

InFocus

This month we meet Tony King, Styletechs new
Architectural Ironmongery Estimator & Scheduler



From Portsmouth Crown Court in the 70's to Floating prisons in the 'Noughties', Bellsure finds out what makes this scheduler tick...

Rizon Project

Tony King joined Graham-Ford Builders Merchants (formerly Louis G Ford) from School in the late 1970's, on a two Year Company training scheme. After having worked in all the product departments, he expressed an interest in Ironmongery and was thrown in at the deep-end when the department head was absent for a period of time.

The first project Tony managed was Portsmouth Crown Court. *"My first real taste of problem solving and indeed my first proper site visit was to sort some issues and keep things on track".*

From here, Tony joined Security & Sign Services in the early 1980's. As an Ironmongery Estimator, he was heavily involved in marketing Assa products to the marine Industry and worked on lots of memorable projects including 'The Canberra' when she returned from the Falklands, supplying lock cases & door furniture to the Swedish Embassy and a Master Keyed Suite Assa Twin 6000 to The Israeli Embassy. [CONT. ON PAGE TWO >](#)

“ the Clark Kent of the Ironmongery World! ”

1 / BEST HOLIDAY?

Last year my wife Lynn & I had our first Cruise - a 15 day tour of the Hawaiian Islands and bizarrely met and got on with a certain passenger a Mr Bobby Ball and his Wife!

2 / FAVOURITE MEMORY?

I have been Best Man 3 times over the years, my speeches are getting better - honest!

3 / ANY ADVICE FOR YOUNG TONY?

I would tell my 10-year-old self to concentrate more at school and not let nasty people get you down.

4 / ANYTHING ELSE?

I am despite what people might think, quite ordinary outside of work- I did joke I was the Clark Kent of the Ironmongery World!

To succeed in this role:

- Attention to detail
- Price everything on the basis you are about to supply the job
- No Guesswork!

Tony returned to his old depot in a Managerial role, working on supplying ironmongery to The Cabinet Offices, The Royal Yacht Britannia and the refurbishment of Pizza Hut Restaurants throughout the UK. Tony gained experience in the design lead industry, a move into Haywood Architectural in the 90's saw him looking after existing contracts, but his heart was longing for fresh projects.

He found his way back into Arcon (previously Security & Sign Services) managing contracts, the trade counter and being group estimator overseeing AI, quoting and scheduling. Notable projects included Salisbury Playhouse and Paddington Green Police Station.



Royal Yacht Britannia - Getty Images



Moneybarn Project

Unfortunately Arcon went into liquidation, but Tony secured a position at Graham's Cosham Depot to build from scratch a George Boyd Centre of Excellence. He refurbished one of the warehouse buildings and brought in stock, growing the department exponentially within a matter of months.

From 2001 John Monaghan Southern brought Tony's AI expertise into the fold and had him working on huge projects within a variety of sectors including Football stadiums, Military Establishments, Shopping Centres and even more ships (Jascon 27 Vessel Former HP Weare).

Tony was then headhunted by Grant Haze to work with shopfitters, metal door fabricators & carpentry companies, which ultimately lead him into his new role within the Styletech team.

If you would like help with any aspect of Architectural Ironmongery please email tony@bellsure.co.uk

WHAT HAVE WE BEEN WORKING ON THIS MONTH?

McLaren - Styletech

We supplied paint grade doors, walnut veneer doors with glazed vision panels and primed softwood frames to the iconic McLaren factory in Woking.

ISG - Streetsure

We supplied and installed planters and cycle storage on behalf of ISG, to a premium office location on Lombard Street., London. Streetsures project management skills were tested with craning products to new heights this month.

RB - Vista

We supplied glass fittings to 70 doors in a newly built £105m centre for scientific excellence.

NEXT ISSUE:

MEET ANDREW OUR STREETSURE INSTALLER

Andrew has worked for Bellsure installing products for the last 4 years, in next months issue you can see just why we use his fantastic skill set...

