

FACSIMILE

URGENT

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 3000 Birmingham

Opportunity is too good to refuse

by **JOHN KRALEVICH**

BUSINESS EDITOR

WHEN Steve Thompson received an enquiry from a local council asking how its wheelle bins might be secured, he had no idea that several months later he would be receiving interest from far and wide, and foreign shores too, on the matter.

Based in Wisbech, Steve has invented the BinSafe, a device that prevents unauthorised access to both domestic and commercial wheelle bins due to a clever but simple locking frame. The product itself was officially launched at the recent Recycling and Waste Management show at Birmingham's NEC, and led to more than 70 enquiries.

"As I looked into things in more detail, I realised that wheelle bin crime is a growing problem and we became more determined to find a solution," said Steve.

"Wherever we have taken our prototype, we've received the most amazing positive response. We've already applied for the patent and I'm getting excited about the potential now".

Arson is one of the problems

that the BinSafe device helps combat and the Arson Task Force has been testing the product.

Locally, a butcher was experiencing theft from his wheelle bin and waste was being left emptied all over the place causing environmental issues. He has now fitted the BinSafe and this is no longer a worry.

"The thefts have all stopped now and that's made things safer and cleaner for local residents," said Steve.

In order to set up in business, Steve turned to business support experts NWES for help.

He said: "I've known NWES for a while now and attended their business breakfasts which have helped me network and gain more contacts. The advice and training they offer can help all kinds of people start their own business and the best thing is that it's free."

Over the coming weeks, Steve is hoping that the business will really start to grow.

He said: "We've got this far and it's been hard work. I'm delighted with the way things have gone and we've got a massive opportunity ahead of us. We've put videos on the website showing how the BinSafe works and what we've achieved, and we'll have more to add soon I'm sure."

■ For more information, visit www.binsafe.com, e-mail steve@binsafe.com or call 01945 474335

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Dates for your diary

October 7 - Informal Networking Evening - Peterborough, Charters Town Bridge, 6pm to 8pm, free of charge. Join chamber members in a relaxing atmosphere to promote your company, make valuable new contacts and discuss the local issues affecting your business. For further information, e-mail Helen Bosett at h.bosett@cambcccl.co.uk, or call 01733 370809.

October 8 - Safari Networking Breakfast - Huntingdon, Huntingdon Racecourse, Huntingdon, 7.45am-10am, cost: £15 (plus VAT) chamber members, £22.50 (plus VAT) non-chamber members. Join chamber members as they go on safari and invite delegates to introduce their company and the services it offers to all of those around the breakfast table. To book on to this event, e-mail Maria Briggs at m.briggs@cambcccl.co.uk including your company name, delegate name and contact number.

October 9 - Business Finance Roadshow - Peterborough, Business Focus 2009, Holiday Inn Peterborough-West, Thorpe Wood, Peterborough, 11.45am to 12.30pm and 3pm

to 3.45pm. Cost: Free to attend (book in advance) Business Focus 2009, Holiday Inn Peterborough-West, Thorpe Wood, Peterborough, 9am to 5pm. Promote new and existing products. Meet potential customers. Put your company at the forefront of the marketplace. details at www.businessfocus.uk.net
 Meet the Buyer, Holiday Inn Peterborough West, Thorpe Wood, Peterborough. Seminar times: 9.45am to 11.15pm and 1pm to 2.30pm. Pre-booked appointments: 10am to 1pm and 2pm to 4.30pm. Cost: £10 per person (plus VAT)
THURSDAYS - Back to Business Club, at Peterborough College at Adult Education, 2pm to 5pm. The meetings are for managers and professionals made redundant due to the economic downturn. Anyone living in the Peterborough area who is actively seeking work is welcome to attend on a drop-in basis. To find out more about the Back to Business Club, visit www.gpp-peterborough.org.uk/backtobusiness.php Call Hannah at GPP on 01733 207348, or e-mail backtobusiness@gpp-peterborough.org.uk



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Steve Thompson with the BinSafe.