



By Appointment to
Her Majesty The Queen
Lubricant Supplier & Paint Suppliers
Wilson Oil & Paint Ltd, Lincoln

witham
GROUP

DECEMBER 2022

Oily Rag



ESTATE RANGE

Explore Our New Field Fare Range

Discover Why Good Gun Care
Is Vital For Reliable Precision



INSIDE THIS ISSUE...

Norfolk Yacht Agency
Sails To Success

NYA
BOAT SALES & SERVICE



Commercial Vehicles - How Using
The Correct Lubricants Can Save
You Money



Bailey Trailers - Making It Better For
The Next Generation





A TIME FOR CHANGE AND TO GO THE EXTRA MILE

As we slide through Autumn, with the night's drawing in and the mornings getting darker, it is also an interesting time of transition in the lubricant and paint industry. The ongoing challenges of higher energy prices, low pound value against the dollar (the currency in which our commodity is traded) and limited supply of certain raw materials all continue to force us in our marketplace to work smarter and find solutions.

Despite these operating conditions, our Group of Companies continues to move forward. We strive hard to keep the balance between service and value with quality being at the forefront of all we do. Going the extra mile we feel ensures we stand out from the crowd.

The cost of living is hitting us all, and the constant announcement of price increases across every sector is now impossible to ignore. In our own lives, we have to constantly look at what is value for money, what we can afford and can we do without or repair. We all must however keep a keen eye on the quality of the goods we use. If you put 'poor or low quality oil' in your machine it will not protect and perform well. Although costs must and do become part of our ultimate decision making, we must always look at the quality approved products we purchase.



The overall cost of living continues to rise for us all and value for money is crucial

Witham Group, with our core ethics built over 100 years, ensure we keep our focus on the quality ensuring our customers receive the highest specification and appropriate products at all times. Our whole Group ethos is committed to this scenario, where we only offer the correct quality goods at competitive prices backed up by our high environmental credentials as well.

NEW OPPORTUNITIES ARISING

Witham is continuing to find new business and new ways to operate. I am delighted that we have been able to internally promote a number of Witham team members and offer further opportunities within our depots.

The relocation of our Lowestoft depot to Soham after 25 years of being based in Lowestoft is the right decision and has been discussed for many years. With more modern and efficient delivery opportunities from Soham to Suffolk area, the need to stock product in two separate locations became inefficient. You, our customers, demand next day delivery and the highest quality service and through our Soham depot, this will be assured and we have received some wonderful feedback already as to how our team are supporting and offering extra value to those customers. Soham is also able to offer a wide range of paint products and decorating materials so please do get in touch as our paint ranges and supplies continue to expand to suit all requirements outside and in.

Long standing Lowestoft Team members, Ralph Godbold (Technical Manager) and Lorna Mead (Sales Executive) have transferred to the Soham site and look forward to hearing from you.

JOHN COTTERILL WINS INDUSTRY "YOUNG EMPLOYEE OF THE YEAR 2022!"

Congratulations!

It gave myself and the Witham Board of Directors, the greatest pleasure to nominate John Cotterill from our Witham, Soham depot, for the United Kingdom Lubricant Association (UKLA) Young Employee of the Year Award 2022, which he went on to win!

The contest was open to over 100+ UKLA member companies who were able to propose someone from their business.

John originally got through to the last four, out of those who had been nominated. In order to remove conscious and unconscious bias from the judging process, the UKLA removed details of the company, the gender and name of the nominee in each case before they were sent onto the full Board of UKLA Directors for judging.

The criteria John and the other nominees were measured against is as follows:

1. The nominee demonstrates a significant and sustainable contribution to their organisation, their team in which they work, and their own performance in line with the organisation's stated business objectives.
2. The nominee demonstrates a level of commitment to the objectives of the organisation above and beyond that which would normally be expected of an individual working at their level.
3. The nominee demonstrates responsibility for their actions and the actions of those working around them as they contribute to their own area of responsibility.
4. The nominee demonstrates responsibility for their own professional development in line with the organisation's performance management process.



John receiving his award from Andrew Goddard- President of UKLA

Following the UKLA Dinner, held in London on Wednesday 9th November, the award ceremony took place where John was presented with a silver cup and glass trophy to keep. John thoroughly deserved this very prestigious National award. John is the third person in 15 years from Witham Group who has won this award. Tom Reader – now Associate Director of Operations at Soham in 2007 and Ian Wright – who is Operations Manager at Lincoln in 2015.

I could not be prouder to see John rewarded for his efforts within the Team at Witham, Soham.

OUR VALUE & REPUTATION CONTINUE TO BE THE KEY TO SUCCESS

The winter and spring months are ahead of us, and now is the time to get used to this challenging climate from which we now live and operate in and do our absolute best to work harder, become more resilient and resourceful in order to continue to thrive and flourish.

I am so immensely proud of progress we have made so far as a Group in such a difficult year. Please read on in this edition of the Witham Oily Rag just how hard we have all been working and what we are up to as a Group, from fantastic tales from the front line to new products and services, how we are on track with our environmental objectives to how well our Blendtek Solutions concept has been received in Europe.

I thank you very much for trusting in our products and service to help us deliver our plans, remembering of course our individual remit to deliver quality products with the highest level of service at all times to you. I look forward to the winter months ahead and progressing our Group together and in the meantime of course, wish you and all your families an incredibly Merry Christmas and a Happy & Healthy New Year.

Thank you
Nigel



Honoured To Serve HM The Queen For 30 Years

We were profoundly sad at the passing of HM The Queen in September. Witham Group were honoured to have served Her Majesty for over 30 years as a Royal Warrant Holder, and we hope to continue to serve His Majesty The King for many years to come.

However, we will have to re-apply for this privilege. According to the Royal Warrant Holders Association, when a warrant Grantor (such as Queen Elizabeth II) dies or abdicates: *"The Royal Warrant document will become void, but the company or individual may continue to use the Royal Arms in connection with the business for up to two years, provided there is no significant change within the company concerned."*

We can therefore continue to use the Royal Warrant Crest carrying the Royal Arms of Queen Elizabeth II until 2024. Given that two Grantors – The Queen and her late husband, Prince Philip who also had a Royal Crest – have died in the past two years, the new King Charles III may decide to add more Grantors, likely Prince William or The Queen Consort, Camilla. They, in turn, will then be able to designate new Royal Warrant holders.

We are extremely proud of our Royal Warrant, and it instils a sense of pride and responsibility in all that Witham Group does.

Witham interviewed by the BBC about Royal Warrant

As a Royal Warrant holder, we were one of only a few UK businesses to be contacted by the BBC to comment about the passing of the Queen and how it would affect the Royal Warrant status.



Queen Elizabeth II: Royal Warrant firms 'immensely proud'



Ali Bottom, from the Lincoln-based Witham Group, which supplies paint and lubricants to the Sandringham Estate in Norfolk, said they were "immensely proud" to have held the Royal Warrant, which was granted to them in 1991.

"We've always been extremely proud," she said.

Talking about the Queen's death, she said: "Obviously we were absolutely devastated - I think it is very much the end of an era."

"We were lucky enough to meet Her Majesty and so for us it feels very close to home," she said.

Ali Bottom, our Marketing & Communications Director was interviewed on BBC Radio Lincolnshire and her comments were also featured in a national news article online on the BBC website.



Witham Receives Limited Edition Portrait

As a proud Royal Warrant Holder, we were honoured to be able to purchase a limited edition exclusive portrait of the late Queen, which was one of only 1000 produced in the world. In 2016, The Queen became Patron of the Queen Elizabeth Scholarship Trust (QEST) which is a charity dedicated to supporting excellence in British craftsmanship. The artist, Alistair Barford, was a QEST scholar and we will be proud to display the picture in our Lincoln Head Office once it is framed.



The Flintham & District Ploughing Match & Agricultural Show



We attended the Flintham & District Ploughing Match & Agricultural Show in September, which was celebrating their 100th Year anniversary.

It is amazing that Witham has been attending this event for nearly 50 years now and it was great to see so many old faces after a few years off due to Covid.

We were also joined on the Witham stand by Woldmarsh Producers Ltd which was a welcome addition this year.



Simon and Ian from Woldmarsh



The Midlands Machinery Show



November saw the return of the Midlands Machinery Show at Newark Showground, and the Witham team were there, meeting customers old and new on the Witham stand.

We were showcasing our latest products including the new 'Estate Range' of lubricants and paints for country estates, our latest biodegradable oils and non-toxic lubricant alternatives as well as advice on our traditional range of high quality lubricants, greases, coolants, paints and coatings.





TEAM NEWS



Congratulations are also due to our Group Marketing Director, Ali Bottom, who has won the 'Women in Focus Sales & Marketing 2022 Award' – presented by the 'Base Oils & Lubes Connect' an online community for the base oils and lubricants industry.

Ali was nominated and described as "tireless in her attention to detail, the values and ethos of the company and high standard of communications and marketing that is presented" Well done Ali!

CONGRATULATIONS!



As previously mentioned in Nigel's introduction. Congratulations to John Cotterill, from our Soham depot, for winning the UKLA's Young Employee of the Year Award,

John is a Sales Administrator, who joined the Soham team in 2018 as a picker/packer in the warehouse. He soon took on more responsibility in the office and shop, liaising with customers and handling orders and is a highly valued member of the team. Well done John!



NEW TEAM PROMOTIONS

Our people are our biggest asset and Witham is committed to creating a positive and empowering work environment in which all employees feel valued and have the chance to succeed. We are therefore delighted to announce the promotion of Ian Wright to Operations Manager and Martin Goldacre to the position of Assistant Factory Foreman.



Ian Wright

Ian started at Witham back in 2017 as a factory and warehouse operator and has now taken overall responsibility for the day to day running of all aspects of the factory. His attention to detail and commitment for quality is already making a great impact.



Martin Goldacre

Martin's background is in warehouse distribution, with particular experience in digital systems so has a wealth of knowledge to assist with our manufacturing and distribution processes as they become more technologically advanced. Both appointments are well deserved, and we wish Ian & Martin long and successful futures within the Witham Group.

EXCITING NEW CAREER OPPORTUNITIES



Due to expansion, we now need two new enthusiastic Apprentices to work at our busy factory in Lincoln. The role involves assisting in the blending and manufacturing of our wide range of lubricant products, learning all aspects of our business production, including packing of orders, processing and administering stock through the warehouse, labelling and carrying out a whole variety of other general duties. As well as receiving full on the job training the role also includes support and study time to complete the Apprenticeship programme. If you know anyone who maybe interested in a new career with Witham Group – please contact Mick Kenyon at our Lincoln office.

"THE GREENEST KWH IS THE ONE YOU NEVER USE"



Witham Helps Blendtek Launch In Athens



As we mentioned in the last Oily Rag, the concept behind our energy, cost and time saving Ultrasound Blending technology is gathering pace, and was part of the presentations at the recent UEIL (the Union of the European Lubricants Industry) Sustainability Congress in Greece in October.

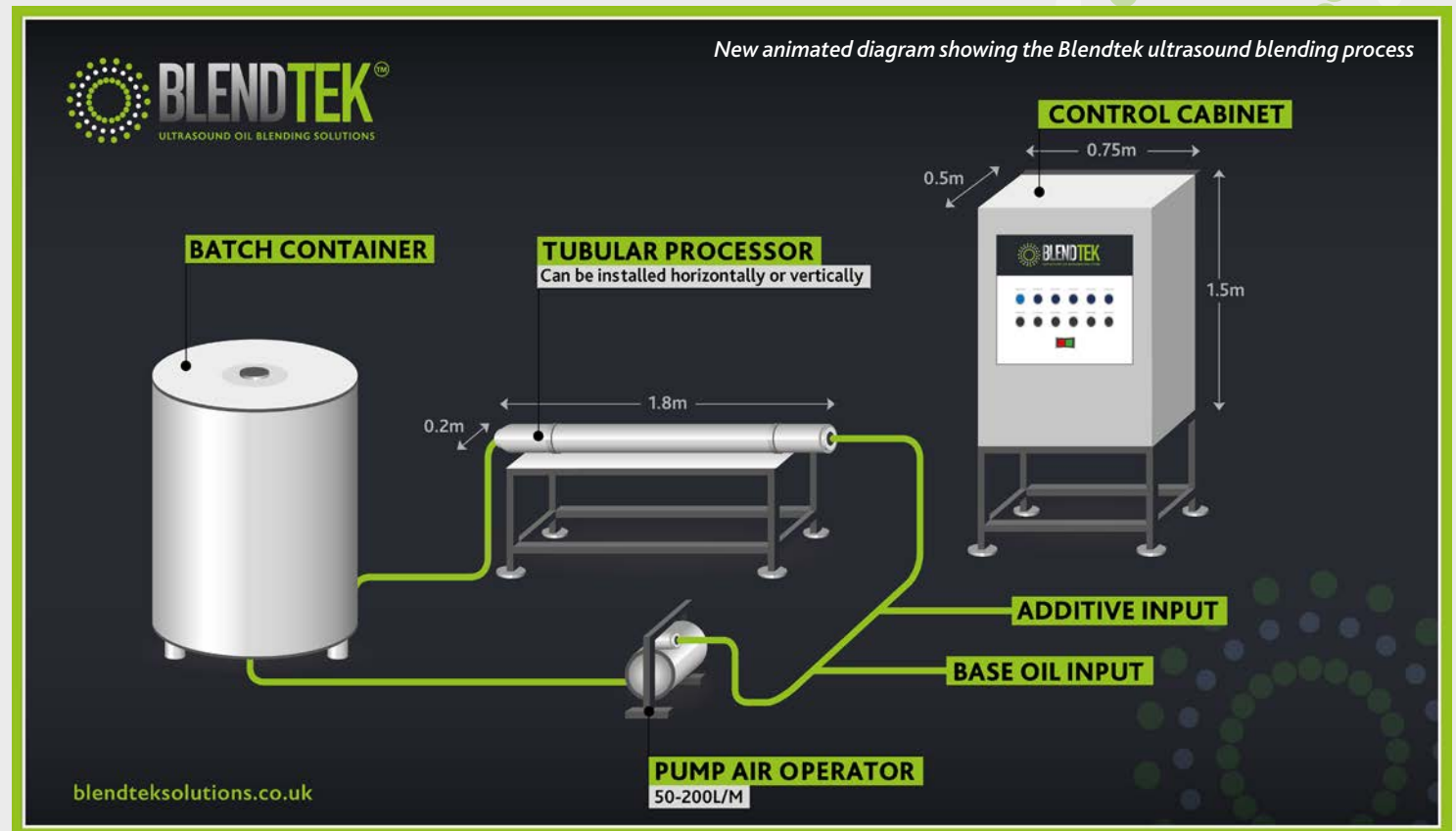
We were very proud to create all the slides and infographics for the presentation which was made by Alex Ball of Ashdowne Chemicals who we are partnered with in the Blendtek Solutions business.

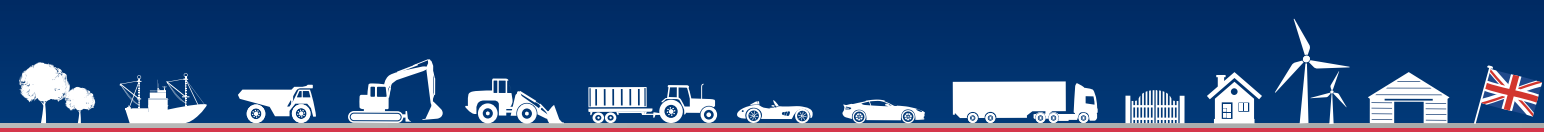
Since the presentation, our Blendtek solution has received a number of exciting new enquiries from other lubricant blenders and companies throughout the oil industry, which will hopefully bring some further converts into the carbon neutral blending world. Our wish at Witham Group would be for the whole lubricant industry to start blending lubricants using only solar panels and a 25amp plug and reduce carbon emissions and gas and electricity consumption by over 90% in the years ahead.

For more information about Blendtek Solutions please visit our website.



The Blendtek presentation taking place in Athens





WITHAM WELCOMES MORE VISITORS



Mini Cooper Register

Mini Cooper Register

We were delighted to welcome the national Mini Cooper Register Car Club (MCR) to Witham Lincoln in November for an evening talk on all things lubricants, paints and classic cars. The Mini Cooper Register was founded in 1986, not just for owners but enthusiasts as well, all wanting to share in the Cooper's rich history, from race and rally successes, to being the car of choice for many of the '60s' coolest trendsetters.

Tom Reader from Soham is a current member of the club and has worked with Ali in Marketing on securing a special club partnership with both Motul and Witham products and Mick, Richard and Tom were proud to welcome the club members, some who had travelled many miles to learn more about what we do and what products and services we offer.



The University of the Third Age

We were also delighted in the same week to welcome for the second time, members of the Lincoln University of the Third Age (u3a). u3a is a UK wide, cooperative movement of people no longer in full time work who come together to continue their educational, social and creative interests in a friendly and informal environment. From local learning new skills to attending events and workshops the u3a has also been invited to collaborate in a climate change project for COP27.

Founded in 1981, the u3a movement encompasses over 430,000 members and over 1000 local groups from across the whole of the UK. The Lincoln u3a has been running since 1992 and has around 150 members. We were delighted to hold this talk for their members who were from a variety of very interesting backgrounds and inform them about the Witham Way!



