

M.K. BUILDERS (MEDWAY) LTD

Although he doesn't want it to get too big, *Mark Tester's* building business is on the up – if this staircase is anything to go by!

GUILD NEWS: What is the business and what is your particular role in it?

MARK TESTER: We do all types of building and refurbishment works, from plastering a wall to building a new home.

I am hands-on, usually to be found either fitting a kitchen, tiling walls or floors, or overseeing work being carried out by my workforce.

GN: What is your background; where did you learn your profession?

MARK: I attended Southampton University and once I obtained my degree returned to Rochester and started as an apprentice to a builder. This was something I did during my holidays from university and I enjoyed it so much I decided to change my career plans and go into building.

After a few years I opened my own business and have been running it ever since, building it up to its current size.

GN: How many staff are employed in the business?

MARK: We employ four full-time staff and up to 10 regular sub-contractors when the workload requires it.

GN: Is there a busy time of year?

MARK: Basically the time of year makes no difference to us; unless we have snow and very low temperatures we are able to work. Luckily during the heavy rain of the autumn just gone, we had mostly inside work. We have also been fortunate in that we have a constant flow of work, mainly through recommendations and from our web site.

GN: Are there any jobs completed that stand out for you?

MARK: One of our most recent ones was also our most unusual. We were asked to build a staircase from the ground level of a client's home, up 70 steps to their upper garden.

As you will see from the photograph, it turned out to be quite spectacular and the client was extremely happy with it – so much so that the project was shown on BBC News South East and we were interviewed.

GN: What is your typical day?

MARK: My day starts at 7am, when I check with my key employees that all jobs are on course. I then drive to wherever I am working and throughout the day keep in touch with all projects by phone.

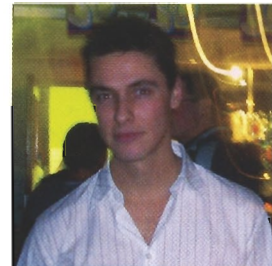
In the evenings I visit prospective clients to look at work they need doing then return to my home/office and write up the fully itemised quotations.

GN: What are your hopes for the future?

MARK: I would like the company to carry on much as it is at the moment. I do not want it to get too big as I will then lose the personal touch with our clients. We are a family business and I want it to stay that way, eventually bringing both of my sons into the business with me.

GN: How long have you been a Guild member and why did you join?

MARK: It was back in 2002. I thought it would be really good for both me and the business to be a member of such an organisation. I have never regretted this decision, and have now been a member for eight years.



Contact

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