

case STUDY



ALFRED J HURST LIMITED

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Geoffrey Goldsbrough
Director | Alfred J Hurst Ltd

Alfred J Hurst Ltd are electrical, lighting and power systems distributors. Based in two locations at Belfast and Clydebank Business Park in Glasgow, the company, which has been established for 65 years, employs 35 people. Customers of Alfred J Hurst Ltd range from electrical contractors through to large public organisations such as hospitals. With a turnover approaching £5m in 2002, the business needs to have confidence in their accountancy partner, which is why they choose to work with T B Dunn & Co.

T B Dunn & co provide the business with audit, accounts, tax and payroll services throughout the year in addition to more specialist business advice and help with financial cash flows and budgets. Mr Goldsbrough is a director at the company "We were introduced to T B Dunn & Co through one of their partners and have enjoyed a reliable, accurate and pro-active relationship with their team over many years. They assist us with all of our accounting needs and in our business development projects as and when they arise".

The business outsource their payroll requirements to T B Dunn & Co's payroll team and says Mr Goldsbrough "we decided to outsource payroll as dealing with this task in house was becoming more and more complicated with ever changing employment legislation. T B Dunn & Co take that headache away from us and deal with everything including all PAYE and NI requirements.

By handing this work over to the practice we have relieved ourselves of an administrative burden and made a cost saving in the process".

The company recently undertook a project to buy property in which the team at T B Dunn & Co was actively able to assist. "We were provided with cash flow projections, budgets and valuations by the knowledgeable team at TB Dunn, they also helped with vendor negotiations on our behalf. Although, for the right reasons, the project didn't come to fruition, we found that TB Dunn & Co were very capable in dealing with this for us and would recommend them to anyone thinking about buying commercial property".

The company plans to grow over the next 12 months and says Mr Goldsbrough "our plan is that our Glasgow branch becomes a wholly owned subsidiary of the Belfast operation and we are looking to take on more distributors in Glasgow as a result of this. The team at T B Dunn & Co are assisting with this business development project and regularly attend our board meetings to assist with document preparation and in providing advice on streamlining our distribution processes. We are really very pleased with the help they are providing in all aspects of our working relationship with them and as such willingly recommend them. They are attentive and responsive at all times"