

## Personal Profile

---

*An accomplished professional with over forty years' experience in the natural stone sector including the end-to-end process of extraction to installation, new business development, commercial negotiation and the successful ownership and management of a fast-growing British quarry that has witnessed significant revenue growth over the last 15 years*

## Experience

---

**Managing Director and Co-Owner, 2000 – Dec 2020**

Forest of Dean Stone Firms

- Over the last 20 years I have transformed the company by installing a modern-day production facility with 21st Century technology, invested heavily in locally sourced personnel which now number some 44 which makes the Forest of Dean Stone Firms one of the largest employers in the Forest and steered the increase in turnover by some 7-fold over the same period.
- **General day to day Duties:**
- Overseeing all admin including surveying, estimating quarrying, production, project management, facilities management, design, technology, marketing, accounts, banking and personnel.
- Primary remit: To secure Major Contracts through, specification, client and architect liaison, the tender process and ensure the company supplies to order.
- 
- **Under corporate governance.**
- I been the primary lead in securing the supply route of the raw material from the quarry to the new production facility through negotiations with the Forestry Commission (our landlords) and the relevant planning authorities.
- Mindful of the Companies Green Credentials I designed and steered the installation of a micro hydro generation plant at the stonework's which in using the structures installed by our forefathers contributes to some 25 % of the total power used in the production process.
- This facilitates the pathway for eels up the river Lyd and cements our position as the only producer of dimensional stone using this form of green electricity and recording the first carbon rating for natural stone .
- Re-established Forest of Dean Stone Firms as the principal supplier of this unique source of Natural Pennant Sandstone, procured from our own quarry and used throughout wales and the west as both landscape and architectural masonry
- **Notable Past Successes**
- Bath City : Bristol Cabot Circus: Gloucester Kimbrose Triangle: Cheltenham City , all of South Wales, Tintern Abbey, Raglan, Chepstow and Cardiff Castles even the HSBC bank in the Market Square in Wells

**Managing Director, 1995 – 2000**

Bath Stone Group

- I was appointed MD in 1995 looking after the growth of the newly formed Bath Stone Group which involved the removal of a number of satellite investments and drawing on my past experience, I set up on Bath Stone Products.
- A streamlined production company which was all about maximising profit by adding value to the basic raw material, taking quarry block and transforming into a beautiful piece of architecture, the model was simple but effective

**Sales Director, 1993 –1995**

**Bath Stone Group**

- Responsible for the tracking of forthcoming projects, securing specification's through the appointed architect and ultimately the sale of Stoke ground Bath Stone Quarry block to local and national masonry contractors
- This was my first real taste of extraction as the stone was mined using a pillar and stall system from historical underground workings situated at Limpley Stoke just south of Bath.

**Operations Director and General Manager, 1986 –1993**

**Wells Cathedral Stone Masons**

- As General Manager I was responsible for all aspects of running this fledging company. Which was set up on completion of the restoration of the West Front of the Cathedral.
- Whilst the company's principal role was the restoration of the cathedral, WCS quickly developed into a specialist masonry company supplying London and the South East, with all profits returned to the Cathedral.
- In 1989 I was promoted to the role of Operations Director and worked closely with the Dean & Chapter to oversee operations and under my stewardship the company completed the restoration of the external and internal facades of the world-famous Chapter House.
- 

**Contracts Manager: Business Development, 1984 –1986**

**Stephen Lonsdale Ltd Specialist Stonemasons**

- Recruited as a Contracts Manager with a specific remit of developing the New Construction market involving Sales /Estimating: New Build, Technical Design, fixing systems and installation.

**Site Manager, 1981 –1984**

**Gilbert and Turnbull Islington London**

- Site management and trainee estimator/surveyor at the Houses of Parliament
- Responsibility for restoration & conservation projects across London and the Home Counties

**Education**

---

**Chichester Cathedral Works Dept. 1977 – 1981**

- 3-year stonemasonry apprenticeship completed with distinction
- Represented the UK at the Skill Olympics in Atlanta, Georgia in 1980

**Exeter School Independent Grammar**

**Interests & Achievements**

---

- Avid fly fisherman having fished all over the world
- All sports from sailing: rugby: shooting and most country pursuits
- All forms of music & singing
- Family Man and travel generally