



witham
GROUP

APRIL 2023

Oily Rag

SHORTS

“Inspired everyday
to make sure the
next day is better”



INSIDE THIS ISSUE...

Helping to get iconic Lancaster
Bomber landmark "off the ground"



Is your machinery ready for the
growing season?



Sam Sprayers - Celebrate 50 years
of business...





A Busy Springtime Ahead For Witham Group

The Oil & Paint industry never stops flowing and as we come out of what seems a long winter and step into a very welcome spring, Witham Group is looking bright.

With later evenings and lighter mornings, the rumble of tractors in the fields, diggers starting long overdue projects, lorries delivering the latest products, boats being prepared for the summer and the splash of paint being applied to fences and floors all mean we are immersed in our busiest time of the year at Witham Group.

We continue to keep looking at different and more efficient ways to progress the business and provide the best products and services we can for you, our customers. With the testing complexity of raw material supplies still upon us, the new and ever-changing specifications for machines and vehicles to update, the synthesis of Brexit to administer, the effects of the terrible war in Ukraine on energy costs and raw material pricing still at an all-time high, we certainly still have interesting challenges to overcome for the foreseeable future.

However, with our core standards in place to provide the highest levels of service and a team switched on to work around such problems, I know we are well placed to continue to drive the business forward over the months ahead.

Great Pride in Business & Community

We have had an incredibly busy last quarter of the financial year, with our business being asked to speak on a pod-cast (a first for Witham Group!) about the state of the lubricant markets for Professional Motor Mechanics.

We have also welcomed visitors from many organisations, clubs and associations to our Lincoln factory, as well as receiving new introductions to quote for a number of new agricultural and horticultural tractor dealerships, truck companies, plant operators, plus marine companies throughout the UK, based on recommendations of others.

We were also recently proud to handover the fundraising money from our annual charity ball to the charitable causes our Team had chosen close to their hearts. *(Read more about this further on in this issue).*



The auction raised an amazing £7,250!

Putting Witham on The Map

My own travels recently have taken me from Cornwall to South Wales, South Suffolk to the Borders of Scotland seeing new and really interesting customers, who want to discuss our unique carbon neutral blended quality lubricants and new and innovative packaging designs for lubricants, plus new ranges of paints and coatings. With a new and innovative label machine enabling us to produce fantastic label ranges, with strong internal marketing design support, quality products and efficient service and reliable deliveries this is all helping us grow from strength to strength and without doubt is setting us apart.

I have had the pleasure this quarter to meet representatives from one of the largest farming estates in the UK, waste companies who look after much of the rubbish and recyclable materials in and around the capital, along with a superb family owned business where farming is at their core, but they have diversified into road haulage and other fascinating non-agricultural businesses.



Witham's recent meetings have taken us to most parts of the UK

I have recently been to see an enterprise where wood from sustainable sources is being used (burnt) to power large stationary engines, which in turn creates renewable energy to power huge potato stores, domestic houses, and industrial offices in their locality. A very innovative and impressive set-up.

Witham Group engage in all manner of renewable and sustainable projects from new builds to renovations. We have recently been asked to support the update of an old workshop and car parking area with our paints and coatings. Instead of completely replacing the floors and tarmac areas with huge environmental impact the customer has decided to renovate the area using our products with enormous success.

We have also worked with a number of road haulage companies offering a package of fuel-economy, warranty approved lubricants for their fleets. The smallest fuel economy saving so far is 1.5%, the largest is an impressive 9.0%... just by changing their oils!



Our lubricant advice is helping hauliers and other customers save impressive fuel economy costs

Over the coming weeks, we have some exciting things to look forward to. We will see the initial launch of our long awaited new fully integrated IT management system (Odoo), which will help streamline many of the efficiencies in our production and delivery processes. We will also be starting to think about the summer event calendar where we will be exhibiting at the majority of the leading national agricultural shows, plus a plethora of exciting motorsport events, which I am delighted to confirm we are involved with. If you, your family, or friends have something unique and interesting to exhibit and would like it to join our exhibition stand please do not hesitate to contact me direct.

Thank you for all the contributors to this edition of the Witham Oily Rag, which now goes to over 3,500+ people and companies within the UK, and a few more in Europe. If you have any news which you would like us to share, please do not hesitate to contact the Team here at Witham Group.

Thank you for your continued support and enjoy the upcoming sunshine of summer!

Nigel



NEW LABELS FOR WITHAM PRODUCTS

Qualube
THE QUALITY LUBRICANT

We are excited to have created new designs for the product labels for the whole Witham Qualube range. For our own brand 'Qualube' there is now a new "family" of 10 different styles for the different lubricant product types such as engine oils, brake fluids, gear oils and coolants. We hope this change will make it easier for customers to differentiate between the products at a glance and provide clearer health & safety and specification information.



The new range of Classic oil labels has also been updated, which is available as before, on popular metal tins or the grey recycled plastic drums. The Qualube classic design picks out elements of the classic logo and showcases our popular classic range better.



PROLAN
The Natural High Performance Lubricant

Finally, the new Prolan labels highlight this award winning range and its unique biodegradable and non-toxic qualities, along with full descriptions and benefits across the range.



New Energy Efficient Radiant Heating Installed At Lincoln Factory

As part of our ongoing commitment to improving the energy efficiency of our factory, we have recently upgraded the heating to radiant heating, which works by heating the "person" and not the air around them.

The new heaters are powered by electricity, which is generated for us by the solar panels on our factory roof. These have replaced the previous space heaters which ran on Kerosene.

As the pictures show, we have had several units strategically placed throughout the working areas of the factory.



New Apprenticeship Programme Welcomes Recruits

Our new Apprenticeship Programme is up and running and we were delighted to recently welcome two more new recruits to join the Lincoln Factory Team. Euan and James are receiving full on the job training and study part time.

If you know of anyone interested in a new career with Witham Group – please get in touch.



New apprentice Euan Boon pictured left and James Wheatley pictured right

WITHAM FEATURED ON PROFESSIONAL MOTOR MECHANIC PODCAST

Professional Motor Mechanic magazine recently published a podcast featuring our very own Nigel Bottom talking about the lubricants industry and current climate in our market place. The editor, Keiran Nee, came to interview Witham MD Nigel Bottom exclusively back in February and is part of a growing relationship that we have with Hammerville Publications.

The episode was all about oil (something that we know a thing or two about!) and takes a deep dive into how this secret ingredient is helping vehicles become more efficient than ever, as well as taking Nigel's views on lubricant supplies and pricing.

PROFESSIONAL
**MOTOR
mechanic**
SERVICING • REPAIR • BODYSHOP • MOT





WORK UNDERWAY AT OUR SOHAM TRADE CENTRE

We are continuing to make improvements to our Soham depot and Trade Decorating Centre. Renovations have taken place to increase the size of the shop, and we have introduced some new product lines with more to follow over the coming months.

The Paint Services area has also been expanded to include bespoke paint aerosol production and colour matching for customers. The Soham depot is now a real one-stop-shop for all things paints, coatings and decorating accessories. If you need anything please give us a ring and a Customer Open Day is planned once the full refurbishment is complete.



NEW TECHNICAL LUBRICANT SURVEYS UPDATED - GET IN TOUCH TO ARRANGE YOURS!

With increasing fuel and maintenance costs, keeping equipment at peak performance is vital. Oil is to an engine what blood is to the human body. If it's too thick it can cause the engines oil system to clog (think heart attack); too thin and you risk uncontrolled wear, so, selecting and maintaining the consistency (viscosity) is key.

That is why at Witham we are committed to supporting and advising our customers on all aspects of lubricant efficiency and oil rationalisation, whilst ensuring the OEM specifications are matched. This ensures that the best technical lubricant advice is offered to keep customers maintenance costs and lubricant issues at bay.

By having an up to date Lubrication Survey of all your vehicles, we help you record and keep track of which oil or grease, anti-freeze or brake fluid is right for all your vehicles and machinery. Our free, no obligation Lubricant Survey provides you with an easy reference branded folder containing all the latest information and recommendations you need for each type of vehicle in your fleet.



The folder stays with you, which you can then refer to again and again. We are often astounded and pleased by the savings and efficiencies that can be made by having a survey. So, If you haven't had a survey for a while, your fleet of vehicles or machinery has changed, or you would like a fresh pair of eyes on what oils you are using then please do get in touch.

NEW Witham Biodegradable Gun Oil

We are delighted that our new biodegradable gun oil is becoming a best seller for our game and clay shooting customers, as well as gaining a lot of attention nationally for its unique environmentally sensitive credentials. A high quality lubricant and rust inhibitor, this is made using a unique blend of sheep's lanolin and natural oils and is a powerful natural lubricator, water repellent and corrosion protector.

This is a non-carcinogenic, non-toxic alternative to existing oils and can be used for many other applications found within the workshop and home. Our new gun oil is part of Witham's Estate Range and new gun range of oils, gun cleaner and pheasant feeders.

Reviewed as **"Nature's Secret Weapon"** it forms a long-lasting barrier, and gives outstanding rust protection and wood preserving qualities, yet, unlike other gun oils is completely biodegradable and environmentally sensitive. It offers powerful protection to all conventional metals, wood stocks, plus gold and silver inlays and suited to all types of sporting guns, (vintage to modern) and helps remove harmful deposits that can build up inside and impair the firing accuracy.

"I used Witham's Biodegradable Gun Oil to protect my gun before a shoot and was impressed by its staying power and how long the water proofing lasted – even in the pouring rain. The lanolin is an outstanding natural protector which is equally as good as regular gun oil – but better for the environment." Tom Maplethorpe, Clay & Game shooter and Arable Farmer.

For more information about our Biodegradable Gun Oil and our Estate Range of products, please visit our website or call your local depot.



Mole Valley Expo

In January we attended the Mole Valley Farmers Agri Expo at Malvern Showground. This was a very worthwhile exercise, and we met some interesting people. We were delighted to get very positive feedback from Mole Valley about the service we provide to them.



Yorkshire Machinery Show YAMS

It was great to see everyone at the Yorkshire Agricultural Machinery Show in February. The team had an enjoyable day seeing customers old and new and it was nice to see a few customers from the Lincolnshire area too.



North Herts Farmers AGM

At the end of February, we had the honour of attending North Herts farmers breakfast AGM meeting at Tewinbury Hotel. We are the preferred lubricant supplier for the farming group with over 200 customers of ours. We are proud to have been invited to sponsor a table and take part in their event. A great honour to be one of the very few suppliers chosen to be there.



NEW GUN CARE RANGE FIRING ON ALL CYLINDERS!

Our new Gun Care range is proving to be very popular and we have received some great media coverage recently. We have been featured in The Field magazine, the CPSA's Pull magazine, Farmers Mart and the Samco Buying Group Newsletter, all covering the great feedback on our new gun oils and cleaners.



Farmers Mart Magazine



CPSA Pull Magazine



The Field Magazine



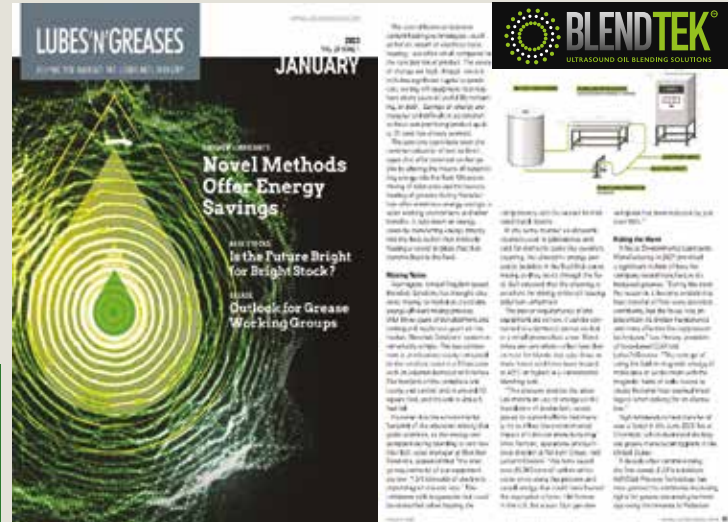
Samco Newsletter

Witham And Blendtek Featured In Lubes'n'Greases Global Magazine

We were delighted to see Witham Group and Blendtek Solutions featured in Lubes'n'Greases magazine recently in an article called 'Novel Methods offer Energy Savings' which highlighted oil companies who are using energy efficient methods to manufacture lubricants.

Interest in our unique ultrasound blending technology, which can reduce gas usage by over 93%, continues to grow, with talks being held with several companies from the lubricants industry.

"This process enables the absolute minimum use of energy as the foundation of production, as opposed to current efforts that merely try to offset the environmental impact of lubricant manufacturing."
Quoted in Lubes'n'Greases magazine by our Technical Director Mick Kenyon



Witham Featured In Classic Tractor & AF Magazine

It was great to see Witham's Antifreeze & Coolants featured recently in Classic Tractor Magazine and our environmental achievements highlighted in Anglia Farmers' Group Magazine to all their members.



Please Join Us At This Years County Shows...

We're delighted to be back at the County Shows again this year. We'll have lots going on at the Witham stands, including all our latest lubricants and paint products, and of course our good old fashioned Witham hospitality! Come along and see how our oils and paints are used in so many applications, from Classic & Vintage to the most modern vehicles and machinery, we hope to see you there!



THE SUFFOLK SHOW
UNDER 15s FREE

THE SUFFOLK SHOW
Wednesday 31st May &
Thursday 1st June 2023

THE LINCOLNSHIRE SHOW

THE LINCOLNSHIRE SHOW
Wednesday 21st June &
Thursday 22nd June 2023

THE ROYAL NORFOLK SHOW

ROYAL NORFOLK SHOW
Wednesday 28th June &
Thursday 29th June 2023



Massey Ferguson 35 Restored To Former Glory

This 1961 Massey Ferguson 35 (nicknamed Sarah after 'Fergie' the Duchess of York) was bought by our farming customer in 1984 and used every day on stock duties until 2003 when it broke down and was put away in storage.

The customer recently found the time to restore the tractor with a new replacement engine, clutch, all back end oils and filter changed, new king pin bearings, steering box, and wiring loom. The tin work was then rubbed down and primed then 3 coats of Woco Supercote in Massey Ferguson Red and Ferguson Stoneleigh grey and a new lighting set fitted.

The Friends Of Ferguson Heritage helped to get the tractor registered on an age related number plate. The Farmer was delighted with the results "My children all learned to drive on her and over the years kept asking when I was going to do her up. Well, I think I did her proud as she looks better than new now."





