

## CASE STUDY



### Vintage Joinery

With fewer businesses looking to actively recruit and increasing competition for what little jobs there are left, an option that is increasingly attractive is for people to pursue self employment.

One person who explored this option three years ago is Steve Lewis – owner of manufacturing company Vintage Joinery – specialising in the manufacturing of wooden windows and staircases.

Steve identified a niche in the market to manufacture and supply high quality wooden windows and stairs cases into the building industry but needed to identify and secure suitable premises, putting together a business plan and subsequently access to some funding to help purchase machinery.

Tim Williams, Business Advisor for Centre for Business, said: “Steve had good experience in the sector and wanted to make the most of this. By applying sound business principals of identifying the target market and assessing competitors strengths and weaknesses, as well as there own, the business focused on quality of product and service to ensure that they were competitive from the start. This has allowed them to establish the business in the market and now plan for growth.”

Steve Lewis, Owner of Vintage Joinery, said: “The help we received from Tim Williams was invaluable, he helped us source and access funding for machinery that we were not aware was available. He recognised what the business required and gave us the help we needed in a manner we

understood. I cannot praise or recommend Tim and Centre for Business enough.”

Vintage Joinery has been trading for nearly three years now and has turned over £100k in the first year, over £200k in the second year and is well on course to substantially exceed that in this current year.

As well as the three partners employed at Vintage joinery, they also employ three additional staff members - one of which is an apprentice and will be exploring the employment of an administration team in the near future.

For more information on setting up your own business please visit

[www.centreforbusiness.co.uk](http://www.centreforbusiness.co.uk)