Jaguar Club Visit Results In New National Partnership



In September we welcomed the South Lincolnshire Region Jaguar Enthusiasts' Club to the Lincoln HQ, where we hosted a factory tour and presentation about the lubricants industry and manufacturing process. We received a fantastic thank you letter to say the attendees had enjoyed the evening.

Sue Jervis, Secretary wrote "Thank you so much for the kind hospitality and utterly fascinating insight into the Witham Group." The Chair also commented "It was the best evening I have spent in 5 years. Little did I realise that you were personally going to give us 3 hours of your time and that your expertise means that you have actually 'written the book' on oils lubrication and standards. I would like to add my personal thanks for such a great evening."

This visit has resulted in us forging a new partnership with the national JEC club, offering members a discount on Witham products and running a competition with a £50 Witham voucher as the prize. This offer was recently promoted to their thousands of members.



Competition:
Witham Group visit the South Lines JEC and announce club members' discount



Recently, Nigel Bottom, the Managing Director of the Witham Group who specialise in lubricants and paints visited the South Lincs region. During the talk, they gave the region as fascinating insight into their modern and classic lubricants for engines, gearboxes and brakes. Following this very successful evening Witham are now offering JEC members a 20% discount using code 'JEC' on their website.

Also, they are offering one lucky winner a **£50 voucher** to use across any of their extensive range of products by answering the below question:-

In what year did the original Witham business start trading?

Answers to be emailed to andy.webber@jec.org.uk and the winner will be announced next week.

[See the product range here](#)

NEW HEATED IBC JACKETS SET TO SAVE ENERGY USAGE

As we strive ever further to reduce our Group's environmental impact, we are starting to take our bulk additive in IBC's rather than into a constantly heated tank. The lagged & heated tanks we currently use are quite inefficient. They also create the situation where we are heating the entire tank volume regardless of the actual size of the contents.

We have successfully trialled, using heated IBC jackets, to only heat what we are going to use imminently, rather than keep 10 tonnes of product at 50°C all the time.

The impact and savings will be substantial, as the 3 heated tanks use around 5,500 kWh of electricity each month to run.





LITTLE GREENE PAINT ADDED TO OUR EXPANDING DECORATIVE RANGES

Little Greene®
— PAINT & PAPER 1773 —

We are now pleased to be offering the Little Greene paint range, which is an independent, British paint manufacturer, committed to the environmentally responsible production of high-quality paints and wallpapers.

A family-run business, with their own factory near Mount Snowdon in North Wales, they are the only British paint maker still producing a complete range of traditional and modern finishes.

Their environmentally-friendly paints and wallpapers are amongst the highest quality available. They use the finest natural, organic and safe synthetic pigments, giving superb depth of colour, high covering power and the long life expected from modern paints.

The Little Greene 'Intelligent Paints' range is water based, quick drying, child safe finishes for use throughout the home. Traditionalists will favour their classic, long lasting oil based paints, which use naturally occurring vegetable oils to significantly lower the use of solvents.

This new range is in addition to the other high quality brands that Witham now offer, including the 'Elle Decoration by Crown' range with a choice of over 60 colours, and the popular Fenwick and Tillbrook range, which is all manufactured in the UK and their packaging is fully recyclable.

If you would like to order colour cards or sample pots from any of our decorative paints range, please call the Soham Trade Decorative Centre on: **01353 723373**



NEW OSMO WOOD REVIVER POWER GEL



"A biodegradable wood reviver designed to restore the natural character and colour of sun and weather damaged wood"

Also recently added to our woodcare range is the new Osmo Wood Reviver Gel, which is a powerful treatment that restores the natural characteristic of greyed, weathered wood. It revives the fresh warm tones of the wood, with an easy to use but effective gel.

Its both odourless and biodegradable and should be very popular with customers wishing to revive and nourish their natural wood structures like cladding and decking and outdoor furniture.

This is another new addition to the popular Osmo range of wood care products, which we supply. Osmo is ideal for products for interior worktops, surfaces, doors, and floors as well as exterior protection oil for windows, doors, fencing and cladding.



For more information about the new Reviver Power Gel or any of our Osmo Range, please visit our website or call our Soham Trade Decorative Centre on 01353 723373.

NEW

CALCIUM GREASE PRODUCT LAUNCHING IN 2023

We are introducing for 2023 a new Extreme Pressure Multi-Purpose Grease, that is made with Calcium and NOT Lithium. Lithium is a precious global resource, and the extraction process has quite a damaging effect on the landscape. Qualube Extreme Pressure MP2 Grease is an anhydrous calcium thickened lubricating grease based on a mineral oil, and which has excellent adhesion and water resistance. Calcium is in much greater abundance as a resource across the globe and has a much less harmful extraction process. The grease contains antioxidants, corrosion inhibitors and EP/AW additives and the thickener, together with the special base oil blend, makes the product ideal for the lubrication of medium loaded bearings and in wet and corrosive environments.

- High quality, multi-purpose grease
- Excellent adhesion and water resistance
- Ideal for industrial and automotive applications
- Suitable for a wide range of plain and rolling bearings.



For more information about our grease range please call your local depot or visit our website: withamgroup.co.uk



PROLAN SUCCESS IN THE SEA



In the North Norfolk village of Brancaster Staithe, a 100 metre long chain is laid on the gravel harbour tide line for tender boats to safely attach to stop them floating away. The chain is padlocked at both ends at the start of the summer season in April, and then the whole chain and padlock is removed at the end of October.

The local Brancaster Staithe Harbour Users Association, Brancaster Staithe Sailing & Powerboat Club, The National Trust, and Natural England all have use and responsibility for the Harbour and the Chain.

When the chain was laid at the start of 2022, the padlocks were covered in a coat of Witham Prolan Heavy Grade, in a hope the padlocks could be opened and reused. In the past, each and every year, the padlocks have had to be cut off using a disc cutter and disposed of because they have corroded or have seized up.

After more than 7 months of being exposed to salt, sea water, sand, mud and rain and being laid on the gravel floor of the harbour, the padlock, with one turn of the key, opened successfully first time and will be used again next year with another coat of Witham Prolan Heavy Grade being applied.



Cow Shed Conversion Gets A WOCO Barn Paint Makeover

A long time Witham customer, Nigel Fellingham, who is a Norfolk farmer, has recently given his house a makeover using our Woco Barn Paint.

Formerly a cow shed, the building was painted in Suffolk Black and the results look fantastic. As a farm they've been using Witham's oil and paint products for over 80 years.

Nigel Fellingham, who is now in his 80's, remembers using our products when he was a young boy, when the building was still being used as a cow shed!



CLASSIC DAVID BROWN CROPMASTER GETS THE SUPERCOTE TREATMENT!



THE TRANSFORMATION AFTER SUPERCOTE PAINT

One of our farming customers bought this David Brown Cropmaster tractor brand new, back in 1951 and sold it later in life. He recently managed to track it down and renovate it over 60 years later. To do this, he used our Woco Supercote Red Oxide Primer and Woco Supercote 'David Brown Hunting Pink'. The customer is very pleased with the result and has displayed it on the farm in pride of place.



THE CROPMASTER ARRIVES



PRIMED & READY FOR THE TOP COAT



HOLLYWOOD CLASSIC TRUCK REPLICA USES QUALUBE

R&R Classic Trucks PF Gainsborough contacted us to review what lubricants were required for a Mack truck. American trucks in this yard aren't uncommon, but we were a little surprised to see this particular one.

It is a Mack RS700 series that has been built as a replica of the truck from the 1978 film 'Convoy' which starred Kris Kristofferson. Besides a full lubrication service, there are a few other small details to address, before it hits the show scene next year.



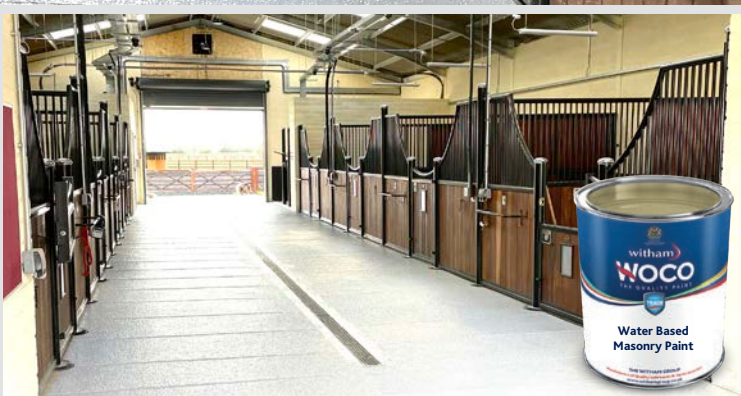
Retirement Livery Stables Given A Woco Refresh



An equestrian livery yard asked us to visit their site and advise which paint products to use for a refresh of their livery stables.

After inspection, we recommended the products Two Pack Epoxy Acrylic Floor Paint (TDS 622 - BS00A05) for the floor and Water Based Masonry Finish in Magnolia (TDS 634) for the block work.

The finished paintwork has transformed the stable block, making it look clean and fresh ready for the winter.



Expansion of Severn Trent Green Power

SEVERN
TRENT

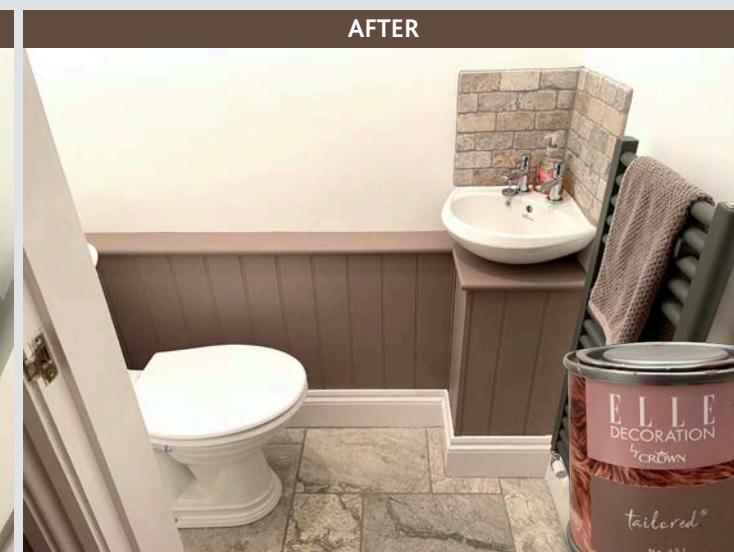
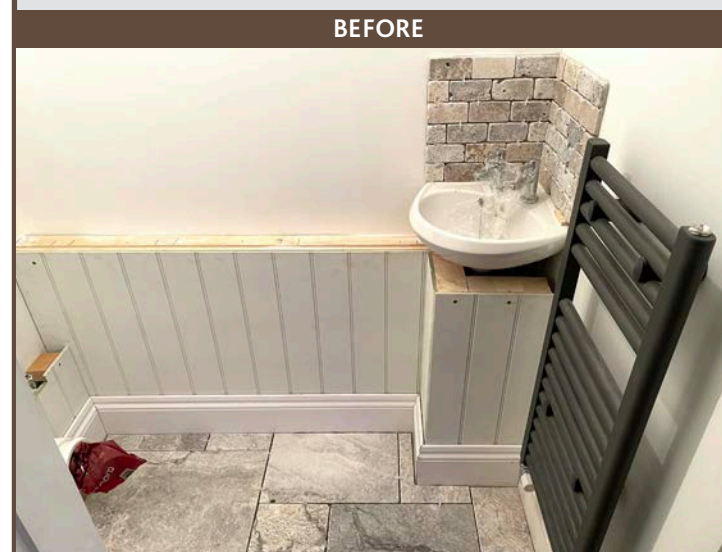
We are proud to support the expansion of Severn Trent Green Power, who have just added another site to the group, in Ardley, Oxfordshire. This is a green power site responsible for the processing of 35,000 tonnes of green waste a year at this depot. They are using mainly Volvo loading shovels (running on Witham fluids) working 7 days a week to get the job done.

Severn Trent is the largest producer of renewable energy from food waste in the UK. They provide sustainable recycling solutions through their award-winning network of facilities across the Midlands, South Wales, and London. They have chosen to work with Witham Group as a supplier because of our sustainability focus and carbon neutral status.



Customer On A Roll With Home Improvements

A customer sent in these pictures of their recent home paint job using the new Crown Elle decoration paint range. The customer has redecorated her downstairs toilet using the colour 'Tailored', making the space look more alive. She commented "it covered extremely well and has a great finish, we're very pleased with it." From the pictures she has provided it's safe to say that this paint can make anywhere in your house come back to life with a perfect finish!





Tank & Pipework Refurbished

Blue Sky Engineering and Solutions Ltd, who are an independent refrigeration, air conditioning and electrical engineering company based in Lincolnshire and a long term lubricant and paint customer of Witham Group, Lincoln, recently purchased a quantity of Woco Supercote Gloss Nuffield Orange paint and refurbished a customer's tank and pipework installation.

Managing Director, David Baldwin, said Blue Sky Engineering and Solutions Ltd offer a high-quality service in commercial and industrial refrigeration, air conditioning and heat pumps; as well as offering electrical engineering services in the refrigeration sector. They work with their customers to identify their needs, ensuring the best possible service, reliability, energy efficiency and value. Following a technical appraisal by the Lincoln depot, around which paint process to follow, Blue Sky Engineering and Solutions Ltd carried the work out and were incredibly pleased with the results, as were we and their customer.



New Holland Showroom Refreshed In Millennium Blue

Burdens Group New Holland, formerly Lincolnshire Motors, wanted to refresh their showroom floor at Louth. Their colour choice obviously had to be New Holland Millennium blue, in our floor paint Koverflor type F. They have been very impressed by the ease of application of the paint, as well as the finish in the showroom, which looks very smart as you can see.



BULK STORAGE TANKS INSTALLED AT HAULAGE BUSINESSES

We have recently installed two sets of bulk storage tanks for lubricants at our customers Burgess & Walker, a haulier in St Ives, Cornwall, and Tompsett Growers, a family run, root crop growing business, based in the Cambridgeshire Fens. After an initial assessment of all the clients needs, we provided colour coded tanks, labelled with the different product names and their applications. These tanks help tidy up and organise the workshops. They help avoid oil contamination and improve the environment by using less packaging, whilst providing important health & safety requirements for lubricant storage.

If you have any questions about the storage of your oil or would like to talk to someone about installing Bulk Storage Tanks please call your local depot or visit our website.



Tompsett Growers



Burgess & Walker

NEW QUAD BIKE OIL GIVES OUTSTANDING PROTECTION & PERFORMANCE

Quad Bike Engine Oil 10W-30

Qualube MCEO 10W-30 is a dedicated 4T motorcycle engine oil suitable for both water and air cooled motorcycles and All-Terrain vehicles (ATV's) such as quad bikes. Manufactured to the JASO T903: 2011 MA2 specification, this product provides outstanding protection and performance for a variety of vehicles in all sorts of conditions. Generally ATV's run at higher speeds, outputs and higher temperatures, hence higher lubricity performance is vital to reduce metal to metal friction and heat generation so providing better operating temperatures. Call us today for more information.



ANTIFREEZE & COOLANTS



WHY ARE THEY SO IMPORTANT?

As winter looms, antifreeze and coolants prices could be set to rise due to the rising cost of raw materials. The weather is an unknown factor but as we head into winter, cold spells will lead to increases in demand which will inevitably put pressure on tightening suppliers. We have tried to mitigate this uncertainty by securing a good early rate on orders to ensure there is enough supply at the best price for our customers.

Our new enhanced antifreeze and coolant range includes products for all types of vehicles (automotive, heavy duty and classic) to protect engines from frost damage, overheating and corrosion. We have also added 3 new products this year:

An engine's coolant has a demanding job. It needs to be able to withstand freezing temperatures to avoid the risk of turning into a solid, which could cause internal damage to the engine such as fracturing a waterway and causing it to leak.

During the summer, it needs to maintain the engine's temperature to ensure it doesn't get too hot, along with help from the radiator and a mechanical or electric cooling fan. The coolant also needs to prevent internal corrosion of the engine, which can otherwise result in porous waterways and a build-up of silt that can block outlets and the water pump.

As Witham's technical director Mick Kenyon explains: "Coolants are made up of a combination of finely balanced additives that each have a specific role in the quality of the product. Water acts as the main heat-transfer fluid moving heat away from the engine block. Monoethylene Glycol (MEG), an organic compound, is added as it also provides heat-transfer but most importantly it lowers the freezing point and raises the boiling point of the water. Without MEG or a similar organic molecule, coolant would freeze readily and subsequently damage the engine."

Water and MEG on their own would be corrosive to metals within the cooling system, such as cast iron, aluminium or solder. That means rust would quickly block the cooling system and overheating would occur. "Additives are used to prevent corrosion," says Kenyon. "In the case of the Qualube Universal

Blue this is an example of an inorganic additive technology product (IAT). This means that the chemicals that protect against corrosion are inorganic in nature, such as borates, silicates and nitrates. Inorganic chemicals are mined from the earth and refined. IAT is a tried and tested classical method for protection."

