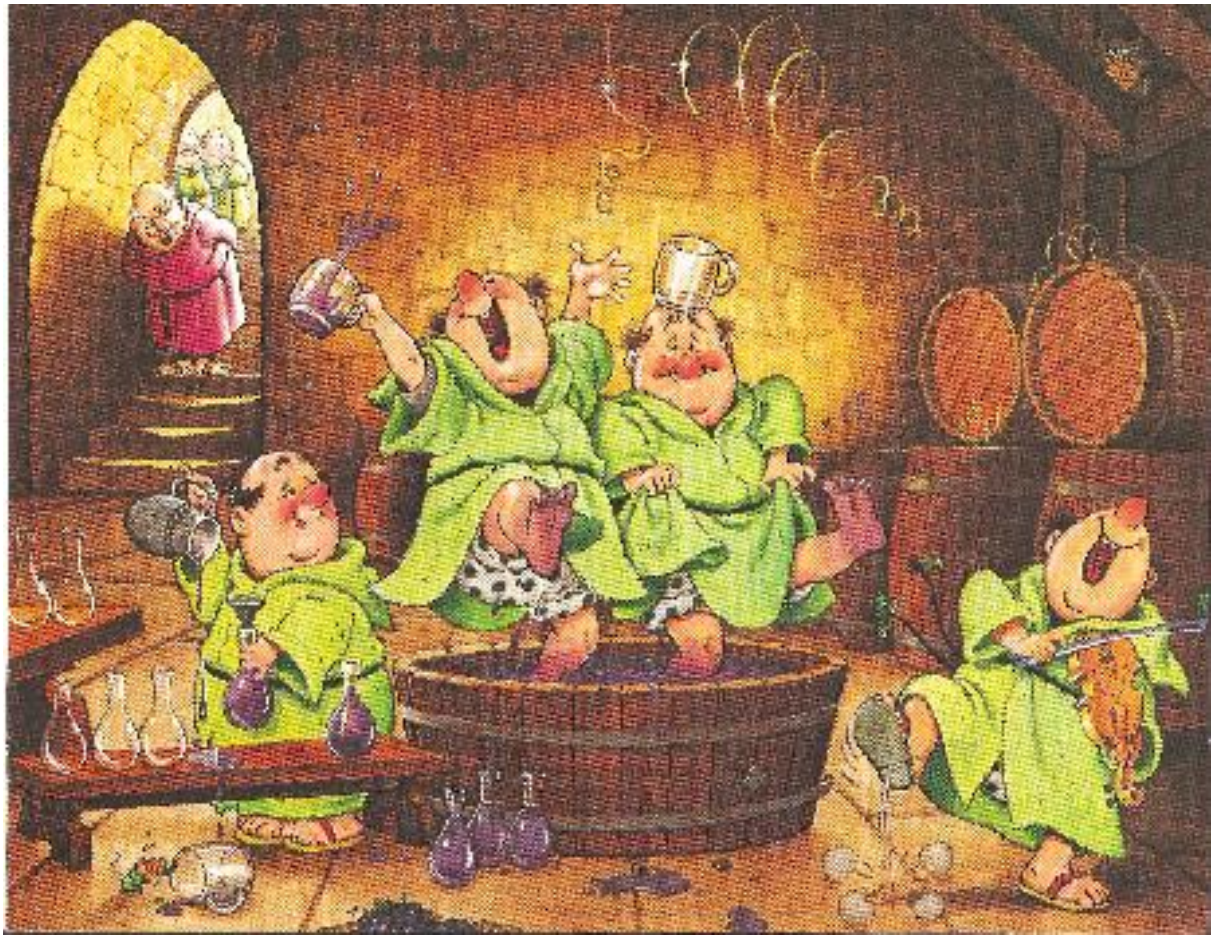
The story of LEWIS ABBOTT LTD
1945 - 2015

Celebrating 70 years of trading.
Established in 1945.



Established in the Autumn of 1945 by Louis Cohen and Benny Abbott.

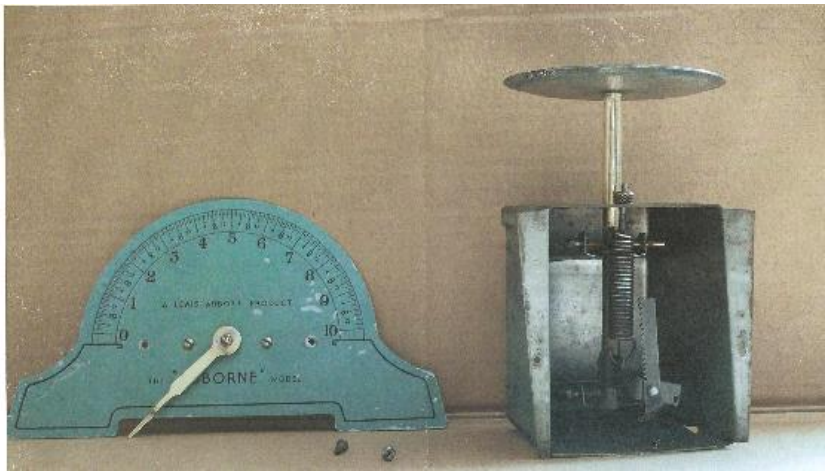
Originally based in Victoria, London.

But it didn't start with carpets……

When Lewis Abbott started trading World War 2 had just finished and goods were in short supply.

The business was mainly buying and selling household goods.

