

BusinessPeople

Meet the Team

DO YOU WANT TO FEATURE IN MEET THE TEAM?
Call Karel Newlove on (01482) 327111 ext 5220

Company Name

KRL Group

WHAT WE DO: KRL Group is one of the north's leading suppliers of print and document imaging system solutions. Following its management buyout in November last year, managing director George Baker and sales director Glenn Parrish are planning renewed growth and expansion in Hull. They have put together a team of experienced local people who offer a personal service to their customers. KRL Group offers customers managed services, solution sales and free audits on customer systems in the respective specialised markets.

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MODERN: The KRL Group showroom.



1 Mark Gladstone

With a background in printers, copiers and imaging systems technology, Mark brings a wealth of industry knowledge and experience to KRL. He has sold high-volume and competitive equipment for more than 20 years and is ideally suited to advising and guiding customers on the best equipment to suit their requirements. "In the current financial climate, it's all about saving customers money and giving a good service," said Mark.

2 Jenny Sleight

With 25 years of experience at KRL, Jenny has progressed from receptionist to senior administration manager within the new management structure. Jenny looks forward to the new challenges ahead, focusing on customer care (from an administrative angle) and streamlining the accounts. Her experience with KRL has earned her a reputation for getting things done, both by customers and staff.

3 George Baker

George has worked for KRL Group since 1995, starting as an engineer. Over the past 20 years, George has made the successful transition into sales and management. His knowledge and experience gained within the industry place him in a unique position to focus on winning new customers, while not forgetting the importance of their existing customer base. George welcomes the support of business partners Barclays Bank and Konica Minolta Business Solutions.

4 Glenn Parrish

Working for local companies for more than 30 years – including KRL for more than 12 years – Glenn brings a wealth of knowledge and industry experience to his sales team. Glenn has a fresh and modern approach to business and is keen to get back to basics by reducing customer costs through the established and effective print audit route. "Living locally and being a keen rugby supporter is a great way of getting to know your customers," said Glenn.

Movers & Shakers

'We'll build on the excellent work improving city centre'

RETAIL: The new manager of Hull Business Improvement District (BID) says she can build on the work already carried out to help city centre businesses.

As reported in the Mail, Kathryn Shillito moved up from project manager to take on the £40,000 post last week after Ken Baldwin's retirement.

Ms Shillito said: "I want to build on the excellent work of Hull BID. We have made a lot of inroads in improving the city centre and the economy."

Dr Ian Kelly, chief executive of Hull and Humber Chamber of Commerce and Hull BID board member, said: "Kathryn has a very friendly, positive approach to working with businesses and has impressed all our partners with her capacity to get things done."



IN THE HOT SEAT: Kathryn Shillito.

Clair completes contract

LAW: A commercial law firm in Hull has welcomed a recently qualified solicitor to its property department.

Clair Douglas completed her two-year training contract and will remain at Rollits specialising in commercial leases of retail and industrial units, bulk purchasing for local authorities and investors and general commercial property matters.

Clair joined Rollits in 2001 as a receptionist before being promoted to a paralegal in the firm's social housing team. During this period she took a part-time law degree then studied her Legal Practice Course part-time for two years.



RISING STAR: Clair Douglas.

Taking on family affairs

LAW: A well-known Hull firm that offers legal, insurance and property services, has added a family law specialist to their team of solicitors.

Jessica Atkinson has joined the family law division at Stamps in Parliament Street, city centre, having previously worked at family law experts Brooke Williams Solicitors.

On The Spot

Richard Tuplin, director of the Insurance Partnership and chairman of the East Yorkshire branch of the Institute of Directors

Q What was your first job?

A Administration assistant on a Youth Training Scheme.

Q Describe your career in 25 words.

A Anything I have been tasked with, I have given 100 per cent to and I have done it with professionalism, honesty, integrity, respect and care.

Q If you weren't in your current position, what would you be doing?

A I have never thought about being anywhere else.

Q If you could hire one person – who would it be?

A Rene Carayol MBE. Not a well-known figure, but he has advised and worked for the UK Government, the White House and Coca Cola, to name a

few, in leading senior positions. His way of thinking and his positive impact on any business, both in terms of its profit and its people, would be fantastic.

Q What's your ideal day away from the office?

A At the moment, a day away from the office anywhere would be great.

Q What's your biggest passion in life (excluding your family – that's a given)?

A Friends. I have a very close circle. They keep me grounded and business isn't involved at all when I meet them.

Q What animal best reflects your personality and why?

A A black panther. You don't have to leave carnage after doing a job. You can still be strong, but achieve the outcome in a different way by thinking.

CONTACT: The Insurance Partnership (Hull Office), Priory Park East, Hull. Call (01482) 213215.



HONEST: Richard Tuplin.



WIDE APPEAL: Robin Rose tries out the Sticklebag with granddaughter Pheobe Maltby.



MyBrightIdea

Robin Rose, of Higrow, inventor of the Sticklebag growing kit

Q What is your bright idea?

A The Sticklebag – a complete growing kit that comes boxed with three collapsible, 1.4m canes and cane connector, compressed peat-free compost block and an outer bag that comes in three designs – grass, pebbles or Georgey giraffe. It is easy to put together, lightweight to carry home, will fit in the smallest of spaces and looks fantastic. I think it will appeal to people of all ages and abilities. Add water and your chosen plant.

Q Where did it come from?

A I am a keen amateur gardener and was keen for everyone to share in my passion for growing. I realised people have less access to gardens and growing space, so I looked for a solution that made it easy and fun for everyone to enjoy growing their favourite plants, flowers, fruits or vegetables in even the smallest spaces in gardens or on patios and balconies.

Q What happens next?

A In the next couple of months, people will see the Sticklebags being sold at the Eden Project and on a TV shopping channel, as well as garden centres across the country. Higrow has even sent pallets as far as Japan. My inventing continues with new products coming to the market over the next few weeks, such as the Sproutapouch, which will grow a micro-salad in just a few days, and all you need is a window. However, it is difficult and very time-consuming to see an idea in your head turn into a real product, which is on sale.

CONTACT: Higrow, Unit One, Warren Park, Main Street, Beeford, East Yorkshire. Call (01262) 481576, e-mail: info@hi-grow.co.uk or visit www.hi-grow.co.uk