Most classic cars from the mid-1990s or before use a blue-coloured coolant (also called anti-freeze). Later and more modern engines can use a longer-lasting silicate-free, organic acid technology (OAT) based coolant. There's also some confusion over the colour of coolant and its lifespan. For instance, blue-coloured coolant is generally regarded as lasting for two years before it needs changing, whereas pink-coloured coolant lasts for six years. But as Kenyon warns: "This is broadly true but colour is purely cosmetic and gives no indication of the technology or quality of the product. I would be wary about making decisions based purely on colour."

Renewal intervals

The recommended intervals for changing coolant appear to be around two years for blue-coloured coolant and six years for pink. However, it's worthwhile testing the freezing and cooling capacity of the coolant at every service interval (at least once a year) to check its condition. This can be done with a simple anti-freeze hydrometer that costs from around £10 upwards from motor factors and tools suppliers.

While checking the coolant, it's also worthwhile checking over the cooling system of the engine, by squeezing hoses to look for perishing, inspecting all connections for traces of leaks (eg residue) and looking around the radiator for similar leaks. Hose clips should be sufficiently tight to prevent leaks, but Jubilee clips and similar clips must not be over-tightened as they can cut into the rubber and create a leak.

A pressure cap may be fitted on the top of the radiator or onto an expansion tank. It helps to raise the boiling point by an additional 25°C by increasing the pressure in the cooling system as the engine warms up (the higher the pressure, the higher the boiling point). "The boiling point of coolant is dependent on the ratio of concentrate to water that is used," explains Kenyon. "Typically this is a 50-50 mix and will have a boiling point of around 110°C at atmospheric pressure." By increasing the pressure in the cooling system, the boiling point can be raised.

The pressure in the coolant system of an engine is released when the engine is switched off and left to cool down. This is the job of the pressure cap, which has a spring and valve on the underside to control the pressure.

Renewing Coolant

The general aim of renewing engine coolant is to remove the old liquid and refill the system with a fresh mix of anti-freeze and coolant (pre-mixed coolant is also available). The ratio of water to anti-freeze varies, depending on the desired freezing capability you need – the greater the proportion of anti-freeze, the lower the freezing point, although as Kenyon warns: "I would always recommend the use of deionised or distilled water for dilution, this is what comes in the premix product. The products are designed to tolerate dilution with hard water but if the water in your region is especially hard there could be a greater tendency for silt formation."

Make Sure You Get The Right Product

As explained earlier, coolants offer different technologies specifically for classic cars, hybrid, modern passenger cars, right through to racing vehicles, as well as farm machinery, plant and off road equipment, lorry fleets and . What is vital is to get the right coolant for the right type of vehicle.

Our new extended range of Antifreeze and Coolants features six different product choices – suitable for older and modern vehicles, whatever the type, all recommended by OEM's and complying to the latest technology requirements.

NEW PRODUCTS ADDED TO OUR ANTIFREEZE & COOLANTS RANGE



QUALGUARD VCS COOLANT

(YELLOW HEAVY DUTY)

- Ethylene glycol-based engine coolant concentrate
- Uses OAT technology
- Suitable for year-round use
- Free from nitrites, amines, phosphates, borates and silicates
- Exceeds the requirements of BS 6580 -2010 and ASTM d-3306 Type 1, meeting the requirements of most other vehicle manufacturers.



QUALGUARD HD5X COOLANT

(HEAVY OR LIGHT DUTY)

- Blue/green ethylene glycol-based coolant concentrate
- Formulated for optimum performance in heavy duty diesel or light duty engines
- Uses a superior silicate stabilisation technology to eliminate the formation of silicate gel and offer excellent corrosion protection all year-round
- Includes an additive that prevents the formation of scale from hard water.



QUALGUARD PREMIUM BIO MPG COOLANT

(BIODEGRADABLE/NON-AUTOMOTIVE)

- A biodegradable "Green Alternative to Traditional Antifreeze", based on glycerine, a natural material from a renewable bio resource
- Readily biodegradable to a biodegradation of 99.0% (OECD 301E)
- Free from nitrites, amines, phosphates, borates and silicates
- Ideal for caravans (static and mobile), holiday lodges, motor-homes and environmentally sensitive winterisation storage to give protection against freezing conditions, deposit build up and corrosion.



For more information call your local depot or sales executive if you are not sure which antifreeze or lubricant is right for you, or visit our website for more details and try our online coolant finder: withamgroup.co.uk/shop/antifreeze-products

SPECIAL WINTER DEAL

SECURE YOUR STOCKS AND PRICES NOW!

ORDER 50 LITRES OF ANY ANTIFREEZE PRODUCT AND...

Get 5 Litres of Screenwash & an Ice Scraper **FREE**

ORDER 75 LITRES OR MORE AND...

Get a 5 Litre of Screenwash, De-Icer & an Ice Scraper **FREE**



WITHAM BACKS BRITISH FARMING



Witham has been supporting our British Agricultural Industries for over 100 years and in a changing climate we are proud to be helping our farming customers whatever the size or diversity of their business. We are proud to be working with our suppliers on providing the latest technology to produce products that help serve the agricultural community in the modern world. Here we take a look at why we are Backing British Farming and have been helping to promote one of our country's greatest assets...

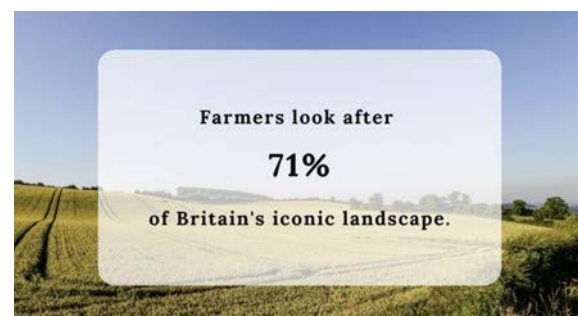
FARMING DEMANDS ARE CHANGING

We are at a pivotal time for the future of farming and the food on our plates. Nothing will determine this more than how the Government shapes trade deals with the EU and other countries around the world. Against a background of rising fears about fossil fuel prices, energy security, and climate change, there is increasing awareness that farmers have an important role to play as custodians of the British countryside and wildlife. DEFRA and the British Government now offer schemes which are aimed at working for farm businesses, food production and the environment. Financial payments are now available for strategies such as the improvement of tree health or animal health and welfare, to improve soil health, better manage and create better wildlife habitats, woodlands, wet areas and improve flood risk and water pollution.

WHY BACK BRITISH FARMING?

Food produced in the UK is produced to some of the highest animal welfare and environmental standards in the world. We have very robust levels of traceability which enable consumers to buy British food with confidence. British farmers are incredibly proud of the standards they produce food to, and consumers have made it clear they want these standards to be maintained, with more than one million signing the NFU's food standards petition.

We believe it is crucial that any food allowed into this country should be produced to the same high standards, otherwise British farmers will be competing against imported food produced in ways that would be illegal in this country.



BRITISH FARMING HAS SO MUCH TO OFFER

British farmers are world leaders in so many areas, from protecting and enhancing the environment to animal welfare and sustainable food production. But they also have a key role to play in tackling the challenges of climate change and providing further public goods like protection from flooding. Here are some interesting facts about British Farming (Source: NFU)

- For every £1 invested in farm support, farming delivers £7.40 back to the economy.
- **British Farming spends £15.3 billion on goods and services.**
- Agriculture provides around 475,000 jobs directly, as well as supporting a further 30,000 jobs through procurement activity benefiting other sectors of the UK economy
- **Agriculture plays a vital role providing 61% of the raw materials for the wider UK agri-food industry which is worth around £108 billion of Gross Value Added to the national economy and provides over 3.7 million jobs. The agri-food sector as a whole generates around £18 billion of gross export earnings for the UK each year.**
- Farming plays an important role in managing the environment of over 70% of the UK's land area. The overall value of these habitat and species protection services is estimated to be worth around £672 million each year.
- **The quality of the UK's farmed landscape provides recreational opportunities enjoyed by millions of people each year. Overall, an estimated 3.7 billion day visits are made by UK resident adults to the countryside each year.**
- The countryside is an asset important in attracting overseas visitors to the UK. Visit Britain estimate that about 20% of international visitors visit the countryside during their stays. This tourism is estimated to be worth at least £2 billion per annum to the UK economy.



HOW WITHAM GROUP IS HELPING

As a proud UK Manufacturer and reputable supplier of oils and lubricants to the British agricultural industry, Witham Group is committed to helping support high standards of operation and making a real difference to customers own supply chains by offering a unique package of sustainable credentials. In turn agricultural businesses are able to improve their own environmental objectives and goals and help join the journey for better food production and countryside for us all to enjoy. Witham have developed a growing range of award winning, biodegradable oils to non toxic and environmentally sensitive products, all designed to help reduce environmental impact, engine emissions and to improve fuel economy, as well as products which are safe for our natural countryside, wildlife, farm land, forestry, waterways and food production areas.

Witham is unique with its development of our Ultrasound based, carbon neutral blended lubricants, which means we supply products that have been made with the lowest use of energy, time and carbon usage available. Our latest products help reduce wear and tear on engines and machinery and we offer standard low impact packaging and safe and clean oil storage solutions.

We also support, and are heavily involved with Young Farmers Groups throughout the UK, Agricultural Societies, Buying Groups and Cooperatives, Game, Wildlife and Conservation Associations, Agricultural Shows and Events, Rural and Farming Support Networks and Green Tractor Schemes to name but a few.

Witham Group is working closely with all our agricultural partners, helping raise awareness, offering sponsorship and fundraising, promoting and informing customers of the latest innovations to help British Farming achieve its goals and maintaining the highest standards of operation in the world.





OUR ENVIRONMENTAL PROGRESS CONTINUES...

Despite the huge range of products being manufactured and supplied by us, our aim is always to operate within a climate of excellence, not only in terms of service and procedures for customers, but also for systems of product manufacture, the welfare, health and safety of all of our employees and those people affected by our activities. We aim to operate with corporate care and social responsibility. In an industry where traditionally additives, chemicals and fossil-based products are essential to the manufacturing process, we have challenged ourselves to ensure, wherever possible, the environment is at the heart of our activities. We are working extremely hard to create a "greener culture" within our business.



At all levels, and within all functions of the Group, we are committed to continual improvement of our management systems and enhancement of our environmental performance. This policy, with its goals, aims and objectives, has been established to reflect our determination to ensure that wherever practically possible, our activities including purchasing, manufacturing, distribution, waste generation and disposal, will minimise the effect on the environment and prevent pollution. Reviewed at regular intervals and on the agenda at Board level and throughout the business, we strive to continually improve all areas of our activities and the impact we have on the environment. We will always comply with relevant environmental legislation and industry codes of practice as well as any other compliance obligations, as a minimum level of performance.

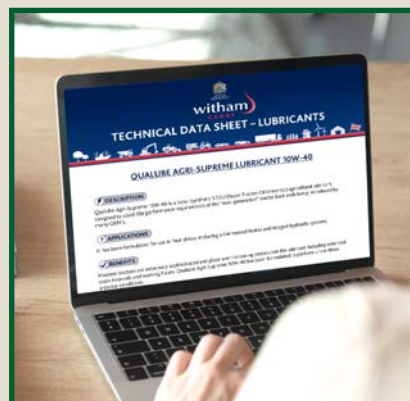
This year we set out 4 main objectives for the business to achieve and work towards, to continue on our journey to improve as much as we can. Here we review how we are getting on so far for 2022:

1 OBJECTIVE:

To eliminate paper as much as possible in all our internal processes using hand held digital devices, only sending one delivery note copy & more efficient label printing.

UPDATE: ✓

So far, we have reduced our standard use of paper for general communications, invoices and statements and credit application forms by over 60%. We are continuing to contact customers who received printed versions of these documents to get up to date email addresses to transfer more over in the future. Implementation of our new ERP System will also eliminate hard paper copies as all products to be prepared will be displayed digitally.



2 OBJECTIVE

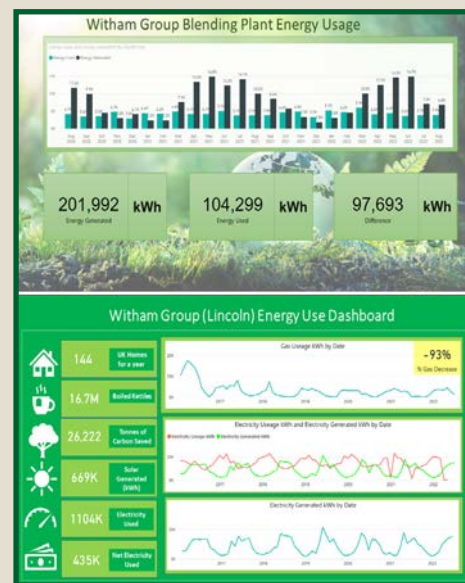
Further invest in energy auditing equipment once new offices are complete in an effort to move further towards a totally carbon neutral site.

UPDATE: ✓

We are continually monitoring the use of our energy and the savings we are making with both our ultrasound blending processes and general carbon use in the factory. According to our energy dashboard which records our energy use, we have reduced the amount of gas usage by over 93%. We are also working with the UEIL – Union of the European Lubricants Industry - to measure and account for, and reduce, the carbon footprint of their activities (corporate carbon footprint) and products (product carbon footprint). We have a new Self-Assessment spreadsheet tool to complete with documents, measures and calculates the Carbon:

- Created by our own organisation
- Generated by energy consumption e.g., electricity
- Created by our suppliers, raw materials and other activities within the business such as travel, waste disposal etc.

We will be working towards being able to specifically measure each KG or CO₂ produced compared to each KG of lubricant blended.



3 OBJECTIVE:

To move our grease range to a non-Lithium based alternative to both free up this resource for electrification as well as reduce the overall carbon footprint of the grease production.

UPDATE: ✓

We are launching for 2023, a new Calcium based Extreme Pressure Multi-Purpose Grease, that is made with Calcium and NOT Lithium. Lithium is a precious global resource, and the extraction process has quite a damaging effect on the landscape.

Qualube Extreme Pressure MP2 Grease is an anhydrous calcium thickened lubricating grease based on a mineral oil. Calcium is in much greater abundance as a resource across the globe and much less harmful extraction process. The grease contains antioxidants, corrosion inhibitors and EP/AW additives and the thickener, together with the special base oil blend, makes the product ideal for the lubrication of medium loaded bearings and in wet and corrosive environments.

The lubricating grease has excellent adhesion and water resistance. This is a high quality, multi-purpose grease that can be used in both industrial and automotive applications and is suitable for a wide range of plain and rolling bearings.



4 OBJECTIVE:

Promote the invention of carbon neutral blending process to the lubricant industry.

UPDATE: ✓

Blendtek Solutions, which showcases our Ultrasound Blending innovation, has been highly visible this year. We have helped update their website and produce a presentation to the UKLA in London and UEIL in Athens at their sustainability conferences, promoting the benefits and savings of this ground-breaking innovation for the lubricant industry. We have submitted articles to LUBE Magazine and also helped promote to through Lubes & Greases Magazine, as well as it being part of our factory tour presentations to car clubs, agricultural groups, engineers and distributors.



WITHAM'S SUSTAINABILITY EFFORTS GETTING NOTICED...

As you will have read - sustainability is very important to us, and it's clear it is also important to our customers, as more and more people are looking for 'greener' suppliers, our efforts are getting noticed...

Our progress has been featured in various customer and group member newsletters, including the Royal Warrant Holders Association, Mole Valley Farmers, Anglia Farmers Magazine, Lubes and Greases Magazine and the Woldmarsh Buying Group bulletin.



KEN & CO WHEN THE SIDECAR BUG BITES

David Brown has held a passion for Scooters since being a teenager, but by chance a Sidecar came up for sale following an unexpected accident and now, over 50 years later, we hear his own story of his Sidecar adventures that has gripped him ever since...

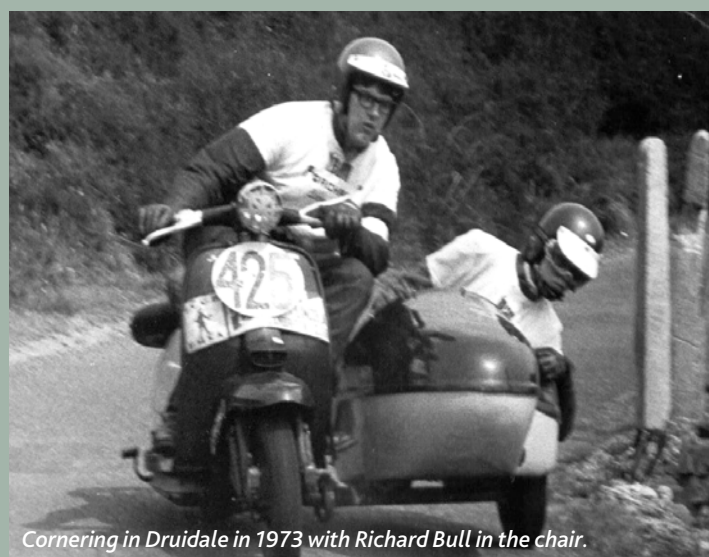
It was the summer of 1969 and our club, Lincoln Poachers SC, was at some rally or other as we were most weekends and I was wandering around looking at the scooters. Amongst the SX's and GP's was an old series 1 with a sidecar; it was the first time I had seen one close up and went to have a better look. It was love at first sight, I was like Mr Toad was when he saw something new. Then like all teenagers other things came up and I had almost forgotten about it until one night at a weekly meeting at the Grantham Newtonians SC the subject came up because one of the club had an accident with his newly fitted sidecar.