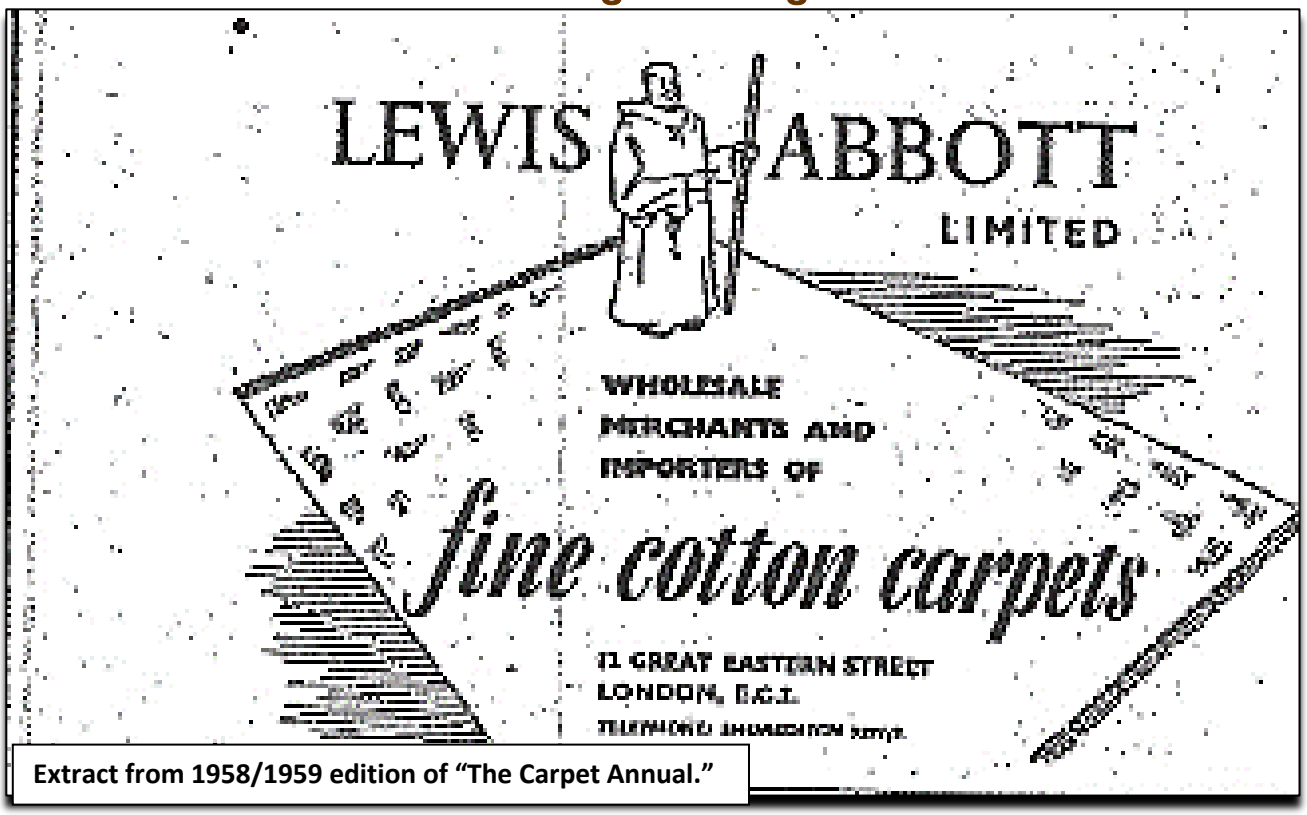
They had a small manufacturing unit in Teddington and that's where they made kitchenware including pots, pans and weighing scales!



Less then a year after Lewis Abbott was established, Benny Abbott left the firm but the iconic "Abbott" stuck.

It was in the late 1940's that carpets were introduced and this was partly by chance!

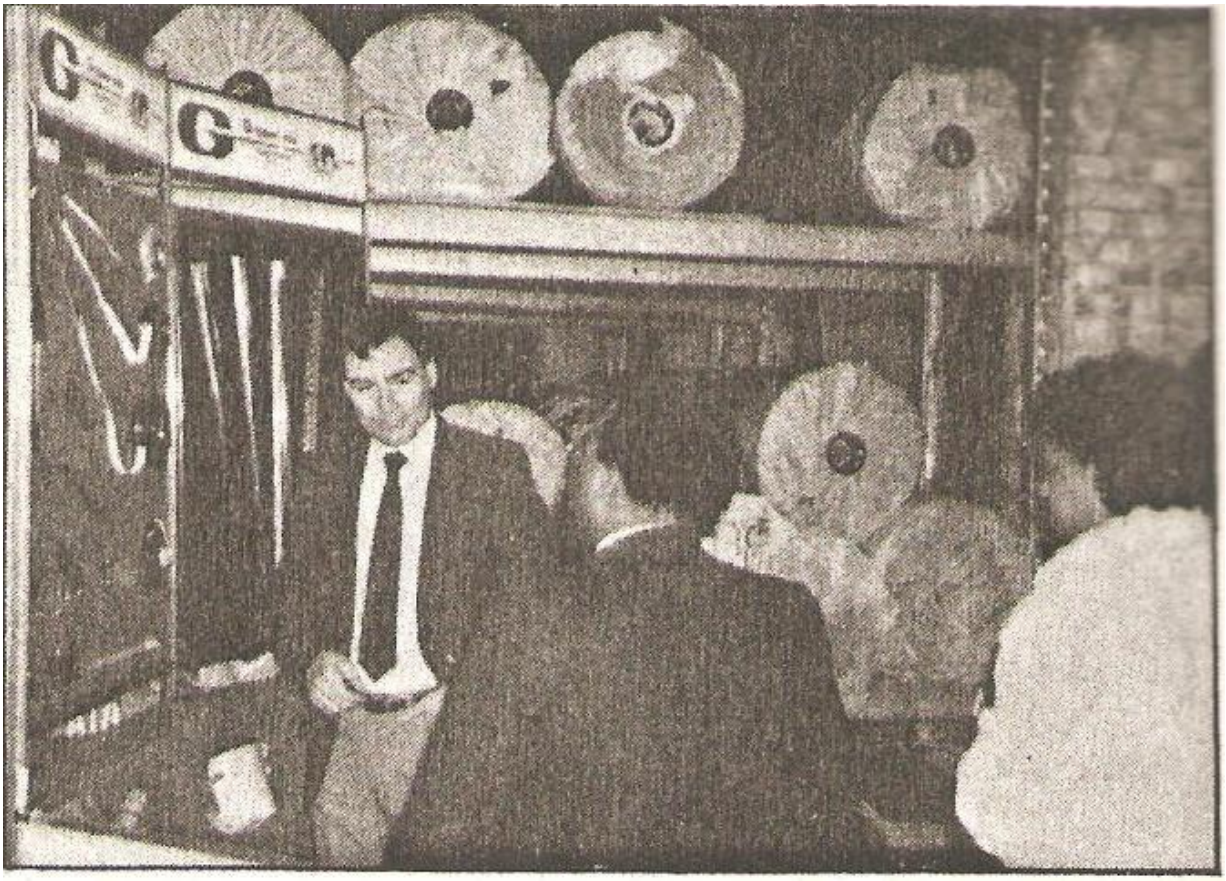
Lou bought a consignment of Belguim cotton carpet squares after the supplier could not afford the import duty, so the cargo was stuck in the London docks. Louis, always with an eye for a bargain, was able to snap up the carpet and Lewis Abbott's introduction into the carpet flooring trade began.



