



**Karen Wallace**

**meets**

**Stuart Devine**



*K Systems of West Lothian gains from close relationships it builds with clients:*

THE history of K Systems begins in the 1970s with founder Niven Kelly, an acquaintance of the father of the current md Stuart Devine.

Originating from a background in chartered accountancy, Stuart exchanged figures for flooring when he acquired the business in 1994.

Today, the company is based in West Lothian on the West side of Edinburgh and specialises in the installation of most types of flooring including carpet, vinyl, linoleum, matting, wood floors and industrial epoxy/polyurethane floors.

K Systems employs 18 workers, six office-based and 12 full-time floorlayers, with the capacity to call upon an experienced pool of self-employed fitters at peak times. Sales director Iain Riley joined the company this year to work along Stuart and contracts director Gordon Thomson.

The company is a specialist in the installation of products in cleanroom environments. K Systems installed vinyl on floors and ceilings in establishments



# Top Marques

**A hardwood and ceramic tile installation by K Systems at a Bentley showroom in Edinburgh**

throughout the UK and Europe.

Locations include hospital operating theatres, electronics manufacturers, pharmaceutical manufacturers, various research facilities and university laboratories and include big names such as SmithKline Beecham and PPL Therapeutics.

'We can offer a full advisory, specification and installation service', says Stuart, 'and have the expertise to install all types of anti-static, static-dissipative and static-conductive flooring.'

'We are also members of the Scottish Society for Contamination Control (S2C2) in order that we stay in touch with all current and future developments in cleanroom technology.'

'The opportunity came up for us to become involved in this sector so we decided to see if any of our floorlayers would want to take on the additional training.'

'Just because someone can lay vinyl on the floor doesn't mean that they can put it on a wall. The manufacturers came to our unit and showed us how to put the vinyl on the walls, ceilings and into the corners and how to do the welding.'

Although this niche area represents a small proportion of the company's business, as Stuart explains: 'It is a very lucrative area



**K Systems installed a variety of floor finishes, including hardwood, and wood-effect vinyl at a new health centre in Edinburgh**

with local councils installing resin flooring in schools' craft, design and technology rooms.

'We suggested a heavy-duty resin system that would take spills and accommodate heavy machinery.'

This has been in development for the past year and we are now rolling out the programme across the whole area.'

Stuart adds that this is where the company can offer something different. 'We can discuss with clients what they are trying to achieve and provide them with a solution. This may involve a little investment at the outset but it doesn't take long for the client to realise that they will be getting a longer maintenance-free period.'

K Systems has been an active CFA member for quite some time. Although there is a Scottish association, Stuart believes that the CFA carries more weight.

'We regularly attend CFA meetings. I certainly believe that as an industry, we should be looking after each other more than we do.'

Stuart says his company does not tend to have problems with late payments, but he believes that this will continue to be an issue until something is done to force a change.

'The other concerns for me is the ageing pool of floorlayers. We now have a policy of bring youngsters into the company and training them in the hope that they will stay in the industry long-term.' **CFJ**

■ [www.ksystems-flooring.co.uk](http://www.ksystems-flooring.co.uk)



**A seamless resin system in a heavily trafficked kitchen at one of Ikea's stores laid by K Systems**