Apparently he had gone around a bend, lost control and put the scooter and sidecar in a ditch with his girlfriend in the chair. To cut a long story short he took the sidecar off and I bought it from him. The sidecar body needed a lot of fibreglass and re-enforcing to get it repaired, also the seat was missing and some of the suspension. I sprayed it, and an old series 2 that I had fitted series 3 bodywork to, green and yellow and fitted an SX 200 engine from an insurance write off in it. I enquired at a local motorcycle shop about fitting the sidecar and they gave me a rough idea as to setting it up, no internet in those days and it was not a good idea to ask someone with a motor bike! I had met Jenny Stevens and her husband who had been scooter sidecar enthusiasts at a rally who were very helpful with advice and some parts.

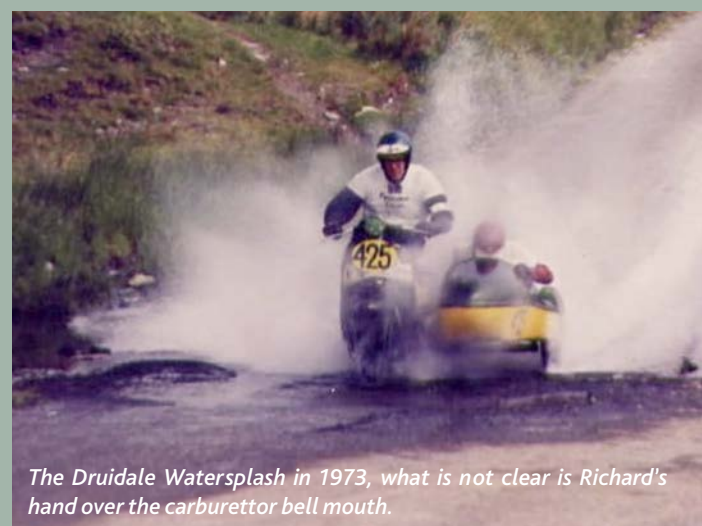
So come spring of 1970 I was ready for my first trial run, not far, just up and down the street a couple of times with no problems. Then round the block, the first corner was fine because I had to stop but the second was just a left

turn. The sidecar wheel came up, I panicked and braked. The scooter veered off to the right fortunately the road was wide and in those days traffic was light. No damage but a valuable lesson never brake on a left-hand corner and get some ballast in the sidecar. A 4 stone iron weight provided the ballast. I did thousands of miles with that sidecar outfit touring on the continent twice and entering the Isle of Man Rally 4 times from 1971-74. In 1971 me and my passenger Dave Bishop had a close encounter with a drystone wall on our last run over Druidale and bent the forks under the frame.

In 1973 I had a new passenger named Richard Bull and we did really well, see photograph, winning the Full Day Trail (the first combo ever to do so), Sidecar Champion, 1st in the sidecar class in the Druidale speed trial and 3rd overall for the Rally.



Cornering in Druidale in 1973 with Richard Bull in the chair.



The Druidale Watersplash in 1973, what is not clear is Richard's hand over the carburettor bell mouth.

I continued to use the combo throughout the 1970's but then as often happens other things become more important and my scooters took a back seat and then in the mid 1980's my parents decided to move to a smaller property without an enormous outbuilding for my scooters and the mountain of 'bits' so I had to sell up. It was not until the Euro Rally in Lincoln that my interest in Lambrettas was re-kindled. This coupled with more spare time and cash had me hankering after a scooter again.



Richard and myself with our haul of trophies from 1973.

So in 2013 I bought a Italian import Lambretta series 2 from Scooter Emporium and I was on the road again. Then it was just a matter of finding a sidecar and after restoring the scooter and spraying it and the sidecar green and yellow it is now on the road. I am now experiencing the sheer pleasure of sidecar riding or perhaps it should be driving again and it's great.



The latest outfit at the Carole Nash Classic Motorcycle and Scooter Show in January 2014, with a high commended rosette.

The scooter and sidecar have seen over 60,000 miles travelling around the UK to rallies or just for pleasure. This includes 3 Derby 150 rallies, a 150 mile jaunt around the Peak District and a couple of Coast to Coast rides. I had a couple of successes at custom shows, one being the Best Classic Scooter at the Kustom Kulture Blastoff at the Lincolnshire showground in 2019. This was the first 'outing' for Ken, my silent passenger.



Derby 150 2017 near Chatsworth House.

The other success was at the Carole Nash Winter Classic Show for motorcycles and scooters recently at the Newark Showground in 2020.

My association with the Witham Group goes back to their days in Webb Street for tractor oils and paint and more recently their kind sponsorship with oils for my scooter and I hope the sidecar bug that bit me all those years ago will stay on for many more years to come.



Success at the Carole Nash Winter Show at Newark Showground in 2020



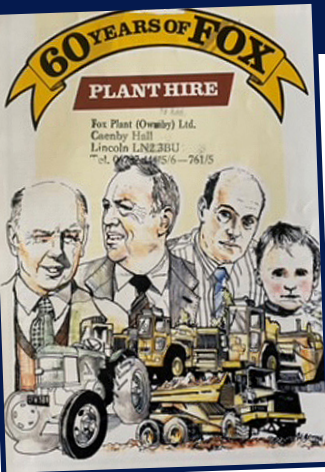
Best Scooter Display at the Carole Nash Motorcycle and Scooter Show 2022.

"OUR CUSTOMERS CAN SURVIVE WITHOUT US BUT WE CAN'T SURVIVE WITHOUT THEM"



Adam Fox is the MD of Fox Owmbly - Civil Engineering and Earthworks Contractors and a fourth generation thriving family company, which has grown sustainably since its creation in 1929.

Today, Fox operates across the UK from their head office based at Caenby Hall in Lincolnshire and here, Adam tells us more about their history, growth and challenges of the present day.



The business was established in 1929 by my Great Grandfather Harold Fox. We initially started as Agricultural Contractors around Lincolnshire. This developed when my Grandfather, Gordon Fox, became Managing Director in the 1960's with construction activities such as building reservoirs, roads and working on gas pipelines. My father, Stephen Fox, then expanded the business into the quarrying market and we now work for all the major brick and aggregate manufacturing companies across the country. He also brought in a Director to expand and develop the Civil Engineering arm of the company in 1991. As well as working in the areas that my predecessors established, we have recently developed the Aggregate and Transport side of the business in the last three years.

WHAT DO YOU DO?

I am the Managing Director with overall responsibility for the company, working very closely with our other Directors on the day to day running of the business. All the Directors maintain direct involvement in all aspects of our projects, working with the project team to maintain a positive and collaborative approach to ensure successful delivery.



WHAT SECTORS DO YOU OPERATE IN?

We now work in several sectors from highways to water, quarrying to energy and waste. In the growing renewable energy sector, our work has included infrastructure for wind turbines and geothermal energy and full site construction for anaerobic digestion and biomass plants including construction of large underground storage tanks.

We have a long track record in the traditional energy sector. This includes construction of exploratory sites for onshore oil

and gas as well as construction of site infrastructure for power production sites including gas and coal.

Fox have also been providing services relating to water for the past 30 years for a range of projects including drainage systems, reservoirs, flood alleviation systems and canal works. We have been a recognised leader in the waste sector for over 20 years, undertaking landfill construction and capping/restoration works for most of the large waste companies and also for numerous chemical and industrial waste facilities. We are experienced in mineral and geosynthetic lining systems, as well as enriched soil.

WHO ARE YOUR CUSTOMERS?

We have a wide range of customers throughout Lincolnshire and the UK from blue chip companies, to small house builders in both the public and private sector.



HOW MANY EMPLOYEES DO YOU HAVE?

120, comprising of Plant Operatives, Mechanics, Engineers, Surveyors, Site Managers, Health and Safety Manager, Contract Managers and Head Office staff.

TELL US ABOUT YOUR BACKGROUND AND HOW YOU GOT INVOLVED?

From the age of three I was often found in my grandfather's car riding around the county looking at his various reservoir projects. As I got older, every school holiday I could be found working within the workshop sweeping the floor, or as a low loader mate moving our plant around the country, often away for five days at a time. At eighteen, I spent a few years away developing my skills but I returned twelve years ago and worked very closely with my father, learning the ins and outs of the business and taking on more responsibility until I was appointed Managing Director in April of this year.

WHAT IS YOUR COMPANY ETHOS?

My Great Grandfather Harold's favourite quote was 'Our Customers can survive without us but we can't survive without them' and that's the ethos that we work to, always putting our customers first.

Running a family business is addictive, especially trying to uphold the legacy of the generations that have gone before



you. Every day presents a different challenge which keeps me driven.

HOW HAS THE LAST YEAR OR SO IMPACTED YOUR BUSINESS?

The last two years have been incredibly challenging, working through the covid pandemic, along with recent rising costs across the board within our sector impacting on all aspects of the business.

WHO IS YOUR INSPIRATION IN BUSINESS?

The previous generations who have led the business and made it to what and where it is today.

WHAT HAS BEEN YOUR PROUDEST MOMENT?

Breaking into new aggregate markets was certainly a very proud moment for myself and the business but this creates its own challenges and I am extremely mindful that it doesn't distract from our core business activities. The business is going to be 100 years old in 2029, which we are all looking forward to celebrating and we are very proud to achieve this from our humble beginnings.



WHEN AND HOW DID YOU BEGIN WORKING WITH WITHAM GROUP?

We were initially customers of Ovoline and when Dennis Green moved to Witham, over forty years ago, we moved with him which started our working relationship. Its all about people and service and that is why we moved. Witham supply us with all our oils and lubricants for our machines, as well as our paints for our equipment and vehicles.

WHAT IS IMPORTANT TO YOU IN A SUPPLIER?

It is important that a supplier is reliable but also flexible to help us with the changing needs and requirements of the business. I feel it is important to work with another local family business who understands our needs and I can often be found texting Witham's Managing Director about oil or paint requirements late into the evening and you always get a prompt reply!

New Gun Oils, Cleaner & Pheasant Feeders...



ESTATE RANGE

Our knowledge of having to supply and deliver the highest performance lubricants that make a real difference to machinery application, has driven us to produce a new high-quality range of Gun Oils and Gun Barrel & Choke Cleaner, ideal for game or clay shoots, plus other firearms.

The Gun range includes the highest quality oils with an award winning, environmentally safe, biodegradable option which has outstanding lubricating qualities without all the nasties. The gun cleaner helps remove harmful deposits that can build up inside and impair the firing accuracy.



Witham Group's products are always made using the very latest technology and are designed to keep all equipment, machinery and vehicles in tip top condition and help protect the life span and efficiency of their working parts.

The new gun products are part of Witham Group's recently launched 'Witham Estate Range' - a specially curated selection of their best quality lubricants and paints, ideal for country estates, and offer the latest in agricultural oils & greases, exterior paints & woodcare coatings and products for field sports.

The range also includes new choices of pheasant and game feeders, either painted in a countryside green to help camouflage the look of the feeder drums, or a traditional blue feeder and the option of our very own top up paint for you to apply to your existing feeders to blend them in and keep them looking in tip top condition.

Nigel Bottom, Witham Group's MD and shooting enthusiast explained "Good gun care is vital to keep any shotgun or firearm performing accurately, safely, and with reliable precision. Regular cleaning and lubricating will also offer effective protection from the major issue of rust and impurities. Using the correct and specifically designed products are crucial, as general lubricators and cleaners can

be incredibly harmful to the delicate mechanisms of the gun and its wooden or plastic parts."

The range also includes biodegradable products that are safe for forestry, all waterways, and environmentally sensitive agricultural areas. Witham Group also offer an environmental alternative to conventional Gun Oil, as Nigel explains: "We are excited to be offering a unique choice of two Gun Oils in the new range which includes a Biodegradable oil derived from the highly protective and lubricating qualities of sheep's wool lanolin."



GUN OILS & GUN CLEANER

Witham Gun Oil

Is the highest quality, light viscosity, mineral lubricating oil, which offers sympathetic but powerful protection to all conventional metals, wood stocks, plus gold and silver inlays and suited to all types of sporting guns – vintage to modern. With a potent water-resistant rust inhibitor this oil is specifically developed to protect internal and external metal parts from rust and corrosion plus fishing reels and other precision mechanisms. The product will not harden or become rancid giving extra-long service. Witham Gun Oil flows freely, from a fine mist aerosol.

Witham Prolan Biodegradable Gun Oil

Witham Prolan Biodegradable Gun Oil – Witham's Prolan range is made with lanolin oil, derived from sheep's wool and is a powerful natural lubricator, water repellent and corrosion protector. Forming a long-lasting barrier, this oil has outstanding rust protection and wood preserving qualities, and yet is completely biodegradable and environmentally sensitive, so suitable for forestry, water ways, agricultural areas. It is a non-carcinogenic alternative to existing oils and can be used for many other applications found within the workshop and home. It offers a popular non-toxic, bio-degradable high performing alternative to the existing gun oil market.

Witham Gun Barrel & Choke Cleaner

Designed to deliver unparalleled cleaning ability. An ultra-effective, blend of selected purging solvents which are highly effective for removing gun powder, lead, other metals, and plastic wad from cartridge residues. The cleaner removes such items from exposed and internal metal surfaces and displaces non-visible moisture from metal pores. Due to its unique solvent ratio & propellant mix, it is a quick, super-efficient and easy to use product which penetrates rapidly and flows freely, cleaning dirt and grime from the fine mist aerosol. This Gun Barrel & Choke cleaner is also specifically designed to dry slower to ensure it removes even the most stubborn deposits.

GAME & PHEASANT FEEDERS



This 40 Litre Drum Feeder is used to store grain feed for pheasants and other game birds and also suitable for chickens. It comes with a spiral metal spring feeder attachment and is popular with game keepers for use in the release pen and throughout the estate. Available in standard blue or for a small additional charge, we offer the feeders already coated in our popular green pheasant feeder paint.

Don't Just Take Our Word For It!...

Steve Wilkinson from Wilkinson Brothers Ltd, a Lincolnshire Farmer and Game and Clay shoot enthusiast who has tried and assessed the new range said:

"I am impressed with the quality of these new products. Witham Gun Oil is easy to use and flows well from the can. It does not leave a sticky residue and keeps parts lubricated for a long time. It's a really nice gun oil that I'll continue to use to protect my guns."

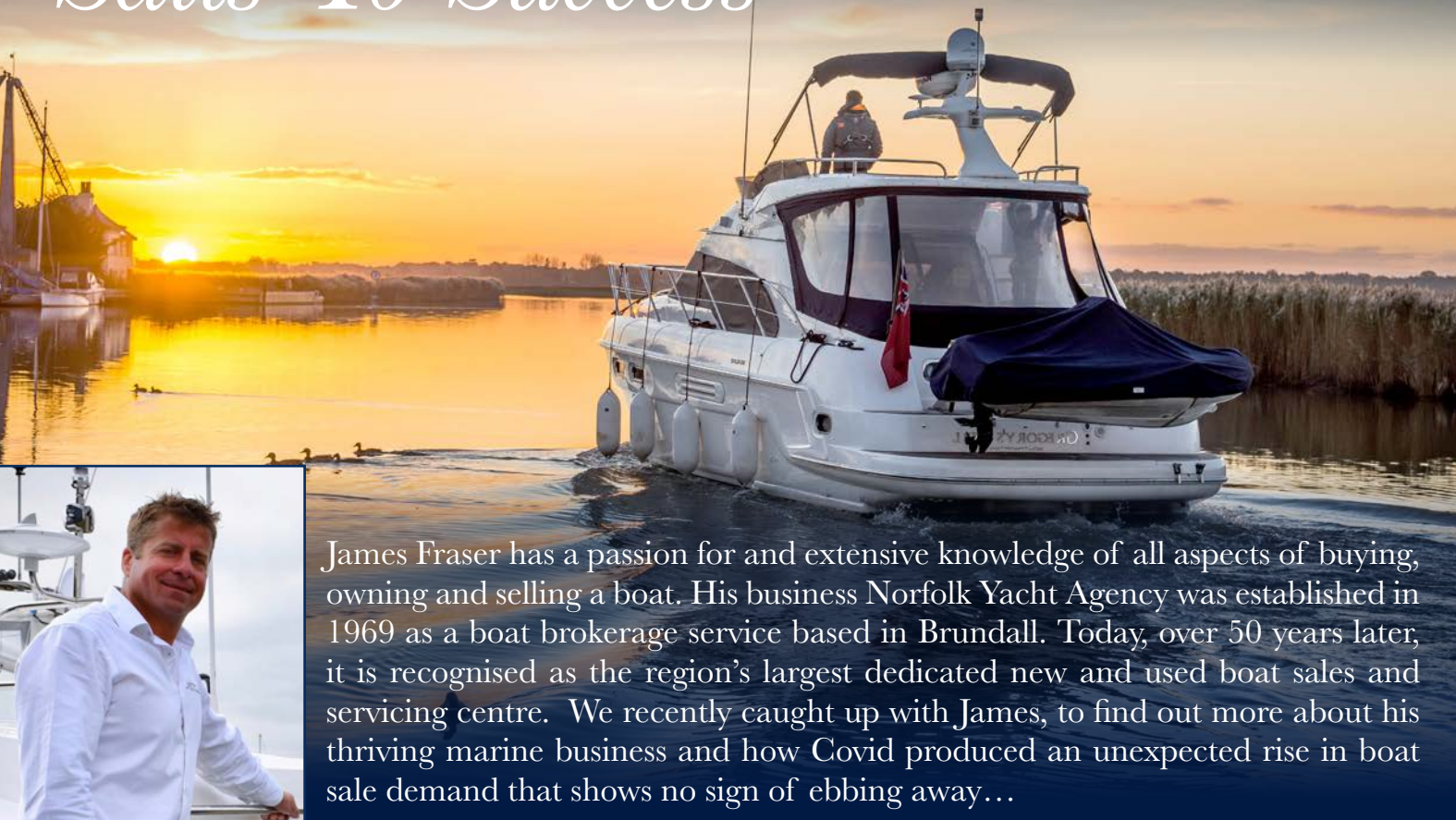
John Lee, AAA registered, Pro Shot & Baretta World Champion who also runs a well renowned shooting school, has used the gun cleaner and commented:

"Witham's gun cleaner removed a surprising amount of grime from my gun and the aerosol was easy to use and managed to get to the hard-to-reach parts. A highly recommended product."