Extract from 1958/1959 edition of "The Carpet Annual."

By the 1950's the company was one of the main importers of carpets from Belguim which meant a move to Shoreditch and bigger premises.

Lewis Abbott moved into it's second generation in January 1965, with Paul joining the company at the tender age of 16.



The early sixties were the days of Cyril Lord and the introduction of tufted carpeting. This new method of making carpets quicky and at a reasonable price brought flooring to the mass market. "Carpets you can afford by Cyril Lord". If you can remember that slogan you are showing your age.

This was a good time to be in flooring, but as we know, this could not last forever.

During the sixties and seventies the economy was on a roller-coaster ride. This was the time of devaluation, decimalisation and the three day week. The trade had a lot to contend with!

LEWIS ABBOTT LTD.

54 HOLYWELL LANE, LONDON, EC2A 3PQ.
Telephone: 01-247 5881/2

P R I C E L I S T

APRIL 1978

	SQ. YD. ROLLS	SQ. YD. CUTS
HAREWOOD	£1.60	£1.80
TINSLEY	1.49	-
PATIO/PERSIAN	1.45	
FIVE ACES	2.15	2.44
FLORAL SPRAY/ ARABIC PAISLEY	1.99	2.25
SUPATUFT	1.25	1.40
BRUMUS	1.45	1.60
CANDYTUFT	.95	-
NW1	2.35	2.70
ALLEGRO	4.05	4.52
ORIENTAL STYLE RUGS	.91x1.33m	6.75
" " "	2x2.74m	26.95
ABBOTT ACRYLIC RUGS	48"x27"	3.00
" " "	54" Circs	6.00

Paper Underlay 1m & 2m - 100sq. mts. rolls .045p sq.yd.
.054p sq.mt.

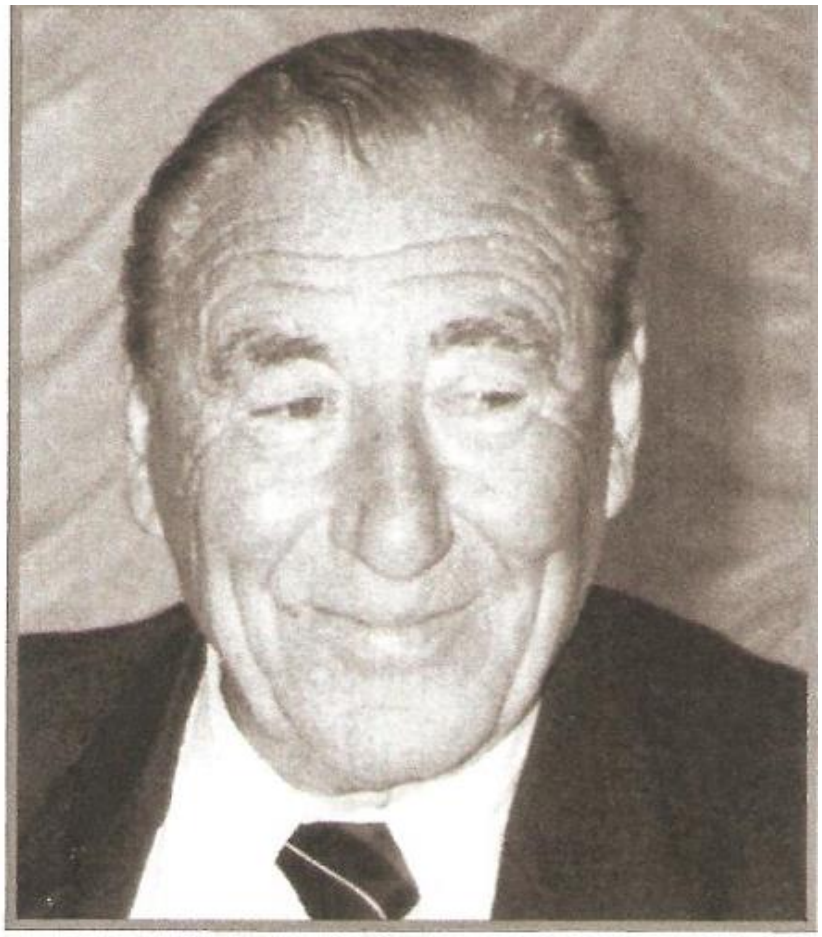
U N D E R F E L T :

3/19	£0.43p sq.mt. rolls	£0.473 sq.mt.	cuts
3/24	.53 " " "	.583 " "	"
TC32	.62 " " "	.682 " "	"
937	.81 " " "	.891 " "	"

ALL PRICES SUBJECT TO VAT.

ABBOTTS OF SHOREDITCH

In 1983 Lou retired. Although his boistress character will long be remembered. Paul took over as MD.



