

P & I are a family owned SME based in Havant, Hampshire.

Their doors opened in 1999 as a 'kitchen table' business run by one of their current Directors, Paul Benfield, who started selling generator parts and grew the business organically; to the total critical standby power solutions company, that exists today with a turnover in excess of £5.5mn.

In the last 2 years, P & I have doubled both turnover and profit and have recently employed another 7 employees to service this growth.

The business is still owned and run by the same two 'happy chaps' Paul Benfield and Paul Terzza and their sons (Ashley Benfield and Jon Terzza) are actively employed with the business.

P & I are committed to extending their same family values of inclusion to their customers.

Success has been due to the commitment of the business, to truly partner with companies such as Southern Water and also provide services through their supplier partners to such names as Buckingham Palace and the MoD.

Standby power is critical for everyone in the UK. The P & I ethos is the same, whether you are Her Majesty, or a home-owner with a domestic set, P & I want to ensure that customers feel safe in the knowledge that they can supply critical power when needed.

Other clients include: London 999 Ambulance Response Centre, Isle of Wight NHS Trust and also large Facility Management companies across the UK.

P & I are committed to developing women in engineering roles, actively embracing how their skills can contribute to the 'bottom line' of the business and are very active and vocal about this and have led the way, going where other larger companies 'fear to tread'.

In 2014, P & I started their search for female apprentices and engineers and they will continue to search until the business secures the right talent for the role and the business is committed to succession planning through their apprentice scheme to encourage the next generation of qualified engineering talent to support business moving forward.

This success has now led P & I to buy a new plot of land to build fantastic new premises to help support growth and create more jobs critical to the expansion and profit of the local economy in Havant. This is in support of the Solent LEP strategic plan and government remit to help develop SME's that are achieving high growth to

drive the UK economy and P & I need support in order to achieve future growth sustainably.

P & I are working with Havant Borough Council to ensure that they stay local and provide job roles to younger people in the area in order to build a business that will be both environmentally sound and also sustainable in the future.

P & I project that within the next 5 years, turnover will have reached £10mn + and staffing levels will have increased from 32 staff currently employed to in excess of 42 employees.

Some of these additional employees, will be working remotely, with flexible working patterns and they will supported by the latest remote working technologies (provided by P & I). This will ensure that environmental impact is considered and journey times will be minimised in terms of commuting to and from the new office.

Local staff will also being encouraged to car share and working times are being accommodated/made more flexible to minimise traffic congestion and encourage staff to travel outside of peak commuting times (if necessary).

P & I also encourage senior management staff to work remotely where possible to minimise journey times and emissions.

Company growth is being planned in full and is sustainable.

P & I have support and are currently in discussion with Solent LEP, University of Portsmouth and Solent Growth Hub in order to succession plan in full for the move and also assist with future business planning for the company to ensure success.

What we do.

P & I Generators are mechanical electrical and electronic engineering designers who build individual nonstandard electrical generators with control systems to suit any size or type of building for times when there is a mains grid interruption or shutdown.

They are one of very few companies in the British Isles that provide a design, manufacturing, installation and maintenance service.

Their proposed building has been designed with the next 10 years company growth expectations in mind.

Operation of the business.

1. Client approach for a generator.
2. P&I visit the company to assess their needs.
3. System design is carried out in house.
4. System is manufactured in their workshops.

5. Unit is delivered to site.
6. Unit is installed and tested.
7. Maintenance programme and fault call out contracts agreed.

The primary use of the proposed building is split equally between design and manufacture with storage of components/materials next followed by office administration, research and development and lastly training for new employees.