

DOWNTON delivers

Newsletter May 2011



John, Andy, Richard

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Directors Welcome

Welcome to our spring newsletter 2011.

The business continues to develop and grow and we are delighted that our Runcorn depot is fully operational. The depot is already showing strong operational benefits for the North West and helps underpin our expansion plans.

The company has recently undergone an extremely busy and challenging period. The double bank holidays of Easter and the Royal Wedding, coupled with the unseasonal warm weather has led to significant volume increases. On certain days during this period we were moving over 1400 loads each day. We also achieved a 99.6% delivery performance which is outstanding. This could not have been achieved without the hard work, dedication and commitment from everybody and it has been greatly acknowledged by our clients .

Sincere thanks to everybody!

Andy Downton

Contract News

Shepton Mallet Trunk Operation

On 1st June 2010 we commenced a 5 year contract for Magners Cider that included managing their NDC in Bristol. The NDC holds 32,000 pallets of cider and we handle their whole UK distribution. The NDC receives up to 50 loads per day from Clonmel, Ireland and 40 loads per day from the Gaymers Cider Mill in Shepton Mallet.

Following the successful integration on the contract, we were delighted to be awarded the trunking operation from the Shepton Mallet Cider Mill to the NDC in Avonmouth. This involved the transfer of Jonathan Neal—Our Shunt Coordinator—and the Shepton Mallet driver team.

The Shepton core fleet will handle approximately half of the movements to the NDC each day and our general haulage fleet will collect the remainder on backhaul.

We also added some new Mercedes tractor units for the Shepton Mallet trunking operation.

Welcome Jonathan and team!!



Shepton Mallet Mercedes

UPM Signs 5 Year Deal

We are happy to announce a 5 year contract extension for our operation for UPM paper in our Shotton operation.

John Downton says "We undertake up to 150 loads per day of finished paper and recycled paper on behalf of UPM Shotton." He continues "The growth potential with this client is phenomenal especially with their recent £20M investment in our MRF sorting facility."

Marketforce signs 4 year contract extension

Richard Downton comments "We are delighted our largest client Marketforce has signed a 4 year contract extension. "We handle over 800 titles each month on their behalf and facilitate collection from printers a full pick and pack operation and delivery to wholesalers. We handle up to 120 loads per day on their behalf. This contract extension is in conjunction with our new 3 year deal with Co-mag and this is fantastic news for our whole magazine operation."

D&T Logistics Tilbury Dock

We are delighted to announce a new joint venture operation with Howard Tenens Ltd called D&T Logistics.

The new company has been awarded the UPM contract for Tilbury Docks and already handles 60-70 trailers a day of newsreels to print rooms around the country.



D&T Logistics will be strongly marketed to paper companies in the South east and we firmly believe Tenens warehouse expertise coupled with our own logistics knowledge provide a strong logistic solution for the paper industry.



News Bulletins

◆ Gloucester workshop becomes Department of Transport Approved Test Facility

Our Gloucester workshop testing station is being upgraded from DP to a full ATF for VOSA. This will enable us to ensure the majority of our vehicles and trailers will be MOT'd on site. We will also carry out MOT's for third party clients. Eventually there are plans to make the ATF a 24 hour operation and then we will MOT vehicles during the night.



◆ 17 new Renault trucks for our Pets at Home operation at Stoke-on-Trent

We recently had delivered 17 new Renault trucks for our dedicated Pets at Home operation at Stoke-On-Trent. The Renaults were chosen due to the close proximity of the service dealer Allports Group which is adjacent to the Pets at Home site.



◆ New Service Van

We have recently invested in a new service van which is now operational on the roads within a 50 mile radius to Gloucester. The service van is fully equipped to cover every eventuality. It also includes a laptop computer that enables our service diary to be updated once trailers have been serviced. Sean Summers is our mobile technician and he will be carrying out trailer servicing at all satellite locations where trailers are based.



◆ Fleet News

- * We have 80 new DAF trucks ordered which will be arriving 10 per month from June onwards.
- * We have 75 new Cartwright curtain-sided trailers ordered which will be arriving in June and July.
- * We have 8 new special Cartwright double-deck trailers with electric moveable decks for Indesit.



