

# Grit Blasting UK - Company Profile

When grit blasting expert Kierien Barnes set up his own business 20 years ago, he had absolutely no idea what the future would bring. Now in 2016, Grit Blasting UK is enjoying unprecedented success not only locally in Wiltshire but nationally too.

“In May this year we literally reached new heights, undertaking a ground-breaking grit blasting job on a wind turbine, removing old paint and prepping it for recoating. I'd have never thought a few years ago of how diverse this business would be” states business owner Kierien Barnes. Grit Blasting UK does exactly what it says in its name. Using the latest grit blasting techniques, Kierien and his team are commissioned for construction, industrial, commercial and home renovation projects to remove old surface paints and contaminants and prepare them for recoating. ‘Grit blasting’ refers to the medium now used - in preference to the old phrase of ‘sand blasting’.

“The secret of our success is flexibility both in the way we undertake our work and the geographical reach of our business”. Kierien is clear about the company’s footprint. “Initially we started out just servicing Wiltshire only, but it soon became clear that this is an extremely competitive market and to really succeed we had to travel the length and breadth of the country to win major contact work.” Grit Blasting UK now has over 100 clients across the UK, and vary in size from small home renovation clients to major construction companies. Kierien continues “As a sub-contractor, we have to work hard to keep costs low and offer real value for money. We do that by not only blasting and prepping, but by specialising in the application of surface coatings including industrial paint spraying - travelling anywhere in the UK.”

In the last month alone, Grit Blasting UK have undertaken work in Nottingham which included grit blasting cladding on a big warehouse, the scabbling and keying of a 3000 square metre concrete pad in Surrey, and the blasting and painting of a 60 metre steel bridge in Devon. Not forgetting the local work on roof trusses in Wiltshire, the odd garden urn and cast iron bench blasting for private clients!

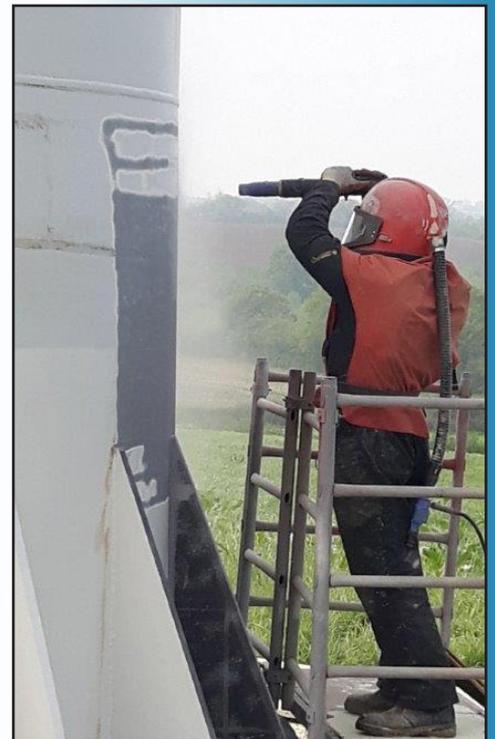
“Keeping our presence and name in the industry is one of our key priorities. As a sub-contractor you can find yourself some way down the food chain when it comes to being commissioned. Maintaining local relationships, understanding procurement regulations and having an outstanding website are all part of the marketing job, as well as understanding and keeping up with the technical changes in the industry of course”.

Kierien has seen a number of changes in the industry over the years not least from the Health and Safety perspective. “Investment in the right safety equipment can be costly but a necessary part of the business”. Continuous improvement training for his team is vital too, and especially important when working on building, engineering and construction sites.

“Our reputation is really good” says Kierien proudly. “when I started the company I never realised there was so much to running a business aside from the main work”, just keeping up with the financial, sales and marketing and day to day running is almost a full time job, let alone the real work in grit blasting and paint spraying for my clients!

In celebrating its 20th year in business in Wiltshire, Grit Blasting UK has recently relaunched its website at [www.gritblastinguk.co.uk](http://www.gritblastinguk.co.uk) showing some fantastic examples of the work it does for their many clients.

Reflecting on the past 20 years, Kierien says “it’s been really hard work to build the business to this level but I believe the formula is right – we have a great client base who seem to like our pricing and our service.”



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