LOUIS COHEN (FOUNDER 1945)

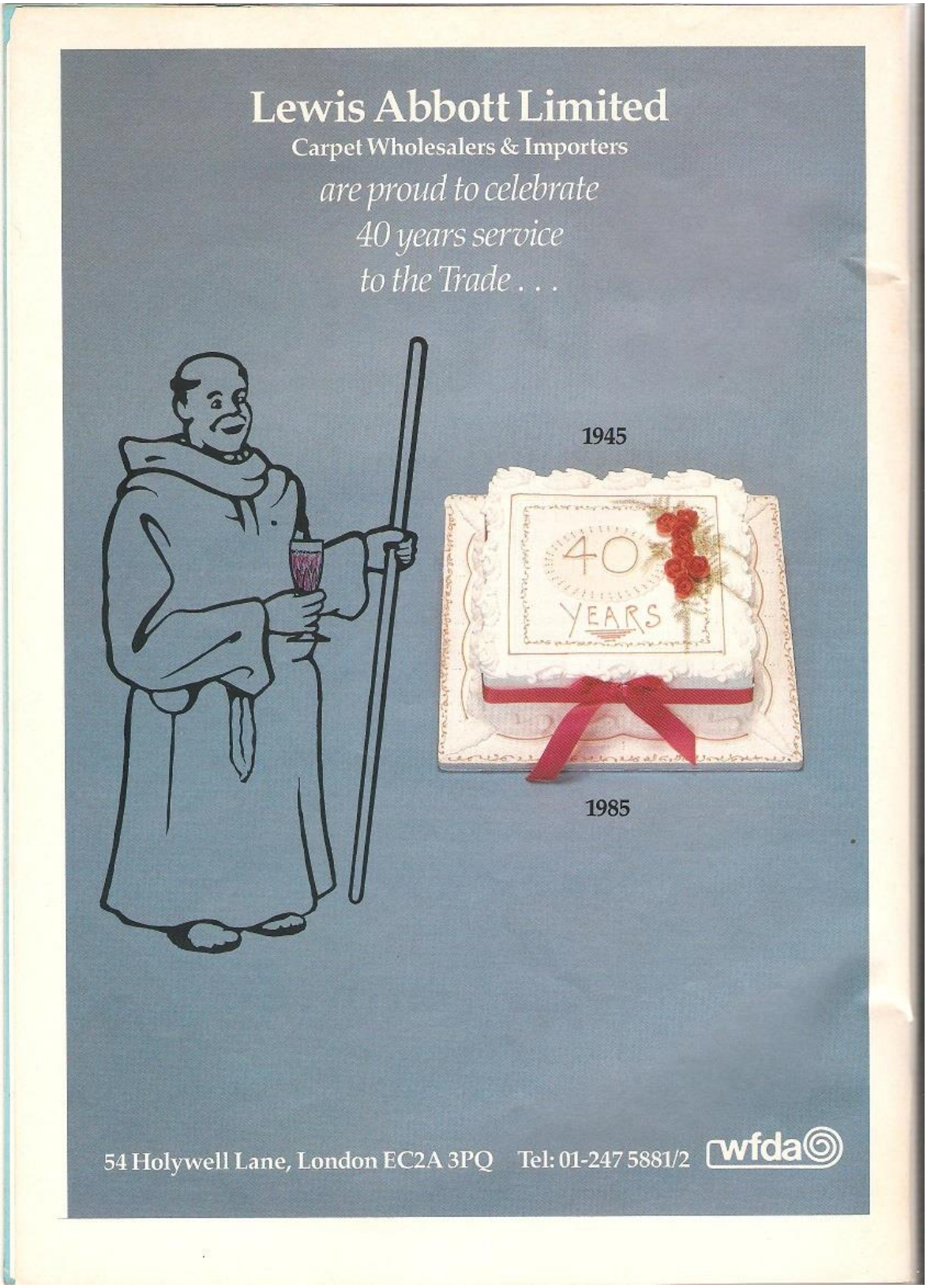
Maggie Lewis joined Lewis Abbott in the early 1980's and soon made her presence felt.

She absolutely loved the trade and all the people within it.

Maggie was heavily involved with the accessory side of the business and Lewis Abbott started stocking underlays and metals.

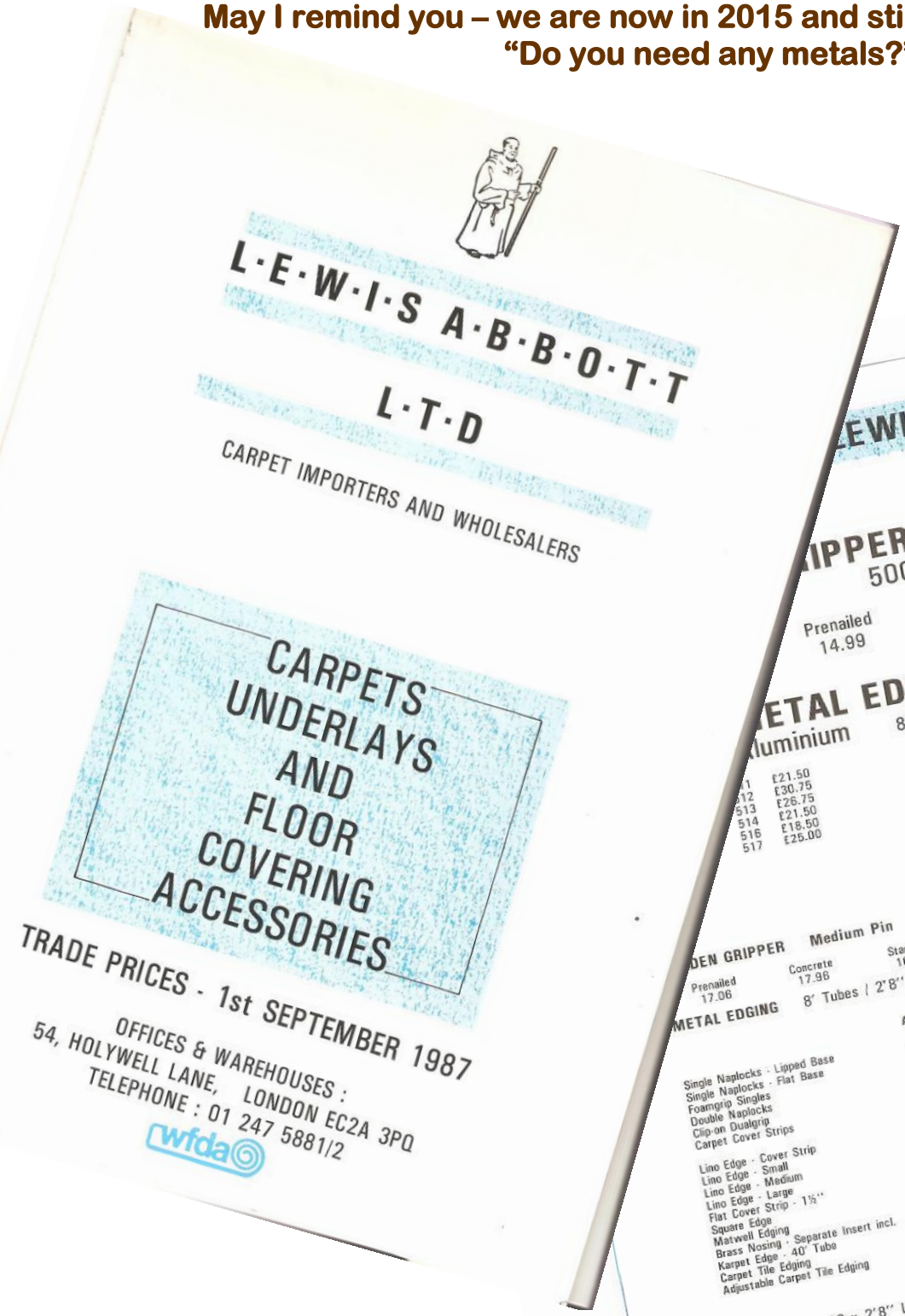
We still hear stories now from reps that she traumatised!