For more information about these new gun products and the New Estate Range from Witham, please contact us or visit our website. Don't forget if you have a trade account already, you can purchase these items on your trade account terms.



Norfolk Yacht Agency Sails To Success



James Fraser has a passion for and extensive knowledge of all aspects of buying, owning and selling a boat. His business Norfolk Yacht Agency was established in 1969 as a boat brokerage service based in Brundall. Today, over 50 years later, it is recognised as the region's largest dedicated new and used boat sales and servicing centre. We recently caught up with James, to find out more about his thriving marine business and how Covid produced an unexpected rise in boat sale demand that shows no sign of ebbing away...

The History of the Company

It was 20 years after the business first started, that we opened a second office in Horning at Ferry Marina, to increase our coverage of the Broads 'Northern' rivers. This location gave us the advantage of dedicated sales moorings to display around 20 boats for sale. We have expanded this over the years and now offer 45 sales berths at Horning.

We moved to our current Brundall location at Brundall Bay Marina in 1994. This now gives us moorings for around 60 boats to sell, plus workshops and hard standing space in a beautiful parkland setting.



In 2003, we set up our own service centre to provide high quality repair, refurbishment, servicing, boat finishing and preparation services. We are able to offer effectively a 'one

stop shop' for the high-quality maintenance, refurbishment and repairs to boats, whatever their make or size.

Our expert team includes experienced marine engineers, boat builders and dedicated preparation staff. This includes Volvo, Mercruiser and Yanmar trained specialists. Our fully equipped service centre is complete with lift-out facilities, a joinery machine shop and a marine engineering workshop.

“Honesty and Integrity are key to the Growth of our Business”

In 2006, we acquired the Harbour Cruisers property in Brundall. This gave us space for 35 private moorings and new toilet, shower and laundrette facilities. We have since acquired several other sites in Brundall giving us 100 private moorings.



In 2017 we founded NYA Private Charter with the intention of letting a small number of luxury river boats for un-skippered hire. Our Private Charter Cruisers provide a relaxed boating experience, in the height of luxury. Perfect for exploring the Norfolk Broads, our charter boats, are built for the private market and finished and equipped to that standard. Our boats feature bow and stern thrusters, generators, dishwashers and Egyptian cotton bed linen, amongst other things to ensure our holiday makers get an unmatched experience from which to explore the Broads waterways and visit the historical city of Norwich or the market town of Beccles. All ideal for a great weekend away.

Our Team is the Backbone of the Firm

Honesty and integrity are key to the growth of our business. Over time our sales department, the backbone of the firm, has grown into a well-respected, highly motivated used boat dealer, buying, selling and brokering around 300 boats per year from our Brundall and Horning sites. We are also long established agents for the renowned Haines range of river and seagoing motor cruisers.



I originally joined NYA in 1989, at the age of 19 as a salesman. In 1994 I became 50% shareholder in the firm before becoming sole owner in 2003. We now have 20 staff across the sites in both sales and service.

At the Helm Everyday

My position as Managing Director of NYA gives me the benefit of being at the helm of a very varied daily routine. Normally this includes a daily briefing with the sales managers, to stay on top of the latest sales position and prospects and then a briefing with the service manager. There's also the planning of our Cruising Club trips and the collection and delivery of customer boats. I am also very often the groundsman, caretaker and toilet cleaner!

Our clients are very varied and include locals who boat on the Broads and many who boat around the UK and Abroad. Often boats arrive to us by road to be sold, only to leave again by lorry to their new homes and cruising locations. Our ethos is to provide a very high level of customer service and integrity with well-presented boats, that are honestly described. We value our hard-earned reputation very highly.

Covid-19 and an Unexpected Up-Turn

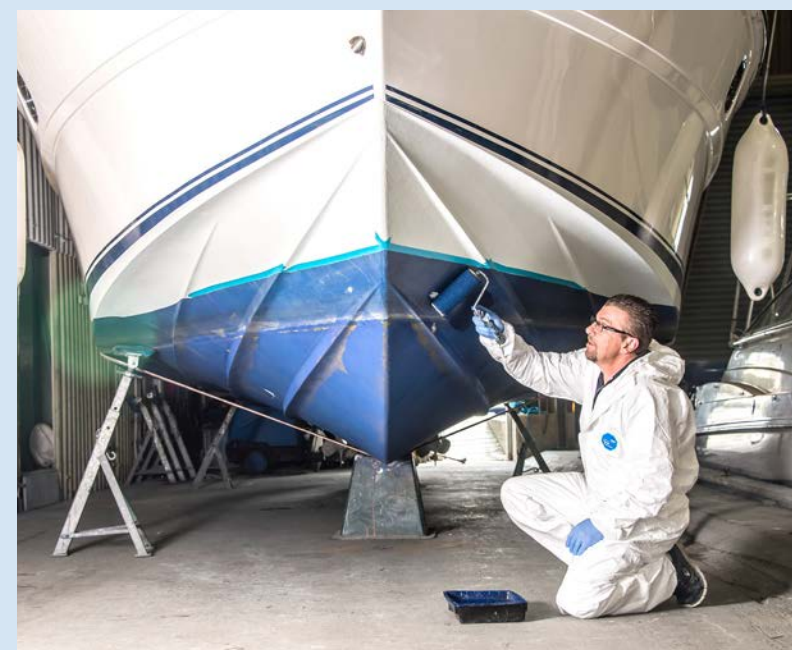
After the initial shut down due to Corona Virus, the marine industry rebounded in a way that few of us foresaw. The changes in people's leisure time activities, the inability to holiday abroad and the re-evaluation of work / life balance for many, led to a spike in demand for new and used boats, the like of which I have not experienced in over 30 years. Long after the lock downs had finished, the market for good quality boats remains very strong. Our biggest challenge has been and remains, finding enough of the right stock to satisfy recent customer demand.

Working with Witham

We began working with Witham some 20 years ago after several social events where I met the now MD Nigel Bottom, and after forging a great relationship, it seemed only right to do business as well.

From the outset, we were impressed with the reliability, service, on time delivery and the quality of all the marine and workshop products that we ordered and still do today. We use Witham wherever possible including oil, paints, coolants and antifreeze and many other useful lubes and greases that are used on our premises or in the workshop.

It is of paramount importance to us that we are correctly advised as to product specification and suitability for purpose. Witham have consistently impressed us with integrity and a determination to provide the highest level of service. It is evident that this bleeds down from senior management to the workshop floor.



The other very important aspect is the very warm hospitality provided at the regional county shows! We have very happy memories of excellent hospitality with the Witham team at the Witham Group stand over the years!

Going forward my passion for boating and business remains. I hope the interest in boating in the UK that has recently been rekindled continues and that more people enjoy the beautiful waterways of Norfolk and beyond.

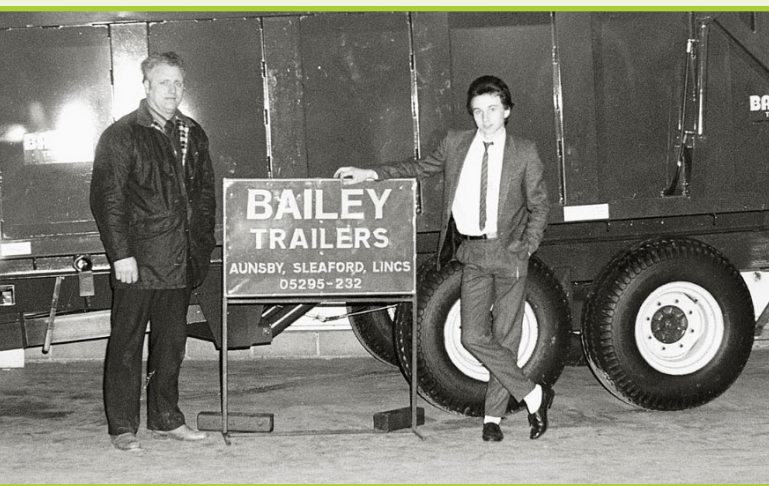


"I Just Want To Make The Business Better For The Next Generation"

Bailey is the leading brand of agricultural trailers in the UK and were established back in 1982, in Lincolnshire. Here, Managing Director, Michael Bailey shares his thoughts with us on over 40 years of the family business, the UK agricultural market and why he believes that Bailey is well positioned for the economic storm that lies ahead...

What is the history of your business?

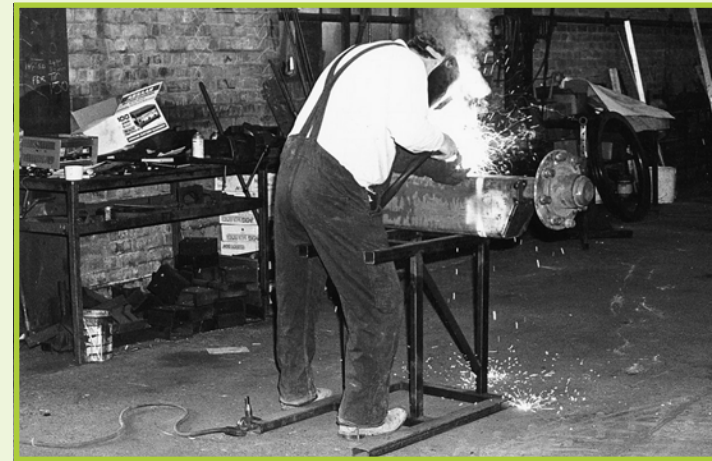
My dad, Tom Bailey started Bailey back in 1982. First and foremost we are engineers, driven by our founding principles of innovation and quality. However, farming is in our DNA too because our family once farmed in Lincolnshire.



The original design ideas came from my dad, who saw the potential for utilising his expertise to build a better trailer for local farmers in Lincolnshire. Being a welder, he knew they needed good equipment which lasts. We wanted to create a trailer like a sealed unit, with no leaks and with strong welded panels that would suit their needs. Being engineers, we were able to design and make the first trailer to a specific robust standard that had not been seen before.



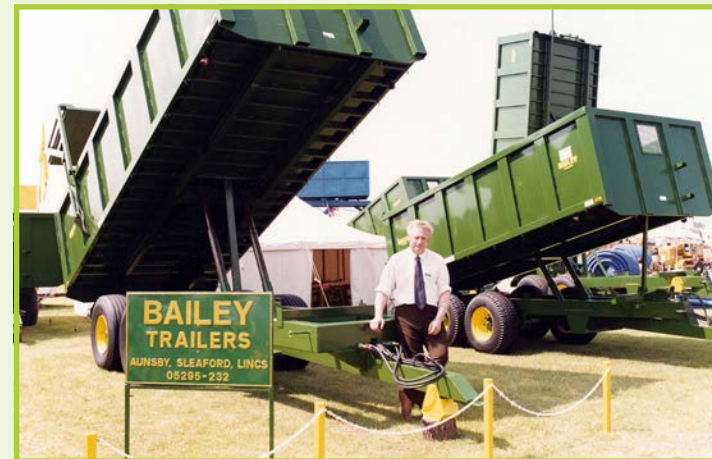
We made the first TB trailer for a local customer on the Harrowby Hall estate, which soon caught the attention of the local farming community. It wasn't long before orders were coming in thick and fast and we turned our attention to designing the Bale Trailer that farmers had been asking for. In 1983, we opened the first Bailey dealership with Sharmans Agriculture in Melton Mowbray. We started with just 3 staff, and in 1988, we introduced the Contract Dumper and two years later, launched the High Lift trailer. By the early 1990's, we had outgrown our space, so we purchased a workshop site in Aunsby and moved production to a larger shed which allowed us to expand the factory, increase output and develop more product lines, including our Flat Deck, Low Loader and Fuel Bowser.



We kept listening to what customers needed in the field and continued to make the best products we could. In 1998, we developed our Beeteaper trailer range, which is designed especially for transporting and heaping beet and features a unique tipping angle of approximately 60°. Sugar beet was in big demand at this time, so this new trailer design seemed to hit the mark.

Our trailers were growing in popularity, and we needed an identity so they could be more instantly relatable to our Bailey brand. In 2002, we introduced the famous green and silver Bailey Trailer colours across all our products and company image. This helped us become more recognised and our products identified back to our family brand.

Over the next decade, we invested in laser cutting technology for the factory and installed a machine shop. We started making products for the construction and utilities sectors as well as agriculture, launching the Contract Tipper, which is the perfect solution for hauling either topsoil or stone but also has a versatile sides option to still be able to transport grain.



In 2007, we proudly celebrated our 25 year anniversary, and with growing demand, 3 years later, moved from our small village site to a new purpose built 70,000 sq.ft factory in Sleaford. We also introduced commercial braking systems onto our larger trailers, which made a massive difference to their drive-ability and safety.

In 2015, we opened a special fitting and finishing facility at the factory, which helped streamline production and enable us to make more trailers, more efficiently.



Since that time, we have continued to invest in the business, we have used technology to help us grow, installing new robotic welders and other automated design systems to improve our capabilities. Perhaps this is why we have always believed that in order for farmers to rely on equipment, it must be made using the most advanced technology, components and processes, complimented by meticulous design and rigorous testing.

Today, the very first trailer sits proudly outside our reception and sometimes we take it to a local customer, and it helps out with harvest. It's still going strong. Just the other day, I took a load of corn in with it, and I thought how ever did farmers sit in a tractor pulling a ten tonne trailer with no sprung draw-bar or fancy suspension! In its day it was a real game-changer, but things have moved on leaps and bounds. Congratulations on 40 years of Bailey Trailers this year!

How does this make you feel?

I feel proud to be part of it. If you asked my father when the first trailer rolled off the production line 40 years ago if he could have envisaged where we are today, he wouldn't have thought it possible. We've come a long way, we're still a family firm, there's a next generation working here and that's how we want it to be.

What sets Bailey apart from other trailer manufacturers?

I would like to think it's the quality of the product that still lasts today, we try to stay at the top of the market.



The back-up we provide, we're always there for our customers and dealers. We listen to people and keep looking for new ideas, new technology to improve our products, whilst keeping the price as competitive as possible to help farmers. Our range of products has something for everyone, from agricultural trailers to machinery for construction and fuel bowzers. We know the conditions, muck, produce and aggregate that need shifting and our designs reflect all that's needed with the help of ideas and feedback from our users.

We provide 24 hours support if needed and we are always there to help a customer or dealer in need.



What gets you out of bed every morning?

I want to make the business better for the next generation. I have been here over 30 years now and there are 11 members of the Bailey family working together in the business, some of them 3rd generation. We are a strong team, all focussed on improving everything all the time and driving the business forward.

We are proud of where we are today. Our story is one of innovation, ambition and sheer hard work. In just 40 years we have grown from one man in a workshop into a major global brand producing in excess of a thousand trailers per year. Our products are sold and supported by a network of over 100 UK dealers as well as dealerships across Europe, Scandinavia and New Zealand.

We believe a lot in core values, family values. Those same values that drove our business when we started still drive us today and in a world of mergers and mass production, I think it's very important to stay true to your roots. To offer something different but always try and be the best. The reason why people buy Bailey trailers is because they are the best and we want to keep it that way.

If you could do it all again, what would you do differently?

Buy more land when we bought the new factory, as we are running out of space again!

What are your biggest challenges?

The biggest challenge we face at this factory is labour. We're finding it increasingly difficult to find people. For example, welders, go back a couple of years and if we whispered we'd got a vacancy there'd be a queue, now if you shout you're lucky to find someone.

People don't want to work like they used to, everybody wants more money but they don't want to put the hours in. We're not unique, you see it on TV every day and I talk to other business owners and hear the same stories. It's easy to hide behind Brexit and COVID, but I think there's more to it than that, I'm not sure what though. On the flip side we're lucky that we have a number of good people here, we'd just like to add to their numbers and take the pressure off.

