

# INTERVIEW

Starting up your own business can be a little daunting to say the least. For Wilson Access Hire launched just last month, support from the likes of Ruthmann and its UK representative ASI has certainly acted to ease the pressure.



**Proud new owner. Tom Wilson in the basket of his new Ruthmann TK 310.**

## New kid on the block

**T**he recent birth of Elland-based Wilson Access Hire sees the 'Son' of the firmly established industrial and commercial property repair specialist, Michael Wilson & Son, take his destiny into his own hands. For 22-year-old director Tom Wilson, these are exciting times. And rightly so - you don't hear of that many 22-year-olds that can look out of their bedroom window every morning to find his/her own Ruthmann TK 310 worth over £100000 sitting in the drive. But this is now very much the reality for the young Wilson.

"The idea for the business came to me while my parents were on holiday over the summer", says Wilson. "Prior to the access venture, I was working for my father in the building repair business and due to the nature of the job, we were renting out other people's machines on a regular basis, which were more often than not very old to say the least".

"One particular machine that we were frequently using was 31 years old", comments Michael Wilson, Tom's father and managing director of Michael Wilson & Son. "We take safety issues very seriously, not to mention the

fact that we do a lot of work for local government authorities, so it is very important to us that the equipment we use is respectable, and more importantly, safe to use".

"Purchasing our own platform was a logical and vital progression for the credibility of both businesses", says the young Wilson. "We looked at a number of manufacturers and what they had to offer but in the end it was the Ruthmann machine that won us over".

"We eventually decided on the TK 310. Through the building repair business, both my father and I have built up a good working knowledge of Ruthmann machines, which has developed into a preference for its capabilities and performance. It was a simple case of contacting Ruthmann with the exact needs of the

business, followed by a visit to its German facility, and letting the company, along with its UK dealer Access Sales International, do the rest.

We decided on the TK 310 because of the combination of working height (30.90 metres) and light truck chassis (7.49 tonnes). Its narrow jacking ability was also another very important factor for us as we do a lot of work in and around city centres, where restricted working space is often an issue. Another requirement was for the basket to be customised with an air and water supply as it the platform will be used for a lot of cleaning work".

"The initial idea is to integrate the access business with my fathers business", continues Wilson. "I never thought I'd see the day where I'd be renting equipment to my father but it's a nice position

to be in for the both of us. It's still early days yet, but we are already looking to invest in a second Ruthmann model, either the same size or smaller, by the end of next year and we will certainly be looking to develop the venture in terms of the kind of businesses that we supply access to". "For now," says Wilson, "it's just good to get the ball rolling". ■

### TK 310 facts and figures

<b>Working height</b>	30.40 – 30.90 metres
<b>Platform height</b>	28.90 metres
<b>Lateral outreach</b>	16.10 – 17.90 metres
<b>Basket capacity</b>	200 kilograms
<b>Telescopic extension</b>	15.70 metres
<b>Rotation</b>	450 degrees