



Making the Difference

Although Redarch Associates treats all of its Clients' affairs in complete confidence when we win competitions together they naturally feature in the press and the following extract shows just one of these events which was published in a number of National and Local newspapers as well as being featured on television, resulting in our Client getting increased orders and their business developing even further.

The dinosaur in the picture does not mean that we are stuck in the past but indicates that whilst embracing twenty first century innovations we still understand the basic principles that are fundamental to your development and success.

We can not guarantee that every one of our Clients will win national accolades, indeed some would not want to, but working with the Redarch team you will be able to build your business and develop its longer term strategies to achieve your goals.

To discuss the way you want to move your business forward contact us on 01376 573767 and arrange to meet one of our team.

Since Redarch was established in 1995 our team of seasoned business professionals have offered their experience and knowledge in all aspects of business.

We work as advisors within your operations with demands on our services being dictated by the growth and development of the business and the individuals therein.

Our Service is there to guide and support not to dictate or take control, it is your business and we never forget this.

If you are ready to start investing in the future of your business and optimising the returns then call us on 01376 57 37 67.



Award winner: David Beale (left) saw his profits jump with help from Ed Baldwin (right)

Forging the links that count

TWO years ago, Seco Aluminium was what managing director David Beale calls "a very sleepy part" of a larger organisation. Then in May 1996 it was sold off and Mr Beale, who had previously run a Midlands company with a similar product range, bought the Essex-based operation and immediately set about turning it round.

With the help of Ed Baldwin, the Witham company has introduced a variety of management and production improvements that have combined to reduce delivery times by 20 percent - making the supplier of products used in furniture and display equipment "a true Just-In-Time supplier", says Mr Beale.

Turnover has risen from £ 8m to £ 13m, although the number of employees has risen by only 14, to 106. Moreover, profitability is up 300 percent.

It is a performance that has made the company this year's winner of the top prize in the Business Link Making the Difference Awards. The judges included Owen Rout, a

former director of Barclays Bank and Tron Endreen, finance director of Shell UK, which - with the Department of Trade and Industry - sponsors the awards aimed at demonstrating the potential of their networks. They were particularly impressed by Mr Beale's cutting edge thinking, but also noted the company's innovative business development and use of advice.

Mr Beale, who pointed out that the company's products were being used in the construction of display cases for the Millennium Dome, said part of the £ 10,000 cash prize would go on treating the employees for their part in the success. But he added: "The remaining money will be put towards the development of a new product we have so far not had the opportunity of the finance to pursue. We are aiming to be the number one in the

industry by 2000."

The two runner-up - The Cottage in the Wood Hotel and Wire Fittings were each awarded £ 1,000 by Barbara Roche, small-firms minister, and Chris Fay, chairman and chief executive of Shell UK, at a ceremony at London's

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and spending insufficient time on looking at the company

For Martin Cree, managing director of Wire Fittings, a 40 strong company based in Swanage, Dorset, that makes wire stands for card and gift displays, the importance of good Business Advice from the start. His Advisor introduced him to the business, which had previously been successfully owned by a family.

Since purchasing the operation in July 1996, Mr Cree has worked with Business Advisors on staff training and improved customer service. But the real value, he said, comes in having a source of advice that a small company would not otherwise be able to afford.

Natural History Museum last Tuesday. Mrs Roche said the awards showed "just how good our smaller companies can become with the right drive and the best business advice".

John Pattin, of the Cottage in the Wood Hotel in Malvern, Worcester, said the value of the advice received was such that it enable him to regain his vision of what he wanted to do with the business. he had previously found himself sucked into the day to day pressures.