



# Wenta Case Study

## AVSCO

Andrew Stoker of Watford is the founder and owner of AVSCO, a diverse motorcycle business. What started off as a hobby over 20 years ago has developed into a thriving enterprise, selling everything related to motorcycles and scooters, including spares, repairs and accessories. In fact, AVSCO prides itself on the fact that anyone that walks in could potentially ride out. The company covers all ages and types of motorcycle rider, right from 4 years old to 'born again' bikers. Happily so, as their oldest customer is 83 years old.

Andrew retained his full time job whilst pursuing his hobby; however, he became unwell, forcing early retirement on medical grounds from his position. He explains "after a convalescing period, it seemed the perfect time to make the transition from hobby to business. The number of years I had been working as a sideline meant my name was well recognised and I had managed to obtain a large trade backing".

Although he had extensive knowledge and experience, Andrew recognised the benefits of professional help, so approached Wenta for advice on how to start-up as a fully fledged enterprise.

Business advisor Michael Martin provided a comprehensive sounding board for Andrew's plans and ensured he had a solid foundation on which to plan growth. Wenta offers continuous support as the business matures and Michael says "few start-up's successfully manage the transition from self-employment to true business ownership. From one man fixing bike bits on a kitchen table, to employing several staff, Andrew now has time and creative freedom providing a fantastic mentoring scheme of his own. That's a great testament to Andrew's commitment to his commercial and social enterprise vision, as well as a willingness to embrace sound growth principles".

Andrew has also recently taken on his first full-time apprentice, who attends college once a week. However, for real inspiration one can only admire his mentoring of Prince's Trust clients, helping the Met police organise 'Bike Safe' workshops – safe riding and bike mechanics – and various local community groups contribution.

He hopes to further develop his business in the New Year by expanding in MOT's, having been VOSA approved earlier this year.

***"Wenta was just what I needed. Michael gave me advice on my legal options and pointed me in the right direction."***

**Andrew Stoker**  
AVSCO

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### Wenta

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