



Spring brings some changes

and a breath of fresh air

to Gas Data Ltd

Spring 2015 brought changing times for Gas Data Ltd. A corporate restructuring program saw the business return to full ownership by Chris Dakin and his family but left it temporarily in need of sales and marketing expertise. Julian Butler of Dara Solutions Ltd was consulted and given the brief to manage a hand over process and then to step in and make sure all of the existing activity was evaluated then prioritised for action.

Chris Dakin, owner/manager of Gas Data Ltd said “I was delighted to find that Julian was available and I was pleased that he was able to very quickly handle the lion’s share of the day to day sales and marketing tasks whilst I concentrated on the business’ longer term strategy”

It is frequently noted that no business can't afford to stay stationary and Gas Data Ltd is no exception. 2015 has not only brought on changes in staff but also a program of technical changes in its manufacturing and supply chains which has boosted its overall efficiency with customer service, product quality and profitability already showing dramatic improvements.

“Some aspects of our business were running perfectly well but it was clear that we could do better. In this case better has seen staff being encouraged and trained to take on more dynamic roles. In the process some of the traditional divisions between jobs and departments have been removed so giving individuals the satisfaction of seeing a job through from beginning to end”

Julian Butler of Dara Solutions Ltd played a key role in helping Gas Data’s team refocus on the business at hand. His strong commitment to customer service has most definitely left its mark both within the business and with some of the key accounts that he maintained during the project period.

Chris Dakin, Managing Director, Gas Data Ltd.