

## **From Postie to KaBbie**

This is the story of Kevin Baker a 33 year old born, bred and living in Kirdford, West Sussex. In late 2002, whilst working as a postman for the Royal Mail, an opportunity came his way that he felt he could not refuse!

Although happy in his job, Kevin had always wanted to run his own business. He's an intelligent, personable chap, reliable, hard working and honest. His attractive wife, Jana works at The Half Moon Inn in Kirdford and Patrick Burfield, the landlord, sowed a seed in Kevin and Jana's minds when he was approached by Ray of Ray's Private Hire as to whether he knew of anyone who might like to take over his business as he was soon to retire. Patrick immediately suggested Ray and Kevin chat.

A brave man Kevin – leaving a secure job to go out on his own, especially as he has two small children – but quickly he realised the potential and agreed terms with Ray to take over his vehicles and the business. Next came the complicated licensing applications and medicals. But soon the marketing could begin.

As well as talking to Ray's existing customers, putting them in the picture, he approached every pub, restaurant and business in the area, gave out cards and fliers and basically told anyone who would listen what he was doing and offering to quote for any private hire taxi work they may have.

Nearly a year on and the business is well and truly up and running and doing well. Kevin currently offers a range of vehicles including estate cars and an 8 seater minibus. The customer base has grown sizeably with new corporate clients also employing Kevin for airport runs and long and short journeys.

Kevin says 'I knew I was taking a huge risk, but my wife, my family and friends have been very supportive, I try to offer a friendly and professional service at the right price. I am aware there are other firms in the area but I believe there is room for all of us.'

He continues 'Since starting out I have been all over England as well as many, many trips locally, I've met some really interesting and fun people.' He discreetly adds that he couldn't possibly name names of the celebrities in the area that frequently use his service but is quick to thank all those customers who have stood by him over the last year.

Originally trading as Ray's Private Hire, Kevin has had enough of being called Ray and so from September 1<sup>st</sup> the firm has been renamed KB Private Hire, the fleet is expanding and Kevin is always on the lookout for reliable and licensed owner drivers.

Kevin Baker shows enterprise and we wish him well with a new website about to go live at [www.kbprivatehire.co.uk](http://www.kbprivatehire.co.uk). This young man is going places!

So why not call Ray, sorry, Kevin on 01403 820099 or 07768 124593