PROLAN "Nature's Secret Weapon" Glowing Review for Prolan Extreme

A customer recently left a glowing review for Prolan Extreme calling it 'Natures Secret Weapon' after buying it from our online shop. The customer, based in Scotland, wanted a product to stop the surface rust on the underside components of his 20-year-old Toyota. He was looking for something that was dry to the touch, transparent (so that he could still see the components when maintaining the car) and would not wash off, even with pressure washing. After doing some research he chose Prolan Extreme Grade and applied this directly to the corroded areas to stop the rust and create an airtight seal over the area. As you can see from



the before and after pictures, the lanolin in Prolan turned the surface rust to a dark brown colour – and this has remained the case for over a year. The customer was delighted with the performance and longevity of Prolan Extreme, as explained in the review he left on our website:

"I use this product to Rust Proof my vehicles, having tested it last year with outstanding results. I no longer use petroleum wax based anti-rust products, as they can't match the performance. Lanolin is highly polar, having a natural affinity for rusty and clean metal surfaces. It does not wash off in the winter on a daily driven vehicle, even with a pressure washer, I can remove dirt from the coating, without removing the coating itself. It will stop rust on contact, I use it on several classic vehicles to stop rust progressing inside cavities, and on under body areas. Versatile, powerful and an easy to use natural product. Going forward, I refuse to use anything else."

The customer titled his review of the product "Nature's Secret Weapon" and impressed with this description, we have now incorporated this in our marketing of the Prolan range.

PROLAN Used To Protect Customers Car Chassis

We recently recommended Prolan Medium Grade for a workshop customer who wanted to protect a car chassis from rust and corrosion. Prolan is a powerful natural rust preventer and does not wash off in the winter on a daily driven vehicle. Acting as a impressive cavity wax, it can even be pressure washed without removing the coating itself. The customer is very pleased with the result and has now recommended it to his colleagues.



Garden Sun Dial Given The Supercote Treatment

One of our farming customers recently made a sundial from new steel that he initially treated with Woco Etch Primer, followed by Supercote Primer Undercoat and then Supercote Gloss Black.

It has had many admirers from being on display and he has now been asked to make more orders from other people.



WITHAM PROUD TO SUPPORT AWARD WINNING WASTE & RECYCLING BUSINESS WARD

Ward was established in 1940, specialising in the recycling of ferrous metals in Woodville near Burton-on-Trent, Staffordshire. The ISO9001 quality accreditation was granted to the company in 1990 and during the following years the directors realised the potential to develop and grow Ward Recycling by responding to the waste management needs of modern business and industry.

In 2002 the company expanded to its second location, a 10 acre site at Ilkeston in Derbyshire, representing a total investment of over £5m. February 2004 saw continued investment with the installation of the £1m Redox waste recycling plant at the Ilkeston site. This ensured Ward Recycling's full compliance with European Union waste management and recycling directives.

2010 saw Ward Recycling expand to a third site and continue to expand the metal and waste processing activities. In 2015, Ward Recycling purchased a site in Chesterfield, Derbyshire which further expanded the coverage over the UK offering metal recycling solutions for the North of the country. In 2018 Ward opened a dedicated deep sea export dock facility at Associated British Ports (ABP) in Immingham to further expand its metal export business.

Today Ward, a multi-award winning business has won has an annual turnover in excess of £140m, employs over 400 people and operates a fleet of over 100 vehicles. The company is now managed by third and fourth generation family members who continue their commitment to developing waste management and recycling techniques, saving their customers money and helping them to meet and exceed their recycling targets.

Witham Group are proud to now be supplying all their lubricants for their extensive fleet of trucks, plant machinery, cranes, and recycling machinery.



NEW BULK STORAGE TANKS & PUMP EQUIPMENT MAKES VEHICLE SERVICING EASIER

As part of our service, we can supply a range of specialist bulk storage tanks for workshops and outbuildings. We can help advise on the best way to install the tanks – which for standard sizes are free of charge! Your lubricants are filled up in the colour coded tanks as required, and the tanks have sight gauges, taps or pumps and come labelled with the different product names and their application.

Simple, clean and easy to use, our bulk storage tanks help keep your workshop space ship-shape, avoid spills from containers, helps avoid important oil contamination and helps the environment by using less packaging. They also provide important health & safety requirements for lubricant storage.



We recently installed tanks and Samoa Pump equipment to heavy plant machinery hire business - GCE Hire fleet – for the maintenance of their fleet of plant machinery and lorries.



Sleaford HGV run a workshop and repair service, and they wanted to avoid having to regularly store and swap different oil barrels in their workshop. We installed Bulk Storage Tanks and Samoa pump equipment to help make the servicing of vehicles easier and creating a tidier storage area.

NEW TANKS FOR EXPANDING FARM BUSINESS

One of our farming customers in Northamptonshire has recently expanded to a new site and wanted to replicate the setup of their main farm by installing bulk storage tanks to help make the servicing and maintenance of vehicles easier by having lubricants at both sites.



i 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.

PREPARE YOUR OUTSIDE SPACE WITH OUR GREAT RANGE OF WOODCARE...

Providing the very best in professional wood care, our unique range of products are designed to enhance and protect the beautiful appearance of wood. Our products can transform and prolong the look of outdoor spaces such as windows, doors, sheds, stables, barns, outbuildings, fencing, gates, decking and garden furniture. Whatever your project this spring, get in touch and we'll be happy to help!



WOCO Water Based Top Coat

Our outstanding top coat gives a high sheen and protective coating and provides excellent overall weather resistance. It can be used on both exterior and interior woodwork and is based on a unique high quality acrylic dispersion, which gives an unbeatable finish. This popular and reliable top coat is ideal for window frames and doors, conservatories, cladding and outbuildings.

WOCO Timberlast Complete Wood Protector

Timberlast Wood Protector is an economical solvent based, ready to use wood treatment. It protects, colours and penetrates the timber and uses biocide preservers to prevent the decay and surface growth of moulds. It is ideal to decorate and protect sheds, fences, trellis, decking and any timber structures where a translucent colour and water repellent finish is required, whilst leaving the wood grain visible. It is harmless to plants when dry and uses UV resistant pigments.

WOCO Woodcote Exterior Wood Stain

This is an oil based, high solids, excellent exterior wood treatment. This wood stain comes in a choice of transparent or 19 different colours to help enhance woodwork of many types.

WOCO Water Based Preserver

This is a product we highly recommend and is used as the first step in the preparation of wood restoration and decorating. A water based, quick drying treatment for both wet rot, dry rot, wood boring insects. A very low odour formulation which is ideally suited for enclosed and external use prior to coating with paint, varnish or sealer. It is compatible with our Stain Blocking Primer and outstanding top coat.

Dark Creocote

Available in "Nut Brown" Dark shade, Creocote is ideally suited to protect and improve the appearance of rough woods such as sheds, fences and barns and provides excellent surface water repellency, so restricting weather damage. Creocote can be used on a variety of exterior woods not only to protect and preserve but also to improve grain definition. The product exhibits the characteristic odour familiar to traditional creosote users, but is an oil-based effective substitute treatment for exterior woods developed as a safer, more environmentally friendly alternative.

osmo® UV Protection Oil Extra Clear Satin

Osmo UV-Protection Oil is a natural oil-based and microporous finish which does not crack, flake, peel or blister. Water and dirt resistant, moisture regulating and reduces wood swelling and shrinkage. Ideal for windows, doors, cladding, fencing and other vertically structured joinery to block the greying process of the wood.

osmo® Clear Decking Oil

A Premium grade oil based for all hardwood and softwood decking. This product contains UV filters to protect and will enhance the natural beauty of the wood. Does not crack flake or peel, satin finish.

We also stock a huge range of other well known, trusted brands such as Cuprinol, Osmo, Sadolin, Johnstones, to name a few. So if you can't see what you are looking for here, please contact us and we can gladly give you all the advice you need.





ECO FRIENDLY PRODUCTS ARE NO LONGER A SMALL NICHE...

They are the first choice for a growing number of customers



Products that no longer harm the user or the land or the environment, that are biodegradable and non carcinogenic are more popular than ever. But did you know in the lubricant world some can also have the qualities to be more long lasting than traditional products, so saving you time, money as well as the world around you. Here, we discover how Witham can offer you some real quality alternatives for a wide range of uses.

Lubricants production is part of a much longer process and value chain starting with the procurement of raw materials. The quality raw materials used by us consist of complex chemical raw materials, renewable raw materials and a wide range of base fluids. We ensure that the raw materials used comply with all EHS regulations (environmental, health and safety) and that our resulting products meet the latest and highest Original Equipment Manufacturer's (OEM) approval. They are sourced from compliant and reputable suppliers and the engine lubricants we manufacture are designed to advance both the performance of the machinery as well as reduce emissions, maintenance costs and wear and tear.

The demand for safer, cleaner products has led to a huge increase in recent years of the development of environmentally sensitive and biodegradable lubricants that still give comparable performances to their mineral counterparts.

As part of our commitment to put the environment at the heart of what we do, Witham Group has developed a growing range of BIOLUBE, PROLAN & ENVIROYL environmentally sensitive products, all designed to help reduce lubricant impact and pollution in the countryside, in food production, in waterways and for the end user themselves. Here is just some of our best selling products from our growing biodegradable environmental range.



Witham are innovating using new alternative food safe and water safe Lubricants, to protect the environment.

Our award winning Prolan lanolin based lubricants are environmentally safe, biodegradable and certified NSF for the food industry. Around the workshops and for the end user they are safe, easy to apply and clean to use. The key ingredient is lanolin made from sheep's wool which is non toxic and so helps with the protection of our environment, especially in rivers, oceans, marinas, forest and land areas.



We are very proud of this unique and yet remarkable range of products and have been delighted to win awards for its innovation recognised by the agricultural industry. The key to this range is not only that it is safe to use and has unique non toxic qualities, but whatever the viscosity or for what ever application, its remarkable rust prevention and long lasting lubrication qualities are second to none. The need to reapply is drastically reduced compared to most other general lubricants and the universal way it can protect, metals, wood and electrical components is astonishing.

Witham Group MD Nigel Bottom comments: "As a long-standing manufacturer of lubricants and greases, we understand the importance of protecting equipment and vehicles from corrosion and avoiding costly breakdowns. We offer a range of rust prevention products suitable for just about every type of application, including our award winning, food safe and biodegradable Prolan range of rust preventative products, which have been reviewed with outstanding results and are of the highest quality."

All Our Environmentally Sensitive Lubricant Ranges Are **BIODEGRADABLE**...

TWO STROKE ENGINE OILS



HYDRAULIC OILS



CHAIN SAW OIL



PROLAN RANGE NON TOXIC & FOOD SAFE



MPC COOLANT



GUN OIL



WIRE ROPE LUBRICANT



“ADAPTING TO CHANGE & DRIVING THE FUTURE”



Soon to celebrate over 50 years in business, Sands Agricultural Machinery (SAM) was the brain child of Neal Sands, who had developed products that would lead the way in crop protection for farmers. Years later, Thomas Sands, Neal's son joined the business with a broom and shovel to learn the ropes from scratch. Here we find out more from Thomas, now one of the Directors about how the family business keeps moving forward with the times and why picking up the phone is still the best way of doing business.

HOW LONG HAS YOUR BUSINESS BEEN ESTABLISHED FOR?

Our business began in 1973, so this year we celebrate our 50th birthday. Our family has been involved in agriculture for over 125 years, from farming in Norfolk, through supplying crop protection products with a previous business, to our current focus on manufacturing crop sprayers – although we still also farm today. My father Neal Sands started the business in 1973, after previously running a crop protection business alongside his father Hubert and brother Andrew, supplying farmers around the UK with the products they need to maintain healthy crops. They also offered contract crop spraying, which back then used either light aircraft or Bedford lorries with spray equipment on the rear that we made in-house.

As times changed and aerial spraying fell from favour, with the focus switching entirely to in-field sprayers, the contract spraying side of the business was sold in 2001. In 1973, my father, having designed a high-capacity self-propelled sprayer, then founded Sands Agricultural Machinery, to meet the growing demand from larger farmers looking to take their crop spraying activities in-house rather than using a contractor. The company's first machines were based on bought-in David Brown tractors that were then converted to forward-control

self-propelled sprayers in the Sands workshops by Dad, Arthur Bacon and the small but very knowledgeable team he had recruited. The first David Brown-based sprayer was launched at the Royal Norfolk Show in 1975. Alongside a fantastic engineer called Barry Cotter, Dad then built first Sands self-propelled sprayer to a full in-house design. Since then the business has grown into a leading sprayer manufacturer supplying farmers across the UK and around the world, with our newest Infinity model hitting the market in 2022.

TELL US ABOUT YOUR BACKGROUND AND HOW YOU GOT INVOLVED?

I joined the business in 2005, being given a broom and shovel to start my life cleaning the factory floor! When I had done this to a standard that satisfied my manager, I then moved onto becoming part of the assembly and manufacturing team. I would like to think I have done pretty much every job in our business at one stage or other. Today I am one of the directors, working alongside my father Neal, who is managing director, and our other key staff on the day-to-day running of the company. We both have direct involvement in all aspects of the business, including giving our team of designers the feedback they need to develop with new component designs and the next model in future product development.

WHAT DO YOU OFFER CUSTOMERS?

Sands manufactures self-propelled crop sprayers with tank capacities from 3,000 to 6,000 litres and steel booms from 24 to 40m, to enable farmers to apply products that protect crops against weeds, pests and diseases, as well as liquid fertilisers. We offer the complete package, from designing, fabricating, assembly, painting, delivering with our own lorry, to sales, after-sales support, servicing and trading-in against new sprayers. Today we employ 43 in our team, but we are currently seeking to increase this number due to product demand.



WHO BUYS YOUR EQUIPMENT?

In the main they are farmers and agricultural contractors who may need our machines to cover anything from 500 acres to many thousand. While they are mostly in the UK, we have customers in countries across the world.

HOW HAS THE BUSINESS CHANGED IN RECENT YEARS?

The most significant change has been the growth in the size of farms and the reduction in the number of them, as cost pressures force farm businesses to become larger by pooling resources, merging with others, or selling or renting out their land. We have had to anticipate and adapt to these changes, with customers seeking larger machines offering higher capacities and increased levels of technology that mean they are more efficient and capable of doing more in a day.

HAS THE LAST YEAR IMPACTED YOUR BUSINESS?

Covid-19 put us in the difficult position of either closing the factory temporarily or putting in place the correct measures to ensure our staff could safely continue production. The farming world did not stop, and it was vital we could continue to manufacture and supply. That meant we did everything and more to protect our employees, giving them the space and protection they needed to complete our orders on time. Since then, of course, there have been considerable additional challenges including Brexit, the Russian invasion of Ukraine and the cost of living increase that has resulted from it. But we are determined to continue working closely with our suppliers regarding the deliveries of everything we need to build our machines, and with our customers to help them get their sprayers when they need them.

