

and order products and uses customer-specific pricing.

trade companies need to be

Industry leader on move



David Seall

EXPERIENCED businessman David Seall has taken up a new role. Mr Seall, former chief executive of EEF South, which provides support for manufacturing companies, has become board advisor at Gosport-based consultancy firm Fedden USP.

Fedden USP managing consultant Neil Fedden said: 'Having previously worked with David at EEF South I am really looking forward to him bringing his wealth of experience in manufacturing and service to our team.'

New gadgets at boat show

A SEGENSWORTH marine electronics firm will be showing off its latest equipment at a boat show.

Raymarine will unveil its new high definition radars and thermal imaging cameras as well as a range of other high-tech gadgets at PSP Southampton Boat Show between September 14 and 23.

The firm's experts will test out the new products. Visit raymarine.com

Careers fair for children

CHILDREN will get the chance to find out about future career prospects in Portsmouth next month.

Local businesses will chat to youngsters aged between 10 and 13 about jobs at Portsmouth Opportunities Fair, in Guildhall Square, on Saturday, September 29.

There will be exhibitions to help young people learn about different careers. The event will be held between 10am and 4pm.

SHARE PRICES

Prices at last night's close

Aviva	317	+4	First Group	245	+4
Babcock Int Group	896	+11	IBM (\$)	199	-4
BAE Systems	313	-1	Int Consol Airways	153	-3
BG Group	1,322	+1	Johnston Press	6	0
BP	451	-3	Lloyds Banking	31	0
BT	221	-3	Lockheed (\$)	91	0
Cable & W	33	+1	Pall (\$)	55	0
Centrica	328	+3	Omefit	166	-2
Chemring	300	-4	Scot & SE	1,327	+5
De La Rue	1,047	0	Stagecoach	283	-1
Eaton Corp (\$)	45	+1			

Borough Council, Hampshire
Company founder John Olden, whose daughter Karyn is design and retail manager for the firm, said: 'We gained an enormous return on our investment in Sue.'

'This is shown by the levels of cost taken out of the business, our increased turnover and the fact that our overall business value has more than doubled.'

'We want to raise awareness and take our business to the next level.'

'Sue has provided objective, incisive analysis of our operations as well as imaginative solutions.'

Sue, 51, who lives in Warsash, has been a business consultant for seven years. She said: 'It feels amazing to have made such a difference to this firm.'

'I'm passionate about making a difference to businesses across Hampshire.'

Sue, who is a member of the Institute of Directors, which supports and sets standards for company directors, added: 'Businesses need very careful attention if they are to grow and prosper, especially given the tough financial conditions out there.'

'I want to make a difference by helping them plan for success and strengthen their competitive edge. Seeing companies prosper is the key to my success.'

required it needed to find a way of saving money and improving turnover, it decided to hire someone who would help.

And thanks to a £1,000 Skills South East government grant the Hampshire Kitchen Company was able to secure the services of Sue Warden-Owen, a consultant who works for Warsash business coaching firm MHL Coaching Limited.

As part of her work she helped bring the amount of time it took to handle customer requests down from five days to 24 hours.

The numbers of sales generated by telephone and email enquiries rose by 20 per cent.

She improved the look of the company's website and made it more user-friendly.

And she gave staff tips on how to produce graphic drawings of kitchens that are produced for potential customers more quickly.

Sue also helped to improve sales by setting up open evenings so people could look around the firm's showroom.

And as part of her hard work she drew up a 12-month plan for the family-run business, which was set up in 1978, so it would continue to improve its advertising, publicity and website during that period. She also got the firm a 50 per cent reduction in its business rates

Swanmore pub up for sale

NEW owners of a traditional pub are being sought after it was put on the market.

Estate agent Savills has priced the freehold of The Hunters Inn, in Cott Street, Swanmore at £1.25m. The pub has an annual net turnover of £750,000.

It has a lounge bar and two restaurant areas on the ground floor with seating for

parking spaces for 65 cars and a children's play area. Adam Bullas, associate at Savills, said: 'The Hunters Inn has a long-established reputation for its real ale and good food, so it draws trade from further afield as well as the surrounding area. With a consistent annual turnover, this is an opportunity that will appeal to managed



PROGRESS Consultant Sue Warden-Owen, left, with Hampshire Kitchen Company founder John Olden and his daughter Karyn

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