

CELEBRATING
20
YEARS
IN BUSINESS

20 Years Old and Still Growing!

The 1st November 2014 is a big day for CUB (UK) Ltd as it marks the start of our 20th anniversary year. The company, which was formed back in 1994 by Royden Fairfax, has evolved from a home based sole trader to the thriving award winning company that it is today.

CUB (UK) Ltd
March Business Centre
Dartford Road, March
Cambridgeshire
PE15 8AN



First generation

Royden set up CUB (UK) Ltd to help businesses get the best deal from the newly privatised energy market based on a commission basis rather than share of savings which, at the time, was the only option being offered by all the other brokers.

A few years later Mike and Jaqui joined their father in the family business.

“Working as a family unit is a very positive experience. You are all aiming for the same goal and you know that everyone is watching your back and willing you to succeed.” - Jaqui Fairfax

@ customercare@
c-u-b.com

01354 606848

01354 606846

www.c-u-b.com

Second Generation

When Royden retired Jaqui took over as Managing Director. The business began to expand rapidly and we started our award winning training scheme.

“Training is very important to us at CUB and it has given us great pleasure over the years to see young people join the company and progress through the ranks. Our Upper Management Team includes former apprentices who started with us as teenagers and are now steering the company into the next 20 years and mentoring our new intake of apprentices.” – Jaqui Fairfax

- Fenland Business Awards 2009 – Training & Development
- Fenland Business Awards 2009 – Young Entrepreneur of the Year– Louis Fairfax
- Regional Apprenticeship Awards 2010 – Small Employer of the Year
- Regional Apprenticeship Awards 2010 - Advanced Apprentice of the year – Melinda Fairfax
- National Apprenticeship Awards 2010 – Advanced Apprentice of the year – Melinda Fairfax – Highly Commended
- Fenland Business Awards 2010 – Training & Development
- Fenland Business Awards 2010 – Employee of the year – Lavinia Lee
- Regional National Training Awards 2010 – Small Employer
- UK National Training Awards 2010 - Small Employer

CUB have always been actively involved in the local community and have supported many organisations including Young People March, March Street Pride and Wisbech and District Kart Racing.

- Evening Telegraph Awards 2011- Contribution to the Community Award
- Red Ribbon Awards – 2012 – Community Involvement Award

“We are proud of the fact that many of the clients that came on board with us in 1994 are still with us and that our relationships have flourished and strengthened based on mutual trust, honesty and understanding.” – Jaqui Fairfax

In 2012 we launched our “Five Point Customer Promise” the first of its kind in the utility consultancy industry. It reinforces our commitment to excellent customer service by providing a service level guarantee to our clients.

“Over the past years I have worked with many energy brokers, who have delivered many choice options with the major energy providers, when the time has come to review energy contracts.

I have found working with CUB extremely easy, as the team at CUB work as one unit, and provide accurate and informative figures each month.

Every request that I have put in front of the CUB team, has been fulfilled in a short timely manner. Requests like energy saving programs, to very detailed reports.



The CUB team is extremely friendly and approachable and will go out of their way to answer any question that I have put in front of them. I’ll look forward to a long working partnership between CUB and Schades.” – Schades UK

Third Generation



Today the business is headed up by Jaqui’s son, Louis Fairfax; we have 24 members of staff, a large office in March and a reputation in the industry for being competitive, approachable, reliable, innovative and totally honest with our clients.

Since Louis’ time as Managing Director we have seen some substantial changes, including the re-brand of the company and the becoming the first consultant in the UK to offer energy packages rather than a one size fits all service.

So whilst many of our competitors have fallen by the wayside or been swallowed up by larger organisations CUB (UK) Ltd remains true to its values and commitment to its clients and staff and we are looking forward to the next 20 years as the third generation of Fairfax leads CUB® further into the future.

Find the full articles here:

[Cambridge Chamber of Commerce](#)

[Cambridge Network](#)