

Profit up \$15.7 million for tTech

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Christopher Reckord, chief executive officer of tTech, locally managed information technology services provider

INFORMATION technology services provider tTech Limited on Thursday (August 8) reported unaudited after-tax profit of \$15.7 million for the second quarter ended June 30, 2019, a 62 per cent increase compared with the corresponding period last year.

The company achieved revenues of \$90.5 million, a 19.9 per cent increase when compared with 2018 which recorded \$75.4 million.

Christopher Reckord, chief executive officer (CEO) of tTech, in reporting to shareholders, credited the positive financial performance to several major projects undertaken by the company.

“During this quarter, in addition to providing services for these new projects, tTech also procured and provided the equipment required to execute on the projects. Our important monthly recurring revenue from Managed IT Services continues to grow in Q2 with the addition of new customers using these services,” he stated.

He added that the company’s consulting team in partnership with third party solution providers will continue to support customer’s digitisation efforts to replace old server equipment with cloud-based alternatives.

Cloud computing refers to the storing and accessing of data and programs over the Internet instead of a computer’s hard drive.

During the period under review, the company’s expenses amounted to \$82.5 million, a 14.4 per cent increase compared to the prior corresponding period.

“Our sales team is diligently working through the strong pipeline of opportunities and their efforts are expected to positively impact our growth and performance in 2019,” the CEO stated.

tTech aims to simplify the management of IT by taking an approach that maximises the value of technology in businesses while minimising their costs.

will allow her time to work on the next phase of Likkle Tea’s development. She doesn’t want to say too much about it at this time, but revealed she is in the process of developing a new line of ready to drink teas, including kombucha, a fermented tea drink filled with probiotics. These new products will be primarily for export.

Up until this point, Goodall’s entrepreneurial adventure has been taxing in terms of the work she has been doing mostly by herself, but rewarding in terms of results and feedback from consumers.

Her motivation, she says, has been “being able to share the joy with other people because tea for me is therapy”.

As she expands her business, widens her distribution network and creates new products, more people will be able to discover the unique experience of her blended, loose leaf teas. She insists that new partners and staff, as well as increased production, won’t take anything away from the deeply personal experience she seeks to pass on to the customer.

If you doubt her resolve, one of the upcoming activities on her schedule may convince you otherwise.

“I’m going to be working on a tea therapy session with some underprivileged young ladies in a few weeks,” she revealed. “We’re going to be exposing them to the therapeutic benefits of tea.”



Likkle Tea t Island Coffees (Photos: Micheal Gordon)

large quantities and have them sitting down,” she said. “What I can do now is make more teas because I have somewhere to put them and store them.”

Island Coffees Cafe also stands to benefit from the arrangement and manager Mitoya Hastings is just as excited as Goodall.

“I do have a lot of customers who love tea and drink tea and request tea, so we’re happy that we can carry a line that is actually Jamaican,” she enthused. “We really like to support local brands and I just admire her work ethic, putting together her own brand and it is unique. I don’t think anybody else in Jamaica is doing tea the way she does it.”

“I have gotten requests for loose leaf tea in the past,” the manager continued. “So, for me it’s also about tapping into her market because she has a good following of Jamaicans and people who really appreciate loose leaf tea. I have the opportunity to expose the company to that new market.”

Island Coffees Cafe will not just be serving tea to its customers, but also selling the merchandise, which will include all the various blends of teas and tisanes as well as Likkle Tea’s special brand of naturally infused honey, Likkle Honey.

Goodall describes Likkle

Honey as “the perfect pair for your tea” and it comes in flavours such as vanilla, lavender, cinnamon spice, scotch bonnet, and citrus peel, among others. The honey can also work well as a glaze or as salad dressing.

Guests who consume Likkle Tea at Island Coffees Cafe will be able to delight in service that involves the unique preparation and presentation of the tea that is characteristic of Goodall’s brand.

“I think the reason that I am excited is because for us, how we are unique, is that we specialise in a ‘pour over’ service in terms of our coffee and in a way that goes well with her tea because its preparation in itself is an experience,” the cafe manager said. “You see the tea, and the leaves floating around and all of that, so it pairs really well with us.”

Goodall conducted training exercises with Hastings’ staff of baristas (employees trained in preparing and serving espresso-based coffee drinks) on the proper way of brewing and serving tea. Consumers will be able to see that they are experiencing a quality product.

“I did the training as well and learned so much about tea,” Hastings revealed.

Goodall said the help she will get from Island Coffees Cafe with the marketing and distribution of her products



Miss Carlene Larmond



The Partners of
Patterson Mair Hamilton
are pleased to announce that
Miss Carlene Larmond has joined
the firm as a Partner and Head of the
Litigation Department effective
July 1, 2019.

Miss Larmond was admitted to practice in Jamaica in November 2000 and has carried on an extensive and successful practice as a civil litigator at both the private and public bars. She has appeared in major litigation in courts at all levels of jurisdiction including the Judicial Committee of the Privy Council.

Miss Larmond is a former Director of Litigation in the Attorney General’s Chambers where she headed the Litigation Division for over three years, assuming thereafter the role of Consultant in Litigation at a well-established law firm in Jamaica.

She has been appointed by the Supreme Court of Jamaica on a number of occasions as Supervising Attorney in complex litigation involving execution of search warrants on major commercial entities, financial institutions and public figures. She was appointed by the Government of Jamaica as Senior Legal Advisor to the May 2010 West Kingston Incursion Compensation Committee.

Miss Larmond currently serves as a Member of the Disciplinary Committee of the General Legal Council and sits on that Council’s Protection of Clients’ Assets Committee. She is Chairman of the Constitutional Affairs Committee of the Jamaican Bar Association, and has lectured, tutored and provided clinics in Civil Practice & Procedure and Trial Advocacy at the Norman Manley Law School for over a decade.

Miss Larmond holds both a BA (Hons.) as well as a LLB (Hons.) degree from the University of the West Indies and is also a graduate of the Norman Manley Law School.

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