

Case in point

United Refrigeration

Entrepreneurial success

In 2001 after being made redundant Richard Peskett started his own business, United Refrigeration, based in Portsmouth.

The company offer a full bespoke design service to suit every requirement in comfort cooling, close control, air conditioning, cold storage and remote display case systems to the commercial and domestic market.

The company turns over just under 3/4million and Richard's goal is to achieve a £1million turnover in the next few years.

The company grew substantially faster than anticipated, and began to take control of his life. After an invitation from local Business Advisor, Sue Obbard to have a free Business Review, Richard felt he had nothing to lose, except his time, and the service was free.

A business review

Sue was able to provide a free, impartial business review of the company, focusing on how to improve cash flow, profit and loss and reducing the business overdraft.

Richard wanted to develop his business strategy skills and financial management of the business in order to grow the business.



Going from strength to strength

He has undertaken personal development in order to focus more of his time working on the business rather than in it which is already positively affecting the company.

'It is a pleasure to work with someone who puts the effort in to improving business performance despite a shortage of time.' Adds Sue.

Richard says, 'I now have more control of the company, rather than the company controlling me. Also, I have a far better understanding of the cash flow side of the business and the day to day running.'

The business link service is available locally and provides the information, advice and support you need to start maintain and to grow a business.

**For more information call 0845 600 9 006
or visit www.businesslink.gov.uk/southeast**



Business Link Adviser

Sue has been so supportive for me and my business over the past 12 months and the services that business link provide are highly valued especially for small businesses like mine.'



Company overview

Established in: 2001

Sector: Refrigeration

No. of employees: 11

Turnover: £750,000

<http://www.unitedrefrigeration.co.uk/>

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