



Store with 'potz' of lollies

GLEN Currie has taken the big leap from the long-term security of working for Queensland Rail to running his own business in a tough economic climate.

Mr Currie and his wife Robyn have opened the first Lollypotz franchise in Cairns, an online and retail business specialising in chocolate gift bouquets.

They opened the doors to their store at shop 7, on the corner of Sheridan and Minnie streets on Saturday after working from home for the past six months.

Mr Currie said it was a brave move considering the economic climate.

"It has grown, it has picked up a bit but not as much as we would have liked and a lot to do with that was because we were operating from home," he said.

Mr Currie said they decided to open their own retail store after tasting success at Christmas.

"We have casual leases at Cairns Central and at Earlville over Christmas and did quite well," he said.

"We decided that we needed to be in the public eye and have taken out a lease for the next 12 months."

Mr Currie said he worked for Queensland Rail for 29 years after starting as a porter at Atherton when he left school at the age of 15.

He said it got to the stage when he no longer enjoyed working for the railway and decided to try something different.

With his wife Robyn, who has

Tasty treats: Glen Currie has set off on a new track selling chocolate gift bouquets under the Lollypotz franchise with his wife Robyn.

Picture: BRENDAN FRANCIS



had many years' experience in retail as a merchandiser for Arnott's Biscuits and other companies, they decided to buy the Lollypotz franchise.

They make up the chocolate bou-

quets themselves using company-supplied branded tins and boxes.

"The chocolates are all loose and we wrap everything up in tins and boxes," Mr Currie said.

They are joined by their daughter

Alysha and another casual employee.

"Lollypotz is one of Australia's fastest-growing franchise operations with more than 45 nationally, three in New Zealand and with

plans to expand into Singapore later this year," Mr Currie said.

The Lollypotz range includes chocolate bouquets and boxes for all occasions and are priced from \$8 to \$39.



Dedicated: Kyle Olufsen has targeted a niche rental market in the real estate industry in Cairns.

Couple puts focus on managing properties

TWENTY-FIVE year old Kyle Olufsen has established a property management firm.

He said Rent City, which would focus on property management only, was being operated with his partner Natiesha Brischke, who had been in real estate sales.

Mr Olufsen said he had worked in the real estate industry, mainly in property management, since he left school.

"I feel there is a need to create a business that is dedicated to property investors and landlords with a high level of service," he said.

Mr Olufsen said he had decided to break out on his own despite the struggling local econo-

my. "I think it's a good time. The economy will get better and investors are starting to return to the market," he said.

Mr Olufsen said two areas he wanted to pursue were property owners who were renting out the family home waiting for the market to improve before they sold and holiday letting.

"Holiday letting is an area Cairns used to be strong in and it is something I would like to focus on in the next year or two," he said.

Mr Olufsen said traditional real estate companies were focused on selling and paid little attention to looking after the property management side of the business.

"We believe that by focusing our core business on the management of a property we are able to provide a service that far exceeds other competitors," he said.

Mr Olufsen said good communication between tenants, agents and landlords was vital.

Mr Olufsen said he would work with selected real estate agencies if any of the properties they managed was to be sold.

"We will not be selling any properties. We will be leaving that to other specialists," he said.

"We're starting from zero and will take the time to build up our business."

Penridge Commercial
Est. 1955

FOR SALE

Prime industrial investment Prominent corner location

- Land area - 809m²
- Building area - 336m²
- Fully fenced rear yard with on-site parking
- Air conditioned showroom, mezzanine & warehouse
- Leased to high quality tenant
- 4 + 4 year lease term
- \$51,929.00 passing income

193 Lyons St (Cnr Sturt St)
Bungalow

Contact Laura Ots - 0418 456 589

Tel: (07) 4051 5944 Email: laura@penridge.com.au

landmark.com.au
LANDMARK
real estate look to us

ATHERTON – TINAROO DAM

6.4ha – 16ac

Quality Tableland Property

Safe Lifestyle – Sound Investment

- Everything you want on 16 Acres
- Unbeatable location and road access
- Comfortable three bedroom home plus office
- Large machinery and boat shed
- Workshop with three phase power
- New granny flat and storeroom
- Fertile red soil – grow anything

Web ID: 7305995

Suit: Builder, Farmer, Miner, Truckie, Machinery Operator, Businessman or Investor

Bidding to start at \$650k – don't miss it!

AUCTION Saturday 16th April 2011, 12pm
Tolga Hotel, Tolga

Dick Larkin 0419 645 191
MAREEBA (07) 4092 3711
Cnr James and Basalt Streets