1985....established 40 years!



Please note that our metals are pretty much the same price they were 28 years ago!

May I remind you – we are now in 2015 and still super competitive!
"Do you need any metals?"



L·E·W·I·S A·B·B·O·T·T

L·T·D

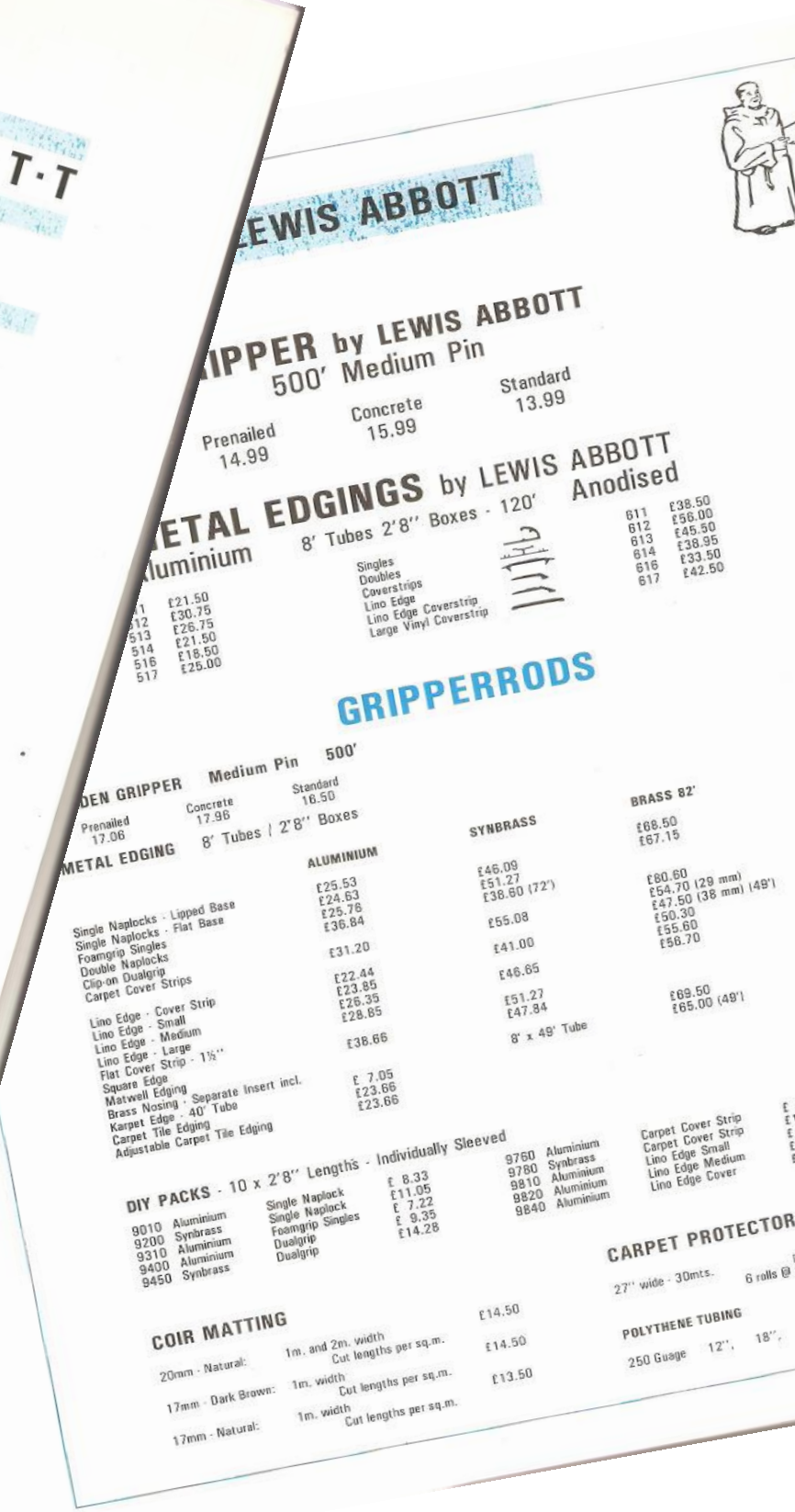
CARPET IMPORTERS AND WHOLESALERS

CARPETS
UNDERLAYS
AND
FLOOR
COVERING
ACCESSORIES

TRADE PRICES - 1st SEPTEMBER 1987

OFFICES & WAREHOUSES :
54, HOLYWELL LANE, LONDON EC2A 3PQ
TELEPHONE : 01 247 5881/2

wfda



EWIS ABBOTT

IPPER by LEWIS ABBOTT
500' Medium Pin

Prenailed 14.99 | Concrete 15.99 | Standard 13.99

ETAL EDGINGS by LEWIS ABBOTT
luminium 8' Tubes 2'8" Boxes - 120' Anodised

1	£21.50
12	£30.75
513	£26.75
514	£21.50
516	£18.50
517	£25.00

Singles
Doubles
Coverstrips
Lino Edge
Lino Edge Coverstrip
Large Vinyl Coverstrip

