



**Press Release**  
**27<sup>th</sup> January 2011**

## **Supplier of Natural Stone Bucks the Trend**

***Suppliers of materials to the building and construction sectors have been weathering the recessionary storms, hoping for better times ahead. Some have taken a proactive approach and invested in strategies to support their long term ambitions and success. Among this group is Trade Price Stone Ltd, a respected importer of Brazilian slate and Portuguese limestone, which is expanding to meet demand.***

Speaking at his facilities in Derbyshire, Simon Lloyd Jones, director, explains: "Trade Price Stone Ltd is an import and distribution business which was set up in November 2007, building upon 15 years' experience in the natural stone trade. Three years on, we have an annual turnover running into many £millions. Our large stock of products and investment in import infrastructure ensures swift turnaround for our growing list of trade customers.

"More and more of the large retail and office projects are seeing the catalogue of benefits in using natural stone as a cost effective, low maintenance alternative to the bland traditional alternatives. Natural stone offers an easy down option that accommodates huge footfall, easy to maintain and looks stunningly beautiful and our customers benefit from being able to offer their clients an opulent finish which they have specified at trade price. This is supported by our perfect location from where we can provide a 'roll out' service to suit the project."

Trade Price Stone recently moved to Hilton Business Park in Derbyshire, which offers easy transport links to the A38, A50 and national motorway network, a significantly improved working environment for its staff and over 100,000 square feet of warehousing.

Here, the firm processes orders for thousands of tonnes of stone for a range of customers, including contractors, architects, specifiers, interior designers, retailers and so on. The business is bucking the trend of doom and gloom and so has ensured it has the option to increase square footage as and when needed.

"Trade Price Stone Ltd specialises in the import and retail of Brazilian slate and Portuguese limestone, holding many 1000m<sup>2</sup> at any one time," continues Simon. "We offer a variety of slate finishes, including brushed and honed, and have recently imported a new range of uniquely designed mosaics."

Asked to explain the popularity of Brazilian slate, Simon's wife Libby says that it is much less expensive than Welsh slate and far superior to slate from China. "Brazilian slate is also much easier to package and pallet because it has a flat surface unlike Chinese slate which often has ridges or clefts," she adds.

"We also offer a range of calibrated slate which is a consistent 10mm thick so that there is no need to sort the product into different thicknesses prior to fitting or tiling, thus saving time and effort.

"I am pleased to say that many of our customers think of us as a silent partner, shipping product – from one unique piece of material, such as a hand-split slate tile measuring almost any size the project demands, to a few tiles or a few crates – directly to site to speed up delivery."

Trade Price Stone's programme of investment also includes an interactive, online presence which Simon believed would be helpful to the business, its customers and suppliers. The site not only acts as a 24/7 global shop window but also offer sales, back-office and marketing functions.



"Customers can visit [www.tradepricestoneltd.co.uk](http://www.tradepricestoneltd.co.uk) at 0830 GMT and see our real time stock levels and place orders online, either from stock or as a future shipment from overseas," says Simon.

"We continue to consider all avenues to make trading with us as straightforward as possible which, combined with our knowledge of natural stone and reputable supply chain, may explain our success to date and optimism about the future."

**Ends**

Trade Price Stone Ltd  
Unit 19H  
Hilton Business Park  
The Mease  
Hilton  
Derbyshire  
DE65 5FJ  
Tel: 01283 734990  
Fax: 01283 734744  
Email: [sales@tradepricestoneltd.co.uk](mailto:sales@tradepricestoneltd.co.uk)