

# NFBP Brilliance in Business Awards 2019

## The New Forest Enterprise Centre Award for Best New Business



## BearWood

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BearWood offers three core products of mobile sawmilling: timber sales and bespoke furniture. The wood, including that used in the creation of the bespoke products, comes from salvaged timber that would otherwise end up as firewood or woodchip.

Initially the business tested the customer need for mobile sawmilling with an Alaskan Mill, which could cut wood that was 45 inches wide; they then identified a demand for dimensional timber and so began to offer onsite Bandsaw milling. Almost 2 years later, BearWood now sawmill timber with a width of up to 72 inches.

The business recognises the value of sourcing timber from the New Forest. They have become members of the New Forest Marque and strongly promote the source of their timber through website and social media channels.

The business has worked to raise its profile locally, both through social media platforms but also through engagement with the local business community. This included exhibiting at this year's New Forest and Hampshire County Show where they were able to demonstrate not only their range of products but also the techniques used to produce them.

Whilst the ethos of the company is fixed as 'locally grown, locally milled, locally made', the business plan is regularly reviewed with opportunities for potential growth identified.

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