

# **Rollo Developments open new HQ**

**Edinburgh building firm Rollo Developments has opened a new headquarters in the city as part of a £100,000 business development plan.**

The company, which specialises in high-end residential properties in Edinburgh and the Lothians, was on course to relocate to its new premises in Dalkeith when the pandemic struck, prompting the major project to be put on hold.

With lockdown lifted and restrictions in the sector gradually easing, work to put the finishing touches on the facility recommenced.

Located over two floors in a listed former water mill on Edinburgh Road, the impressive new base has been designed with clients' needs at the forefront of the plans.

Upstairs has been converted to host office space including a boardroom and a client interaction area, which has been kitted out to help customers enjoy the best experience possible.

"Thanks to a special partnership with Kitchens by Nick McNally, we have installed a fully working Stormer kitchen, where clients can discuss their plans and actually see it in action, and get an authentic feel for one," said managing director Sean Rollo.

"I actually went to their HQ in Germany to learn more about the range of quality kitchens before showing them to customers

here as part of our unique client-focused service. They can also look at 50 different door samples, 100 different quartz work tops and browse brochures at their leisure.

“Similarly, Stonecraft has installed a fully working wood burning stove so anyone wanting to install one as part of their project can see it in action.

“The aim is for them to let us help them create their project, combining our expertise with their wish list. We want our clients to be part of an exciting journey.

“Renovations and extensions can be very stressful and costly for people but for me it should be an exciting experience and that’s what I’m trying to create. By doing this we provide an interactive experience for our clients, which they won’t get anywhere else. We find this a much more personal touch than someone stopping by in a van to give a quote and it helps us provide a bespoke, boutique contractor service, something I believe that is lacking in the city. We want to make our clients feel special, and a personalised service helps do that.”

The new premises measures approximately 10,000 square feet, taking in a builders’ yard as well as office and workshop space, with the company having increased staffing levels by 30% since lockdown to cope with demand.

“Our previous premises in Argyle Place in Edinburgh was about 500 square feet so this is huge growth in terms of office size,” added Sean.

“The whole move has cost in excess of £100,000 but it was something I felt was important to do and I’m confident it will be well received by clients.

“It was a big relief to finally be able to open the doors to the public when the restrictions began to ease off. Most of

this was done just before the pandemic struck. We were 90 per cent complete when things ground to a halt. But we used the time well so we were ready to hit the ground running.

“It’s been great to have clients round the table to discuss projects again. We’re trying to create a customer journey which is an enjoyable one, right from the initial design phase to the handover of the completed project and that’s why I wanted to create the best possible office environment.”

The new facility also houses Timbex Creations, the manufacturing sister company of Rollo Developments which services not only the manufacturing for Rollo but also for other contractors.

“We’re not just manufacturing for our company but we’re also doing that for others in Edinburgh who require high-end joinery manufacturing,” said Sean.

“Timbex started trading at the turn of the year and to be able to combine both under the one roof is a great benefit.”