The volatility of price and availability of raw materials has been a challenge of late, there have been times we have struggled to source one or two components. The knock-on effect is a delay in production, which has added two to three weeks on occasion. If you know in advance you can plan for



these issues and work around them, it's when you receive a call half an hour before a delivery is expected telling you it's not coming for three weeks that causes unnecessary problems.

What are your thoughts on the UK market over the next 12 months?

Within agriculture I think it will remain quite buoyant. The yields, particularly in Lincolnshire from what I've heard, have been much better than expected this year, the price per ton is healthy. Farmers have had a relatively low input harvest season because it's been so dry, they should have seen some decent savings.

The UK economy is going into a period of recession. We've seen recessions before and we've come through them. There's a lot of things people can manage without, but they still have to eat.



What are your plans for the future?

In the short term at Bailey, we plan to sit tight, do what we do well, keep our heads down and carry on supporting farmers and our other sectors as we have always done. Our business model is sound, we've invested a lot of money in our plant over the last ten to twelve years and we have planning in to expand the factory and increase the business further in the near future. Luckily, the order book is looking healthy well into next year, we'll carry on doing what we do best and see where it takes us.

How and why did you start using Witham Group?

I have known Dave Lagden from Witham for over 30 years, playing football with him as a young lad. He used to be called Dave "The Cat" Lagden as he was a good goalie in the football team that we both played for in Oasby. We already had a paint supplier which we were having problems with and I would see Dave at the agricultural shows and he kept on at me saying Witham should come and help sort his paint

problems out and supply us. So, when the time was right, we invited Dave to Bailey Trailers, which would be about 4 years ago now, and after rigorous testing and paint trials over a period of 18 months, we were very happy to have Witham supply all the paint for our trailers. The paint is delivered in 200 litre barrels. The Bailey factory paints around 6 trailers a day using 125 litres of Woco Epoxy Primer paint and 125 litres of Woco Urethan Top Coat per day. We also now have Witham supply all the lubricants for our trailers, including bulk hydraulic oil, sealant, greases, hand cleaners and degreasers.

Dave and the Witham team bend over backwards to help ensure we have good paint, delivered on time and if we have any problems, it gets sorted quickly. We like using a local based business where we know who we are dealing with and they care about what they do.

Dave and the support team at Witham pull out all the stops and we have never had a problem.



Dave "the cat" Lagden (top left) and Mick Bailey in their football club together



"When we put our name to a trailer you can be sure that it will carry our reputation for quality and innovation"
Tom Bailey - Founder, Bailey Trailers.

NEED A NEW FLOOR MAKE OVER? IT'S EASIER THAN YOU THINK!

Over the Christmas period, many businesses temporarily close so their staff can enjoy the holiday festivities, and so creating the perfect opportunity to carry out some much needed refurbishments or decorating. The Witham Group's range of WOCO floor paints are perfect for your business, improving the appearance and protecting them from everyday wear-and-tear.

Being one of our most popular paint ranges, our floor paints are ideal for transforming garages and workshops, factory floors, parking bays, tennis courts, stables, showrooms, offices, clinics and much more.

Available in seven, high quality, colours, they are individually designed for use on different surfaces and can be applied using a range of methods including: brush, roller, conventional and airless spray applications.

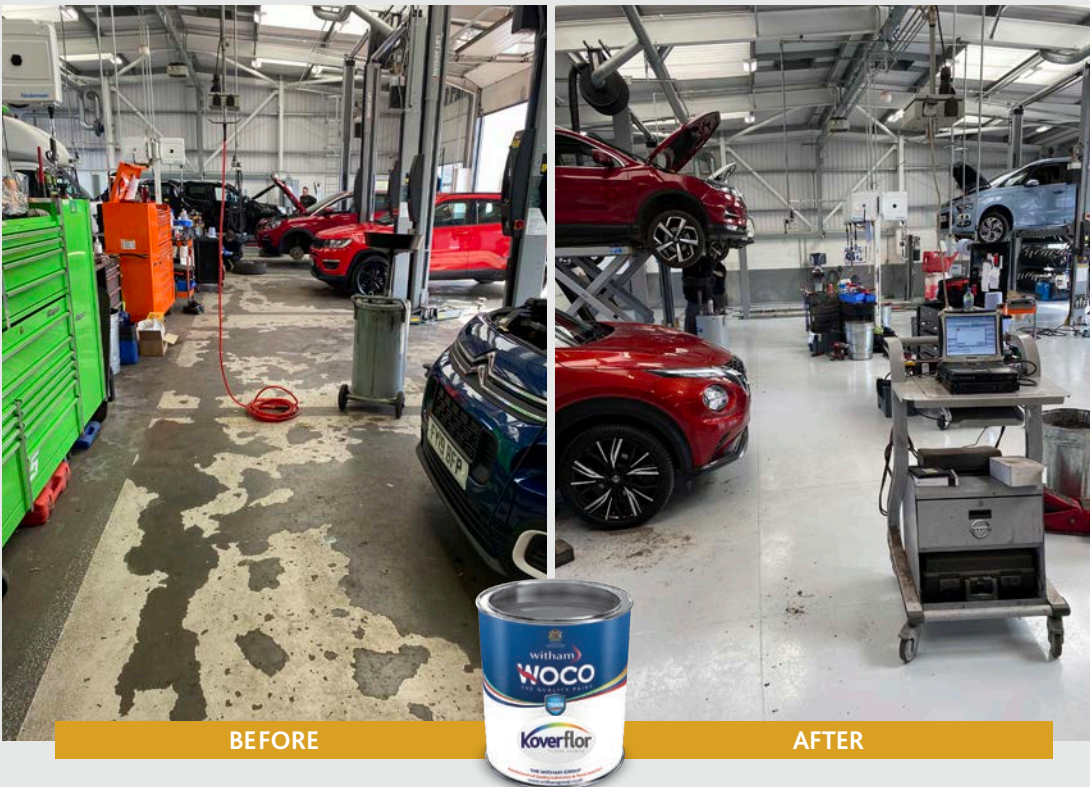


HERE ARE JUST SOME OF OUR RECENT CUSTOMER PROJECTS:

AN AUTO WORKSHOP TO BE PROUD OF!

After visiting the customer to advise on the preparation and painting of the workshop floor, it was clear the floor had been painted several times without the correct preparation, leading to poor adhesion of the old floor paint.

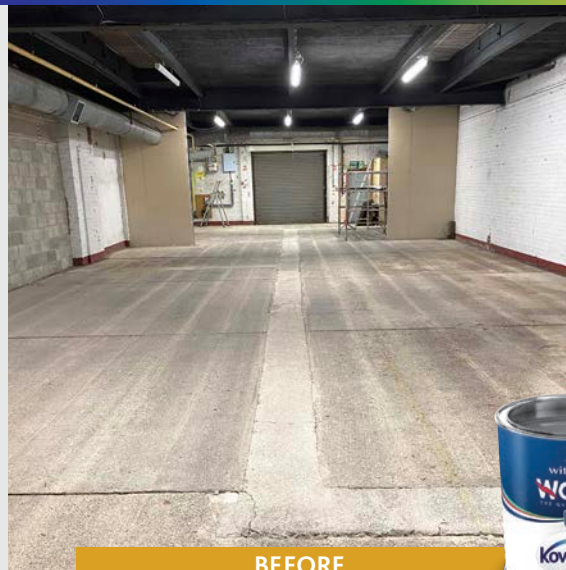
As they were not able to blast the floor to remove the old paint and power floated surface, we recommended that they prepare the floor with the next best method using a concrete floor scarifier. The customer prepared and painted the floor, as recommended, over a weekend and they are very happy with the newly painted workshop floor.



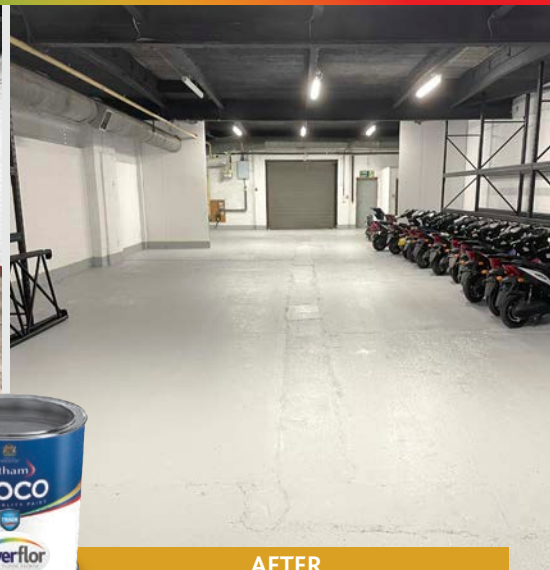
FACTORY FLOOR TRANSFORMATION

We were contacted by Motorhomes & Caravans Ltd as they were moving to bigger premises and wanted to paint the factory floor. We advised that they shot blast the concrete floor and give it two coats of Woco Two Pack Epoxy Acrylic floor paint, in light grey.

The result has transformed the appearance of the factory, making it look much smarter.



BEFORE



AFTER



FANTASTIC REVAMP OF CUSTOMERS NEW PREMISES

A manufacturing customer was moving to new, larger premises with a floor space of approximately 2,700 sq meters and asked for our advice for painting the floor, wooden staircase and doors. We recommended the floor was shot blasted and then painted with two coats of our High Solids Epoxy Acrylic Floor Coating (TDS 622).

As you can see from the images the finished result was a fantastic transformation.



BEFORE



AFTER



THE FLOOR RANGE HAS 5 DIFFERENT TYPES OF PAINT... AND WE'RE HERE TO HELP

Our floor and line marking paints are manufactured to aid cleaning, resist marking and stains, and provide attractive long lasting finishes to hard worked areas. Our different floor paints are useful for multiple types of floors and the paint buying process can be a little confusing.

- › CHLORINATED RUBBER FLOOR PAINT
- › CHLORINATED RUBBER BASED LINE MARKING PAINT
- › EPOXY FLOOR PAINT
- › EPOXY WATER BASED FLOOR PAINT
- › POLYURETHANE FLOOR PAINT

Available In A Range Of 7 Standard Colours
Plus Bespoke Orders On Request

APPLICATION METHODS  

With our paint specialists help, we will make sure you purchase the correct paint for your floor type and for the nature of where it will be used. We also offer free site visits and personal assessments to give you the right advice, ensuring you use the correct application method to suit the type of floor that is being painted. We also offer advice and products for the proper preparation and priming of your floor area in order to prevent any paint flaking and to safeguard a 'perfect finish' for longer.

If you have an area, outside or in, that could do with a refresh and transformation, whether it's over Christmas, winter or spring, please do contact us and we can help make it happen. For more information about our range of Floor Paints please call your local depot or visit our website.





Field Farm
EST 1945



Texel Lamb & Lincoln Red Beef

High Quality Gates & Fencing



Field Farm - "Never walk away from a job unless you would be proud to have it at your home"

Darren Gourley runs Field Farm, a third generation, family run Lincolnshire farm business, and has used rugby coaching, welfare values and a fine sense of generational pride to help shape and diversify his business in these current challenging times...

How long have you been established for?

Henry Gourley (my Grandpa) moved from Goulceby in Lincolnshire to Field Farm North Scarle in 1945. T H Gourley & Son (trading name of current business Field Farm) was then set up in 1996.

What's the history of you and the business?

T H Gourley & Son set up as a 600acre traditional arable family farm renting in arable land and taking calves from local dairy farms to fatten intensively on a cereal fed finishing system to



Darren Gourley and his wife Pauline.

try and spread costs. Having then tried arable contracting as a way to diversify and spread costs further this proved financially challenging and compromised our work life balance.

In 2006 we decided to give up rented land and put our core 300 acre farm into Higher Level Stewardship options (which is where we started with native breed Lincoln Reds) which also coincided with a change of career for me joining the RFU in 2006. The Lincoln Red herd expanded to a 25 cow suckler herd.

Now I'm back on the farm taking leave from RFU to support growth of the fencing business and look to expand Pasture for Life meat sales.

On leaving Shuttleworth agricultural college in 1991 I worked on the Farm with my father Hugh until joining the RFU in 2006. Jack returned to the farm in 2017. Having left Moulton College he worked on various livestock farms and also for fencing contractors. Once established at home, my son Jack introduced a flock of 250 Texel breeding ewes and set up the fencing element of Field Farm.

What products and services do you offer?

We offer high quality Equestrian, Agricultural and domestic fencing. We produce and sell Pasture for Life certified Lincoln Red Beef and Texel Lamb direct from the farm or we can courier to your door in our environmentally friendly Woolcool

insulated boxes. Grazing animals on a 100% pasture diet brings positive impacts for biodiversity and carbon, human health and wellbeing, and animal health and welfare. Pasture for Life works on the ground, every day, to restore ecosystems, implement positive change in our food and farming systems, and demonstrate the benefits of 100% pasture fed. Pasture for Life is the only certified body assuring animals are raised on a 100% pasture based diet. www.pastureforlife.org

Pasture-fed meat and milk has:

- Lower total fat levels than meat and dairy from grain-fed animals and is also lower in saturated fat content.
- It has higher levels of omega-3 fatty acids and a lower, more balanced (and healthier) ratio of omega-6:omega-3 fatty acids.
- Significantly higher levels of conjugated linoleic acid (CLA) than meat and dairy from grain-fed animals and higher levels of vaccenic acid, which can be turned into CLA.
- Higher vitamin and mineral levels than meat and dairy from grain-fed animals. Particularly rich in vitamins A and E, and minerals such as calcium, magnesium and potassium.

Pasture-fed livestock:

- Are free to express their normal behaviours
- Feed on a natural diet of pasture and forage
- Are healthier with reduced incidence of diseases and use of antibiotics

Pasture-fed benefits our environment with:

- A lower carbon footprint than farms where cereal crops are grown for animal feed
- The use of legumes to enhance production without the use of chemical-based fertilisers
- Prohibited use of soya whose production is often associated with land use change and environmental damage

Pasture for Life:

- Produces the highest quality meat and milk
- Is better for the animals
- Is good for the environment

How many employees do you have and who are your customers?

Currently we have our Riseholme College Livestock apprentice, Brad Kyme, my son Jack and myself.

On the Fencing side we work predominantly with private customers and farmers throughout Nottinghamshire,

Lincolnshire and Leicestershire. Almost all our work is acquired through recommendation. We are an approved contractor for MOD through Landmarc, and we have just completed work on an exciting project with the Doddington Hall Estate to install stock fencing for their new rewilding project.

On the Meat sales, many of our customers are repeat customers either local to Field Farm looking to support local family run businesses or from further afield who are looking for 100% Pasture Fed meat, recognising the health benefits to themselves and the additional benefits to the animals and our environment.

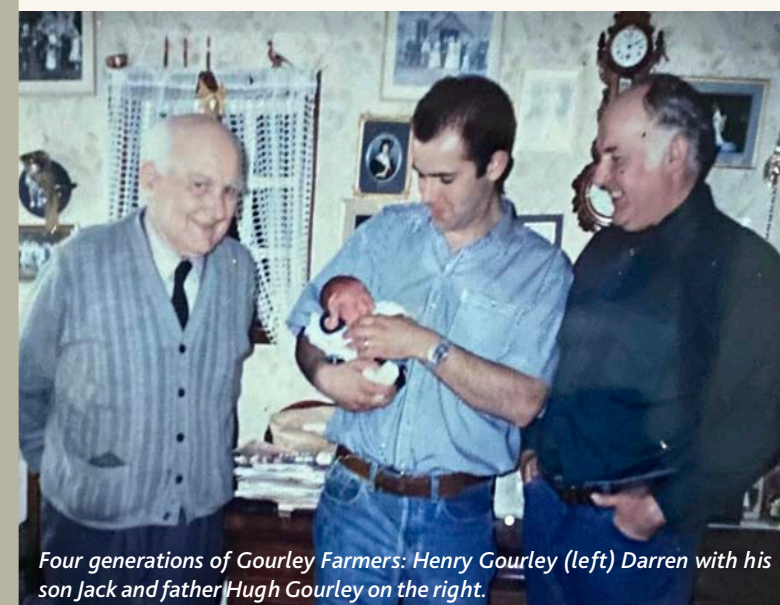
How And Why Did You Start Field Farm Meat And Fencing?

Field Farm has changed significantly over the last 16 years, driven mainly by the need to diversify to survive financially but also influenced through conversations in the rugby development world around benefits of 100% Pasture Fed meat, leading to us joining the Pasture for Life Community and embarking on two study tours with them to look at and discuss the work of other members and how their work benefits animal welfare and the environment.

The introduction of the Fencing business by Jack was following a long conversation he and I had about the survival of our traditional family farm requiring and being dependent on an effort to bring in more "none traditional farming" income.



The fencing business was introduced by Darren's son Jack.



Four generations of Gourley Farmers: Henry Gourley (left) Darren with his son Jack and father Hugh Gourley on the right.



Jack's tracked post driver machine.



The fencing business continues to grow from strength to strength.

What Is Your Company Ethos?

Never walk away from a job unless you would be proud to have it at your home! Provide excellence, happy customers are your best form of advertising!

What gets you out of bed in the morning?

Livestock always motivate you to get out of bed in a morning, they are always happy to see you as they know you are going to feed them...especially in the cold winter!

If you could do it all again, what would you do differently?