The twin current challenges are sourcing parts and finding staff. We work very closely with our suppliers, but unfortunately the issues surrounding parts and components is out of our control. As always, our aim is to do the best we can and ensure full communication between all parties.



The issue of finding good staff is just as challenging. We make a point of offering our employees an attractive working environment, a good package and excellent pay, but as many other manufacturers in all sectors are finding, it is becoming much harder to find good people in engineering. We continue to develop what we offer our employees, and our new factory will be a big part of this.



WHAT IS YOUR COMPANY ETHOS?

To put our customers first and provide the service we would expect to receive ourselves. As a business our aim is to always move forward with the times, and not stand still and risk being left behind.

WHAT GETS YOU OUT OF BED IN THE MORNING?

I want to make the business better for the next generations of our family, our staff and our customers, as I see their future being harder than the present I am experiencing at the moment! Over the past five years I have seen some very big changes in our business and the businesses of our customers. My father has built an incredible company from looking after customers and picking up the phone to communicate. This is perhaps one of the simplest solutions to serving customers better, but we find it's one that works very well indeed.

In 2023, Sands Agricultural Machinery celebrates its 50th birthday. That is something we are particularly proud of in itself, but of unarguably more importance is the fact we have committed to purchasing a new site nearby and building a new multi-million-pound factory to increase production and be more efficient.



WHO IS YOUR INSPIRATION IN BUSINESS?

That's an easy one for me, as it has to be the person who founded our business, my father. He came from a small farming business to create one of the UK's leading sprayer manufacturers. Things have not always been easy, and as a family business we have had some very hard times – the past year alone has seen not only the world events mentioned above, but also the sad loss of my sister to cancer. But through all this he still takes the time to answer every phone call, even late at night or when there is the occasional weekend service call. It is always great to hear a customer say how nice it is to hear a Sands family

member on the phone rather than someone I have never heard of – or an answer phone. Dad is still very much the worker he has always been, and sometimes I can't keep up with him! If I can manage 50% of what he has achieved over the last 50 years then I will be very happy.

WHAT HAS BEEN YOUR PROUDEST MOMENT?

In 2012 our company was named 'Barclays Business of the Year' at the Eastern Daily Press Business Awards, run by the largest newspaper in our region. When we arrived at the presentation evening and saw the finalists we were up against, we were honoured to be in their company but thought we stood no chance. We were really pleased when the judges awarded us the prize and acknowledged our strong family heritage, very active new product development and adoption of the latest precision farming technology.

IF YOU COULD DO IT ALL AGAIN, WHAT WOULD YOU DO DIFFERENTLY?

I think the major thing would be to have built much earlier the new factory that is currently in its early stages, as it would perhaps have helped us to keep up with production, recent demand has been such that some customers have had unfortunately to wait for up to two years for their machine order. On the other hand, this is also a nice position to be in when farming has a hard year and supermarkets are not paying the farmers the money they deserve.

WHAT ARE YOUR PLANS FOR FUTURE?

If we avoid any setbacks, we plan to move into our new factory by the first quarter of 2024, so that's perhaps the biggest one. Beyond that, we plan to continue our focus on giving our customers the service and support they require, and adapting to the changes that are happening in agriculture, so we can give the next generation of farmers the machines they need to protect their crops.

OUR DEVELOPMENT: COMMITMENT TO TOMORROW'S FARMING

Sands has underlined its dedication to the future of farming and crop protection in two key ways. The first is family management continuity, ensuring that existing and potential customers can be assured of the company's commitment. While the first mark of dedication is in the business's people – and in addition to senior management Sands is committed to training its employees and helping them to develop their skills – the second is in premises. Over time, Sands has developed manufacturing facilities that are a match for those of any other

firm in the UK self-propelled sprayer business. Now, though, plans are underway for the development of a whole new manufacturing facility close to the existing Stalham site, in the most significant development in the business's history.

OUR MANUFACTURING: MAKING AS MUCH AS POSSIBLE IN-HOUSE

SAM sprayers are all made at our Norfolk factory, where we manufacture the vast majority of our machines from scratch. Key components such as engines, electrical equipment and tyres are sourced from trusted external suppliers, but almost everything else is made in-house. Here, we design the entire machine, from chassis to cab and tank to boom. Using the very latest technology, we cut and fold steel, employ a team of dedicated welders to complete key components, and have a team of talented paint sprayers for the best possible finish, while our expert assembly engineers know every model of our range inside-out.

With a SAM sprayer our customers can rest assured that their machine has been built by people who care about their work and take the highest possible pride in it and what it means for the businesses.



OUR QUALITY STANDARDS: ONLY ONE LEVEL

Whether customers order from Sands our smallest and simplest machine or the largest model with full specification, we treat every order identically – with the utmost care and attention. Each is subject to the same high standards that have kept customers coming back to Sands for the past 50 years.

OUR MACHINES: SOMETHING FOR EVERY SIZE OF FARM

We produce a wide variety of models, which can be tailor-made to suit customers' individual requirements. Our high capacity,

high output 'Horizon' range offers users a comprehensive choice of self-propelled crop sprayers with capacities of 3,000, 3,500, and 4,000 litres. At the top of the Sands line-up is the recently-introduced 'Infinity' series, comprising two models with 5,000 or 6,000 litre tanks. These machines feature an all-new chassis, a turning circle of just 7.6m, adaptable four-wheel steering, new cab, fully independent suspension and a track width that can be adjusted from 72-88in/1.8-2.2m.

OUR BACK-UP: NO MATTER WHERE

With Sands, our customers' sprayers are supported directly no matter where their location. In the UK, machines are backed up by a spread of strategically-located sites, at the heart of which is our Stalham factory headquarters, at which a team of five dedicated field service engineers is based. With a strong following for our machines particularly in the combinable and vegetable heartland of Lincolnshire, we operate a satellite service centre at Holbeach, with a further dedicated service team of two. Customers in and around the north of England and into Scotland benefit from a dedicated parts facility into which we ship essential spares for customer access around the clock. To support farmers across the west of England and into Wales, we have a dedicated franchised dealer based in Evesham, Worcestershire.

All these service centres are supported by Sands-approved self-employed service staff across the UK. With Sands, support is never far away. And we also have sales and service agents around the world, across continents from Europe to Australia.

WHEN AND HOW DID YOU BEGIN WORKING WITH WITHAM GROUP?

Witham has been our paint supplier for a considerable time now. Witham supply us with paint that is made specifically for us, to our unique colour and to the specifications. We require a paint that can stay tacky for a longer period of time and therefore work well with items we manufacture that are not easy to paint.

The most important attribute for us is communication. Knowing I can pick up the phone and speak with Tom, Dave, Ralph or Nigel anytime is a big plus. We choose to work with Witham because we feel we can get the best back-up, a family business like ours that works to the same high standards. They could also produce a product to meet our specific requirements.





IS YOUR MACHINERY READY FOR THE GROWING SEASON?

With spring in full swing and summer just around the corner, there is no better time to make sure your power tools are still in working order and prepared for the growing season.

This will help to prevent mishaps during use and prolong the life of your tools and equipment, and it will also ensure you get the best results.

We have collated some helpful tips that will make your work easier when it's time to tackle your horticultural and gardening challenges...



1 THOROUGHLY INSPECT AND TEST YOUR POWER TOOLS

It is vitally important to correctly store your gardening equipment over the winter. If your tools are sitting in your garage or shed for months on end, they could have rust, corrosion or other unwanted damage. This is why it is important to perform a thorough inspection of everything before you come to use it.

On electric machines, check that the power cable isn't damaged. And also look for any rusty, loose, broken or damaged parts. Some of these issues are fairly easy to fix or replace at home, and if you detect any bigger issues that impact the usability of any tools, you will still have time to take it to a registered repairer.

After inspecting a power tool, start it and run it to test for any irregular noise and to make sure it is still in good working condition. If you detect issues, assess if the damage is minimal and can be fixed at home (loose parts, in need of lubrication, etc.). Keep in mind that power tools can be extremely dangerous, so if you think the issue or damage is too big or too complicated to fix yourself, take it to your local registered repair shop where it can be fixed by professionals.

Pressure washers in particular can suffer from leaks if they are kept somewhere that is not frost-free, as water in the tubes and pumps expand when it freezes and can cause failures.

If you are the owner of an expensive power tool, you should consider taking it for an annual service at an authorised repairer, so you can be sure it's in top condition.

Witham stock a wide range of products to help clean and store your equipment safely.



2 PERFORM GENERAL MAINTENANCE

Once you know your garden machine is in a safe, working condition, you will need to perform some simple general maintenance such as wiping down the chassis and the exterior with a damp cloth to remove dirt. Also tighten any loose screws or bolts and make sure all the external wires are secure.

It is also good practice to oil and lubricate all chains, bars and blades on machines such as chainsaws and hedge trimmers. You can rub hedge trimmer blades with wire wool to help remove any build-up of plant sap, followed by a coat of Witham Prolan and / or Chain Oil.

Regular maintenance will prolong the life of your garden power tools significantly. Witham stock a whole range of lawn mower engine oils, chain oils, multi ease lubricants as well as long lasting, biodegradable options.



3 RECHARGE ANY BATTERIES

If your power tools are cordless, you'll want to make sure their batteries still work. Charge the batteries and test them and replace any that are no longer working. Power tool manufacturer Stihl suggests you should leave batteries at a charge level of 40–60% when in storage.

Make sure you use the appropriate battery lubricant such as Witham Prolan Medium Graded Spray, which protects battery terminals and contacts from corrosion and oxidation.



4 CHANGE THE OIL AND FUEL

Replacing the Engine Oil in your power tools is essential if you want to ensure they run smoothly and efficiently now spring has arrived.

Manufacturers of garden tools recommend stocking up on the correct grade of oil before the season starts. This way you can get on with the gardening jobs straight away and top the Oils up in small amounts when you need to thereafter.

Petrol driven power tools that were drained of fuel before winter storage can be refilled. Also do not forget to clean the spark plug as well. Witham stocks a whole range of Qualube 2-Stroke Easy Mix, Lawnmower Engine oil, Chain oil and other maintenance products for equipment to help ensure your machine operates safely and smoothly and lasts a long time.



For more information about our gardening and horticultural product range please visit our website

ON A MISSION TO CRACK OPERATION ZERO OFFSHORE



Tidal Transit Ltd operates from the North Norfolk coast and provides specialist safe and speedy transport and crew transfer services to the offshore wind energy sector in the North Sea and across Europe. Their fleet of custom-built, high specification, work boats offer unparalleled stability and are crewed by fully qualified personnel with a raft of local knowledge and maritime experience.

Here we chat to Adam Wright, Co-Founder, Director and fourth generation fisherman, about the business and specific mission to create a zero emission fleet of vessels ahead of the industry...

HOW DID YOU GET STARTED?

Tidal Transit was established in Jan 2011 but was the incorporation of my original business, Norfolk Fishing Trips. I started my career at sea on various different fishing boats and am a fourth generation fisherman. After a stint onshore, I worked as a chef at several of the Norfolk Coast pubs I decided to buy a day charter fishing boat to take tourists out. I did this from 2006 to 2011 from Brancaster Staithe in the summer and Lowestoft in the winter. In early 2011 I set up Tidal Transit with Leo Hambro to provide crew boats for the offshore wind sector. Since then we have grown the business to six boats in the UK and 3 in France with our local partner there, Louis Dreyfus Armateurs.



WHAT DOES YOUR BUSINESS DO?

Tidal Transit owns and operates crew transfer vessels to service the offshore wind sector. We work primarily for the turbine owner or OEM to take their technicians out to maintain the turbines. Our transit services are suitable during all phases of the project including planning, survey, construction and cable-laying, testing, commissioning and maintenance.



Our fleet includes category 1 vessels that allow us to work at up to 150 miles from a safe haven and can stay at sea for more than 24 hours. With bunks, showers, toilets and fully-equipped commercial grade kitchen we provide wholesome hot and cold meals for our passengers where required. Our experienced, fully-committed and qualified crew members are based locally and are employed directly by us so there are no 'hidden' travel or accommodation costs.



The work boats are state-of-the-art, specified and designed specifically to serve the arduous demands of the offshore wind energy industry. We now have about 40 staff members at the moment but we have big plans for expansion.

Our customers are the multi-national utility companies such as Ørsted, RWE, Equinor or the turbine manufacturers Siemens Gamesa or Vestas.

HOW HAS THE BUSINESS CHANGED IN RECENT YEARS?

10 years ago it was just about getting people to sea in anything that floated as the market was very immature. Now all the boats are custom built for accessing wind turbines. The objective from now is about reducing the carbon cost of the offshore wind sector, much of which comes from the propulsion of boats to service the sector, hence our push to use electric vessels charged directly from the turbines.

It has been tough recently for many reason but the future is looking better. I just hope that there are enough mariners for all the new boats that are being developed for offshore wind. There is already a lack of mariners which is going to likely get worse before it gets better.

Our aim is to provide the best vessel with the best crew at no greater cost than the competition. To reduce and eliminate the use of fossil fuels in the servicing of offshore wind our vision is clear.

WHAT GETS YOU OUT OF BED IN THE MORNING?

Mostly my 5 children... but other than that, we have a fleet of boats that are my other children that need looking after. No rest for the wicked!

WHO INSPIRES YOU IN BUSINESS?

I would have to say Isambard Kingdom Brunel, who I think seems to have been the inventor of all key elements of modern industry inspires me to keep pushing the boundaries and learning and adapting along the way.



WHAT WOULD YOU HAVE DONE DIFFERENTLY WITH HINDSIGHT?

On reflection, I am not sure I would have done it differently but I would have loved to have started sooner!

WHAT HAS BEEN YOUR PROUDEST MOMENT?

The launch and delivery of every boat I have ever been involved with has been an incredible moment. I am not sure my girls would be very happy if I was to say it was about the boats though and not about them!



WHAT ARE YOUR CURRENT PLANS?

We are on a mission to use the power that our clients make to reduce the carbon impact of offshore wind. It is not easy but is doable with the right partners.

As the desire to achieve zero emission vessels continues to gather pace across the marine industry, advances in technology have enabled us to bring forward our specifications for a Zero Emissions Capable – Real Hybrid crew transfer vessel (CTV) for use by global offshore wind farm developers and operators.



We also were delighted to perform another 'industry first', a couple of years ago by showing that many CTVs serving offshore wind farms can run on 100% bio diesel (HVO100) rather than marine diesel (MGO). Previously, 30% HVO has been successfully trialled by others, but the move to full 100% HVO reduces CO2 emissions by over 90%, as well as reducing both the NOx and SOx in comparison to marine diesel.

