

Medserve goes from strength-to-strength

A local company has become a world leading supplier of therapy devices and accessories in only 16 years since it was founded in Priors Marston.

Medserve was established in 1991 and was based in Priors Marston until the company's recent move to Daventry.

The Business worked in co-operation with a Taiwanese manufacturer of medical accessories. Medserve's core aim has been to maintain and seek new business opportunities in the UK and across Europe.

The company has grown into a world-leading supplier of electro-therapy accessories. But having a large share of a niche market meant that the continued growth of the company depended on finding new products and product areas to bring into the Market.

Ruth Milner, one of Medserve's directors, said: "Just prior to a show I had been having some lower back and neck problems, so while I was at Medica (a trade show) I thought it would be a good opportunity to look for some kind of back support for myself. I came across Therapeutica's stand and initially enquired about the price. One of my co-directors from Taiwan was with me at the time and was very impressed with the range of products – we had never seen anything quite like these before, especially in the UK."

Medserve did some research into the potential markets for the products, and after some negotiations, became the UK distributor for Therapeutica.

As they took on this new work, Medserve realised that the company's village premises were not going to meet the demands of their expanded work.

Ms Milner said: "Earlier this year, we realised that our offices in Priors Marston were not going to be suitable for the handling and storage of these products so we found the ideal location for a business like ours at Daventry Self Storage, on Broad March, where we are able to rent offices and have a fantastic storage facility at a good price in the same building."

We relocated to Daventry to coincide with the arrival of our first shipment from Canada".