

## The New Forest Enterprise Centre Young Entrepreneur Award

## Tom Hordle (Tom's Logs)

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Tom Hordle is a young commoner of 25 who, as well as being in full time employment, used his free time to develop his own firewood business. Tom is hard working and has a very strong entrepreneurial spirit - he was already seeking business support for his commoning business when aged 16.



In order to develop the business further, Tom applied to New Forest RDPE (Leader) for a business development grant and, because of the business case he was able to make, was successful in his application. This enabled him to develop his business; so much so that he has recently left his full time employment in order to concentrate on the firewood business.

Although the firewood sector is a traditional trade it is also extremely competitive. Because of the business decisions and investments he has made, Tom is able to differentiate his business by offering consistently high quality seasoned logs to his loyal local customers to whom he delivers firewood to a radius of approximately 10 miles.



Tom continues to grow his business. Profits generated to date have been reinvested into a sign written van and a timber crane which have allowed him to improve productivity and efficiency.

He has capacity to expand the business on its existing site and as such is looking to increase production. His quick turnaround of timber orders means his order book is growing at a steady rate.