611	£38.50
612	£56.00
613	£45.50
614	£38.95
616	£33.50
617	£42.50

GRIPPERRODS

DEN GRIPPER Medium Pin 500'

Prenailed 17.06 | Concrete 17.96 | Standard 16.50

METAL EDGING 8' Tubes | 2'8" Boxes

	ALUMINIUM	SYNBRASS	BRASS 82'
Single Naplocks - Lipped Base	£25.53	£46.09	£68.50
Single Naplocks - Flat Base	£24.63	£51.27	£67.15
Foamgrip Singles	£25.76	£38.60 (72')	
Double Naplocks	£36.84		
Clip-on Dualgrip		£55.08	£80.60
Carpet Cover Strips	£31.20		£54.70 (29 mm)
Lino Edge - Cover Strip		£41.00	£47.50 (38 mm) (49')
Lino Edge - Small	£22.44		£50.30
Lino Edge - Medium	£23.85	£46.65	£55.60
Lino Edge - Large	£26.35		£58.70
Flat Cover Strip - 1½"	£28.85	£51.27	
Square Edge		£47.84	£69.50
Matwell Edging	£38.66		£65.00 (49')
Brass Nosing - Separate Insert incl.		8' x 49' Tube	
Karpet Edge - 40' Tube	£ 7.05		
Carpet Tile Edging	£23.66		
Adjustable Carpet Tile Edging	£23.66		

DIY PACKS - 10 x 2'8" Lengths - Individually Sleeved

9010	Aluminium	Single Naplock	£ 8.33	9760	Aluminium	Carpet Cover Strip
9200	Synbrass	Single Naplock	£11.05	9780	Synbrass	Carpet Cover Strip
9310	Aluminium	Foamgrip Singles	£ 7.22	9810	Aluminium	Lino Edge Small
9400	Aluminium	Dualgrip	£ 9.35	9820	Aluminium	Lino Edge Medium
9450	Synbrass	Dualgrip	£14.28	9840	Aluminium	Lino Edge Cover

COIR MATTING

20mm - Natural:	1m. and 2m. width Cut lengths per sq.m.	£14.50
17mm - Dark Brown:	1m. width Cut lengths per sq.m.	£14.50
17mm - Natural:	1m. width Cut lengths per sq.m.	£13.50

CARPET PROTECTOR

27" wide - 30mts. 6 rolls @

POLYTHENE TUBING

250 Guage 12", 18",

In 1991 we outgrew Shoreditch and made the move to the first spot on the monopoly board…The Old Kent Road.

CONTRACT FLOORING JOURNAL

"WAGONS ROLL"

LONDON BASED WHOLESALERS AND DISTRIBUTORS LEWIS ABBOTT LTD MOVE TO LARGER PREMISES

Lewis Abbott, new premises

In these somewhat unusual times it is always pleasant to find a company who can report that their business is such that they have had to move to larger premises. So that it was with joyous heart I accepted the invitation to view the new premises of London based wholesalers and distributors, Lewis Abbott Ltd.

Founded in 1945 by Louis Cohen, the company has operated out of Holywell Lane, Shoreditch for more than forty years. The new premises sited on the otherside of the river (off the Old Kent Road) offer customers the singular honour of free parking not only for their personal vehicular transport but also that of container lorries. The new premises; units 16 and 18 Kent Park Industrial Estate, Ruby Street, London SE15 are splendidly poised to serve the requirement demanded by the capital clientele.

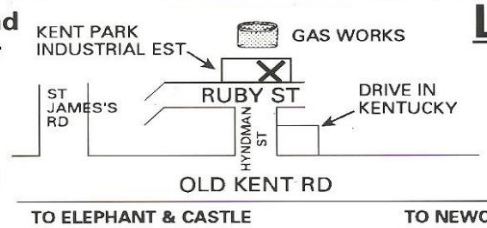
Paul Cohen (son of the founder) and co-director Maggie Lewis are well justified in being delighted with the new premises which have been extensively racked out by Palsep Ltd of Stroud to accomodate the substantially increased stock in both carpets and flooring accessories necessitated by their current up swing in trading. The increased space availability (9,000 sq m) has also allowed the company to introduce a varied stock of vinyls for the first time. There is also a showroom c/w modular display system by Salescope.

With their trade counter now open on Saturdays from 8am to 12 noon the future looks bright for the company and indeed Paul Cohen and Maggie Lewis are to be congratulated for having the foresight to go forward in these times.

ENTER 206

Wholesalers and Distributors for

F.Ball
Ball and Young
John Cotton
Duralay
Floorline
Gripperods
Prospec
Ratcliffe
Roberts
Romus
Stanley
Stikatak
and Wolff



LEWIS ABBOTT Ltd.

(NOW OPENING SATURDAY 8-12 noon)

HAVE MOVED TO

NEW ADDRESS

UNITS 16 & 18
KENT PARK INDUSTRIAL EST.
RUBY St (OFF THE OLD KENT RD)
PECKHAM LONDON SE15 1LR

TEL: 071-277 7880 (FAX: 071 277 7919)

ENTER 310

WHOLESALE PROFILE

of a number of wool and wool mix lines.

Recently it launched several exclusive wool and 80/20 wool/nylon lines through special deals with a number of manufacturers, notably its Country Classic Collection. It also has a selection of twists, velvets, saxonies, cords and tonals, and a collection of traditional Belgian Wilton rugs in polyprop available in various sizes. Currently, it is recognising the fashion for `naturals' by supplying jute and coir products in 4m.

Lewis Abbott still imports a significant amount of its output. Its suppliers include Domo Tuft and Eurantex (part of the Beaulieu Group) in Belgium, Telenzo and Intercarpet in Holland and Balsan in France. It also deals direct with Queens Carpets in the US.

One of its longest serving British suppliers is Leigh Spinners in Lancashire. `We have had a delivery from Leigh Spinners on a regular basis every week for the past 25 years,' says Mr Cohen.

