

MERVYN RICHARDSON

CARRIGALLEN

EAMONN DALY

MERVYN RICHARDSON is the owner of Jetwash Ltd., Carrigallen — an engineering firm that employs sixteen people, and manufactures heavy duty, high pressure cleaning equipment, piggery equipment, industrial plumbing for food factories, mushroom farms and pig and poultry farms.

Having completed his education at Carrigallen Church of Ireland National School and Carrigallen Vocational School, Mervyn joined McCartin's Engineering, Newtown-gore, in the early seventies. He spent over two years there before moving to Ballyjamesduff, where he worked for a company dealing in industrial plumbing and pumps.

In 1979, his interest and expertise in power washers and pumps encouraged him to build a small workshop at his parent's house. He established his own company there, and within two years he was employing two people. His reputation for providing quality products and services grew, and in 1987 he decided to transfer his business to a big factory in Carrigallen, formerly the premises of Polyplast. At that stage, he was employing five people; now that number is sixteen. This rather rapid expansion has been caused not by any rash anticipation of what orders might be like in the future, but by the present state of the order book. Prospects for the forthcoming year are very bright, and the present factory's capacity will have to be extended or else some additional premises will have to be bought or rented next year.

Mervyn has three vans on the road; one for sales, one for servicing and the other for installation. The rest of his staff are employed in the factory. In addition, he has agents throughout the country, in Derry, Laois, Cork and Galway.

While Mervyn has always epitomised responsible management, he has also been enterprising. He is not the type of person who will attempt nothing, if all possible



The Jet Wash factory, Carrigallen.

Yeonette Donohue and Mervyn Richardson.



objections must be first overcome. Two years ago, his company, Jetwash introduced a computerised system of wet feeding for pigs. It is a totally automatic system in which pigs are given a set amount of feeds up to six times daily. The computer will then increase the feed daily as the pigs grow. Now, Jetwash is the sole agent for this system and it installs it throughout the country.

Sixty per cent of the company's business comes from the agricultural sector. With the increasing concern over pollution, silage effluent, farm waste disposal, etc., there has been a comparable demand for slurry pumps. 'Jetwash' provides slurry pumps, specifically adapted for the farms on which they are used. Jetwash, which has completed many contracts for Teagasc (The Farm Advisory Service), is installing washing systems, feeding systems and water pumps in Agricultural Colleges in Ballyhaise, Mountbellew, Athenry, Monaghan and Tipperary.

Apart from the agricultural sector, Jetwash has also been involved in group water pumping systems, food factories, etc. While the expansion of the company during the last two years can be partially attributed to promotion ventures at the All-Ireland Ploughing Championships in Carlow, the Spring Show at the R.D.S., local agricultural shows and to adver-

Pat Reilly at work in the Jetwash Factory.

