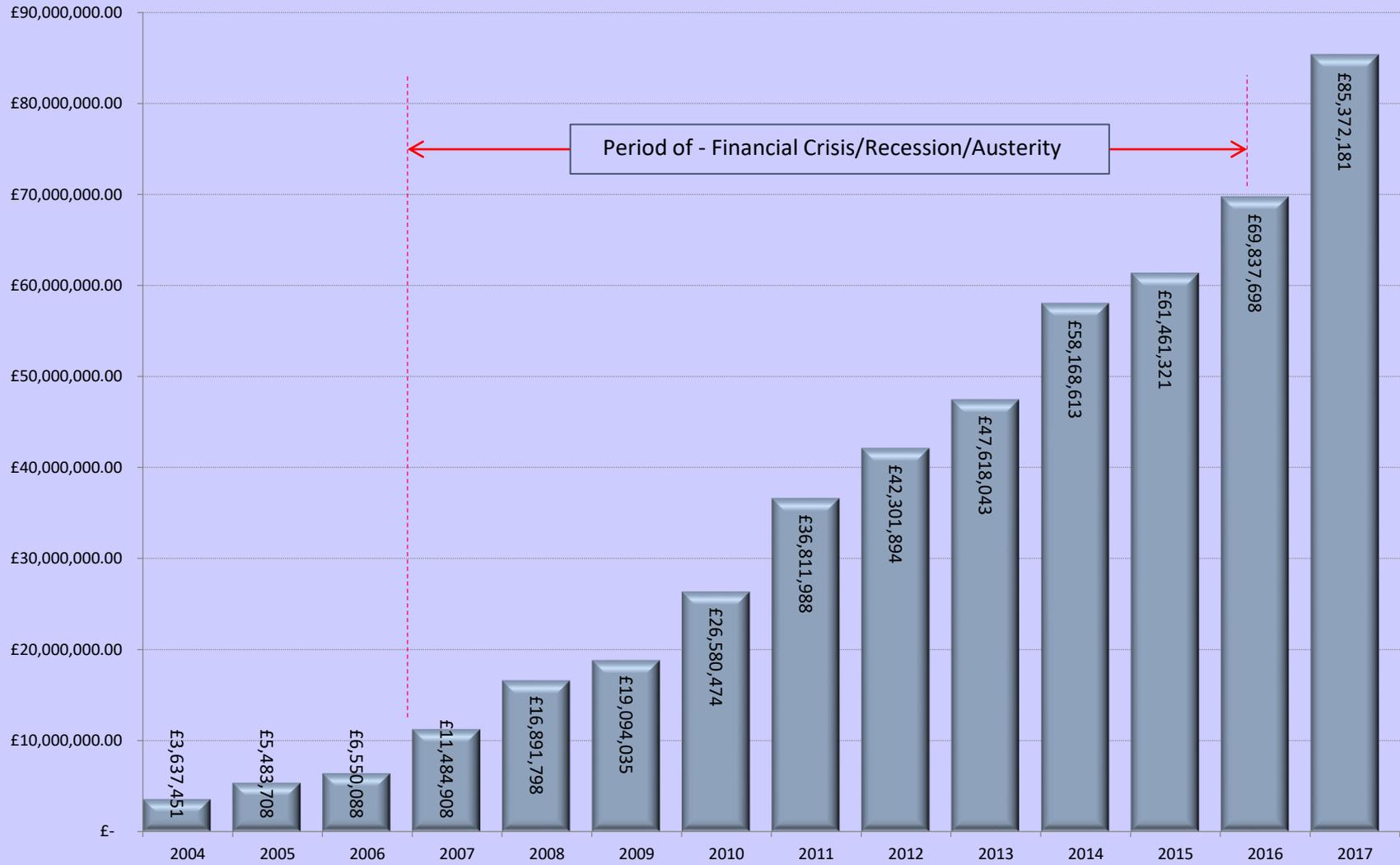


Branch Geographical Coverage





Turnover History

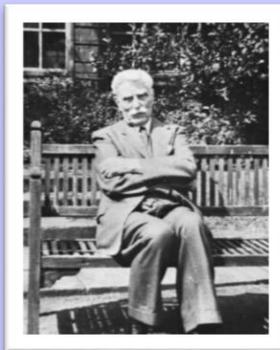




Message from Steve Smith

- We are a business dedicated to providing our customers with service & value, without the customer we do not have a business.
- We achieve this by maintaining the ethos that has served the company well for over 120 years
- Our first and foremost priority is people, by employing the best with the highest levels of experience we ensure that your enquiries and orders are handled quickly and efficiently.
- We back this up with comprehensive stocks in all locations and in all product categories, giving the customer the confidence to expect their orders to be delivered on time, in full.
- Not least we communicate, a critical factor in delivering a top class service, throughout all aspects of any transaction we keep in constant communication with the customer

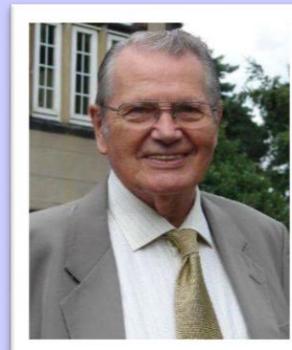
[Company Video](#)