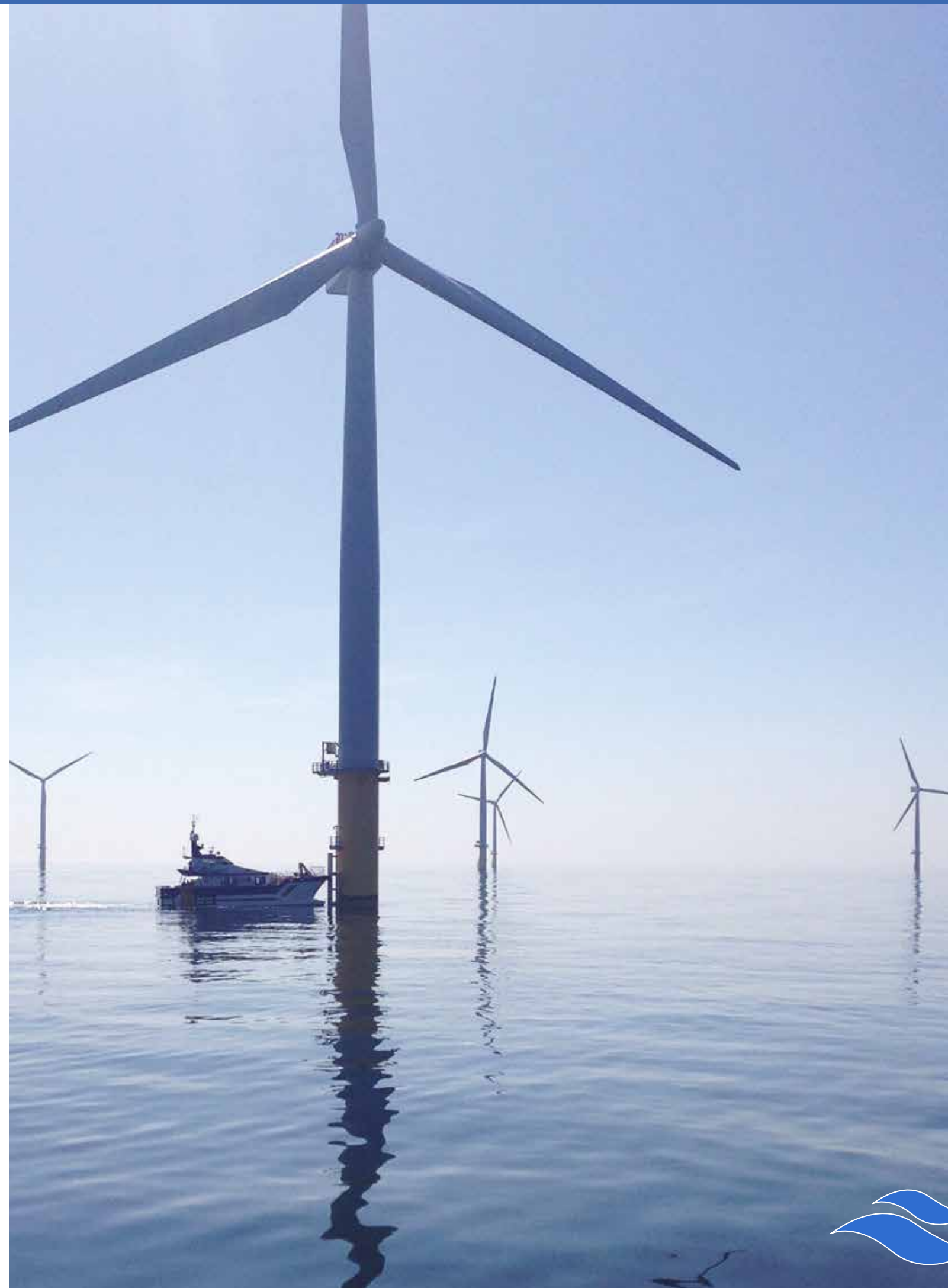
This is another step in our company's journey towards 100% decarbonisation of the fleet, and it confirms the company's intent in being a signatory of the Department of Transport's (DFT) Operation Zero. Launched by the Department for Transport at COP26, Operation Zero is an industry coalition working together to accelerate the decarbonisation of the operations and maintenance vessels in the North Sea offshore wind sector. We hope to have a significant zero emissions fleet by 2030.

HOW DID YOU BEGIN WORKING WITH WITHAM GROUP?

Ever since I got in to boats, we have used Witham. In fact I am sure that Geoff, Nigel's father even supplied my father's boat. We use Engine oil, hydraulic oil, coolant, paint and grease – everything! We use Witham because of their reliability, stock holding and price.

We continue to use Witham because they consistently deliver reliably from stock at good prices and we have a good working relationship with the team.

Witham were able to exceed the required specifications from our engine provider at no greater cost.



OUR FATS OF THE LAND



Witham Group has been delivering lubricant technology to farmers, land owners and agri linked businesses ever since the very first combustion engine tractors rolled off the production lines. Here we take a look back at how our oils and our business have changed with the times...

The history of the tractor then began in the late 1880s, when petrol engines provided an alternative to steam, which had driven the power farming revolution for almost 100 years. Britain was the world leader in developing agricultural steam power, and the earliest record of steam working on a farm was in Wales in 1798, when a stationary engine was employed to drive a threshing machine. High costs and the limited number of uses meant few stationary steam engines were installed, but this all changed when portable steam engines pulled by horses, and self-propelled traction engines, started to arrive in the 1840s.

Their mobility meant much greater versatility, attracting contractors and large farms while providing a worldwide growth opportunity for British industry. While Britain was focused on steam power, tractors with petrol engines were starting to arrive on American farms. Whatever and whoever was ultimately responsible for the expansion in the agricultural industry, there is one thing that is certain, the improvements in farming methods, machinery innovation and transportation infrastructure, has helped farmers increase their capacities and output exponentially and are continuing with technology to do so today.

As the demand for machinery and industrialisation grew and transport evolved from horse and cart to vans, ploughs and steam engines to tractors and combines, so too our Witham business expanded. Our product range changed with the times, from making cycle oils, candles and carbide to making lubricants and greases suitable for a growing number of agricultural engines and a wide variety of new machinery and equipment being used across the farming industry.

Supporting Farmers For Over 100 Years

Since then, supporting farmers and related agricultural industries has been at the forefront of our business for many years. Witham's

heartland of East Anglia is known for its high food producing land and in turn, a whole variety of machinery and vehicles are used to work and harvest the crops, all needing lubricants to keep them turning. However, it's not just in the East of England that Witham's reputation and agricultural expertise is prevalent.

Today, we are proud to be preferred suppliers of award winning oils, greases and other essential products to all the leading agricultural buying groups across the country. We work extensively with farms, estates and food crop production companies as well as national and international agricultural distributors.



From helping with Agricultural colleges and their engineering lubricant syllabus, to carrying out factory tours and visits to young farmers groups, clubs and societies, Witham continually support the farming community in their quest for efficiency, protection and performance from all their farm machinery.

We help customers understand the importance of how lubricants work and their vital role in the longevity of machinery and vehicles. Witham is passionate about using the right oil for the right application and spends a lot of time with customers and farming groups, explaining how the correct oil can avoid breakdowns in the field, costly repairs and improved efficiencies of their expensive assets.



Sustainable Solutions For Agriculture

Now venturing into the latest product developments of environmentally sensitive and biodegradable products, Witham are innovating outside the box, using new alternative food safe and water safe lubricants, such as the best selling and award winning Prolan lubricant range made from sheep's lanolin. Witham are keen to work with all their customers to help them become more sustainable and improve their own environmental credentials. Nigel Bottom MD. explains:

"Offsetting our carbon footprints is not enough – we shouldn't be creating them in the first place." Being maybe the first global lubricant manufacturer to make lubricants in a carbon neutral blending procedure has helped push our business's environmental credibility further. This new technology is helping landowners and farmers, as well as many other business owners find a supplier who is genuinely producing some of the first carbon neutral made lubricants in the world.

Our growing and unique range of biodegradable and non toxic lubricating solutions are catching the eye of customers across the country and we are proud to be leading the way in finding innovative ways to reduce the chemical impact on our land"


The Witham Group are also proud that its partnership with agriculture continues to develop, from the single-family farmer to large estates and buying groups, agricultural suppliers and online distributors, Witham will always put people and farmers first".

Nigel adds: *"There have been many occasions over the past century where we have gone to a farmer in the middle of the night to help with an oil leak or problem, without a thought, as we know the pressure they are under at certain times of the year. Many of our farming customers have relationships with our business spanning over several generations and we look forward to looking after all our agricultural partners and their families over the next 100 years".*

It's All About Reliability

Adverse weather, heavy loads and long hours of work can all take its toll on machinery exposed to these elements in outside environments. These days Lubricants not only need to protect assets working in these tough conditions but they need to ensure performance is maintained for maximum productivity so breakdowns and repairs are kept to a minimum.

With a huge range of quality and reliable products, we use only the highest quality raw materials, and ensuring we meet only the very latest original equipment manufacturer (OEM) and industry requirements and specification. Here's a simple summary of what we offer to the agricultural sector – ALL UNDER ONE ROOF, with the full back up of a friendly service and technical support.

"Witham will always put people and farmers first. Today we offer a vast range of lubricant technology for every type of agricultural business" ... 

✓ HEAVY DUTY ENGINE OILS

Designed to enhance the performance and longevity of engines working hard in tough operating conditions and to reduce heat, wear and tear.

✓ UNIVERSAL LUBRICANTS

Provide reliability and compatibility to the modern farmer whatever the age and size of the vehicles and machinery

✓ TRANSMISSION OILS

Today's transmissions need to cope with a huge variety of driving conditions. Our range of UTTO's are designed for use with in tractor transmissions, oil immersed (wet) brake and clutches, power take-off, torque converters, gear boxes and final drive assemblies.

✓ GEAR OILS

Manual or automatic vehicles need protection to prolong relevant components and keep breakdowns to a minimum

✓ AUTOMATIC TRANSMISSION FLUIDS

We offer a popular range of Multi-Functional and Automatic TF for use in powered steering and manual gear boxes.

✓ BRAKE FLUIDS

Blended with specific bases and additives, our brake fluids are essential to help the braking process and keep vehicles safe and reliable whatever the conditions.

✓ HYDRAULIC LUBRICANTS

With an extensive, market leading range of oils for hydraulics and industrial machinery, our products provide anti-foaming, anti-rust and anti-wearing properties, each designed to ensure reliable performance under heavy and stressful loads and wide variations of temperature.

✓ ENVIRONMENTALLY SENSITIVE OILS

Our award winning range of biodegradable and low impact products are ideal for the countryside, food production and waterways and yet offer unique and high quality lubricating qualities.

✓ GREASES

Correct grease lubrication is vital to extend the life of vehicle and machinery components and we offer a huge range of greases for high temperatures, heavy and shock loads, vibration, high speed and wet and saturated conditions.

✓ ANTIFREEZE & COOLANTS

These are vital to protect your engines from frost damage, overheating and corrosion in both older and new vehicles.

RUST PREVENTION - AVOID CORROSION!

We're Here To Help You Save Time & Money...

Rust is one of the most damaging phenomena that can happen to our vehicles, equipment and machinery. Rust is the result of a natural process where the iron in metals encounters oxygen and water, causing it to corrode and deteriorate.

It is not just unattractive to look at, it also causes metal to decay, becoming flaky and weak. This means metals are transformed from being one of the strongest materials on earth to one of the weakest. It can also create brittleness, causing the metal to break under the pressure of operation which intern results in both costly failures as well as a safety risk to users.

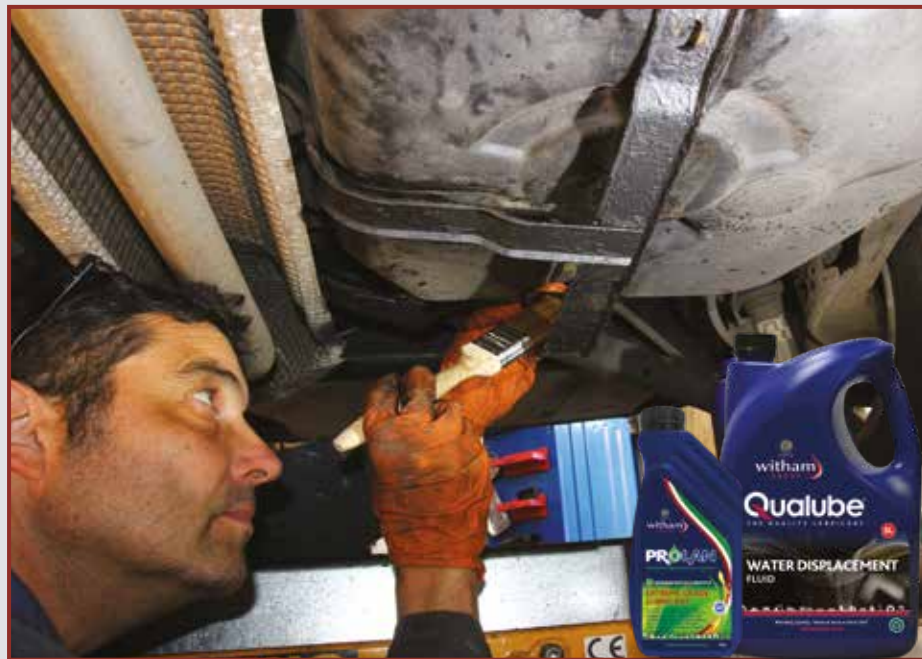
Repairs due to rust and ultimate replacement of components, can be expensive. In some cases, the rusty component may be entirely unusable, meaning costly new parts and machinery must be purchased. Help is at hand though, we have launched a new range of rust prevention products for a variety of applications, including the latest leading biodegradable options made from unique non-toxic and non-carcinogenic ingredients.



VEHICLE CHASSIS

Water and salt from the roads will corrode a vehicle's undercarriage if it is not properly protected. Corrosive damage from rust can weaken the vehicle's structural integrity over time, making it extremely dangerous for drivers and their passengers, particularly if a road accident occurs.

