



# D . S . SMITH SERVICES

## Company Profile

2025

HMO Investment • Water Infrastructure • Project Management  
Delivering compliant, high-quality projects we own and manage —  
using local trades, certified processes, and decades of hands-on  
experience.

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# Who We Are

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At D. S. Smith Services, we bring together decades of experience across multiple industries to deliver reliable, high-quality solutions in water infrastructure, construction.

Dane Smith, co-founder of the business, began his career as a professional footballer for Stockport County, representing the club for over 7 years. After retiring from football, Dane transitioned into the construction sector as a shop fitter before joining United Utilities, where he gained hands-on expertise installing new water mains and reinstatement. For the past 6 years, he has proudly served as a firefighter with Greater Manchester Fire and Rescue Service, bringing a sharp focus on safety, teamwork, and resilience to every project. Born and raised in Edgeley, Dane is deeply committed to improving the communities he works in.

We are proud to be accredited members of the National Residential Landlords Association (NRLA) and fully approved by WIAPS and WaterSafe, giving our clients full confidence in our compliance and professionalism.



Stephen Smith, co-founder and Construction Engineer, brings over 45 years of experience in civil engineering and water infrastructure. Having spent his career at United Utilities, he has led major projects across the North West, specialising in utility works, groundworks, and site management. Stephen's technical knowledge, project oversight, and attention to detail ensure every job is delivered efficiently and to the highest standard.

Though newly established as a company, we've already successfully completed our first full HMO conversion, delivered to regulation-compliant standards and a high-quality finish. This marks the first of many planned projects across Greater Manchester and beyond.

We specialise in:

- Water main installation & lead pipe replacement
- Reinstatement works (flagging, tarmac, groundworks)
- HMO conversions

With a hands-on, client-first approach, we ensure every project runs smoothly from start to finish. Whether it's improving residential utilities or managing full-scale renovations, we are committed to delivering results you can trust. | 04





# Our Values

We pride ourselves on delivering high-quality workmanship through decades of hands-on experience in construction, utilities, and property development. Every job is completed using trusted materials, skilled tradespeople, and a keen attention to detail..

## QUALITY

## PRICE

We believe in clear, honest pricing. Whether it's a reinstatement job or a full-scale HMO conversion, we provide transparent quotes with no hidden costs — tailored to your needs, your goals, and your budget.

## PROTECTION

We are fully accredited by NRLA, WIAPS, and WaterSafe, ensuring full compliance and protection for our clients. We take ownership of every project and stand by the finish and quality of our work — guaranteed.

## SAFETY

With professional firefighting experience and engineering leadership, safety is second nature to us. We adhere to strict health and safety standards on all sites, protecting our team, your property, and your tenants or household at all times.

# Our Process

## 1. PROPERTY SOURCING

We identify and purchase properties with strong potential for HMO conversion. Each property is fully assessed to ensure it meets layout, licensing, and investment criteria.



## 2. PROJECT PLANNING

Once acquired, we handle all planning and compliance considerations, drawing on our experience and local knowledge to prepare each property for conversion.



## 3. BUILDER ENGAGEMENT

We bring in trusted, local builders to complete all renovation and conversion works. We manage the entire process — from layout changes and en-suites to safety upgrades and licensing compliance.



## 4. SITE MANAGEMENT

Throughout the build, we stay actively involved. We manage timelines, budgets, and quality control, ensuring everything is delivered to a high standard and meets legal HMO requirements.



## 5. RENTAL & TENANCY

After completion, the property is rented out either directly or through professional letting partners, providing a stable return on investment and high-quality living for tenants.



## 6. WATER WORKS PROJECTS

Separately, we also take on water infrastructure jobs — such as lead pipe replacement and reinstatement works — where we carry out the work ourselves using our technical and hands-on expertise.





# Why Choose Us?

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## EXPERIENCE & OWNERSHIP

We personally invest in and manage every HMO project from purchase through to completion. That means we treat every detail with care — because we don't build for clients, we build for ourselves and our tenants.



## DIRECT DELIVERY (WATER WORKS)

All water infrastructure works — including lead pipe replacement and reinstatement — are completed by us directly. No subcontracting, just fully qualified, hands-on service from a team that knows the job inside out.



## PROJECT MANAGEMENT

With backgrounds in construction, engineering, and emergency services, we bring structure, discipline, and hands-on oversight to every stage of a project — ensuring timelines and quality are never compromised.



## LOCAL TRADES

For HMO builds, we hire trusted local builders and tradespeople, supporting the community and ensuring fast, reliable work delivered to spec.





# Our Capabilities

At D. S. Smith Services, we focus on delivering high-quality HMO conversions and essential water infrastructure work — all managed and delivered under our own investment portfolio. We don't build for clients. We buy, manage, and rent properties ourselves — which means we're fully invested in the quality of every outcome.



