



NAME

IAN MACQUEEN

COMPANY

BIG FIRE

TITLE

MANAGING DIRECTOR

WEBSITE

WWW.BIGFIRE.CO.UK



If you would like to learn more about Senior Enterprise visit the website www.seniorenterprise.ie

PROFILE IAN MACQUEEN



Before he set up his own company, Ian MacQueen had an established career in business, working his way up to become the UK Group Managing Director of global consumer products company Fiskars. With such a busy working life, when Ian retired at the age of 62 he knew he wanted to utilise the skills he had built up over a lifetime of working for his own enterprising venture. However, it wasn't until Ian's son returned from a holiday in Cornwall with an interesting story that he came up with a business idea.

"My son came back from holiday and told me about the fantastic hotel where he had stayed. He described two hot tubs that the hotel had placed outside so that their guests could look at the beautiful scenery. My son thought they were absolutely brilliant and I thought it was a great idea for a business."

After researching more about the hot tubs, Ian discovered that no one was distributing hot tubs in the UK and he was convinced that this was the enterprise he wanted to get involved in. Once Ian identified Dutch company, Weltevree, as the manufacturer, he went over to Holland to meet with the designer of the tubs and thanks to Ian's business experience, they quickly agreed a deal for Ian and his son to become the UK Manufacturers Sole Agents and Distributors

It was at this point that Ian and his son created the company 'Big Fire'. Since its creation at the beginning of 2011, the business has been growing rapidly. The father and son partnership have been busy sourcing an exciting range of unique products from around the World for use in the garden and home. Their product range has grown from hot tubs to wood ovens, wood burning stoves and garden accessories. However, the Dutch

tub remains a central part of their product offering and a major part of their business.

Big Fire has also managed to gain some fantastic publicity- one of Big Fire's hot tubs featured as the centerpiece of a landscape designer's work at The Royal Horticultural Society's Manchester Flower Show Tatton Park. Furthermore, the hot tub was also featured in an interview with the landscape gardener on Monty Don's BBC2 Gardening Show. The Dutch Tub has also been featured on the BBC2 Gadget Show and in numerous magazines and press articles.

With such success, it's no surprise that Ian is relishing self-employment, *"I definitely prefer being self-employed because you dictate the direction of the business and have accountability. It's extremely satisfying seeing the results of all your hard work and knowing that the successes are entirely of your own making"*.

Ian believes that enterprise by the over 50s is a fantastic idea, *"Over 50s self-employment is a great option in our ageing society. People have got to understand that the mature generation are capable of working. I thoroughly recommend self-employment to anyone over 50."*

Ian admires the work done by The Prince's Initiative, partner of Senior Enterprise, an INTERREG IVB NWE supported initiative, *"When you become self-employed after you turn 50, you're more likely to need help with your confidence, especially if you've been made redundant. What The Prince's Initiative offers on their website and through their services helps the over 50s and puts them in touch with a community of likeminded people"*.

For more information about Big Fire, visit www.bigfire.co.uk.

STARTING & PARTNERING

INVESTING & ACQUIRING

ADVISING & INNOVATING