Walter Smith
Founder



Sydney Smith
2nd Generation



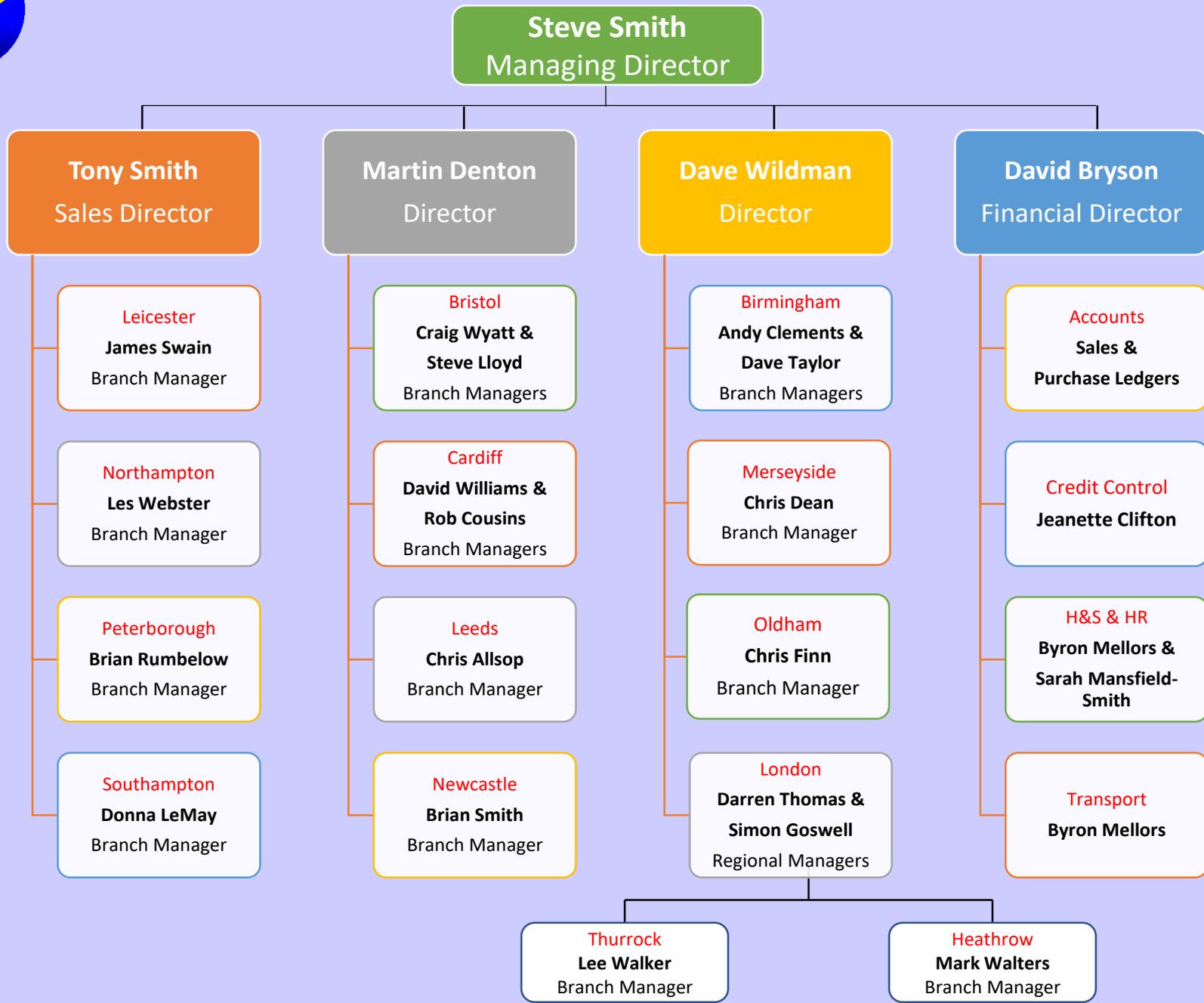
John Smith
3rd Generation



Steve Smith
4th Generation



SBS – Management Structure





What makes SBS different

The Board of Directors recognise that the success of the company has been achieved by maintaining it's core value of providing service and value to the customer.

Today we identify this as the three 'S's – Staff, Stock, Service, adhering to this simple motto will bode well for SBS today and long into the future.



Staff – Employing in excess of 300 staff, the vast majority are located and work out of the branch network. As we expand into new regions the primary target before committing to open is appointing the right staff, if we can't assemble the right team then we won't open the branch.

Key attributes are market knowledge, product experience, customer focus and of course the right attitude to buy into the SBS three 'S's.



Stock – It is important not to lose site of what we are... 'a stockist'. Our philosophy is to hold volume stock on location rather than rely on a feeder service, thus ensuring we achieve 'on time in full' for the vast majority of deliveries.

The current companies stock value is approx £20,000,000+, the average size of our warehouses is in excess of 20,000 sq ft.



Service – Operating a fleet of over seventy commercial vehicles SBS prefer, where ever possible, to deliver materials on our own FORS accredited transport containing HGVs, Hiab cranes, tail lifts and small flatbed's.

Our operations are supported by cutting edge IT technology working on Windows 10, Office 365 backed by Intact IQ ERP platform.

Over £1m invested in IT infrastructure in the last 18months that incorporates a disaster recovery facility maximising disruption to 90 minutes.



Branch Locator



Head Office



Leicester



Northampton



Leeds (tube bays)



Peterborough



Oldham (warehouse)



Thurrock



Bristol (warehouse)



Birmingham (warehouse)



Cardiff



Heathrow



Merseyside (trade counter)



Newcastle



Southampton