I wouldn't go down the renting arable land and agricultural contracting route! I feel like I lost a few years of life with my family and would look to have joined environmental schemes and diversification opportunities much sooner.



How has the last year or so impacted your business?

The diversity in our income streams has certainly helped us remain financially stable. Our choice to remain in Higher Level Stewardship, continue with our Pasture for Life livestock approach and push the fencing side has been key to this. Our low input systems supported through Higher Level Stewardship and our solely Pasture Fed livestock feed costs have really benefited us with the recent huge increase in input costs felt by all agricultural businesses.

What are your biggest challenges at the moment?

Fluctuating material costs on the fencing are a real challenge currently. On the meat side main challenge is meeting customer demand for the high quality cuts.

Who is your inspiration in business?

My inspirations for business are not from any one individual. I have learnt from many on my journey through the farming and rugby development worlds and continue to look for opportunities to learn from anyone I come across. For work ethic it would have to be my Dad!

What has been your proudest moment?

Seeing and supporting Jack to develop and grow the none traditional agricultural income side of the business.

What are your plans for the business in the future?

Continue to be flexible and look at remaining open minded to change within the business. We will build on our current position and explore other potential business diversification opportunities from none traditional agricultural income.

When and how did you begin working with Witham Group?

Our family has worked with Witham for as long as I can remember! We use Witham lubricants for all vehicles and machinery and Estate paint for building maintenance and property refurbishments.

Trust, reliability, advice and technical expertise is what we look for in a supplier and Witham has all these plus the availability of products, which is something that we rely on. We also like being able to support another successful local family run business. Having used, the Witham products listed above for many years as a family and a business we highly recommend their products and value their ongoing support.



witham
GROUP



AGRICULTURAL LUBRICANTS & PAINTS

With over 100 years of lubricant & paint expertise, we are proud to be preferred suppliers of award-winning oils, greases and other essential products to leading agricultural buying groups, farms, estates and agricultural distributors.



Engine Lubricants • Agricultural Lubricants • Classic & Vintage Oils
• Gear & Transmission Fluids • Horticultural Oils • Anti-Freeze & Coolants • Hydraulic Oils
• Haulage & Off Road Lubricants • Greases • Environmentally Sensitive Lubricants
Vehicle & Machinery Paints • Fence & Barn Paints • Workshop & Cleaning Products



Qualube
THE QUALITY LUBRICANT

Blending Quality, Value & Service since 1921
withamgroup.co.uk

WOCO
THE QUALITY PAINT

An experienced plant hire company operating in East Anglia and the Midlands, Neil's Plant offers a range of services from plant hire, excavation, groundworks, earthworks to haulage for small and big projects.

They pride themselves on personal and reliable service with experienced drivers on a range of equipment from dump trucks to excavators. As a long-standing Witham customer, we recently visited Neil's Plant in Stamford and found out there's a lot more to this business than meets the eye...



FROM ONE BACKHOE LOADER TO A FLEET OF MACHINERY

Neil Whatling founded Neil's Plant in 1987. His first machine was a 3C backhoe loader which he operated himself. Expansion followed a few years later when he bought his first tracked machine, a second-hand Cat 215, then one of the first Cat 428's. After being awarded a contract for gravel extraction and delivery to the new A14 construction, the fleet started to grow and has continued to do so with today, the business operating 25 machines.

Neil's interest in machinery started when he was at school and led to a variety of work experience and qualifications, as Neil explains: "I have always had a passion for understanding, maintaining, and operating heavy equipment. After leaving school I did a 6-year heavy engineering apprenticeship with Mirrlees Blackstone in Stamford, qualified with a O.N.C. in mechanical engineering, took my HGV class 1 and also worked for several large arable farmers in the Grantham area."

The company recently celebrated 35 years of trading, and now employ around 22 staff, servicing contracts mainly working in quarries carrying out topsoil/subsoil stripping, mineral extraction and processing including crushing and screening followed by restoration projects. They have also constructed reservoirs, lakes, estate roads and car parks, shed bases and will look at anything that customers require.

The company's success is perhaps down to their ethos which Neil says is "to provide a first-class service at a reasonable price and to maintain that reputation."

Their customers include large blue-chip aggregate companies like Hanson Cement, Breedon, Aggregate Industries, Forestry England, along with several other local smaller quarrying companies, several large estates, nurseries and other local customers.



OPERATING IN CHALLENGING TIMES

Like many other companies now, Neil's Plant are finding the current economic climate challenging, trying to keep up with the rising costs of new equipment and other supplies (for



example plant equipment now must use the more expensive white diesel, instead of red diesel) whilst trying to keep customers and staff happy.

They have invested £1.73m this year on seven new pieces of heavy plant equipment and the latest technology as part of their ongoing replacement program. Neil believes that investing in the latest technology and equipment is important so they can operate as efficiently as possible and be more environmentally friendly.

"The environment is important to everybody. We always try to carry out our work as efficiently as possible, which fits in with operating the latest new equipment and technology. We also learn a lot when working with some of the large estates and Forestry England on continued sustainability."



Neil purchased this 2002 Volvo Motor Grader from the USA, and it is one of only a few in the UK. It is used to grade roads and for Forestry England projects.

NOT JUST PLANT MACHINERY...

Neil's interest in machinery extends way beyond plant equipment. He also has a collection of around 12 military vehicles which he started as a hobby in 2006 with the purchase of an Abbot self-propelled gun. He has bought,



Neil's Chieftain Tank from the 1970's can go up to 50mph.

restored and sold numerous vehicles, including a Chieftain and Russian T55 tank with some having live guns. "Over the years we have attended many shows around the UK, giving rides to the public and firing our live 25 pounder gun on Remembrance Sundays."



Neil firing his 25-pounder gun on Remembrance Sunday at Deenethorpe Airfield.

Neil also gained his private pilot's license in 1998 and after a few years he got into ariel aerobatics and purchased an ex-military British built Slingsby T67 Firefly in 2006. "After further aerobatic instruction from an ex-RAF and civilian aerobatic instructor I got my display authorisation in 2007. Flying public displays was very rewarding, tiring and the best 'forget about work' tonic you can get. I also purchased a 1948 Pilatus P2 ex-Swiss air force warbird but after just 6 hours of having great fun I had an engine failure near RAF Barkston Heath, making a forced landing in a field, luckily my friend and myself walked away OK."

Neil's latest steed is an ex-Italian air force, 1960's SF260 advanced light attack/trainer. Known as the Ferrari of the skies, the SF260 was built with combat in mind and continues to be popular with military air arms to train fighter pilots. With just four of them on the UK register, this makes the SF260 a rarer sight than the iconic Spitfire.

Neil enjoys doing aerobatics in his ex-Italian air force SF260 - known as the 'Ferrari of the skies'. He uses Witham Supercote paint to keep the plane in tip top condition.



THE IMPORTANCE OF A TRUSTWORTHY SUPPLIER

Neil's Plant has been buying lubricants and paints from Witham for over 15 years. They use a variety of lubricants, greases, and paints for their machines – all of which are approved by the manufacturers.

When asked why he uses Witham Group as a supplier Neil explained: "The oils are approved by Caterpillar and Volvo as we supply Witham oils on all our service contracts which saves us money."

It's important for us to have a supplier that can provide quality products at good value, and good delivery and service – all of which Witham provide. Witham's sales rep, Richard Scarbrough is brilliant. He looks after all our needs and if there are any problems, he is just at the end of the phone."



Richard Scarbrough and Neil discussing greases to lubricate the 25-pounder gun.

PROLAN EXTREME

A WARRIOR IN THE FIGHT AGAINST CORROSION

There are 5 different viscosities in the Prolan range and here we explain more about...

PROLAN EXTREME OFFERS MANY BENEFITS

- ✓ Long term rust protection, leaves clean dry waxy coating
- ✓ Use in extremely corrosive environments and stays on in harsh conditions (marine, sand, salt, mud & fertiliser)
- ✓ Long term rust protection for equipment stored outside
- ✓ Resists acids and alkalis, moisture & salt
- ✓ Natural long lasting protection saving time on multiple re-application
- ✓ Environmentally friendly, biodegradable & non toxic
- ✓ It won't break down rubbers or wiring
- ✓ Easy to apply and won't wash off.

PROLAN EXTREME IS IDEAL FOR:

- ✓ Ideal for heavy construction, plant and off road machinery - ideal as a cavity wax for undercarriages and applied to prevent long term corrosion
- ✓ All marine environments and equipment, boat trailers, submersible pumps, cranes
- ✓ Agricultural machinery, fertiliser sprayers, loaders
- ✓ Large external construction projects - bridges, marine
- ✓ Commercial vehicles. Motor-homes, all vehicle chassis, 4WD, trucks & loaders
- ✓ Forestry and horticultural machinery & equipment
- ✓ Panel work and panel beating applications.

WHY PROLAN?

As more companies address the use of chemicals in their supply chain, and want to improve their sustainability credentials, this unbeatable high quality lubricant is a growing popular choice for many. A growing number of our new and existing customers are switching to the Prolan range as quality alternatives to their shorter lasting, highly toxic traditional multi use oils and greases. Witham Group are proud to be the sole importer and distributor for Prolan Lubricants in the UK and Ireland. The Prolan concept was originally created in New Zealand and is now a growing global, environmentally friendly, and extremely high quality lubricant range that Witham are delighted to be involved with.

WHAT IS PROLAN?

Prolan is the award winning, innovative range made from sheep's wool derived lanolin and is a powerful natural product that has been used for centuries as a natural moisturiser and protector. Lanolin's strong lubricating and protective qualities have been used to outstanding effect in many industries, particularly on metal surfaces and moving parts, by forming an unbeatable, long lasting natural barrier that protects and prevents corrosion.

It is easy to apply and can significantly extend the life of machinery and equipment. The difference is, Prolan's unique formula enables the lubricants to stay in place and not evaporate. It is not washed off or displaced by salt water spray, which sets them apart from traditional petroleum based lubricants. Not only that it is uniquely biodegradable, non toxic, non-carcinogenic and safe for land, waterways, food areas and the user. These natural high performing, long lasting qualities make them extremely useful and cost effective for any business and the home.

PROLAN is available to order online or from any of our trade depots. We also have a whole range of other environmentally sensitive lubricants. Please contact us if you require further information, advice, or to become a stockist.



Easy To Apply • Prevents Corrosion • Resists Moisture & Salt



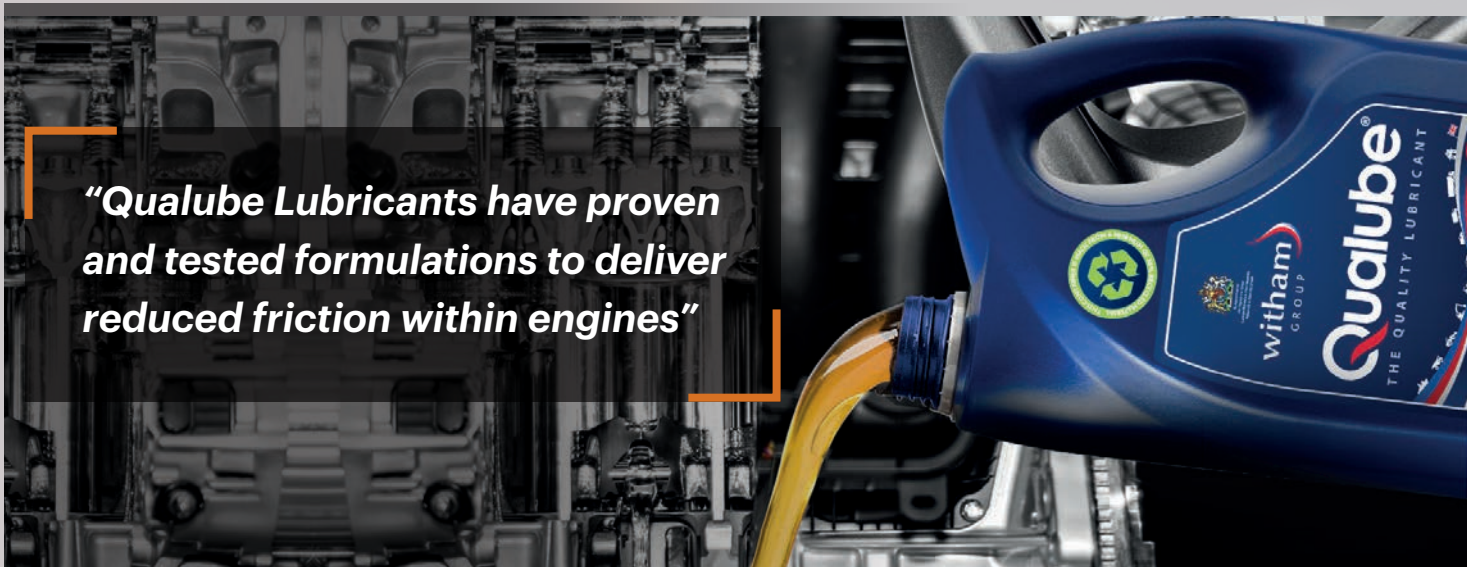
CORRECT LUBRICANTS DELIVER REAL SAVINGS ON COMMERCIAL VEHICLES



With fleet operating costs spiralling, it is now even more important for fleet operators to ensure complete vehicle reliability and maximum performance. Using the right lubricant will have a critical role to play in the total costing of any fleet of vehicles, both in fuel economy and helping to avoid costly breakdowns. We asked our MD Nigel Bottom to explain why more and more commercial vehicle owners are trusting in Witham Group and benefiting from having their trucks and vans lubricated correctly.

"Witham Group formulations meet and exceed many global OEM approvals and specifications and we use only the largest and reputable base oil suppliers and technology providers in the world," explains Nigel. "Qualube Lubricants have proven and tested formulations to deliver reduced friction within engines, which supports optimisation of performance of the engine, thus ensuring improved efficiency," Nigel confirmed. The most popular Qualube Heavy Duty Engine Oil is Qualube Supremol FS, a Ultra High-Performance Oil with

a viscosity of both 10W-40 and 5W-30. It is the latest and highest approved synthetic oil formulated for trucks working in extreme conditions. Qualube Supremol FS has extensive approvals from all the leading global truck and heavy-duty OEM's. It provides supreme anti-friction protection properties over a vast temperature range and can be used over extended drain intervals.



"Qualube Lubricants have proven and tested formulations to deliver reduced friction within engines"

"Using the correct lubricant will significantly reduce the individual vehicle fuel consumption, which when multiplied over a fleet will deliver huge reductions in operating costs."

Choosing the correct lubricant which has multiple levels of OEM testing behind it, ensures in part many measured improvements. Using advanced detergent additives will reduce the build-up of sludge and other impurities which can lead to inferior performance and ultimately mechanical issues. Ensuring the correct lubricant is used ensures the vehicle is statistically more dependable, even over extended service intervals."

The award-winning product, meets the requirements of many Euro I – Euro V and VI where a performance level of CK-4 or lower is requested by the OEM. The alternative SAE 5W-30 viscosity product gives the same full and complete protection but with a fuel saving twist. The product is once again, suitable for use in the leading global truck manufacturers that meet the requirements of Euro I – V and VI.

Both the SAE 10W-40 and 5W-30 versions are specifically formulated to be used in engines with or without turbo chargers and are compatible with all (subject to Lubrication Survey) after-treatment systems, such as DPF, EGR and SCR thanks to the use of industry leading additive technology.

For mixed fleet businesses the two products can be used in trucks and buses alike plus many pieces of off-highway construction and agricultural equipment.

Nigel concluded: "Witham Group prides itself by only supplying products which have been extensively assessed and approved by the Global OEM's. Our products are supplied without compromise and offer competitive pricing, latest quality and with the highest service levels. All our products

are also, blended carbon-neutral using our Blendtek Solutions system, ensuring your supplier is both ethical and sustainable with the protection of the environment at the heart of all we do.

"Using the correct lubricant will significantly reduce the individual vehicle fuel consumption, which when multiplied over a fleet will deliver huge reductions in operating costs."



We offer free on site lubrication surveys to give the customer a full professional recommendation for each type of oil that is correct for each type of vehicle, and not just for engines, for brakes, gear and transmission and hydraulic oils. This means we provide a full understanding of the vehicle and the customer's needs and how the vehicles are used and under what conditions."

"We have customers who have saved a lot of money by having a review of what they are using, switching to the right products and seeing a reduction in fuel costs and maintenance bills. This is what we do and this is what we are about – helping customers make their machinery, vehicles and equipment last longer and perform better."

FOR INFORMATION ABOUT OUR FREE LUBRICANT SURVEYS, OR TO SEE OUR FULL RANGE OF COMMERCIAL VEHICLE PRODUCTS CONTACT US TODAY OR VISIT OUR WEBSITE.



PROTECTION = PERFORMANCE = PRESERVATION

**CLASSIC CARS NEED CARE & ATTENTION
WHATEVER THEIR USE AND WE HAVE ALL
THE PRODUCTS YOU NEED...**



CLASSIC BRAKE FLUIDS

Brake fluids are essential to the safety and working performance of any braking system. The most commonly used are DOT brake fluids, due to its wide use throughout the car industry. Brake fluids are classified by their physical properties, preventing fluid oxidation, rust and swelling of pistons, our range of brake fluids are tried and tested and are of the highest standard performance requirements.

