

Family has a

HOT

design idea

Standing in Glenn Billington's hallway, there's an unusual piece of artwork on display. But all is not as it seems, as Charlotte Hart discovers.

When Glenn Billington moved into his Sutton town centre apartment, little did he know that it would lead to a new business venture with his family. Having retired from West Midlands Police in 2007, the 58-year-old moved to Spain with wife Yvonne where they lived for a few years.

Drawn back to Sutton Coldfield, the couple now divide their time between the Royal town and the more sunnier climes of Spain. Needing to carry out some renovations, the couple took to changing the décor of their new home, adding their own style stamp. And it soon became apparent the old storage heaters would need replacing because they looked ugly, were bulky and cumbersome. Living in an apartment, however, that only supplied electric heating meant his choices were limited. And it was this initial problem that has paved the way for a whole new challenge for Glenn and his family.

His 37-year-old son Matt explains: "Rather than just wanting to update the same storage heater for another, my father wanted something more efficient. He therefore sourced his own infrared heaters and then had to find someone else to fit them."

"During the refurbishment he had to undertake the task of measuring the rooms accurately, sourcing the correct heaters for the space and then having someone to fit them."

"His neighbour Peter also had the same issue."

In situ, the new heaters were amazingly thin and a perfect fit for a beautiful new home. And when Glenn, his sons Tim and Matt and their friend Ben met up to discuss the new heating systems in their homes, a new business – Jigsaw Solutions – was born. Father-of-one Matt, a former Fairfax School student, explained: "The four of us meeting and discussing the new heating system that my father had installed led to us realising we



Stunning...Is this a stylish mirror, or a state-of-the art infrared heater? Jigsaw Solutions say they're giving people more choice in home design.

could pool our years of experience and various skills in marketing, graphic design, website building, decoration, sales and installation to provide a one-stop service for other potential customers." It's like all the Jigsaw pieces fell into place. "Infrared heating has been scientifically proven to be around 30 percent more efficient than convection-based heating, and up to 60 percent when comparing it against underfloor heating and storage heaters,"

explained Glenn.

"This is before the maintenance costs are considered. With Jigsaw's heaters, there's no moving parts or a central boiler to maintain. There is also no heat loss in the pipes between the boiler and the heater in the room. Infrared heaters convert all their energy into heat."

"At Jigsaw, we're planning for the future and we believe that it will be a green one!" But it's not just these facts and figures that