On the accessory side of the business, which constitutes 20 per cent of turnover, sales have improved, largely as a result of the spacious trade counter.

Suppliers include Stikatak, Gripperrods, F Ball, Ball & Young, Sweeney Todd, Janser, Stanley and Northern Ireland Carpets.

As to the future, Paul Cohen is optimistic about a steady increase in trade as we come out of the recession. `It will probably be a long time, if ever, before we have another boom like the 1980s, but we are looking forward to our next 50 years.'

Lewis Abbott Ltd
Units 16-18
Kent Park Industrial Estate
Ruby Street (Off Old Kent Road)
London SE15 1LR
Tel: 0171 277 7880
Fax: 0171 277 7919

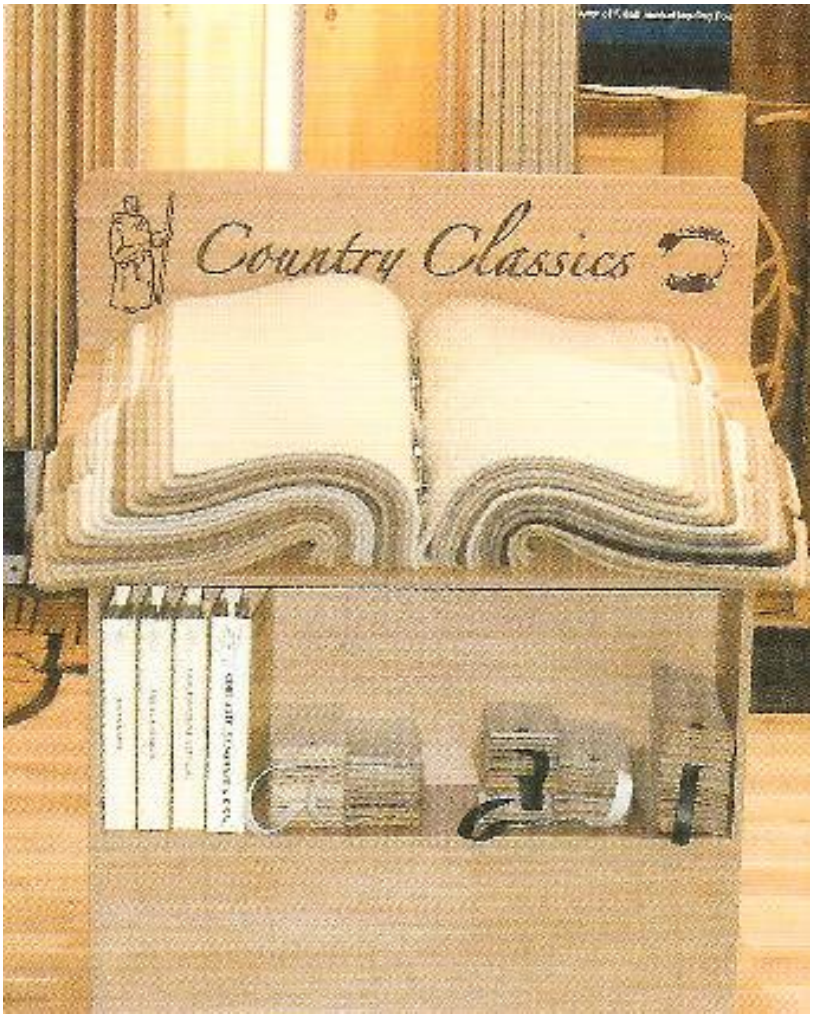
SIMPLAY FELTS
A Division of Automotive Industries (UK) Ltd.
formerly known as John Cotton (Colne) Ltd.
A new generation in name and quality for all carpet underlay requirements
THE NEEDLEFELT UNDERLAY THAT IS THE LIFELONG FRIEND TO THE CARPET
SIMPLAY FELTS
wish
LEWIS ABBOTT
Congratulations on their 50th Anniversary
SIMPLAY FELTS
Telephone No. 01282 871010 (New Number)
Fax No. 01282 868254 (New Number)
SIMPLAY FELTS Spring Garden Mill, Colne, Lancashire BB88EL
CONTACT: B.F. Sigsworth – *Sales and Marketing Manager*

HELLEMANN BODENBELAEGE
Suppliers of Contract & Domestic Sheet Vinyl
are pleased to be associated with
Lewis Abbott
and wish to congratulate them on their
50th Anniversary
UK Agent:

The first 50 years are the hardest!
All the best
STIKATAK

It was in the 90's that Lewis Abbott moved away from the lower end of the market.

This was due to the increase in popularty of the "Natural" look carpet.



And our signature "Country Classics" range was born.

As a company the products started to change and we became associated with higher end material.

In July 1996, shortly after Smith Culpeck merged with MCD London, Tony Orpwood came to us as Warehouse & Transport Manager.

Tony was responsible for successfully updating our storage and transport systems.

In 2005, Paul's daughter Katie joined the firm bringng Lewis Abbott into it's third generation.

Starting on the road as a Sales Rep covering the South London area.

Mike Jason and Katie Cohen on our stand at the London Floor Show

LEWIS ABBOTT LTD.

Established 1945

FLOORCOVERING WHOLESALERS

London Floor Show 2006

It was great to welcome some familiar faces onto this years bigger and better Lewis Abbott stand at the floorshow at Olympia, and also to meet some new ones!

This, our second time at the show, was a huge success and we were delighted to show our beautiful new wood and carpet stands. Details of these are on the reverse of this newsletter and if you need any further information please contact our sales office or your area representative.

Small is beautiful

Iona Walton chats to UK floorcovering distributors up and down the country and asks about how they have been doing and how they expect trade to develop in the future:

CHALLENGING economic times are being experienced across the industry but it's not all doom and gloom – many companies experienced a relatively buoyant summer, boosting morale as well as bank balances. And is seems that where many independent flooring distributors are concerned, small most definitely is beautiful.

Headlam's David McConnell remains positive as his group has been trading ahead of its initial projections for the year.

