

## IN BRIEF

**Giving thanks as a way of marking anniversary**

**SERVICES:** Hull-based MKM Building Supplies is marking its 21st anniversary with a campaign to give something back to everyone who has supported its growth over the past two decades.

David Kilburn, co-founder and executive chairman, began the celebrations by booking Rod Stewart to play Hull's KCOM Stadium this June.

With proceeds going to two Hull charities, it seemed a great way to thank the business's home city for its support.

The 21 Thank Yous campaign is his way of extending the celebrations across the country, spanning all 42 branches of MKM and offering something to customers old and new.

Online and in branch, there will be 21 days of offers, giveaways and prizes comprising everything from T-shirts and speakers to competitions to win an Apple watch, a £500 holiday voucher or tickets to the concert.

**Safest sites awards**

**CONSTRUCTION:** Judging is under way for the National House Building Council (NHBC) Health and Safety Awards, in which house-building sites across the UK compete to demonstrate excellence in health and safety standards.

Tom Kitchen, NHBC's operations manager, said: "For the past seven years NHBC has been awarding the UK's safest house-builders, celebrating and promoting the success of site managers in keeping a safe environment on site.

"The awards demonstrate the benefits of implementing good health and safety practices."

**Studio fit to fundraise**

**CHARITY:** The BOX Health & Fitness Studio at The KP in Pocklington will be celebrating one year in business on Sunday, from noon to 4pm, with activities for all the family, a barbecue and a charity raffle to raise money for Help For Heroes.

The event is free to attend.

## BUSINESS

**'We see Carabuild as an extension to our family'**

Leisure homes firm keeping close eye on quality as demand increases

By **Debbie Hall**

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A SUCCESSFUL Beverley firm is building a growing number of bespoke leisure homes – and a family legacy.

Zane and Dana Butler own Carabuild Leisure Homes Ltd and are seeing a year-on-year increase in demand since launching in 2012.

While the couple are excited about delivering to an expanding customer base, at home and abroad, they are also keen to keep a close eye on the quality of every home unit.

Which is why, they say, they will never let their company grow too big.

Mr Butler said: "We like to maintain control of every element, right up until the point our products go out the door."

The firm, which launched with five staff, now has 27 people on the payroll.

Since it was founded, it has also moved to larger premises at Deans Park, in Borwick Drive, to enable the business to grow.

The extra space is certainly an advantage now that Carabuild is seeing more customers keen to own its 42ft x 20ft "twin" unit, the Signature Deluxe.

This super-sized lodge was showcased at the Cottingham Parks Lodge and Caravan Show last September and production has just begun.

"Our model range is growing," said Mrs Butler. "Our National Caravan Council-approved models go down very well with the



**GROWTH:** Zane and Dana Butler, owners of Carabuild Leisure Homes. Picture: Simon Kench

parks and more and more people are keen to buy our twin units – we are booked up to the end of September with them already."

In its first year, Carabuild produced 42 vans and last year it turned out 165 models for customers.

"Year on year we have seen growth by a substantial percentage," said Mr Butler.

"There is real interest in the European market and we are getting repeat customers."

Carabuild is already supplying to dealers in Holland and Belgium and is hoping to expand into France and Spain.

"It is exciting to be creating some new markets and to see how well we are being received," said Mrs Butler, who believes the bespoke element of their business and the personal service customers receive are two of the major factors in Carabuild's success.

"Vans for the disabled is an area we are looking at as well – we can include a wet room, or wider doors, whatever a customer needs.

"We create a range of standard models but all the options are there for people to customise them exactly as they wish."

The couple, who have three young sons, Zacharay, seven, Finlee, four, and Bobby, two, and are expecting the imminent arrival of a new daughter they have already named Annabella, live in nearby Tickton.

"We do see Carabuild as an extension to our family," said Mrs Butler. "We have put all our faith and belief into building the brand.

"The boys are great and understand what we do – Zacharay is very business-minded already so it is very possible they may be carrying on the Carabuild name."

## ADVERTISEMENT FEATURE

**'Let the buyer beware' – is this no longer the case?**

BUSINESSES dealing with the sale of residential property are being urged to consider the recently amended Consumer Protection from Unfair Trading Regulations 2008 (CPRs), which prohibit businesses from engaging in unfair commercial practices with consumers.

The CPRs were originally introduced to implement a European Union directive on unfair commercial practices by "traders", but as a result of the most recent amendment, this now covers immovable property, and therefore conveyancing transactions.

It is important to note that the regulations apply only to dealings with "consumers" who are defined as "an individual acting for purposes that are wholly or mainly

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outside that individual's business". This would, therefore, cover the situation of a housebuilder selling a newly built property to a purchaser, but would not affect a transaction between two companies.

The essence of the regulations is that an unfair commercial practice which "distorts the behaviour of the average consumer" is not to be adopted.

You must not withhold or fail to disclose information which would have an effect on whether or not the buyer proceeds with the transaction. This could cover

incorrect or ambiguous information in replies to pre-contract enquiries.

The consequences in failing to comply with the CPRs could include the ability of the buyer to pull out of the transaction. In addition to this, criminal offences may be committed by the trader indulging in unfair commercial practices, and their professional advisers, (including solicitors), which can lead to criminal sanctions of a fine or up to two years' imprisonment.

It is unclear in practice how the CPRs will affect the solicitor/client

relationship where a client is reluctant to disclose unfavourable information.

However, all solicitors and their selling clients are advised to be as open, candid and honest as possible and reveal as much information about the property and any difficulties, at the earliest stage possible.

So in this case, the long established principle of "let the buyer beware" in conveyancing transactions may not now be so important, but buyer clients are still strongly advised to carry out all usual searches and enquiries.

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