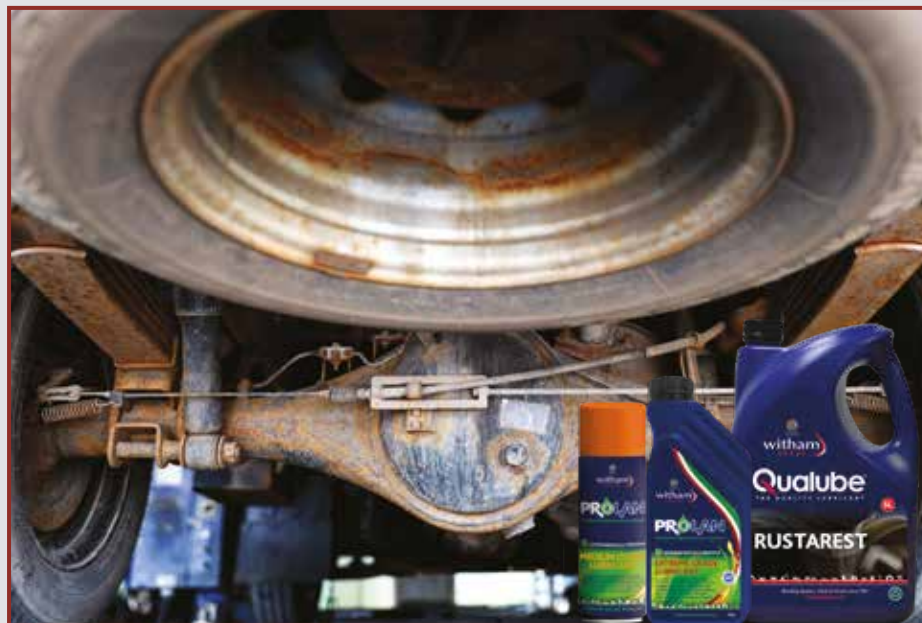
Prolan Extreme is a powerful natural rust preventer and does not wash off in the winter on a daily driven vehicle. Acting as a impressive cavity wax, it can even be pressure washed without removing the coating itself. We also sell **Water Displacement Fluid** as part of our range of reliable rust inhibitors that helps avoid corrosion with long lasting results.



SPARE WHEELS

Rust and corrosion can often seize up the mechanism holding the spare wheel on vehicles as many are located on the rear or underneath, making it impossible to remove. You can avoid this by applying either **Prolan Medium Grade** Lubricant or **Prolan Extreme Grade** Lubricant to the nuts and bolts of any vehicle as part of its ongoing maintenance.

Witham also offer a solvent water displacing corrosion inhibitor **Qualube Rustarest** which provides long term protection to all metals and surfaces and is particularly useful to cover outdoor storage areas, protecting against rust with its excellent water repelling properties.



FARM MACHINERY & TRAILERS

Agricultural machinery is often exposed to many elements, tough conditions and highly corrosive chemicals. Using **Prolan Medium Grade** Lubricant in aerosol spray throughout the year will ensure complete protection to all working parts, including rear hydraulic pipes and rear linkage components.

Towing trailers and caravans are also often forgotten, dropped off and left without being cleaned or protected. **Witham's Rust Prevention Range** includes products that will protect hinges, doors, folding ramps, spare wheel carriers and electrical systems and many other areas and applications.



ELECTRICAL COMPONENTS

Batteries and electrical components on vehicles are susceptible to corrosion from moisture and dirt. A lubricant spray such as **Prolan Medium Grade Aerosol** is easy to apply and is kind to sensitive electrical wiring systems. It is non-conductive and therefore will completely prevent electrolysis, so stopping corrosion.

It also protects earth wire from corroding and therefore circuitry and is ideal for circuit boards, battery terminals, connections and electrical wiring.



ESTATES & GARDENS

Rust on chainsaws, lawnmowers and hedge cutters can not only stop the mechanics working but can also be a safety hazard, as the metal parts corrode and break.

Regular maintenance with quality and easy to use products such as our **Multi-Ease Spray**, our **Chain Oils**, **Prolan Light** or **Medium Grade**, will all help ensure a much smoother operation and more accurate precision.



OUTSIDE & HOME

There are many other everyday things like bike chains, gears, key locks, door hinges and gates, that the build up of rust causes problems for.

If untreated, this causes unsightly appearance, creaking and ultimately seizing up. Keep all your equipment safe, lasting longer and in tip top condition with our full range of rust prevention products.



Witham Group MD Nigel Bottom comments: "As a long-standing manufacturer of lubricants and greases, we understand the importance of protecting equipment and vehicles from corrosion and avoiding costly breakdowns. We offer a range of rust prevention products suitable for just about every type of application, including our award winning, food safe and biodegradable Prolan range of rust preventative products, which have been reviewed with outstanding results and are of the highest quality."

To see our full Rust Prevention product range please contact one of our depots or visit our website.



Mark & Luke Davenport are a special father and son team whose deep passion for classic cars and racing have led Mark to purchase an historic garage business in North Norfolk.

Mark Davenport has always worked in family businesses having started his career in 1988 as a Caterpillar driver working on a landfill. This close-up confrontation with the problems of waste disposal led to a demonstrable and lifelong passion for improving recycling processes and reducing waste. The company he founded was eventually awarded an £830m PFI recycling contract and in 2010, Mark received Cambridgeshire's "businessman of the year award." He is a Royal Warrant Holder and has sat on the Warrant Holders National Council at Buckingham Palace.

Luke Davenport, Mark's son, grew up always wanting to be a racing driver. A fully qualified member of the Royal Institute of Chartered Surveys, Luke now combines his time between his passion and profession, working on commercial property projects in East Anglia as an associate for Cheffins and achieving a life long dream of being a professional racing driver and motorsport coach. We recently caught up with Mark to explain more about their family drive...



Mark & Luke Davenport (right)

TELL US ABOUT THE HISTORY OF YOUR GARAGE BUSINESS

Before we got involved, Blakeney Garage began life in 1919 by Herbert Pye on a piece of land given to him by his father. The site had previously served as a recreation ground for troops stationed in Blakeney during the First World War, where several fiercely contested sporting competitions between troops and local lads had taken place.

In 1923, the original garage was partly rebuilt and designed by local architect John Page. Page's design took inspiration from the village's non-residential buildings, including boat sheds, stables, blacksmiths and maltings.

The methods and materials in the construction of the garage also remained true to the heritage of the area. Local builder,

Meadows Grimes, was employed to build the garage and Pye himself toured the countryside in search of materials, reclaiming roof trusses found lying in a field near Wells. Meanwhile, weathered pantiles were purchased second hand from a local farmer and lintels for windows and doors obtained from old farm buildings.

During the 1920s, the garage expanded its offering with a bus and lorry garage, on site blacksmith, farm machinery repairs, a taxi and school bus service, and leasing of lorries for the sugar beet and carrot harvests. Until the 1950's, the garage also sold new and used cars.

The garage has long provided motor fuels for the community. Originally, petrol was stored in cans in a pit. However, collecting the petrol was dangerous and on one occasion a workman was

overcome by fumes and had to be rescued. This led to the purchase of two mechanical pumps.

In the early 1930s, a generator was installed enabling the garage to have a DC electric petrol pump as well as an oil fountain, whereby oil was pushed up by compressed air. During the Second World War, the garage became the headquarters of the local Home Guard with Pye as the Commanding Officer. For the first year of the war, the garage also housed the local ambulance and Auxiliary Fire Service pump.

In 1948, the garage changed hands with various buildings repurposed, including an engineering workshop, a chandlers and pottery supplies. In 1992, the current buildings once again became a petrol station and workshop, under the ownership of David Chenery and Brian Daniels. They ran the garage successfully until the business passed to its current ownership, my father and our family in 2016.

In 2019, Blakeney Garage marked its centenary year with an expansive restoration project whereby much of the original façade was restored, the workshop completely refitted with the latest facilities for MOT, servicing and repairs, and renovation of the fuel forecourt.



After several months of restoration work, we were delighted to be able to once again serve locals, businesses and visitors to the area and celebrated the occasion with a grand opening in December 2019. As well as fuel sales, MOT's, servicing and repairs, we have made the most of Blakeney Garage's spacious site with an event venue room for hire, classic car and motorbike displays, and future plans for a cafe, proudly offering a central hub for the local community. We restored the building just in time for it's 100 year anniversary.



TELL US MORE ABOUT THE GARAGE TODAY

I bought the garage in 2016. We have spent a lot of time in Blakeney as a family, holidaying up there when our children were at school. Mum and Dad have lived in Blakeney for some time and wanted to get more involved with the local community. The garage provides a great local service and it is also a way for us to indulge our passion for vintage and classic cars.

To most people cars and motorcycles are a necessity. A tool to get you to work or used for the school run. But for many of us, what we drive and how we drive gives us a lot more pleasure than simply using a machine to do a job.

A vehicle can tell you a lot about a person before you have even met them. A sports car assumes a younger, enthusiastic or

competitive driver. A four-wheel drive is for practical outdoor, country living. But these stereotypes do not exist when it comes to us hobbyists. You would not expect to see a 1500cc Harley Davidson ridden by an 80-year-old grandmother, but they are. Likewise, a leather-clad "Hells Angel" would not be expected to ride a Honda C50, but they do!

The great thing about motoring is you can indulge your individuality and use it to bring enjoyment to yourself and those around you. We have to get from A-to-B so let's have some fun doing it.

We offer Fuel, MOT, repairs and restorations and ancillary retail from the garage shop. We also offer a service for sourcing and selling classic and vintage cars. With 6 members of our team, we help predominantly tourists during the summer along with a steady stream of local business all year round. We are an ongoing service so fuel/retail requirements remain consistent. We sell an astonishing amount of kindling and firewood every year!



With a beautiful view looking out over the north Norfolk coast, we also offer our classic car emporium as a venue for your event or special occasion.



WHAT HAVE BEEN YOUR RECENT CHALLENGES?

I suppose the big change we have had in the last 12 months has been the impact of fuel prices and going forward it will be alternative fuel and electric vehicles. Inflation has had a big impact within the local community – people are more prepared to use us to repair their cars than using the manufacturer



garages, as we can offer a better personal service at a reduced hourly rate. As an employer and business owner, keeping ahead of wage inflation, fuel price fluctuations, and managing expectations has and remains a challenge.

Restoring, rebuilding and re-engineering classics ensures the sustainability of our passion for motor vehicles. Together, we are all becoming increasingly aware and concerned about the impact of our actions on our planet and the motor industry, in particular, is seeing some significant changes.

New forms of power, and new technology, combined with the re-engineering of existing vehicles all present new challenges. But this is an exciting and rewarding time for the motor industry. Indeed, there are many lessons that can be learnt from the past where older engineering used highly innovative methods to achieve success.

The UK's first mass produced car for the people, for example, was Herbert Austin's wonderful 1920s Austin Seven. Simple, light and frugal, it sold in massive numbers and allowed people to travel independently at very low cost. So, while the world and our industry are moving forward, there is certainly a lot to be said for keeping one hand on the steering wheel of the past.



WHAT GETS YOU UP IN THE MORNING?

Our 14 year old Spaniel / Terrier cross-breed starts barking around 6am! Luckily, I have a lot to achieve still in life but our proudest business moments have definitely been the success of our family business, being awarded the Queens Warrant as a Grantee, and becoming president of the local association. On reflection, if I could do it all over again, I would take more

downtime along the way to spend with my family. I am driven to make positive change to the world around me and that will keep me going for as long as I can.

WHAT IS YOUR INSPIRATION?

Supporting the local community is what we love to do. This year we start more event management in the local community aimed at motoring enthusiasts and in the summer, Bentley are visiting the area for a celebration of Tim Birkin's life and we are hosting on the Saturday night. A family business that transcends time, keeps the faith and enthuses the next generation all supporting one another to continue.

We love our motorsport and working together with enthusiasts, from historic racing as a Father & Son team, to long distance vintage car rallies around the world, Blakeney Garage has a great name for historic automobiles. Recently I found myself in New Zealand with a 100 year old car with the Blakeney Garage logo on the side of it and was recognised by a local from Norfolk who's a customer!



WHY DID YOU START WORKING WITH WITHAM GROUP?



In the 1990's ,as oil specifications were changing, we needed greater information and support for our clients. Witham have always given us the information and back up we request quickly and its always accurate.

We use Witham for our engine oils, general lubricants, paints, and because they are all great quality and with fantastic support. Continuity, and support is vital from a supplier backed up with the right information and supplies delivered on time.

We choose to work with Witham Group as it's a family business with a great ethos focusing on the customer. Please keep doing what you are doing!

ON FREEDOM'S WINGS

The incredible story of how the history of Lincolnshire's Bomber County and a fated Avro Lancaster, is being remembered, with a new iconic landmark soon to be off the ground...



The Bomber County Gateway Trust is a Registered Charity with the object of designing, constructing and installing an iconic landmark art installation on the county border of Nottinghamshire and Lincolnshire. To be known as 'On Freedom's Wings'.

The area on the A46 immediately North of Brough and close to Collingham represents the natural Gateway to Lincolnshire from the A1 and other major road networks. Many major approach-roads to other counties and cities in the UK feature landmarks such as the Angel of the North in Tyne & Wear, the Horses in Falkirk, Sheffield's proposed Man of Steel, the Kent Horse and the Wrexham Dragon.

Lincolnshire is inextricably linked to aviation and in particular its home to the RAF in the Second World War. Significant among the contributions made by the county are the achievements of Bomber Command despite this section of the Royal Air Force being unfairly snubbed and maligned for a number of decades.

In 2012, Bomber Command's extraordinary contribution and sacrifice was finally recognised by the erection of a £6 million memorial in Green Park, London and the new Bomber Command centre, at Canwick Hill near Lincoln also represents further welcome recognition.

The Bomber County Gateway Trust is providing a link to this heritage right on the county border. The structure is a permanent art installation, being a full-sized representation of an Avro Lancaster Mk1 Bomber constructed from a steel frame, mounted on a slim steel support structure to give the impression that it is in flight on the horizon. The Landmark will be seen by more than 34,000 drivers every day on the A46.

The installation represents an Avro Lancaster bomber, in flight, heading "home" to RAF Swinderby, just 3km away. The site is particularly fitting, not only because of its perfect vantage point, but also because a number of aircraft, including Lancaster's crashed nearby during the Second World War.

Although intended to be a reminder of all Bomber Command crews, one such aircraft, Lancaster R5689 (VN-N) crashed on 18th September 1942 as it limped home from a mission over the Baltic Sea, which had set out to destroy German U-Boats that were stopping Europe receiving grain and fuel.

After a clear take off in fine conditions, the return of the plane was rather different, coming home to land, damaged and in bad weather conditions, the plane was required to circle the area for quite a while, while another aircraft landed. Sadly the plane never made it to the airfield and crash landed in the woods near Swinderby and Norton Disney.

Five members of its crew perished. Because that crash site is so close, (metres not miles) and the fact that VN-N was also the most photographed Lancaster of the war it has been chosen as the basis of this landmark to serve as a permanent reminder of Lincolnshire's link to war-time aviation.

Pilot	Morley S.J.
2/Eng.	Garrett S.C.
Nav.	G.W.M. Harrison
A/B	Male H. (W.O.A.G.)
WO/AG	Dalby J.W.
A.G.	Gibbons J.R.
A.G.	Fraser J.



Lancasters are very large – 26m long and with a 31m wingspan. With a height of 29m this will make the installation taller than the Angel of the North which stands 20m tall.

The structure is a mild-steel structural frame partially clad in mild steel sheet in a similar fashion to the example of a Spitfire below.