'There is still a significant amount of demand for contract floorcoverings and we are encouraged by how resilient the small and medium flooring contractors have become in this challenging environment,' he says.

"Their ability to adapt quickly and "cut their cloth accordingly" is an example to us all.

'Some larger contractors with huge cost bases have fallen away in recent times, but this was inevitable at some point regardless of the economic situation. Our number of active accounts has increased year on year, with debtor days and the occurrence of bad debts broadly in line with the corresponding period last year.'

Ron Burkett of **Ashmount Flooring Supplies** is delighted to be involved with contractors that have had work within the Olympic schedule, and the scene at BMK Carpets in Leeds is remarkably upbeat, particularly considering it only relaunched in 2007 after being closed for 15 years.

'As a company **BMK Carpets** is bucking the trend,' reports **Claire Waggett**, commercial manager. 'We have seen a significant increase in our year on year sales, indicating that we are capturing more of the market share in the wool sector. The instability of raw material costs, however, continues to be a low point for the business.'

Rob Stewart, director of **Kent Flooring Supplies** reports that school work and summer shut downs led to a busy summer period thanks to the work his Chatham-based company does with contractors involved in property maintenance. And the situation at London's **Lewis Abbott**, a third generation family business, is similar: 'Like all wholesalers and distributors we have been cautious this year, and with rising prices for wool, oil and fuel it has been challenging with constant manufacturing increases in an environment where the consumer feels they should be getting discounted pricing,' explains **Katie Cohen**, who recently joined her father Paul as a company director.

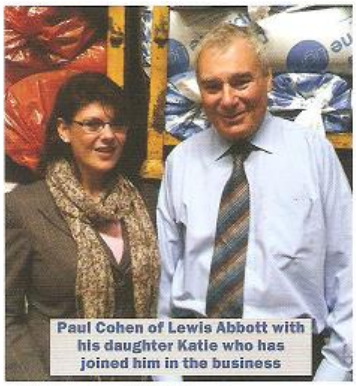
'But morale in the trade – and the business – has picked up recently and August was a very good month, which goes against the trend of past years as summer is historically our least productive time.'

> ***'There is still a significant amount of demand for contract floorcoverings and we are encouraged by how resilient the small and medium flooring contractors have become in this challenging environment'***
> – David McConnell, Headlam

■ **Hurdles:** 'Vinyl manufacturers are always launching new colourways while rarely dropping any, and if flooring wholesalers and distributors do not opt to stock those being promoted we find that we do not get a competitive rate for those that we do want,' worries Rob Stewart.

"These companies all work to the same system of multiple quantity purchase. As a consequence if we want to buy less, the rate offered is not as competitive. I am frustrated that there is no way around the system.'

■ **Trends and new lines:** The heavy contract heterogeneous sheet floorings manufactured by Itec, a division of the IVC Group, have been well received by the market as experienced by Headlam. 'These products satisfy the demand for commercial floorings manufactured in wider widths,' outlines Mr McConnell.



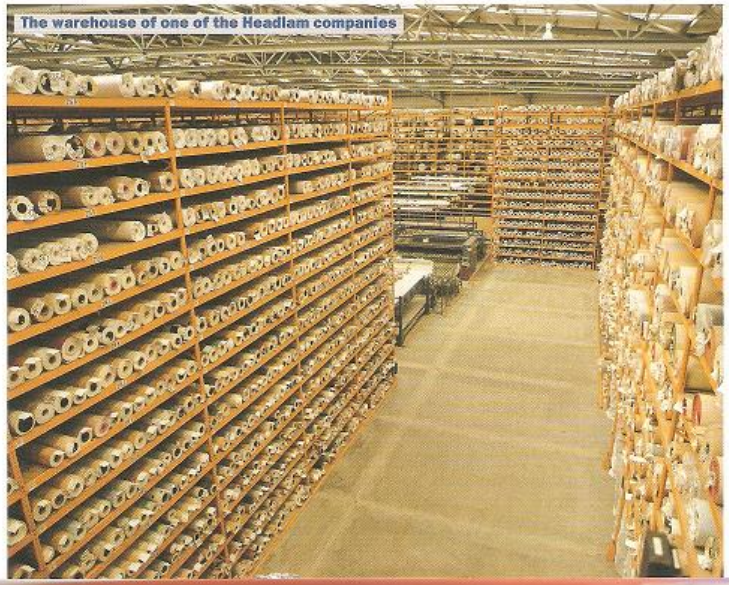
Paul Cohen of Lewis Abbott with his daughter Katie who has joined him in the business

Stripes are still popular according to both BMK Carpets and Lewis Abbott; while orders may not be huge as stripe sales tend to be for hall, stairs and landings, they are continuous.

'More colour is making its way into ranges – which attracts the consumer's eye – but only a certain type of consumer will go with the colour that grabbed their attention,' Claire Waggett explains. 'More often than not they choose a neutral colour from the same range.'

Beige is still the dominant colour demanded at **Gaskell Wool Rich**, one of the UK's leading suppliers of wool carpet, but **Mike Dobson** has found shades going a little darker over the last 12 months.

At Lewis Abbott, however, the trend in colour is moving away from beige, and gold tones are



The warehouse of one of the Headlam companies

All of a sudden the marketing (and expense/entertainment) budget increased! And some of the news letters became a little more controversial.

sales@lewisabbott.co.uk
020 7277 7880

LEWIS ABBOTT LTD

Look how much we've taken off!!!!

Now that we've got your attention look at our competitive prices!!

January/February Promotion!!

ANY 12 ROLLS MIXED

Brio 8mm £18.00 per roll

Zest 10mm £21.00 per roll

Softwalk 9mm £23.00 per roll

Dreamwalk 11mm £25.50 per roll

Now taking orders for delivery from Jan 3rd 2012!!!

Call the sales office on: 020 7277 7880

Exclamation marks started to appear everywhere and the corporate branding changed from blue and white to brown and cream!!

Statements and invoices began to get e-mailed.
The price list people got the sack and we decided to create these "in-house."

We owe our success to the fabulous team here at Lewis Abbott.
We wouldn't be able to do it without them!!

Happy 70th Anniversary Lewis Abbott.
1945 - 2015