ANTIFREEZE AND COOLANTS

We have the perfect range of antifreeze and coolants to prevent your engines from frost damage, overheating and corrosion. Time and time again it has been proven that putting the right product in your engines makes all the difference to the increased performance, efficiency and reliability of your vehicles and these products help avoid corrosion and start-up problems all year round.



GREASES

Our extensive range of quality and specialist greases are designed for a vast array of uses. Correct grease lubrication is vital to extend the life of all of the components in your vehicles, prevent rust and enhancing the ease of movement of the working parts. We only use the highest quality raw materials, and our trusted products are manufactured to cope with the pressures of high speed vibrations and arduous conditions and temperatures.

PROLAN PROTECTIVE LUBRICANTS

Our award-winning Prolan lanolin-based lubricants are truly remarkable products in the fight against rust, corrosion and ongoing maintenance. Made from the lanolin derived from sheep's wool, the range is ideal for classic and vintage vehicles. Prolan can be used for a multitude of applications – from being a general workshop and household lubricant, to the specific protection and preservation of metals, wood and electronic components. The range is environmentally sensitive, biodegradable, safe, easy to apply and extremely long-lasting. Ideal for rust prevention on chassis, loosening rust nuts and bolts and also as a general multi-use lubricant without all the nasties, every garage and home should use this "sheep in a can".

WORKSHOP & CLEANING

From hand cleaners to screen wash, cleaning rags, traffic film remover, multi-use spray to spill kits, we sell a wide variety of handy products to help you do your job more easily, keeping your garage or workshop well stocked at all times.

PAINTS & FINISHES

We also manufacture and supply a whole range of useful paints and coatings. Our extensive range of topcoats for metal and machinery, for use with our wide range of primers and undercoats, provide the ultimate finish and protection for all types of historic vehicles. In addition, we have a popular range of floor paints, ideal for workshop and garage floors as well as show rooms and other uses.

HERE'S JUST A SUMMARY OF THE CLASSIC AND VINTAGE PRODUCTS WE OFFER...

CLASSIC ENGINE LUBRICANTS

Tried, tested and formulated to tailor your exact vehicle's needs, our range of highest quality engine oils are the blood of your machine. Designed for modern classics and engines from a variety of different generations, these lubricants offer vital protection and enhance performance, giving a longer life on the road. From monograde oils to running in oils, make sure you get the right oil as the vehicle manufacturer recommended.



CLASSIC GEAR OILS

Gearboxes have evolved considerably over the last 100 years and so has our expertise about gear oils. Our range offers both modern classics and vintage vehicles excellent anti-friction lubrication, anti-wear properties, and enhance slide action to make gear transmissions problem free.



WITHAM'S CLASSIC & VINTAGE EXPERTISE

Having been around when the first motor cars were allowed on the roads, our company was born in the year the first Road Traffic Act of Parliament was passed requiring everyone to display a paper tax disc on their vehicles to show that their licence duty had been paid. So, over the past 100 years, we're proud to say we're pretty good experts in engines and oil, and all things classic and automotive.

We understand that classic, veteran and vintage vehicles need a different approach to lubrication and care products than those of the modern age. Our range of specialist Classic oils and brake fluids are carefully made to the correct formulations and viscosities as originally recommended by the vehicle manufacturers, using only the highest quality raw materials. We have a unique database of vehicle manufacturer requirements and ensure that only the right oil is recommended for the specific car or vintage vehicle and its components, a one oil fits all approach should never be used.

Over the years, we've also expanded our product range to include specialist paints, cleaning products and environmentally friendly offerings too, meaning that we have everything you need to care for your vehicles throughout the years. With all this experience in the Classic market comes technical know-how, and our technical team is on hand to answer any questions about the best product and application for your treasured vehicle.

Trusted and preferred suppliers and lubricant partners to many vintage vehicle societies, classic car clubs and individual discerning owners, we know all our products carry the highest reputation and will help keep your vintage or veteran classics in their best condition, whether on or off the track.



Since our last Oily Rag newsletter in August, when we informed you of the end of our importer agreement with Motul, we have still been busy with Motul sales selling the majority of our residue stock. We also have the opportunity to still supply some Motul products as a sub distributor and remain involved in supporting all our teams and drivers in the last few months of the racing season, whilst honouring some of our key sponsorship partners. If you have any queries about our Motorsport products and services – please do get in touch.

The final event in our Motorsport calendar was in November, when we attended the final round of the 5 Nations Rallycross Championship with Tristian Ovenden of Ovenden Motorsport, who had just returned from a successful event in France. We also supply lubricants to all of Ovenden Plant's equipment and machinery business.



Motorsport News Championship Awards Night

In August, we attended the Awards Ceremony for the Motorsport News Rally Championship at Bolton, which was won overall by one of our sponsored teams, Neil Roskell from Roskell Motorsport. It was a fantastic evening had by all and we were delighted to present some of the Trophies.



BRITISH TOURING CAR CHAMPIONSHIP



Rory Butcher completed a stellar end to the 2022 British Touring Car Championship campaign with a double podium at Brands Hatch on 8th & 9th October, therefore securing fifth spot in the overall standings. Toyota Gazoo Racing UK stablemate, Ricky Collard signed off the season by shading a brace of multiple champions, finishing in the top 16.

Butcher travelled to Brands' legendary 'GP' circuit with his tail up having outscored all 28 of his high-calibre rivals with a victory and two further rostrum finishes a fortnight earlier at Silverstone. He duly maintained that impressive form by planting his British-built, Speedworks Motorsport-run Toyota Corolla GR Sport second on the grid.

Christian Dick, Team Principal, Toyota Gazoo Racing UK, said: "What a great way to end the season – five podium finishes from the last six races is a tremendous achievement, and shows just what a sweet spot we've got the Corolla into. To be equally competitive at two completely different types of circuit such as Silverstone and Brands GP, is testament to how well this car is now working across the board."



We are proud to support the Speedworks Motorsport /Toyota Gazoo Racing UK team – congratulations to them all on a great 2022 season!

BRITISH GT CHAMPIONSHIP



Congratulations again to Speedworks Motorsport and Toyota GAZOO Racing UK, who had a clean sweep at the British GT Championship finale, claiming pole position, fastest lap, and GT4 win; what a way to finish the season! Jordan Collard and teammate Tom Edgar dominated the final race weekend of the season at Donington Park and won the race with an enormous 16 second lead! Fantastic job by all the team.





F4 BRITISH CHAMPIONSHIP

JHR Developments celebrated its sixth and seventh victories in the F4 British Championship season as Joseph Loake claimed pole position and two wins at Brands Hatch in the season finale.

Joseph Loake won the final race of the season as Ugo Ugochukwu sealed the rookie title. It was a lights-to-flag victory for Loake, who finished almost two seconds ahead of Louis Sharp. Joseph won two races in the finale, but agonisingly, finished only one point behind Sharp for fourth in the championship standings.

Team mate Noah Lisle had another good contest, getting himself up to ninth overall and second of the Rookies to cap a solid maiden season of car racing, while Georgi wasn't able to show the kind of pace he is capable of, crossing the line 11th.

We had the honour of presenting the well deserved trophies at the podium. Well done to JHR Developments and all their drivers for a fantastic British F4 season.



MG TROPHY CHAMPIONSHIP

Congratulations to our driver Joe Dalgarno, who won the MG Trophy Championship at Snetterton in September.

He came into the final weekend with a five point lead but after finishing 2nd in the first race, he went into the final race dead even on points, left with a winner takes all scenario. He went on to win, despite the challenging conditions of a rain affected race, by 0.05 seconds. Well done Joe!



MG TROPHY
CHAMPIONSHIP

BTRDA PROTYRE ASPHALT CHAMPIONSHIP

Congratulations to Roskell Motorsport, who had a great seasonal finale on the Isle of Man in the final round of the Protyre Motorsport UK Asphalt Rally Championship.



After awful weather at the start, the team had a good battle with the other competitors all weekend and ended up finishing 2nd overall in the Chris Kelly memorial rally, 1st in the Protyre rally, and 2nd in the overall championship.



Neil and Andrew, at Roskell Motorsport, also put in top performance at the Mull Rally last month finishing 6th overall in this epic event. Congratulations to them! We have been very proud to support Roskell Motorsport this year.

Calum Lockie – Masters Historic Racing

Masters
HISTORIC RACING

Calum Lockie and racing partner Julian Thomas claimed a hard-fought Masters Gentlemen Drivers victory at the Silverstone Classic Festival in August in his Cobra. They overcame Lockie's elite-driver time penalty at the mandatory pitstops and went on to win the International Trophy for Classic Pre-66 GT Cars – the eighth round of this season's Masters Gentlemen Drivers series. Thomas handed Lockie a 13-second lead at the stops, but with his penalty, Lockie had to fight his way back past the TVR Griffiths of John Spiers and Mike Whitaker, before also passing John Davison's Griffith and James Dodd's E-type on the penultimate lap.

In his opening stint, Thomas had been chased by Davison and Whitaker all the way, soon joined by Ollie Hancock in John Spiers' Griffith, but at the pitstops all would be vaulted by Dodd, who continued to lead until he was forced to succumb to Lockie's stunning comeback drive. Calum said "The Cobra is a real beast to drive with bags of torque and the most excellent exhaust growl!" Calum Lockie remains a superb racing driver for us to support and we have enjoyed following his successes this year.





The past six months have been a busy time for Witham, supporting our customers, friends and partners, and putting something back into our local communities. Here is a round up of what we have been involved with...

Swaton Vintage Day Raises £9,000 For Charity

Back in June, we supported the Swaton Vintage day, which hadn't been on for 2 years due to covid. We advertised in their programme, and the exciting day included over 400 vintage and classic cars, tractors, motorbikes and trucks. The event raised a fantastic £9k towards local and national charities and good causes chosen by the committee. We were proud to support them!



Witham St Hughes Beer Festival

We were happy to support the Witham St Hughs Summer Beer & Music Festival in August and sponsor some of the fantastic ales on offer. A different kind of lubricant!!



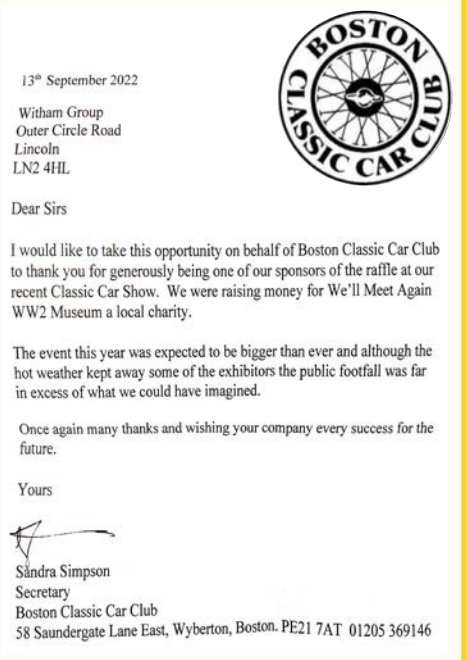
Wragby Show and Country Fayre

The Wragby Show was held in September (for the first time in 3 years) and it was great to see it attended by over 5,000 people. Our Witham banners were featured in the main ring and we also placed an advert in the event programme.



Supporting Boston Classic Car Show and WW2 Museum

In August we sponsored the Boston Classic Car Club Show, which was raising money for the "We'll Meet Again" WW2 Museum. We donated some Witham vouchers for their raffle, and were delighted to receive a thank you letter from the organisers.



1940's Ruston Train gets a Woco Refresh

You may remember the story about one of our customers restoring one of the original post war Ruston's locomotives, which they have called 'Imp'. The restoration has continued over the summer with the team sanding, cleaning and painting the train in Witham paint.

The team has also built a 'mini' version of the locomotive (known as 'Mini Imp') which had its first run out at Lincolnshire Wolds Railways Vintage day.



Isleham One Day Event

We were also pleased to support the Isleham One Day Event in Cambridgeshire recently by donating some of our Woco Supercote paint in a variety of bright colours for the show jumps, which looked fantastic! This fixture is part of the British Eventing Calendar.





Burton Hunter Trial & Dog Show

We were proud to support the Burton Hunter Trial and Dog Show at Hackthorn Hall in September. Witham advertising was seen around the event ring and in the programme.

We were promoting our Equestrian Paint Range of exterior and interior paints for stables, tack rooms, fencing, show jumps, hay racks, horse boxes and more!



RUTLAND PLOUGHING MATCH



We're proud to have supported the Rutland Ploughing Match on Saturday 5th November near Great Casterton. The Rutland Ploughing Match is a heritage farming event led by Chairman Edward Griffin and a committee. The ploughing match offers the chance for both novice and experienced ploughmen and women to take part and visitors can see ploughing styles through the ages. The Witham logo was proud of place on the event trailer.



Keeping Harmston Young Farmers Seen on Bonfire Night

We were happy to donate clean and empty Woco paint tins and hi-vis jackets for the Harmston Young Farmers firework night, to help them raise money for the Lincs & Notts Air Ambulance. The jackets have our Witham logo on the back and will be used on their many other future events.



Witham Cupcakes Donated To Lrsn For County Harvest Festival



Recently in October, we were proud to assist the Lincolnshire Rural Support Network at The County Harvest Festival, at Lincoln Cathedral, by donating some amazing Witham themed cupcakes. The service was a celebration of Lincolnshire's wonderful farming and horticultural industries and the variety and quality of produce grown and reared in the county.

The vegetable produce was donated by various farming companies from within the county, and it all went to the Lincoln Food Larder after the event. There were approximately 150 people in attendance at the service, including Toby Dennis, Lord Lieutenant of Lincolnshire. Members of the farming community offered baskets of produce to the altar, while the young farmers club members read out about what was currently happening in the world farming community. The service was followed by refreshments, including Witham's yummy cakes, (thank you Good Little Party Food) served in the chapter house. Donations given on the day were split between LRSN, Lincs YFC and LRAC (Lincolnshire Rural Activity Centre).



The LRSN continues to be supported by Witham in many other ways. We have nominated them to receive a charitable grant donation available from the RWAH, and Ali Bottom - Witham Marketing Director, also helped with a business strategy day, hosting the Chair, employed staff and support workers for a day at Witham HQ.



Queniborough Farmers Club Talk



We recently visited a members club of Farmers in Queniborough, near Melton Mowbray in Leicestershire, to do a talk at their monthly meeting about the Witham Group and the world of lubricants. The response from the members was very positive with lots of questions and interaction.

If you know a club or society that would like to learn about the world of lubricants, please let us know.



Mini Cooper Register Club Alp's Road Trip



In September, we supported the Mini Cooper Register club with their 'Minis to the Alps' Road trip.

Forty Minis from the club drove from Maidstone in Kent to the Alps over a week, visiting places such as the Reims race circuit, Vosges, Aix-Les Bains, the Col du Granier, Semoz and Col du Corbier, all of which were so well suited to a well handling Mini. Stunning scenery and superb weather were key features of most of the 1300 mile route.

We donated a prize for the club's 'Spirit of the Event' award, which took place on the final night at their awards dinner.

The stunning scenery and superb weather was the key feature of most of the 1300 mile route.



Winners of the Spirit of the Events award, donated by Witham Oil, Richard and Linda Sign being presented with their prize by Robert Young, the club's Chairman.



The assembled line up of some of the classic Minis that took part in the Mini Cooper Registers Mini Road Trip to the Alps event here at the overnight stop in Mullhouse

New LIVES Partnership For 2023

LIVES.

Life can change in a heartbeat. It can hang in the balance in the blink of an eye. It only takes one unpredictable event to start the clock ticking: A swerve in the road. A debilitating fall. A heart attack in the middle of the night. These are the emergencies that have the power to turn lives upside down. They don't care if it's night or day. They don't care if you're alone. They don't care if time is against you, but LIVES do.

LIVES are Lincolnshire's Emergency Response charity. They attend to 999 medical emergencies across Lincolnshire and it's borders, supporting the highly pressured NHS and ambulance service across the county.

They recruit, train and equip all of their Emergency Responders, ensuring that they have the very best skills and kit to ease pain and suffering, often saving the lives of the patients they see. From the Community First Responders who attend cardiac arrests, to Critical Care Doctors who perform life-saving surgery on the roadside, LIVES Emergency Responders attended 11,334 medical emergencies, alerted through 999 over the last year. The charity is remarkable with its ability to access remote areas of Lincolnshire they arrive first on scene over 84% of the time as they are based within local communities. This ability to be on scene so quickly, allows LIVES to be there for you and your loved ones on your very worst days.



Witham Group are proud to be supporting the LIVES charity into 2023. Working in partnership with them, our goal for next year is to spread awareness of LIVES and the work that they do and help raise as much money as possible. We want to help train local communities on what to do when faced with an incident in a remote workplace and as a minimum, raise £3500 to equip 2 local Emergency Responders with new life-saving Zoll AED Level 3 defibrillators.

We are delighted that LIVES will be one of our featured charities at the Witham Annual Fundraising Dinner for our employees and contacts of Witham Group in January and we will also be promoting our appeal in the new year to raise money for the two new defibrillators. Watch out for more details coming soon!



MERRY CHRISTMAS & HAPPY NEW YEAR!



withamgroup.co.uk