



NOVA SCOTIA

Braithwaite & Krszwda

SCORPIO SAUCES

DAVID BRAITHWAITE and **JOSEPHINE KRSZWDA** are brewing up a storm in Sydney, Cape Breton, and have a product that's a hot seller.

Scorpio Sauces is a Barbados style hot sauce made from a traditional West Indies recipe. There are five flavors, each depicted by a specific color label: mild (pink), medium (yellow), hot (red), extra hot (black), and extreme (red and black). The company is in the process of producing an authentic Barbados style pepper sauce. The company is just a year old, but thus far, business has gone very well. They now have products on the shelves of several of the major supermarket chains in the region and plan to expand further.

One of the unique qualities of the Scorpio hot sauces is that they are made with all natural ingredients. Even without added preservatives, the sauces have a long shelf life (more than five years) and, as David points out: "They get better with age... just like fine wine!" The products are used for a variety of purposes - to spice up hamburgers, fish, ham, bologna or chicken... even to put an extra kick in chili or salsa.

How did it all begin? David developed carpal tunnel syndrome in both hands and after surgery, was unable to continue in his work for a while. He started looking for something to keep him occupied. Since he had some prior experience in business and food service, he came up with the idea for a different food product. Josephine knew a good proposal when she heard it and seized the opportunity to get involved.

They first contacted the Department of Health for regulations governing the production of food items, then checked with other businesses to research bottles and label printing services. The recipe came compliments of David's mother, Beryl. It is a traditional Barbados hot



Barrett and Mackay

sauce handed down in her family from generation to generation.

After the first week of production, Scorpio Sauces was being sold in one store. The following week, it was three stores. Within the first month, the products adorned the shelves of ten stores.

The biggest obstacle the partners faced was obtaining financing. They

two assist with production. The partners hope to add to this number in the future. They continue to concentrate on building sales so they can expand the operation and perhaps move to a full production factory. David would like to open a Caribbean style restaurant and club to introduce more people to the unique Barbados culture.

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encountered many brick walls and it took them six months to get the basic funding needed. "It's challenging to introduce a new product," confides David, "since you generally lack adequate financing to do proper advertising and promotion. You also lack space and advanced machinery, and when you're still operating on a small scale your product material costs are high."

The company currently has five additional employees – three handle in-store product demonstrations and

David says that hard work and patience are the primary keys to success, however, it is very important to have a solid support system with people who are willing to work with you and give you a chance. They received valuable support and advice from the Black Business Initiative, ACOA and the Cape Breton YMCA Enterprise Centre.

Anyone interested in distributing or buying the products, or obtaining recipes, are encouraged to call.

WHERE TO REACH DAVID BRAITHWAITE OR JOSEPHINE KRSZWDA

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