Once the structure takes on surface rust, the colours will be similar to the markings on an actual Lancaster.

The support structure elevates the Lancaster approximately 15m above ground level. This ensures that the plane appears to be flying above the horizon against the sky when viewed from road level. The sculpture will be built to scale, weigh over 93 tonnes and will be angled at 45 degrees to look like it is turning to come into land at Swinderby, where the old aircraft was based and the original story inspired the build.

No lighting, power or other services will be installed at the site. The delicate eco-system which exists in the vicinity of the site and around Hill Holt Wood, goes hand-in-hand with a particularly dark environment at night, which will be preserved.

There will be a 300m pathway of Poppies trailing behind the Lancaster Bomber and down to the dual-carriageway, which have been planted by local school children.



Avro Lancaster R5689 (VN-N) photographed during the War at Swinderby Airfield.

THE BUILD PROJECT

The design and engineering expertise involved in the build and support of the landmark is incredible. The project has received great local support from local and national businesses and the local communities and whilst the fabrication of the fuselage are finally being completed and put into storage, over £150k of donations and support are still needed, including CAD drawings, scaffolding, and steel to bring the final half of the project to fruition. Sadly after the project had such an enthusiastic start in 2018, the covid pandemic has slowed the progress of the project and set back the original time-scales to much dismay.



So far on the site the tall metal stanchions are in place in the concrete base and these can be seen from the A46 road alone. The landscaping and planting of poppies for the fields around and car parking spaces has started but further work is still needed.

Many companies are involved in the project and have either supported in their skills, time or products such as the 1300 tons of concrete that are needed to secure the base, paint to prime and weather proof the steel stanchions (donated by Witham Group), fabrication skills or crane hire, architects, engineers and of course the local parish council and land owners, In addition donations have come in from a huge variety of sources, legacies, fundraising activities, including the sale of a unique collection of Dam Busters memorabilia from a passionate supporter. It is and remains a huge community effort to have got this far and remains a huge community challenge to finally get the landmark off the ground.



Jonathan Hammond, MBE and Committee member of the project said: *"Since my first visit to the RAF Museum at Hendon for my 11th birthday with my Uncle (ex RAF) and listening to his stories of daring exploits of those who took to the dark skies, I have been hooked on researching more, learning more and helping those who wish to create lasting memorials to those 55,573 brave crew of Bomber Command who gave their lives whilst fighting for the defence of our Democracy. At a time when our thoughts and hopes for those in Ukraine who are fighting their own and similar battle for what's right, I can only hope that others will step up to help support the final stages of this exciting Project."*

Just imagine, on his final turn and approach to land his Lancaster Bomber at RAF Swinderby, after a 7 hour flight at the controls, a 22 year old Australian Pilot was instructed 'to go round again' as a more stricken Lancaster required the runway for an emergency landing. Following the extra circuit in rain and with low cloud, the two port engines failed and the aircraft veered to the right, crashing in Thurlby Top Wood with the loss of life for 4 of the 7 aircrew.

It would be so great if we could get the support as soon as possible for us all to remember their sacrifice and the other 55,573 members of Bomber Command., as well as the overall memory of those who gave their lives in war, a thought we are still seeing on the news today.

What started as a £750,000 Project, with thanks to all those involved already, now requires only the final £180,000 to complete... but we need people to come forward with their goods and services or kindly make a donation asap. If everyone in Lincolnshire gave just £1, we would reach our goal and be able to get the sculpture completed and in situ on the A46 as quickly as possible."

The sculpture will serve as a permanent reminder of those who gave their service in duty within the Bomber County of Lincolnshire. Witham Group is proud to be supporting this legacy project and if you are able to help with a donation of any kind, please get in touch with the On Freedom's Wings project by visiting: www.bombergatewaytrust.co.uk

Alternatively, please call, Jonathan Hammond M.B.E. Principal & Valuer, HAMMOND Property Services. Tel:01949 878685



Enjoy the Ride!

Classic & Vintage vehicles need care and attention however often they are used and we have all the top quality products you need to ensure you can enjoy your treasured classic safely this summer...



CALLING THE SHOTS!



The Clay Pigeon Shooting Association (CPSA) is the National Governing body for Clay Target Shooting in England, and supports and manages the sport and its enthusiasts across the UK. Open to all who want to learn, develop or use their skills to compete at every level, the CPSA is this year celebrating an incredible 95 years but its expertise and understanding of inanimate shooting dates back to the 1880's. Recently, we chatted to Richard Worthington, the Club's Marketing & Development Manager to find out more about the association and its growing 22,500 following...



Richard Worthington

TELL US ABOUT THE HISTORY OF THE ASSOCIATION

The Clay Pigeon Shooting Association was officially founded in 1928 and will be 95 years old in 2023, but the practice of shooting at moving targets must be rooted in pre-history when being able to hit the mark was essential in order to hunt for food.

The clay pigeon or clay target as we know it today originated in 1880 when the idea of the saucer shaped target came to George Ligowski, after seeing boys skimming flat stones across a lake. It had become necessary to replace the glass balls stuffed with feathers, an ungainly target with limitations in flight speed and distance.

In 1892 the Inanimate Bird Shooting Association was founded and held its first championship at Wimbledon Park, London on

29 July 1893. There were 44 entries in the 10-bird competition and the winner, Mr. Frank Izzard, hit nine out of the ten.

Live pigeon shooting from traps was banned in 1921 and consequently clay pigeon shooting became much more popular. On 27 April 1928, Mr. A McCubbin of Nobel Industries Ltd called a meeting of interested clay pigeon shooters at the Stadium Club, Holborn, to discuss a central governing body. The result of this meeting was the formation of the Amateur United Clay Pigeon Association of Great Britain and Ireland. This name proved cumbersome and was eventually changed to the Clay Pigeon Shooting Association.

The first accurate records of the association show that in 1946 membership stood at 100. In 1968, 1414 members belonged to the CPSA and there were 226 affiliated clubs. Today, membership stands at 22,000 and there are over 300 CPSA clubs.

WHAT IS YOUR ROLE?

My role covers various aspects of the association. I'm responsible for all of our internal & external marketing including Pull! magazine (our monthly free magazine for members) and our social media & website platforms. I also manage our national training programmes, club/ground memberships & audits and oversee our events programme such as The Game Fair where we have a stand plus a clayline for people to "have-a-go" at clay shooting. We typically have approx. 1,000 people try clay shooting for the first time over the three days of The Game Fair each year. The association also has 14 employees.

WHO ARE YOUR MEMBERS AND WHAT DO YOU OFFER?

Our sport is quite an expensive hobby so therefore our typical demographic is aged between 40-60 with the disposable income to enjoy the sport. We try to encourage young people into the sport with our claylines at shooting shows and by promoting have-a-go events at our affiliated shooting grounds around the country plus discounted entry to our championships.



The CPSA is the National Governing body for Clay Target Shooting in England, supporting clay target shooting enthusiasts across the UK. As an association we promote the highest standards of excellence in every aspect of our sport. Our members can shoot in registered competitions and obtain a classification (a bit like a golf handicap). We also provide public liability insurance and personal accident cover for when our members are out shooting. As the governing body for the sport, we set the rules and regulations for safe, enjoyable clay shooting in England. We licence grounds to host competitions using our Shoot program and classify and insure shooters when they are out enjoying our sport. We also provide comprehensive training courses for people to develop their technical knowledge and skills of the sport.

HOW HAS CLAY PIGEON SHOOTING GROWN AS AN OLYMPIC SPORT?

Clay target shooting is an extremely popular activity and many people first come across it with corporate events and stag/hen activities or are introduced by a friend or

family member who shoots. The sport has many different disciplines but the most popular is called "English Sporting" which originally came about to replicate shooting game birds but has since evolved into a much more technical and challenging sport with the advances in equipment and shooting ability.



We select people to shoot for England which for many is the ultimate honour, however two of the disciplines are shot in the Olympics, Olympic Skeet & Olympic Trap, and this is the pinnacle of our sport with shooters representing Team GB and shooting in these "Formula One" versions of clay target shooting on the highest stage!



HOW HAS THE PAST 2-3 YEARS IMPACTED YOUR ASSOCIATION?

During 2020 & 2021 we unfortunately lost approx. 2,000 members, however I'm pleased to confirm that most of those have now returned to the association, and we are back to our pre-pandemic numbers of c.22,000. Given the current situation with bird flu and the impact on game shooting, we are already seeing a rapid growth in simulated days which replicates game days with shooters shooting at hundreds of clay targets instead of live game and inevitably this will lead to more shooters visiting clay shooting grounds to practice.



that the CPSA can continue to provide a first-class service for shooting. We think the Witham Group is an excellent addition to the companies that partner with our association with its new range of gun oils but also the fact that many of our affiliated shooting grounds have specialist machinery/ vehicles that are necessary tools for the ground and will benefit from the superb range of discounts available through the partnership.



WHAT ARE THE CURRENT CHALLENGES FACING THE CLAY SHOOT INDUSTRY?

In the short term, the biggest issue at the moment is the cost of clays and cartridges rising, primarily due to the fact that we import many of the clays and cartridge components from Europe. Brexit has impacted this greatly, along with the current high fuel costs.

Over the medium term, the issue of lead shot in cartridges is an ongoing topic with the Government looking to ban lead shot and replace it with steel or other non-toxic loads, principally in game shooting to reduce the risk of lead shot in game meat. Ideally, they would like to see lead removed from all types of shooting, but it is a complex issue and one that will take time to develop the alternative loads in the numbers required to support the sport.

HOW IMPORTANT IS SUSTAINABILITY TO YOUR ORGANISATION AND YOUR MEMBERS?

Sustainability is important to our organization and members, and we are working closely with other associations, gun manufacturers and cartridge manufacturers to ensure a sustainable future for the sport.

WHAT EVENTS ARE COMING UP THIS YEAR?

As well as our annual fixtures and competitions, shooting shows and the Game Fair, 2023 also sees the return of our bi-annual World Sporting championships which is a true festival of shooting and sees teams from all over the world compete against one another with the US in particular, sending a strong contingent to compete against our England Team.

WHAT ARE YOUR PLANS FOR THE ORGANISATION IN THE FUTURE?

Our plans for the future are to continue developing our sport for people to enjoy and grow our membership so



Sam Usher – 2022 Clay Pigeon Shooting Champion

WHERE ARE YOU BASED AND HOW CAN SOMEONE JOIN?

We are based at Bisley, near Woking in Surrey and people can drop by or telephone our office to join if they wish, however our website www.cpsa.co.uk is the easiest method to join where our different levels of membership are clearly set out.



Blending Quality, Value & Service since 1921



NEW BIODEGRADABLE GUN OIL

A high quality lubricant and rust inhibitor, made with a unique blend of lanolin and natural oils.



"Nature's Secret Weapon"

Witham ProLan Biodegradable Gun Oil is made with lanolin oil, derived from sheep's wool and is a powerful natural lubricator, water repellent and corrosion protector.

Reviewed as "Nature's Secret Weapon" it forms a long-lasting barrier, and gives outstanding rust protection and wood preserving qualities, yet, unlike other gun oils is completely biodegradable and environmentally sensitive. It offers powerful protection to all conventional metals, wood stocks, plus gold and silver inlays and suited to all types of sporting guns – vintage to modern and helps remove harmful deposits that can build up inside and impair the firing accuracy.

This is a non-carcinogenic, non-toxic alternative to existing oils and can be used for many other applications found within the workshop and home. Our new gun oil is part of Witham's Estate Range and new gun range of oils, gun cleaner and pheasant feeders.

"Impressive Results" PROLAN

"I used Witham's Biodegradable Gun Oil to protect my gun before a shoot and was impressed by its staying power and how long the water proofing lasted – even in the pouring rain. The lanolin is an outstanding natural protector which is equally as good as regular gun oil – but better for the environment."

Tom Maplethorpe, Clay & Game shooter and Arable Farmer.



*The 20% discount to CPSA Members is available on any Witham product purchased online or over the phone, using the code CPSA. For more information about our new Gun Range, please visit our website.



Lincoln 01522 521192

withamgroup.co.uk

Soham 01353 723373

SHORTS

“Knowing our business was built from nothing, I’m inspired everyday to make sure the next day is better”



Bryony Short is a third generation member of Shorts Group, an independent family business based in Berkshire, Hampshire, Surrey and surrounding counties, which offers a hugely diverse range of services, including Skip & Plant Hire, DIY & Trade Shops, Demolition, Trade Waste Collections, Road Sweeping, Agricultural Contracting and Farm Waste Recycling to name but a few. With business in her blood from a very early age, and following a company ethos that has stood the test of time, we find out more about what makes Shorts Group so resilient and why her Grandad always taught her that 2+2=7!

Tell us about your business

Shorts Group was set up in 1957 known then as Shorts Timber Services Datchet Limited.

The business was started by David Short (my Grandad) after he returned from his Army National Service where he was stationed in Egypt. From a very young age he was always buying and selling and even skipping school to go to auctions to buy trucks! He started out buying equipment for cutting logs and felling trees which quickly won him jobs to clear areas of Kent for the new M2 and then the M4 motorways. The company moved from Datchet to Ascot where David bought a sawmill and area of land. As the business grew, work naturally progressed into Demolition and with owning the equipment he then began to hire it out. Off the back of the Demolition and site clearance Waste Disposal became a part of our business and it has evolved from there.

In the 1980's Gary Short (my father) who had grown up in the business, but with a keen love of farming started Shorts Agricultural Contracting Services Ltd as a separated entity

focusing on Agricultural Contracting, which to this day sits as a separate entity but very much a sister company to Shorts Group. In the 1990's legislation was passed which introduced a land fill tax and so this encouraged recycling activities which we got heavily involved with. Then in 1995 Gary became Managing Director of Shorts Group and David moved to chairman.



In the 2000's our business expanded and we were proud to win awards such as the South East's Agricultural Business Contractor of the Year. We purchased 4 small skip hire businesses and brought skip hire services into the fold. In 2006 we were proud to win Business of the Year in the Windsor & Maidenhead Business Excellence awards and then we were super proud to attain our Royal Warrant for our Agricultural Services business. An accolade we are still so very proud of.

What does Shorts Group do?

Our business offers a very diverse selection of services. Within Waste we offer Skip Hire as well as Grab and Tipper Lorry services. We have two Plant & Tool Hire depots which has a modern fleet of excavators, dumpers, telehandlers, access equipment as well as the rest in between to suit our customer base of small to medium sized builders and domestic customers. Alongside this we also have a portable toilet and towable welfare unit fleet. Then we have our Demolition which has equipment to tackle projects of all sizes from a 13 tonne for smaller houses to a 55 tonne high reach for high rise buildings. Our Agricultural company specialises in Amenity, Earthworks and Contracting as well as offering a Farm Waste Recycling service from Farm Recycling to Green Waste Disposal where we produce a range of high quality Material Supplies such as Compost, Soil and Aggregate product.



