



Supporting businesses and those who work on Stakehill Estate

Stakehill BID Business Profile

Stakehill BID recognises that now more than ever it is important to stay in touch with businesses in Stakehill. Please get in touch tell us about you, your experience and key thoughts during the current issues we are facing.

This Business Profile will be featured in the 'Spotlight on' in the Stakehill Ebulletin edition.

Questions	Answers
<i>What is your name and your business?</i>	<p>Mansell Finishes Ltd</p> <p>We're an off-site framing and on-site finishing sub-contractor. Established in 1992, we're one of the UK's longest established and most experienced sub-contractors in our field and region.</p> <p>Mansell is a family business, launched by Ted Mansell, with the reins since being passed over to daughters Angela (appointed MD in 2019) and Steph (Business Support Director).</p> <p>https://www.mansellfinishes.co.uk/</p>
<i>What does your business do?</i>	<p>Working with main contractors we deliver large commercial, residential, education, health and leisure schemes.</p> <p>We are one of only a handful of companies in the UK with the skills and capability to deliver pre-panelised Off-Site SFS solutions. We pre-fabricate the panels at our Manchester manufacturing facility. This ensures the best possible quality and our SFS solutions have been recognised as a high-level performance solution by the Code for Sustainable Homes and BREEAM.</p> <p>In terms of on-site finishing we are specialists in plastering, metal stud partitioning, dry lining, render systems including Wetherby, lightweight on-site framing systems and suspended ceilings.</p> <p>We've delivered numerous prolific projects over the years; Media City at Salford Quays, Greater Manchester Police HQ, MRI Manchester, Kings Waterfront in Liverpool, The Rock in Bury. Commencing in January is our latest project working with Laing</p>



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	<p>O'Rourke at The Factory, a world-class cultural space in the heart of Manchester city centre.</p>
<i>Where are you located in Stakehill?</i>	<p>Unit 64 Boswell Way</p>
<i>How has COVID-19 affected your business?</i>	<p>The team has certainly had to adapt, as everyone has, and we have consolidated our team which has been really tough.</p> <p>Although construction was one industry which restarted relatively quickly, we did have three months where our schemes were on pause for various reasons, and our pipeline of work was frozen which affected our projected turnover dramatically.</p> <p>On a positive we have realigned our strategy to focus two-thirds of business activity on off-site framing. We fully recognise the drive for modern methods of construction, off-site construction and modular and this is a significant area of expertise which we can leverage.</p>
<i>How will your business operate post COVID-19 crisis?</i>	<p>We held our virtual staff conference last week, which focused on the year ahead and steps we have taken to influence the outlook. Sharing these details with our staff, and pressing the reset button as we head into 2021, has been really positively received.</p> <p>Securing a handful of recent new project wins in Manchester and Leeds has also boosted our bottom-line and we are really pleased see a buoyant year ahead with around 75% of our workload already secured.</p> <p>Keen to always keep an eye on the future, we are also excited to be in discussions about steel frame houses and offering our current solution to volume housebuilders and Registered Providers. Watch this space!</p>
<i>What advice would you give to the other businesses in Stakehill to adapt the post COVID-19 crisis?</i>	<p>Our advice would be to stay flexible enough to adhere to the market changes which we will continue to face for a time yet. Also be focused on your core business strengths. Continue client engagement activity (albeit virtually) to sustain true and meaningful</p>



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partnerships and, probably most importantly, maintain communication with your teams.

Our staff conference concluded with our outlook for 2021, which we would recommend to all our neighbouring business...

'Let's do it smarter, let's do it better, let's make it enjoyable.'