



**Alumnus** Tony Hulatt  
**Subject** Zoology  
**Graduated** 1978  
**Place of Work** CLM Fleet Management PLC  
**Position** Managing Director



CLM is one of the UK's leading privately owned fleet outsourcing and vehicle management companies, providing related services to the corporate sector. It employs 80 staff and has its head office and operational centres in the Milton Keynes and Bedford areas.

As Managing Director, Tony led his colleagues in an MBO in 1996 to acquire the company from the original founders and continues to be closely involved in running the business, which now manages around 20,000 vehicles across the UK. Tony is also a shareholder in another business allied to the fleet car sector.

# Great minds *go on to* great places

## Did you consider any other universities before Royal Holloway?

No, having visited a number of different universities, the locality, whilst still being part of the University of London, was important and the excellence and variety of the course curriculum combined with the unique facilities made it my only choice. I chose Zoology because I had been interested in ornithology and natural history from an early age and felt it was a natural progression to study the subject formally.

## What was your Royal Holloway experience like?

It surpassed all my expectations. I was fortunate to enjoy the support and teaching of some gifted lecturers who illuminated the subject through their enthusiasm and knowledge. By the nature of its location and the relative availability of transport, College life was very much 'self contained' and generated much of its own social activity. I was fortunate to be in halls for all of my three years and parties were a regular feature of the weekend social scene. I still retain many of the original invitations as a memory of those times. The Students' Union was also central to College life.

## Were you involved in any extra-curricular activities?

In my first year, I joined the stage-crew which set up and dismantled the staging at all major student events. This opened up a new circle of friends and experiences, leading to spells spent on Rag and social committees and culminating in becoming the Union Internal Social Secretary for around 18 months.

## How did Royal Holloway develop you as a person?

I learned how to work with, and alongside, a variety of people from different backgrounds. Having been involved in organising various aspects of student social life, there is no doubt that I learned a great deal about interacting with people, both fellow students and college staff. The confidence that such experiences bring was invaluable in securing my first job, and enabling me to pursue a successful sales career thereafter.

## What is your fondest memory of Royal Holloway?

I have so many wonderful memories of good friends, laughter-filled occasions, and special times but one very personal moment has remained with

me – lying on Founder's hockey pitch in the hot summer of 1976, first year exams completed, surrounded by friends listening to the radio and looking up at that fantastic view along Founder's West and saying to myself 'remember this moment' – and I have! I can look back on what was probably the most enjoyable three years of my life.

## What do you do now in your everyday job?

I passionately believe in personal communication and leading from the front, so my role encompasses virtually every facet of my Company's business, and every day can be different. I inevitably have a 'figure head' role both internally to my staff and externally to both clients and the industry, and I also take part in all major new business pitches alongside my sales teams. One of the most satisfying aspects, however, is seeing the company being successful, attracting and retaining good staff, and seeing many of them develop and be promoted into new roles as the company grows.

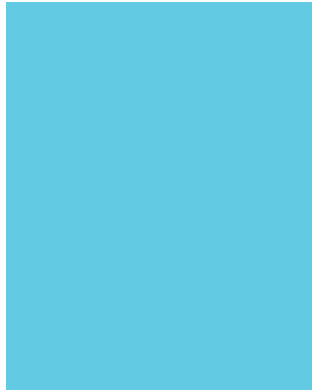
## What exciting projects have you been working on recently?

Despite the current economic difficulties, we have been successful in winning some significant new corporate fleet outsource contracts and I have



# people with passion

“My donations go towards helping talented students enjoy what Royal Holloway has to offer – an opportunity which might otherwise be unavailable to them.”



been heavily involved in a number of associated implementation projects. We have also been approached for the possible licensing of our fleet software to the Middle East, where fleet management is still in its infancy. This is potentially a very large opportunity for the company and has already begun to take me out of my comfort zone!

#### **What challenges have you come across?**

One of the constant challenges I face is managing the inevitable balance between income and cost. In any organisation, and especially a self funded private company, getting that balance right through both good and challenging times is fundamental to maintaining company earnings, jobs, driving the business forward, and delivering rewards to all those who have earned it.

#### **What influenced you to set up your own business?**

Simply, it was the desire to be the master of my own destiny. Through the experience of seeing both friends' and relatives' careers stagnate through the decisions of others, I vowed that if the chance to work for myself arose, I would grasp that opportunity with both hands.

#### **What are the benefits of working for yourself?**

Not having the determination of your career decided directly by others and having total freedom to act on your own initiative. Also, if you get it right, the financial rewards and flexibility of being your own boss are very satisfying.

#### **Have you been back to the College since graduating?**

I have been back on a number of occasions – in the early years as part of the then reorganised Ex-Students' Union Society and latterly through more formally organised alumni reunion events. Whenever I am driving anywhere close to the area, I will make a detour and drive around Founder's and still feel the same pride in identifying with the College as I did as a student.

#### **What ways do you support the College?**

The College and its influence have been an important part of my life. Some years ago I had the opportunity to give back through personal donations to the Annual Fund. By financially

contributing I achieve two important outcomes. First, my donations go towards helping talented students enjoy what Royal Holloway has to offer – an opportunity which might otherwise be unavailable to them. Second, I maintain my connection with the College in a tangible way as part of a larger family that continues to uphold the heritage and ideals bequeathed by Thomas Holloway.

#### **What career advice would you give students?**

Take all the opportunities, both academic and social that Royal Holloway offers. Your future profession is all about what you want to do, your personal ambition, and self belief. All careers develop and change, so it is important to be flexible. Set milestones to aim for, and make things happen – don't rely on others for your career momentum. Training is very important so when an employer is prepared to invest in you for free, don't treat it just as a day out of the office, but as an opportunity to maximise and improve your future potential.

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