

Hampshire

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HAMPSHIRE  CHRONICLE

Romsey Advertiser

Storage goes hi-tech: Hampshire team takes its expertise to Austria.

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Why Kate can't
'loos' with her
business idea
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Double exam success for homes team

TWO colleagues at the Winchester Office of Savills are celebrating exam success.

Ella-Louise Skinner is property manager while Susanna Rowson is the rural property manager and they have both achieved exam success to gain industry standard qualifications from the Association of Residential Letting Agents.



Ella-Louise Skinner

They have passed all four disciplines of the exam, General Property Law, Legal Aspects of Lettings Management, Residential Letting Practice and Property Management Practice, and they are now full members of the association.

Ella-Louise joined the residential property management team at Savills in October, 2009, from British Airways.

"Part of the appeal of moving to Savills was its support and commitment to continuous training and professional development," she said.

"As a result, I am able to offer our clients an increased level of service, knowledge and support."

Alyson Lownie, who is head of management at Savills, Winchester, added: "We invited Ella-Louise to work as part of our team as we knew that her training in customer service was second to none and that this was in tune with the service we provide at Savills."

"We are committed to having every member of lettings staff individually licensed by ARLA and we are delighted how well Ella-Louise has done in her professional qualifications and we know that our clients will benefit from her experience and expertise."

Susanna joined Savills in 2007 from Sparsholt College.

She moved into the rural department in 2008 specifically to assist with the management of a large, privately-owned estate, which includes more than 50 residential properties. Subsequently, she has taken over responsibility for a similar number of properties on an estate in Dorset.

David Pardoe, who is head of the Savills, Winchester, rural consultancy and sales team, said: "When Susanna joined us, she soon demonstrated an interest in rural property management and Savills has supported her career development with professional training."



PEOPLE IN BUSINESS

Father and son team up for barbecue business success

A HAMPSHIRE father-and-son team have turned their passion for barbecues into a business.

Ron and Steve Pearce are hoping for commercial success with the launch of their own barbecue manufacturing company, Friar Tuck.

They want to start the business to rival barbecues manufactured outside the UK.

Ron, 57, who owns a metal fabrication and welding firm, reckons he's built around 250 barbecues over the years for friends and family members and he has perfected a "signature design".

He made his first barbecue after

being asked to replace an old oil drum-type for a football club.

He said: "I looked at it and knew that I could do a better job for them. So I did."

Ron has been in the engineering and fabrication industry all his working life: "Manufacturing in Britain has suffered over the years. Hardly any barbecues are made here. They come mainly from the Far East, but, with Friar Tuck, we're aiming to help change that," he said.

Stephen, 27, developed an interest in barbecues while travelling in places such as Australia.

"Cooking outside is what Australians do: it's part of their culture. They're quite sophisticated

about using the barbecues and I learnt a huge amount," he said.

When he joined his father's company, he said, he knew they had a product that customers would want.

"Seeing our product now in a variety of retail outlets, alongside established brands is a great feeling. It's been hard work, doing the market research, setting up the company and sorting out all the processes, but it's really exciting."

The duo, from Tadley, have developed five different barbecue models, from the portable "MiNi Q", which is aimed at festival-goers, campers and caravanners, to "The Friar Tuck", a barbecue for commercial organisations who cater for larger events, ideal for pubs and clubs.

Kate can't lose with her convenient solution to a camping problem...

A COMPTON mum has a successful business on her hands, but it's not something everyone likes to talk about.

Her invention has really taken off with 2,000 sales, the prospect of deals with several UK retailers and a repeat order from China.

They're even saying it could be the "New Product of the Year" in the outdoor and leisure sector.

A mother of two and a keen camper herself, Kate Castle is the brains behind the BoginaBag, a lightweight, portable toilet system. It's her solution to the age-old question of where to pee in the great outdoors.

"I was tired of wading through cold, wet grass and using toxic-smelling PortaLoos and I came to the conclusion

that there had to be a better way," said Kate.

"After hunting around for a portable toilet and dismissing bulky chemical-based options and flimsy cardboard choices, I decided to try to develop my own alternative.

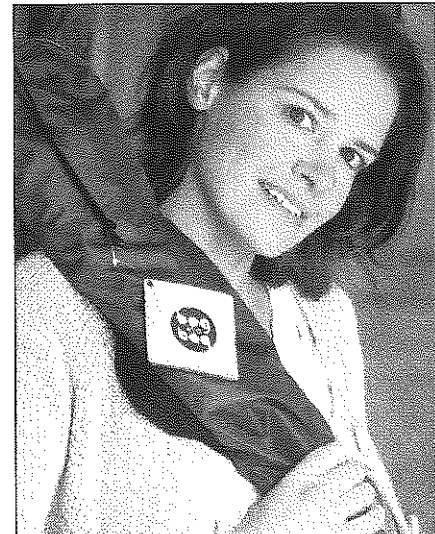
"So, after a lot of research and several prototypes, BoginaBag was born."

It uses degradable waste bags with "magic crystals" which absorb liquid.

"We first looked at licensing the idea but, in the end, we decided to do it ourselves and I'm glad we did. The response has been amazing and, because we manufacture and sell it ourselves, we can keep the price down without sacrificing quality.

"It looks as though it could be this year's camping must-have!"

For further information, visit www.boginabag.com.



Kate Castle

New vision set to break the mould

A HAMPSHIRE firm has a new vision, drawn up with expert help from the Manufacturing Advisory Service South-East.

Keaflex, who make precision rubber mouldings, now know where they're going with a target of increased

develop the capabilities of the company, looking at new business, sales, purchasing, new product development and customer service through the MAS South-East Strategic Planning Programme.

MD, Andy Tuffield, called in MAS specialist adviser, Nik Brown, who set

Now there's a new company vision, setting out long-term business objectives broken down into functional targets for every team member.

"Keaflex has a great relationship with MAS South-East and, with their help, we have implemented a number of successful operational improvements," said Andy