

# FAMILY VALUES POWER SUCCESS FOR ELECTRICAL CONTRACTORS.

Rotherham's J P Glasby Ltd has charged ahead in the industry through quality workmanship and attention to customer service

From working class boy to Managing Director of his own company, John Glasby has every reason to be proud of what he has achieved as he celebrates 21 years in business.

John, who is 49, grew up in Richmond Park, Rotherham. After completing his apprenticeship with Lilleker Brothers, in 1988 he started out as a sole trader and decided to concentrate on domestic electrical work and became a limited company in 2004.

JP Glasby now employs around 50 people, either directly or as sub-contractors, and John has increased the company turnover steadily to its current £4 million. His wife Elaine is the Company Secretary and supports John's beliefs that the morals and principals that were instilled in them by their parents are the mainstay of the foundations on which companies should be built. Elaine has run her own Interior Design company which has specialised in showhomes for the past 21 years. JP Glasby Ltd recently secured a £1/2 (half) million contract to carry out electrical refurbishments for St Leger Homes, the organisation which manages council houses in Doncaster.

The electrical contractors have been carrying out similar work for 15 years on council homes and housing association properties all across South, North and West Yorkshire, Nottingham and Derbyshire. The company also has existing contracts with Bramall Construction, Rotherham 2010, Sheffield Homes, Keepmoat Homes and Henry Boot Construction.

John's long history with Bramall Construction began in 1993 from which time to date he has enjoyed an excellent working relationship. John says that he feels very fortunate to have been given an opportunity by Bramalls to prove himself and feels the relationship that continues to exist between the two companies is due to the fact that Bramall Construction believe in and promote the same family values that his own company does. Such is the confidence entrusted in JP Glasby's reliability and customer service that Bramall Construction uses him as part of their 24-hour call-out service team.

Bramall Managing Director Neil Baxter said: "Since John started working with Bramall we have received a very good service which continues today. Our team rate J P Glasby as one of our best electrical subcontractors."

JP Glasby Ltd works to the National Inspection Council quality mark and Part P of the building regulations. Rewiring work on the decent homes programme - improving and upgrading council houses - is carried out to the 17th edition of the Institution of Electrical Engineers' wiring regulations to BS7671. Bringing homes up to standard often includes replacing kitchens and bathrooms and JP Glasby's work can involve anything from adding extra electrical sockets, ventilation and heating systems etc., to full house rewires. It has carried out this kind of improvement work for all the four councils in South Yorkshire and for several in West Yorkshire, including Wakefield, Kirklees and Bradford.

John said that two years ago he could see a downturn looming and decided to concentrate on letting his company's quality and workmanship speak for itself, rather than chasing lots of different contracts just to increase turnover. He believes that by focusing on a high standard of service to a smaller number of clients the company has been able to improve and become acknowledged as one of the best in the industry within the region. He also believes that despite the current economic climate his company is in a strong position and is ready for what he anticipates will be a massive increase in demand for quality workmanship that will follow once the new housing market restarts. The company is a platinum member of Barnsley and Rotherham Chamber of Commerce and John is a staunch believer in supporting local businesses and uses Rotherham companies for both his insurance and accountancy.

He also believes in putting something back into the industry and has two fulltime apprentices. He acknowledges the chance he was given by Lilleker Brothers to fulfill his goals and he appreciates the fact that he is now in a position to offer the same chance to someone else. He is also keen to support his local community and sponsors the Gillian Banks Theatre School in Maltby and his nephew's junior football team Whiston Wildcats.

John said: "We attended a Chamber ball at Magna in Rotherham and saw the theatre group perform and I was really impressed. We sponsored them to perform at another ball and now it's an annual sponsorship. The achievements within the dance group are a testament to their determination to overcome any obstacles put in their way (usually from lack of funding). To see the transformation of character that takes place when they put on their costumes and make-up and perform on stage as professionals, totally immersed in what they are doing and enjoying every minute of it, is awe inspiring and well worth anyone's sponsorship."

John added: "I'm from a working class background and what I've achieved has come from hard work and a belief in doing a quality job and looking after my clients". He believes that it is better to be honest with the possibility of disappointing people than to lie and let them down. This is a policy he instills in his workforce and to date, it has stood him in good stead.



J P Glasby Ltd  
Unit 7, Hillside Court  
Barbot Hall Industrial Estate  
Rotherham, S61 4RP  
Tel: 01709 371341  
Email: john@jjpglasby.co.uk  
Website: www.jjpglasby.co.uk