Tell us about your background and how you got involved?

I have been around the business my entire life, I would spend my Saturday mornings in the office or sat on the weighbridge. After university it was next natural step to join the business and I began in the Plant Hire department working out of a recently acquired depot. From there I have grown into my Operations Manager role which oversees Marketing, Compliance, Plant Hire and our Greenwaste Recycling Facility – as well as many other bits in between.



Who are your customers?

Our main customer base is the small to medium sized local and regional builders, along with a strong base of domestic customers and our local farming community, who we support through our Agricultural business. Our day to day projects involve demolishing and clearing all sorts of old buildings and sites for new developments, to so our client base for these projects range from building contractors to supermarkets, local authorities and industrial companies.

We are proud that many of our customers use multiple services at the same time from us, while they work on various projects, for example lorry hire, as well as machinery and plant hire for the same job. We aim to offer an all under one roof strategy to help our customers now matter how big or small, get all the equipment and services they need with the best packaged service and price.





What is your company ethos?

As a business we pride ourselves on delivering outstanding service. In such competitive industries it is one thing that can truly put us aside from everyone else. Every job is looked at with the same view, how can we make this the best experience for our customers and exceed expectations. This we believe is how we have built such a strong, loyal customer base.

What has made our business grow over the past 10 years has been looking at what other services we can offer our customers to become that one stop shop for all their needs from start to finish on a project. This has seen the addition of our portable toilets and welfare and road sweeper fleet. As a business we are not afraid of trying something new.



How has the last year or so impacted your business?

Supply chain has been the biggest issue within our business since the pandemic. Not knowing when the items you order are going to arrive and how much they are going to cost has been tricky when going through investment plans. The red to white diesel change last year was particularly painful especially with fuel prices the way they are.

I am sure like most businesses today we are finding recruiting and retaining people a challenge, finding the right people with the right skills can be difficult, and of course the constantly rising costs. Trying to control costs, continue to operate and deliver a stellar service whilst winning work!

However, with the doom and gloom post pandemic we have remained busy, continued with our investment plans and worked smarter!

What gets you out of bed in the morning?

Usually my 2 year old! But on the mornings that he decides to have a lie in, it is definitely the excitement of the opportunities that are going to arise that day. I have always said I am very fortunate to love what I do, and so why would I not want to get up and out see what the day holds!

From a very young age my Grandad used to always tell me that 2+2=7 otherwise you are working for nothing, so I carry that in the back of my mind every day! As he was the founder of our business and knowing he built this from nothing it inspires me every day to make sure the next day is better than the previous. My Father has shown me what a true leader looks like, how to conduct business, rally the team and has grown the business from a combined revenue of £1m to £25m in a relatively short space of time.

I am still so fresh into the business that there is nothing I would look back on and say we could have done that differently. Yes there has been learning curves, I endeavour to learn something new every day. We are all humans and mistakes happen. We very much say we would rather someone make a bad choice than not make a choice at all.

What has been your proudest moment?

As a business across the years we have had some very proud moments, from being awarded our Royal Warrant for Services to Her Majesty at Windsor Park, to winning awards. We are honoured to have recently won the The Business Magazine's Thames Valley SME Growth 100's Resilience Award. Our business alike many others have faced challenges over the past few years, the biggest being the pandemic and the impact this has had on not only the economy but supply chains alike. As a business we pride ourselves on being diverse and touching many different types of customers across various different sectors.

We are extremely proud to be awarded for our resilience during these difficult times, it is a huge credit to all those that work with us, across the Group who dug right in when the world was faced with the pandemic and economic uncertainty. I also have moments of pride on a daily basis when I see our trucks drive down the road, or see one of our skips, diggers or toilets on a site!

What are your plans for future?

For the future we will continue to grow, take every opportunity which comes our way and continue to diversify where we see the needs from our customers. We have just introduced a new bagged material delivery service; this is going to allow us to deliver bags of material directly to our customers. Where previously we have struggled with the logistics, we have invested in the kit to make this possible. This will allow us to service customers who want a few tonnes of various materials instead of a tipper load full. It also gives us a more direct route to the domestic market.



When and how did you begin working with Witham Group?

We got to know Nigel through the Royal Warrant Holders Association, and the relationship was built off the back of this. It was during the pandemic that we first met (in the rain outside on one of the farms) to discuss our requirements and then we went from there.

We use Witham to supply all our oils and grease across our Group. We run our own workshops for our vehicles, as well as for the maintenance of our own equipment. The knowledge and technical support we have had has been first class. From the initial days it was made apparent to us that we were stocking far too many oils, and that we could consolidate this down and this has saved us a lot of money and space!



For us it's so important to have a strong working relationship, in our business, our supplier relationship is key, as we need to build up trust and know that when we are in urgent need of support they will be there. Working with Witham is so easy, the team are on hand and have so much knowledge at their disposal, nothing is hard work.

MANOR FARM AT BUSLINGTHORPE

Reflections of a Lincolnshire Family Farm
by Charles Wheeldon



Buslingthorpe is a small hamlet, approximately 3 square miles in area, and comprises a moat, 1 farm, St Michael's Church (now disused) and approximately 20 houses. The name Buslingthorpe is unique in that it has half the letters of the alphabet with none repeated! In this aerial photograph, the ridge and furrow fields seen around the farm are an English Heritage site of a medieval village. Here local farmer, Charles Wheeldon kindly gives us a fascinating history...

My Grandfather, Fred Strawson, born in 1888, was set up by his father at the age of 21 on a tenanted farm at Grainthorpe, in the Lincolnshire marshes. In those days unploughable, the land was down to grass, and Fred bred Lincolnshire Longwool sheep and Aberdeen Angus cattle, which he continued to do until the day he died in his yard at Thoresway at the age of 95 in 1985.

In 1912 Fred took the tenancy of Manor Farm, Buslingthorpe, 725 acres on the opposite side of the Wolds, near Market Rasen, on the Sutton's Hospital in Charterhouse Estate, purchasing the larger part of it five years later. He bought several farms over the years, but this was the first and most expensive, at £20/ac. Between the wars he bought a farm at West Rasen for £4/10s/ac.

Fifty years to the day, his grandsons Tony and Charles Wheeldon took the farm on in 1967, under the trading name of Wheeldon and Sons, purchasing the remainder of the tenanted land some ten years later. This was at a time, in agricultural terms, when farming was just beginning to move on from the restrictions of the war, with huge strides being made in science and technology.

For two young farmers fed up with chasing stock at nights and weekends, the chance to plough land that had benefited from centuries of grass and livestock to grow arable crops was enthusiastically grasped. Intensive livestock production of pigs, and particularly chicken, which had long been a luxury, saw a huge demand for wheat and barley which the steady increase in crop yields and area sown helped to satisfy.

In those days, 60 horse power was common for the average tractor, pulling two furrows on the heavy loamy clay soil at Buslingthorpe. Several cultivations with a range of discs, harrows and spring tines would hopefully produce a seedbed where twenty acres drilling would be a good day's work. A 10ft combine bed was as big as the men bagging off could handle. The first sprayer on the farm, all of 15ft width, was being used in the mid '60s.

Rather surprisingly, to us at least, grandfather had erected one of the first A-framed 60x90 800t on-floor grain stores in Lincolnshire in 1965; in retrospect, it was probably his way of giving a leg-up to the future incumbents of the farm.

It was an exciting time for young farmers who were not under the constraint of the traditions of the previous generations. All aspects of arable farming were improving; machinery, cultivating techniques, and chemicals to deal with all manner of pests and diseases. There were downsides, as when the first black grass appeared on the farm – we had no idea what it was!

Agriculture was still being supported by government, and there were grants for many improvements, including drainage, hedge removal and buildings. There was even a grant for fertiliser. In our first year we bought 0-20-20 fertiliser at the Lincolnshire Show for £15/t. However, the oats that year which yielded 30cwt/ac were sold for £17/t!

Farmers were enthusiastic at the UK's entry into the Common Market (little realising it was the back door to an EU) for the continued support it was giving to food production. Prices and margins were gradually increasing, but it wasn't until the oil crisis in 1972 that a step change took place. Trading at about £30/t, the price of wheat jumped overnight by £5, which many thought was too good to be true, and took advantage of. Without the up-to-the-minute market information available today, many didn't realise what was happening, and were dismayed to see the price rise to over £40/t soon after, feeling that they had been misled by the trade.

The heatwave of 1976 saw high prices for grain, if you had any, and 1984, with the introduction of Huntsman feed wheat, which increased yields by 25%, was memorable for the bumper harvest and high prices which caused much grief when the higher rate of tax was still 60% and took us many years to pay off.

The erection of the grain store in 1965 entailed the demolition of 18th century buildings and open yards, and over the following years all the traditional buildings were replaced with modern yards and stores. Keen to do away with the old, unfortunately no photos were kept of the old buildings, crews and stackyards.

The yard was concreted, and a 100x120 cattle yard built in 1972. The cattle were short-lived, and the building converted to grain and general storage. A 500t Condor 10 bin store with cleaning and weighing facilities was built in 1979 to accommodate the seed crops that were being grown on the farm at the time.

The oilseed rape store now rented by a timber importer



The glut of grain that was being produced by the early '80s saw the introduction of intervention storage, and the higher standards of moisture and admixture required. The cleaning facility on the farm was being utilised by local farmers, and it became apparent that the on-floor drying facilities that were adequate for drying grain to the traditional 16% for trading could not meet the new level of 14.5%. Charles decided to set up a new mobile contract drying business, wittily named "Home and Dry", to hire out mobile driers for farmers to dry their own corn on farm before delivery, to avoid high merchants charges. Two 20t mobile driers and a Trantor were purchased, and were kept busy around Lincolnshire, with excursions into Nottinghamshire and Yorkshire, for the next ten or a dozen years. Demand dropped as farmers improved their storage systems, and central stores took all the hassle away for those wanting to move grain off the farm at harvest.



A Trantor helped with Charles' new contract drying business "Home and Dry"

In 1984 the expanding area of oilseed rape being grown by farmers unable to dry and store it opened the opportunity to erect a shed where 3,500t of seed, dried if necessary through the mobile driers, could be stored for local merchants. A further 2000t of storage in 4x500t silos followed over the years, and apart from some harvest help, Charles ran the store single-handed for over 30 years.

Having farmed in partnership for 30 years, the brothers realised that for succession reasons, the farm would need to be split, and they went their different ways.

After a proposal to Charles from Steve Turley that joining forces would benefit both farms, a joint venture business was set up in the mid '90s. Unlike a contracting or machinery sharing agreement between farmers, this arrangement was unique at the time in that everything was thrown into the pot and the outcome shared pro rata. This made it easier for the manager, who didn't have worry about prioritising one or other farm.

Over the years three more local farmers joined what then became Flagleaf Farming, which, with some contract farms, grew to manage over 8,000ac.

By 2021, after Brexit, and the introduction of the new ELMS agricultural support scheme, the model of Flagleaf Farming, set up as a mainly combine cropping operation, was becoming outdated. With the next generation beginning to get involved in the individual businesses with new ideas, it was agreed that Flagleaf should be wound up, and farms taken back in hand. One of the options of ELMS was a retirement package, and having no one following on, Charles opted to take this. Selling some of his land to brother Tony, and letting the rest, the business of Wheeldon and Sons, established in April 1967, ceased trading in February 2023.



Charles in the yard today - Wheeldon farm purchased Witham products through Woldmarsh buying group, back in 1968.

Woldmarsh Producers was founded by 12 like-minded farmers as a buying group in 1961, and if Grandfather Fred Strawson was not one of those 12, he joined very soon after.

Wheeldon and Sons joined the group in 1968, and purchased oil, grease and paint from the then Witham Oil Company from the outset. This connection was maintained with the move to Flagleaf Farming where the vast machinery of today would consume quantities unimaginable 55 years ago.

There was one oil that Witham was not able to provide, though, which was that for the aircraft that Charles flew Witham MD Nigel Bottom to Le Mans for the Classic a few years ago!

Witham has supplied many Lincolnshire farms, whether through Woldmarsh or directly, throughout the years, and will continue to do so through the changes in the years to come.



Charles now enjoys using his private pilot's licence but sadly Witham does not supply aviation lubes!

A LONG REIGN FOR WITHAM

In the special year of the Coronation of the new King, we reflect on how Witham Group has changed and remained resilient over the reigns of four different monarchs and why looking after our people and our communities, with products made to the highest of standards, will always be at the very heart of what we do.

The company started in 1921 on the side of the Brayford Pool in Lincoln, an area then renowned for its industry. Using the river Witham to transport raw materials, the business started off as the Witham Oil & Candle Company making bicycle oils, candles and carbide for local businesses.

George V



George V at that time was King and had been for 11 years. He had not expected to be king, but when his elder brother died he became the heir apparent. His years on the throne were difficult; the First World War in 1914 – 1918 and the troubles in Ireland which led to the creation of the Irish Free State were considerable problems. In 1932 he began the royal broadcasts on Christmas Day and in 1935 he celebrated his Silver Jubilee. His latter years were overshadowed by his concern about the Prince of Wales and his infatuation with Mrs. Simpson.

During these times, the demand for machinery and industrialisation grew and transport evolved from horse and cart and steam power, to vans, tractors and cars, so our business expanded. Our product range changed with the times to make lubricants and greases for engines and a wide variety of the new machinery and equipment being installed in a whole range of local industries.

By this time George VI was on the throne, following the Duke of Windsor (Edward VIII's decision to abdicate in order to marry Mrs Wallis Simpson). He was very popular and well loved by the British people.

The Second World War started in 1939 and throughout the King and Queen set an example of courage and fortitude. They remained at Buckingham Palace for the duration of the war in spite of the bombing. The Palace was bombed more than once. The two Princesses, Elizabeth and Margaret, spent the war years at Windsor Castle. George was in close touch with the Prime Minister, Winston Churchill throughout the war and both had to be dissuaded from landing with the troops in Normandy on D-Day!

The post-war years of his reign were ones of great social change and saw the start of the National Health Service. The whole country flocked to the Festival of Britain held in London in 1951, 100 years after the Great Exhibition during Victoria's reign.



Our company started off at the Brayford Pool in 1921



Needing to support customers and grow the business further, especially during and after the war, Les Bottom, came to work for the Smith family who owned the company as a sales person. Les is the current Managing Director - Nigel Bottom's grandfather. In 1952, the company moved premises from the original site on the Brayford Pool to Webb Street in Lincoln and there the company started its path to further success. On earth floors, the company blended lubricants for many types of customers, not only in Lincolnshire now but also into parts of Nottinghamshire and beyond. Agriculture was changing and needed oils and greases for tractors, combines, sprayers and haulage to transport the produce. This became one of Witham's specialisms. Knowing the local farming communities well, unique and high quality products were developed to serve the prosperous agricultural heartland of Lincolnshire and neighbouring counties.