◆ Cult Clothing

Some of the more fashion trendy conscious members of staff may well be aware of the Superdry clothing brand that is sweeping the country. They are certainly a Gloucestershire success story and are one of the fastest growing retailers in the country. Our Moreton Valence operation is their overflow warehouse and our stockholding is expected to grow to over 8,000 pallets. We will replenish their Gloucester operation on an hour by hour basis.





People at Downton



New Starters

Lee Murphy—Administrator, Runcorn

Lee has come from within the industry and has gained experience with Eddie Stobart and Great Bear. Lee brings a lot of knowledge and we look forward to him joining the team.

Tony Clowes - Traffic Team, Runcorn

Tony is a very experienced traffic planner and has over 20 years experience in Transport. Tony lives in Macclesfield with his wife and family. Tony joined us on 3rd May.

Tracey Betts – PA to the Directors, Gloucester

Tracey has been at Downton for a month now and brings with her a wealth of experience from Microsoft. “Downton is a forward thinking and fun company and I am delighted to be working with everyone. I have been tasked to help improve communications throughout the company and shall send out the newsletter frequently. Contact me with any news you may have.”

Alan Jones - General Manager, Runcorn Depot

“ I have been in the industry for 30 years and I was previously the Optimization Manager for Wincanton on the Britvic contract based at Magna Park. I am delighted to have joined Downton and to be part of a successful depot and team”

Tom Porter— Workshop Fitter, Runcorn

Tom joined in early April. He has been working in the industry for over 10 years and is a great member of our team.

Louise Willimott—Management Accountant, Gloucester

Louise has ten years accountancy experience. “ I am delighted to be working for Downton’s and I am very pleased to join this market leading organisation during such a period of growth and opportunity.”

Vacancies

Runcorn Depot

- ◆ HGV Drivers (permanent rolling weeks)
- ◆ Casual Drivers

Contact Jannette Wallace

- ◆ Workshop Fitters

Contact Richard Catley

Gloucester Depot

- ◆ Workshop Apprentices x 2
- ◆ Weekend Workshop Technician
- ◆ Trainee Traffic Planner
- ◆ Various Driving Positions

Contact Jo Manning

Employee of the Month

As from this edition of the Newsletter, the Directors will be selecting from a number of recommended Downton employees and awarding the achievement of Employee of the Month

This month we have two special winners!

Ian MacCormack



We received a glowing report about the driving of Ian MacCormack. A lady driver phoned in and complimented him on his professional and courteous driving over the 25 miles she followed him. Thank you Ian for demonstrating such professionalism on the roads.



Bud Edwards



Bud has been highly recommended for this award for achievements including:

- * Overseeing the start-up of Preston Brook – being the first person based on the site, a link with the property company and other suppliers
- * Starting up the workshop
- * Working incredibly long hours often due to last minute breakdowns
- * Saving the company money through his speed of work

and ability to spot potential vehicle problems

- * before they develop.

Congratulations to you both. We will be contacting you shortly
with a gift to help you celebrate your achievements.

Employee Achievements



Andy Woodward



We are delighted to announce that from June 1st Andy Woodward takes over the management of our flagship Hardwicke warehouse.

Richard Downton comments "I am absolutely delighted for Andy. He is hard working and enthusiastic and has helped drive a lot of the improvements for Dyson."

Congratulations Andy.

Congratulations to....



Kieron Smith

Kieron has successfully passed the RTIB Forklift Instructor course. Kieron will now be our in-house trainer based in Gloucester. He will also travel to all depots carrying out refresher and new training.



Jourdan Elliott

Jourdan our apprentice in Gloucester is now qualified in Level 2 Technician and is now progressing on to Level 3 – well done Jourdan and keep up the good work!



Tim Ahl

Tim has passed a course and is now our Walking Floor Harness Training Instructor based in our new Runcorn depot. Tim has also passed the IOSH H&S Course.

As part of our increased health & safety awareness we are currently undergoing training to ensure that every depot has at least one IOSH trained member of staff.

A big congratulations to the following colleagues who recently passed the IOSH exams.

Andy Screen, Andy Woodward, Matt Stead, Tim Ahl, Steve Rod, Jamie Cullerton, Ian Blackwell, Mark Knight, John Webb, Alex Whitmore and Arek Nowaczyk.



For all business and employee news, achievements, recommendations and stories which should be heard throughout the company, please shout out.

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