We invest in and oversee our own full HMO conversions, managing everything from purchase to completion. All work is carried out by local trades under our direct supervision to ensure the highest quality.

We handle water works ourselves — including new mains, lead replacements, and reinstatement (flagging, tarmac). We are WIAPS and WaterSafe approved.



## LICENSED

We are fully insured and hold active memberships with:

- ✓ NRLA: 3165460
- ✓ WIAPS



## INSURED

We're fully insured and committed to working to the highest standards of safety and accountability.

- Public Liability Insurance: Up to £2,000,000

Our focus is on delivering projects of the highest quality.

# Memberships & Certifications

At D. S. Smith Services, we're committed to operating to the highest professional and safety standards. We are proud members of respected industry bodies and hold certifications that ensure our work is trusted, compliant, and fully accountable.

## MEMBERSHIPS

We are accredited members of:

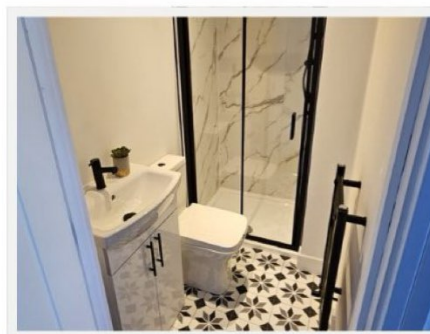
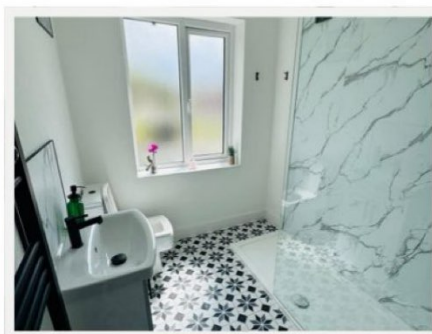
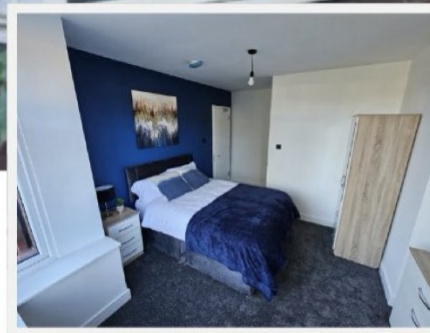
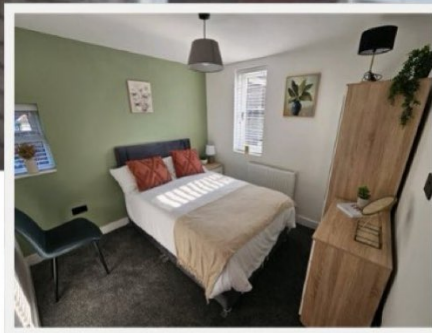
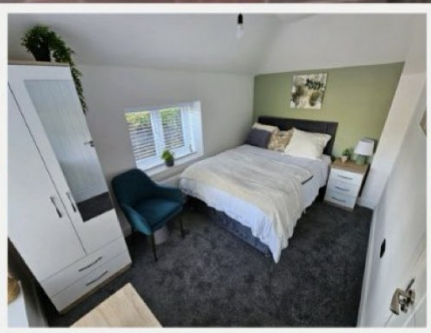
- National Residential Landlords Association (NRLA) - Supporting professional standards in the private rented sector and ensuring our HMO properties meet current legal and best practice guidance.
- WaterSafe Approved Contractor Scheme (via WIAPS) - Officially recognised by UK water companies for carrying out safe and compliant plumbing work on water mains and supply systems.
- WIAPS (Water Industry Approved Plumbers' Scheme) - Certification that allows us to work on private water service pipes and replacement lead connections — without the need for water company supervision in most cases.

## CERTIFICATIONS

Our certifications reflect our commitment to excellence. Fully licensed and insured, we meet all relevant standards to ensure quality and compliance on every project.







## Adswood

Our first full HMO project, fully managed by D.S. Smith Services. This 5-bed property in Adswood was transformed into a fully licensed shared home, featuring 2 en-suite bedrooms, communal spaces, and modern finishes.

All work was delivered by trusted local trades under our direct management, with a focus on compliance, durability, and tenant appeal.

### FEATURES

- 5 bedrooms (2 en-suites)
- Fully compliant with fire safety and licensing
- Modern kitchen & communal lounge
- Tiled bathrooms and WC
- Stylish finishes and energy-efficient fittings

► Builder: Local trades managed by D.S. Smith Service ► Use Class: Licensed HMO — 5 Occupants





Thank you.

☎ 07534 146 638

✉ [D.Smiith@dssmithservices.co.uk](mailto:D.Smiith@dssmithservices.co.uk)

📍 Stockport, Greater Manchester

NRLA Member | WIAPS Certified | WaterSafe Approved