The Queen's Coronation 1953

became Queen of seven Commonwealth countries: the United Kingdom, Canada, Australia, New Zealand, South Africa, Pakistan, and Ceylon (now known as Sri Lanka). Elizabeth's coronation in 1953 was the first to be televised, serving to increase popularity in the medium and doubling television licence numbers in the UK.

The products and services of Witham Oil and Paint Ltd continued to expand, new team members were needed and so Les's son Geoff Bottom, aged 15, at the time, joined his father in the business in 1965. This was in addition to the Smith family who originally started the business back in 1921 and Alan Smith, who was the third generation joined in a technical capacity at the same time.

Over the next few years, they employed many hard working and loyal team members, some of which are still working at the Lincoln factory today. Under this unique partnership the company grew beyond anything the founding fathers would have ever hoped for. Concentrating mainly on products for agriculture and haulage which was, of course some of the biggest industries in Lincolnshire at the time. The key beliefs of the business were (and still are!) to offer the best prices they could backed up by the best service that bigger companies could not match. The company kept on growing geographically and by the early 80's, Witham products were being used extensively throughout both Lincolnshire, Nottinghamshire, Norfolk, Cambridgeshire and Suffolk.

In 1984, the much prized Royal Estate in Sandringham became users of our Qualube lubricants and Woco paint products, which was the start of a very proud relationship for the Witham Group and in 1991 we were appointed the Royal Warrant to HM The Queen. The Appointment was only the start of a magical journey which has culminated in us supplying lubricants and paints for the Sandringham Estate in Norfolk, as well as other connected properties, estates and farm land linked to the Royal Households throughout the UK.

By 1987, the Webb street premises were not large enough to cope with the growth of the business, so the company moved to our current site on Outer Circle Road in Lincoln. The whole factory was moved by the team, our own lorries and a lot of blood, sweat and tears!

The Webb Street factory 1952



In 1993, we purchased a new company called Eastern Counties Lubricants Ltd in Soham, Cambridgeshire. This was the start of the Witham Group of companies. Soham now assisted in the distribution and expansion of our products in East Anglia, South and across the Midlands and developed as a vital trade depot over the years ahead.

With the retirement of Geoff and Alan, 2004 saw the third generation of the Bottom family taking on the reigns. Nigel Bottom became Group Managing Director, his brother, Richard - Transport Director and a new Board of Directors with Mick Kenyon taking on Technical and Operational aspects and Richard Scarbrough as Sales Director. Not long after this the board was strengthened with Jo Welsh, Finance Director and Ali Bottom, who would develop the Group's Marketing and brand.

The 4th generation of the Smith family is continuing within the business with Dominic Smith, Alan's son who ensures the blending quality of our products remains the highest it can be. The new and growing team ensured the Witham Group would be in safe hands and continue to grow from strength to strength.

In 2007, with Soham growing rapidly, the depot soon outgrew its premises and so moved to a new address on Regal Drive in Soham. With a brand new trade shop and room for more stock and storage, this location serviced our expanding customer base throughout Cambridgeshire and the Midlands. No longer was the business based on supplying mainly agricultural and haulage industries. Now plant and off road, marine, horticulture, automotive and many other types of businesses were on-board.



The huge popularity of the royal wedding in 2011 between the Queen's grandson, Prince William and Kate Middleton, now the Prince and Princess of Wales, reflected the high profile of the British Monarchy at home and abroad. 2012 was also an important year for the royal family, as the nation celebrated the Queen's Diamond Jubilee, her 60th year as Queen.

As members of the Royal Warrant Association, Witham Group are proud to have been involved in many events including the Royal Coronation Festival held at Buckingham Palace in July 2013.

The Royal Warrant helps underline our company's commitment to maintaining and building its reputation as producers of the finest quality lubricants and paints and suppliers of excellence.



On 9th September 2015, Elizabeth became Britain's longest serving monarch, ruling longer than her great-great grandmother Queen Victoria who reigned for 63 years and 216 days.

2015 also saw the immensely exciting launch of our Witham Motorsport Brand. We love all things cars and racing and Witham Motorsport is used to capture our enthusiasm for, and involvement in, many different motorsport industries throughout the UK.

We're proud to support the motorsport industry with unrivalled lubricant expertise and quality products, working closely with stockists, distributors, direct customers, car clubs, engine builders, drivers, racing teams and garages. We are also involved in the racing industry, passionately supporting many teams and events from British Speedway, Offshore Power Boat Racing, to BTCC, British F4, and British Rally Championships, along with many classic and historic events.

The cost and environmental impact of traditional lubricant manufacturing has for many years been huge. Witham Group wanted to change this and in 2018 developed the new unique concept of Blendtek, a flexible blending solution using ultra sound technology and solar panels. This special technique improves the speed of product blending, slashes normal gas



and electricity energy consumption and is totally scalable to suit manufacturer's requirements. We are humbled that our innovation is now being marketed across the world to other lubricant blenders so helping create an unprecedented carbon neutral blending process and sustainable legacy to the global lubricant Industry.

In 2021, we were very proud to hold our company's 100th Annual General Meeting at Lincoln, with the Board of Directors congratulating the business on reaching this amazing milestone. The meeting was both in person and online to account for COVID restrictions.

It would have been hard to imagine 100 years ago, that technology would allow team members to join a meeting without being there! The business enjoyed celebrating it's century of business with a fundraising ball and a new corporate video was produced telling the story of our journey so far.



Sadly, Her Majesty Queen Elizabeth II and the monarch that we had really only ever known, died at Balmoral on 8th September 2022 at the age of 96. She was the longest reigning monarch in the history of the United Kingdom, celebrating her Platinum Jubilee in June 2022.

There have been significant challenges in the past few years both for Witham Group and its suppliers and customers. With the global pandemic, the Russian invasion of Ukraine, supply chain issues, exponential rises in raw material costs that we have never experienced before, not to mention, financial market wobbles and three changes in our Prime Minister in as many months last year, it has not been an easy ride.



However despite the overall changes in monarchs or governments economic challenges, wars and disease, once thing is for certain... Witham Group remain humbled by our heritage and proud of our resilience.

Our core values of putting our people and our customers first with quality and excellent products and advice are what we started off doing we remain committed to today.

Offering quality and innovation in all that we do and leading the way with environmental breakthroughs, we continue to face the challenges of our industry and the changing world around us. Like in some ways, the similarities of a monarch's responsibilities, looking after our people and our communities and ensuring all our products are made to the highest of standards, will always be at the very heart of what we do, both now, and long into the exciting future ahead.

"We have come a long way, working hard to ensure the business adapts to keep on top of our industry. Our biggest asset is our heritage, and we will endeavour to continue to put our customers, quality products and unrivalled service at the heart of all that we do" Nigel Bottom MD.

We are very proud to provide our products to the King's and some Crown estates and we wish His Majesty and The Queen Consort our sincere congratulations in this special Coronation year.





EXCITING TEAM LINE UP FOR 2023 SEASON

We are thrilled to announce an exciting new programme to support UK motorsport this season. We are proud to be supporting a variety of British Motorsport competitions under the Witham Motorsport brand including the Protyre Motorsport UK Asphalt Rally Championship, British F4 Championship, BTCC, 5 Nations British Rallycross, BTRDA Clubman's Rallycross Championship, MG Championship, British Speedway, British Truck Racing Championship, BRSCC Mazda MX-5 Super cup, National Kart Racing Championship, MINI Challenge, Offshore Powerboat Racing, Classic Racing Motorcycle Club and various Master Historic Race events.

PROTYRE MOTORSPORT UK ASPHALT RALLY CHAMPIONSHIP

We are one of the key partners for the Protyre Motorsport UK Asphalt Rally Championship, which consists of seven events held at various locations across the UK.

We attended the first round in February – the East Ridings Stages – where we had the Witham Motorsport Race Truck and the new banner flags proudly on display!

We were supporting Roskell Motorsport in his new Msport Rally 2 Ford Fiesta. Unfortunately, Neil Roskell encountered a few troubles with his new car and could only manage 9th overall.



BTRDA PROTYRE ASPHALT CHAMPIONSHIP AWARDS

In February we attended the BTRDA Protyre Asphalt Championship awards for the 2022 season, where we were asked to present some of the Championship trophies which was a great honour.



BRITISH F4

We are pleased to announce we will be continuing sponsoring a team in the British F4 Championship. Our new team - Chris Dittman Racing - will be running 3 cars and will carry the Witham Motorsport brand. Mid-February we attended an unofficial test with the Team at Donington Park.



NORFOLK CARS TAKE ON THE MINI CHALLENGE

Norfolk Cars has expanded into a new purpose built garage for their growing business and motorsport activities. The garage uses Qualube MS 5W-30 C3 as their service oil, and their expanded site now allows them to work on customer vehicles and their own race cars. We will be supporting them as they enter the MINI Challenge Cooper AM Class with two MINI cars the R53 Hatch and R56 Clubman. They will also be running their Turbo Cooper R50 in the Time Attack class. We wish them the best of luck!



AUTOSPORT SHOW

In January we attended the Autosport Show as guests of Ovenden Plant who were displaying their Car in the live action arena - complete with Witham Motorsport branding!! We were also guests of Great British Sports Cars and spent some time on their stand.

AUTOSPORT





WITHAM MOTORSPORT TEAM LINE UP FOR 2023... SO FAR!

We are thrilled to be working with these fantastic motorsport teams. From Rallying and F4 to Classic racing, Truck racing and Speedway motorbikes, the 2023 season is shaping up to be an exciting one!



**BRITISH
SPEEDWAY**

Kings Lynn Stars, British Speedway



PROTYRE
MOTORSPORT UK ASPHALT RALLY
CHAMPIONSHIP

Roskell Motorsport, Protyre
Motorsport UK Asphalt Rally
Championship



Joe Dalgarno,
Tegiwa Type R Trophy

TEGIWA



Bromley Racing Team,
BRSCC Mazda MX-5 Super Cup Championship



OR Motorsport, NKC (National Kart Racing)
Championship



JP Racing, British Truck
Racing Championship

**JP
Racing**



Speedworks, BTCC

**Masters
HISTORIC RACING**



**SPEEDWORKS
MOTORSPORT** **Kwik Fit**
BTCC



Blakeney Garage,
Historic Sports Car Club

**BG
BLAKENEY
GARAGE**



Ovenden Motorsport, BTRDA Clubmans
Rallycross Championship

OVENDEN
DIG IT • LOAD IT • CLEAR IT • RACE IT



Todd Crooks Motorsport



RAF Classic Race Team, GP
Originals Series & Classic
Racing Motorcycle Club CRMC

**ROYAL
AIR FORCE
motorsports**



Team Enforcer 922 Powerboat Team, The Offshore
Circuit Racing Drivers Association Championship



Witham Group Raises Funds For Charities At Annual Ball



We were very proud to recently announce that at our annual charity ball in January raised a fantastic £7,250 for local and national charities chosen for being close to the hearts of colleagues. This year, the money raised has been shared between four fantastic charities and we were delighted to welcome representatives from the charities to Lincoln HQ to receive the donations.



This news story has generated some lovely publicity for the Witham Group via the local press, the four charities and the Royal Warrant Holders Association...



Royal Warrant Holders Association Donation Granted

We were delighted that the Royal Warrant Holders Association recently agreed to donate a grant for £1,000 to the LRSN Charity, after a recommendation from Witham Group. Each year the RWHHA offers a select number of donations to worthy causes nominated by Grantors of the Association and based on our long standing relationship with the charity we were proud to help. LRSN were very grateful for the donation and expressed thanks in their recent members newsletter as well as a thank you to us.

Royal Warrant Holders Association Grant

Massive thanks go to Nigel and Ali Bottom at The Witham Group for recommending that LRSN receive a grant for £1,000 from the Royal Warrant Holders Association. As suppliers to the Royal Estates, The Witham Group are Royal Warrant Holders and have the privilege of being able to recommend charities to the committee.



The Witham Group have been great supporters of LRSN and we would like to thank them for all that they do to help and support the team.

The grant was mentioned in LRSN Newsletter



Tyrwhitt Arms Raises Over £1,300 For The Lincs & Notts Air Ambulance

In December we donated some Witham travel mugs, mugs, pads and pens to local pub the Tyrwhitt Arms for their Christmas charity night. The event was a great success raising £1323.50 for Lincs & Notts Air Ambulance.



£10,000 Raised By 100 mile Runner

We were proud to support The Liam Fairhurst Foundation's charity event recently. This local Soham charity was set up by one of our customers and helps young people and families affected by cancer, disabilities and Life Limiting illnesses. The foundation was started in the memory of Liam, who began raising money, despite his own diagnosis of cancer until he passed away in 2009.

The event saw local runner Ben Blowers running 100miles in 24hours, it was a huge success raising more than £10,000. Ben was of course kept warm by the Witham Motorsport Bobble hat... Well done Ben!





Witham Helps Tee Off Golf Day Support

We have been helping the organisers of a charity golf day with marketing materials and stationery for their event taking place in August. The day which will be held at Blankney Golf Club, raises money each year for the Lincs & Notts Air Ambulance.

This year the committee needed a bit of help and so as well as helping with the promotion and forms, we are also sponsoring a hole and providing half time refreshments of the famous Witham Golf Cupcakes! We are putting together a Witham Team so good luck to the golfers and let's hope the event can raise lots of money.

We are also supporting again for the year ahead the Woldmarsh Golf Day on 12th May, the proceeds of which will go to the Lincolnshire Rural Support Network.



"Howzat! For Lindum Cricket Club"

We are donating some paint products to Lindum Cricket Club to help with their refurbishment project of the club house and grounds at the Lindum sports ground in Lincoln. For our donation we are getting a permanent banner on the ground which is widely seen by many throughout the year as the ground is used for hockey in winter. We were proud to put a "spin" on the artwork with a cricket ball in the wording.



Social Club Floor Gets A Woco Makeover!

We recently donated some Woco paint to the Brant Road Social club to renovate their dance floor. We supplied our Woco Koverflor floor paint in grey and the painters were impressed at how well it covered and how far they got with the tin.



Young Farmers Clubs welcomed to Lincoln Factory Tour



At the start of the year, we hosted two different visits from Young Farmers Clubs. We welcomed Harmston YFC in January, and Horncastle YFC in February.

After a presentation from Witham MD Nigel Bottom all about the world of lubricants and paints, the young farmers enjoyed a tour of the factory, including the Blendtek machine and testing facility.



A GROWING RANGE OF ENVIRONMENTALLY SENSITIVE LUBRICANTS

