



Client case study



David Barlow Homes is a dynamic young business, building a wide variety of residential properties across the north east of England.

Setting itself apart from the competition, the company places real emphasis on attention to detail and personal customer service, providing distinctive and high specification homes in great locations.

Established in 2005 by a management team with a combined experience of over 100 years in the marketplace, David Barlow Homes has shown rapid growth and now builds around eighty houses each year, turning over £15 million.

The secret of success for David Barlow Homes is a combination of personal customer service and a team of people that has taken shared responsibility for growing the business with enthusiasm and commitment.

In the same vein, a similar approach is expected from suppliers, and Don Anderson, Regional Director for David Barlow Homes, feels that HLB Vantis Audit has really delivered in this respect.



"We started the company from absolute zero. We had no land bank, no office accommodation and no business infrastructure," says Don.

"To help us get from there to where we are today it was essential to engage advisors that we knew would give us plenty of focus and attention," he continues.

"In our eyes, one of the key strengths of HLB Vantis Audit is that they have the professional expertise of a large national firm, but at the same time they really understand the needs of a young, growing business like ours."

A growing company is also a very busy company and working with the business to minimise disruption or inconvenience is equally critical to David Barlow Homes. Once again HLB Vantis Audit has delivered.

"When we first engaged HLB Vantis Audit, our offices were still quite small and we were pushed for space. They anticipated this and came up with a number of options to ensure that the audit was carried out effectively but without stopping us from doing our day to day business," Don states.

"This included their people coming to our offices during quieter times and working remotely from their offices when possible," he adds.

The strong relationship between HLB Vantis Audit and David Barlow Homes isn't just down to the way the audit is delivered though.



"As a young business, we had to develop appropriate processes for all aspects of running the business."

"With the help of HLB Vantis Audit, we have specified and implemented robust systems that will enable us to manage our growth effectively and efficiently in the future," states Don.

Growth is very much the dominant theme, with David Barlow Homes aiming to build 250 homes per annum by 2012. In this time, Don Anderson hopes that the good relationship with HLB Vantis Audit continues to prosper.



"We like the way they work with us. Their people are always thorough and professional in their execution. They work well with our people and they think strategically."

Ultimately, Don concludes, "The best compliment I can give is that based on the service we receive, you would think we were their biggest and most important client."

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