

# Grand designs for success of Garden Rooms

**PROFILE:** John Langley of JML Garden Rooms of Auchterarder talks to Courier Business



John Langley reveals the story of JML Garden Rooms.  
Picture: Phil Wilkinson.

**Q How did you start in business?**

**A** In 2006 I started my own business, JML Contracts Ltd, specialising in civils and house-building contracts.

We are specialists in building highly thermal efficient houses in SIPs (structural insulated panels) and run our own small factory, designing, cutting and erecting these houses.

From the success of this, and noticing a trend for garden buildings in London and further south, JML Garden Rooms was born in 2013.

**Q Who has helped you?**

**A** It's a huge support having my wife working in the business.

The FSB have also been a great support and provided us with services we might otherwise not have been exposed to as a small business.

Having the experience and knowledge of building houses also lends itself well to the process of the Garden Rooms.

Also, our highly skilled and dedicated team of staff in the office, on site and in the factory.

**Q Your biggest mistake?**

**A** Probably not appreciating just how important cash flow is.

**Q Your greatest achievement?**

**A** From a business point of view, we are producing a bespoke SIPs kit for a client in London who wants to fit a tiny house between two buildings. It is being covered by Grand Designs and we are expecting a visit to our factory

from Kevin McCleod and his film crew next month - very exciting.

**Q What do you hope to achieve?**

**A** To maintain our reputation and develop our range and area to also cover England.

We are also about to launch a range of specialised Office Pods and also some outdoor classrooms.

**Q Do you want to recruit?**

**A** We already have 14 permanent staff including my wife and I.

Ideally, we would want to increase our teams of installers as we get busier with orders etc.

We are starting to get a lot of inquiries from England, and will be doing our first JML Garden Room in Chester later this spring.

**Q What is hardest about running your own business?**

**A** Time management and learning to effectively delegate. When you have your own business it's natural to want to have control and do everything yourself, but it means you get caught up in the day-to-day running and doesn't allow you enough time to plan and work on your business and its direction.

**Q Any advice to wannabe entrepreneurs?**

**A** Research your product and market thoroughly and make sure it's something you truly believe in and feel passionate about. It will make your sales job a lot easier.

Don't be put off by the naysayers and don't be afraid to try things and make mistakes; those mistakes will never be repeated.