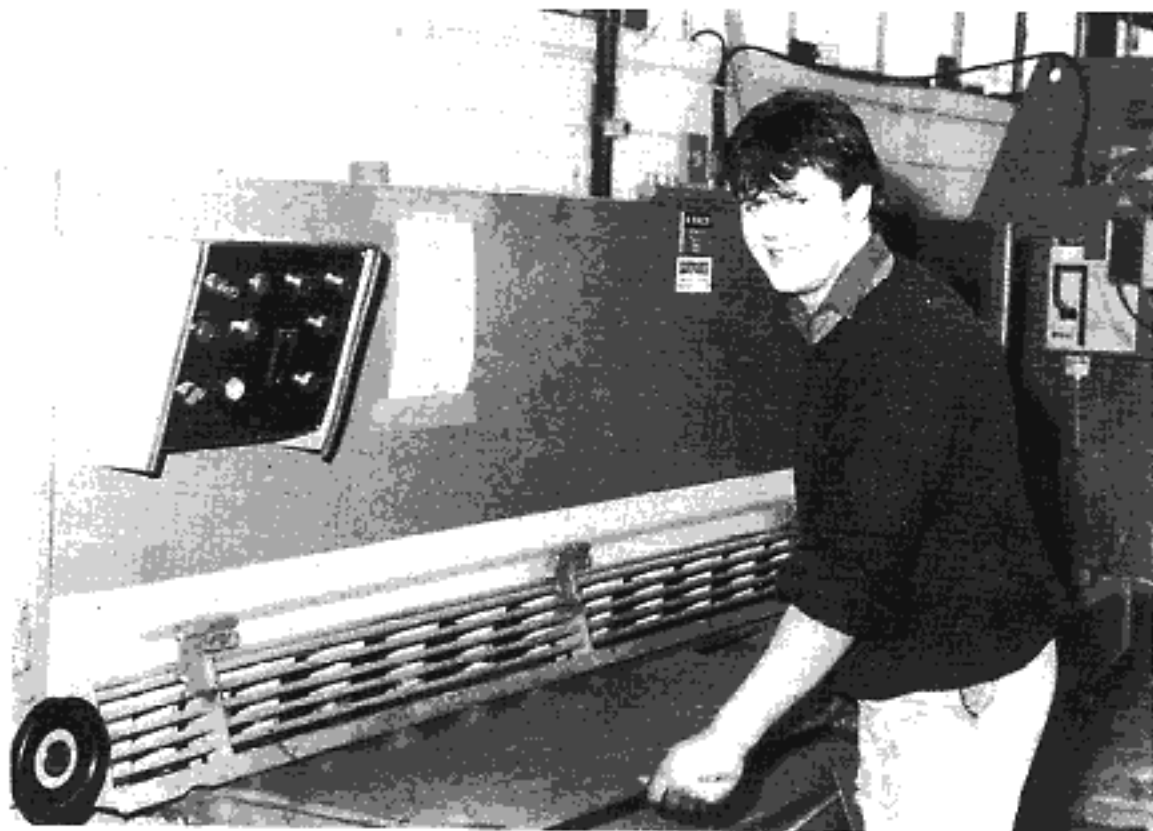
tising in *The Farmers' Journal*, food and hygiene magazines and pig farm magazines, the biggest boost to business can be attributed to the word of mouth recommendations of customers satisfied with the product and the back-up service provided by Jetwash.

Mervyn attributes the success of his company in such a highly competitive business to the commitment and skill of his staff and to the unstinting support of his wife, Gladys.

The factory is open six days a week, Monday to Saturday. On most of those days, Mervyn spends twelve hours supervising work within the factory or meeting

prospective customers, either in Carrigallen or on promotional trips. His growing reputation of

having the ability to convert ideas to things is surely a corner stone of his company's success.



Ballinamore Textiles

SET UP in 1972, Ballinamore Textiles is engaged in the manufacture of babies' and children's wear, mainly for the multiple chain stores in Britain, such as Mothercare, Boots, Adams, and Woolworths. With a mainly female workforce, which currently numbers 180, it is the largest employer in county Leitrim. The staff come from a relatively wide area covering a radius of thirty miles.

The company, which is privately owned, is presently managed by local man Hugh Murphy. He attributes the success of the company to a dedicated workforce who produce high-quality garments necessary for today's extremely competitive markets.

The clothing trade has come through a bleak period but central to this quality conscious company's success is the high standard of training offered to its employees. This was reorganised in 1983 when Ballinamore Textiles was awarded the country's top training award, sponsored by Anco.

In 1987 the company itself faced



a major crisis, when fire destroyed the factory building and contents. Fortunately, a vacant I.D.A. Advance Factory was available on the nearby Willowfield Road. Within two weeks the entire workforce were back to base in its original, but completely refurbished and modernized premises. With this resilience,

Local man **Hugh Murphy** outside the successful childrens wear factory which he manages. Ballinamore Textiles is now Leitrim's biggest industry.

Ballinamore Textiles looks forward to 1992 and the challenge of an even more competitive and expanded market place.