

NEWS



New business takes flight

Islander James Wilson caught the aviation bug early, and is now flying all over the world on business.

After an apprenticeship at Pilatus Britten Norman in the 1980s, he worked for a series of aircraft parts companies, leasing companies and airlines, before coming back to Britten Norman to head up its aircraft maintenance and spares support arm, Fly BN.

Having gained extensive experience of working with overseas operators, James took up the post of International Director of Business Development for an airline structural component repair specialist based at Bournemouth, and set up a Middle East warehouse and support centre for them.

Now he's marketing his international experience to a wider audience, through his own company, Unique Aerospace.

James explained: "My knowledge of the cultures, legalities and markets overseas means I can advise and support any manufacturer or engineer looking to do business. There are many opportunities out there, and I can be of particular help in the Middle East, Africa, the Indian sub-continent, and Pacific. I also have consultants with detailed knowledge of the Far East.

"Unique Aerospace can help an SME to form business plans and marketing strategies, provide advice on export and import control, and introduce potential customers, suppliers or overseas partners."

James formed the company in July last year, after realising that his years of globe trotting on aviation business could be of value to other industry sectors.

"I have loved aviation since I was a boy," he said. "I still love flying, and I still have a number of clients in the sector, but now I'm hoping that I can also help other businesses on the Island to see the potential there is overseas."

For more information, go to www.uniqueaerospace.com

West Wight promotion

A new group has been formed to promote rural holidays in West Wight.

David Ballard of Albany Associates and photographer Jason Swain, are helping the West Wight Marketing Group develop a new website at westwight.com.

For more information, go to www.westwight.com or send a message to group@westwight.com.

Full membership of the Group is open to independently-owned holiday cottages, B&Bs and small hotels in West Wight. They are supported by other tourism-related organisations as associate members, and other organisations including the Eco Island Partnership.

The initial development of the website has been made possible by a number of anonymous donations.

Going up

Load cell manufacturer LCM Systems weighed in with a 15 per cent increase in output.

Managing Director, Steve Sargeant said that although enquiry levels have been even more unpredictable than in the past, there has been a general increase, especially for

custom, specialist products.

"We have also taken an aggressive marketing approach to ensure that the message gets out to anyone looking for load cells and complementary instrumentation," he said.

Following a factory extension in 2011, LCM Systems' most popular load cells can now be offered from stock.

THE FRUIT BOWL JAM FACTORY

The Island could be home to the greenest jam factory in the world ...

The building, scheduled to open in the Alverstone area soon, aims to be self sufficient in energy, with solar pv, solar water heating, and underfloor heating by ground source heat pump.

It may also feature an air source heat pump to re-cycle freezer output into the hot water system, and subject to feasibility study and planning permission, a wind turbine, too.

Also rainwater harvesting from the roofs of three properties will result in gravity fed irrigation of the fruit crops.

Alistair Jupe said it would produce 'the only green jam in the country' and had been supported by LEADER funding.

See the next Island Business for more details.