

# Suttons reports successful year



John Sutton - this past year has been positive for the group, increasing turnover, margin and operating profit despite challenging conditions

**Suttons Group reported a 4.1 percent increase in revenue to £154.7 million in its latest full year results.**

Despite adverse economic conditions in Europe and the USA, the group continued to grow thanks to its range of services and the geographical diversity of its operations. The group's focus on efficiency and utilisation also led to operating profit growth of 7.1 percent to £8.4 million.

Suttons continued to invest heavily in its capital programme, spending £13.4 million on new assets during the year. Cash generation remained strong with net debt rising by only £0.8 million, despite the level of investment made.

The International division benefited from significant capital investment in new tank containers and performed strongly in Asia. It also continued to invest in its joint venture, Suttons Arabia, which won its first major contract during the year.

The UK division, incorporating road tankers, warehousing and drumming operations, also saw growth from new and existing customers. Despite difficult economic circumstances and upward cost pressures, it performed ahead of the prior year. The group also replaced a number of its vehicles and road tankers, representing a considerable investment in the future development of the Road Tankers division.

Suttons Group CEO John Suttons said: "This past year has been positive for the group. We have increased our turnover, margin and operating profit despite challenging conditions. We have also invested significantly in both our UK road tanker and international ISO tank fleets, ensuring our customers



Suttons' International division benefited from significant capital investment in new tank containers

continue to receive the highest standards of service in the industry.

"Highlights of the year include new business wins and contract extensions for our UK Tankers Division, significant progress in Asia and an important contract for our joint venture Suttons Arabia."

Suttons recently appointed a new regional director for its European business. David Kerr previously worked for Suttons from 1995-99, where he was operations director and then business development director. He re-joins the company from DB Schenker Rail (UK) Ltd, where he was commercial director for seven years. Prior to this, he spent five years with TDG Plc, as business development director in the European chemicals division.

In his new role Kerr will be managing a team of 85 employees in the UK and across mainland Europe. He will be based at Suttons head office in Widnes.



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## VOTG revenues stable

In the first nine months, revenue in VTG's Tank Container Logistics Division (VOTG) remained stable, at €118.2 million (previous year: €117.7 million). However, due to the continuing competitive pressure and a recent weakening of the US dollar, EBITDA decreased by 11.1 percent to €7.8 million (previous year: €8.8 million).

From the second quarter of 2014, VOTG will be project partner in an industry network that will assume operational responsibility for the management and strategic optimisation of the supply chain of Bayer Material Science in the transport of isocyanates. The chemical product is used, among other things, in the production of foams. The contract will run initially for four years. The total volume of revenue within this collaborative network amounts to hundreds of millions of euros. VOTG will be responsible for the global tank container transport.

## Bottom discharge assembly

Pelican Worldwide's Triple S product line has been expanded with the recent addition of a bottom discharge 'Flowmaster' valve. The valve was designed with the highest quality standards in mind. The triple S stands for 'short, safe, and smart' all of which are features of the Flowmaster valve, says Pelican.

The bottom discharge valve combination boasts a compact design with a high flow rate equalling short discharge times. The Triple S Line results in the smallest possible overall dimensions and is the shortest valve line in the industry.

The Triple S Flowmaster bottom discharge, butterfly valve and outlet flange combination is made for easy maintenance as the butterfly valve can be disconnected from the assembly as usual. This means that there is no need to demount the whole foot valve assembly for a small repair, such as replacing a spindle gasket in the butterfly valve.

The Triple S is claimed to increase safety by placing the shaft of the spindle on the release side of the flow. The high quality casting technology contributes to the smooth surfaces inside and out for flawless operation and easy cleaning.