

April 2020

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Gregory
Delivering winners



ARRGRAIB
Delivering winners

Hayton Coulthard
Delivering winners



SUPPORTING THE **NHS**

Gregory Distribution was delighted to give a positive response to a request from the NHS Royal Devon & Exeter to help with storing hospital beds which may be needed during the current coronavirus pandemic.

The first batch of 28 beds arrived at our Willand depot on March 31 and were stored in bread warehouses where there was spare capacity.

The RD&E Facilities Department tweeted: "We are very grateful to Gregory Distribution for very kindly supporting the RD&E Hospitals during this challenging time and allowing us to store vital supplies at their Willand site."

Darren Beaven, operations and business culture director, said: "The connection was made through my fellow director Paul Jefferson whose wife is a consultant at the RD&E. We were very pleased to support the



NHS in these extraordinary circumstances and look forward to helping them with further storage and distribution where and when they need it. They are doing a fantastic job and we are all very grateful for it."

SCOTLAND PULLS TOGETHER FOR THE AMBULANCE SERVICE

Hayton Coulthard Transport (HCT)* and ARR Craib are supporting Highland Spring in the provision of water to the Scottish Ambulance Service hubs in Glasgow, Edinburgh, Aberdeen and Inverness.

ARR Craib are handling delivery to the sites in Aberdeen and Inverness, and HCT are delivering to sites in Glasgow and Edinburgh. This service is being provided free of charge using rigid vehicles with tail lifts where there is restricted access.

HCT director Malcolm Wilde said: "All frontline NHS staff are under incredible pressure right now and we are very happy to support them in any way we can. They are there for us all."



*HCT is now on Twitter – @haytoncoulthard

COVID-19



As I write, we remain in 'lockdown' which is certainly something I hadn't predicted when we entered 2020. Before the scale of the Covid-19 impact became clear, the

business outlook was positive, however we have faced a significant challenge over the last few weeks and will continue to do so over the coming months.

These difficult times, though, can bring out the best in people and I have been hugely impressed by the way we have all pulled together to keep the trucks and essential supplies moving for the wider community. From our front line drivers to our warehouse teams and all of our support staff, I am proud to say that our employees really have proved that they are key workers.

The rapidly changing situation across the UK has meant that some parts of the business have been extremely busy, while some have been adversely impacted, with overall sales down significantly and some areas ceasing work altogether. Inevitably and unfortunately this has meant that a number of our people have been furloughed. All employees affected in this way have shown incredible understanding and we look forward to welcoming them back as soon as possible.

Despite these challenges, our underlying business remains healthy and once we transition back to business as usual with the lockdown lifted, the company will recover from this setback. This has been made feasible by every one of us playing our part to maintain service to our customers and to safeguard our business for the future.

While it is unclear whether we have reached the peak of the pandemic, this lockdown will end at some point, hopefully in the next few weeks, and we will transition back to business as usual. I'm sure everyone would agree the sooner the better.

In the meantime, I would like to thank each and every one of our people, our customers and our suppliers for your support during this period – please stay safe and well.

Angela Butler
Managing Director

BREWDOG EXTENDS CONTRACT WITH ARR CRAIB



ARR Craib has announced that Brewdog has extended its long term relationship with ARR Craib for a further two years.



Brewdog was founded by James Watt and Martin Dickie in a shed in 2007. 13 years later it ranks among the world's 25 most valuable beer brands and was valued at \$1.5bn in 2019. Its flagship beer, Punk IPA, is the number one craft beer in the UK and the company is committed to growth adding gin, vodka and whisky to its portfolio.

ARR Craib's chief operating officer, Mike Simpson said: "This is a result of a genuine 'one business' approach, with ARR Craib and Gregory working closely together to deliver a visionary logistics solution and an innovative approach to Brewdog's logistics which will deliver cost savings and reduced environmental impact."



NEW INVESTMENT IN SCANIA FOR SCOTTISH FLEETS

In early 2020 both Scotland based businesses within the Gregory Group acquired the next generation of Scania tractor units in investment packages worth around £1 million each.

Aberdeen based ARR Craib Transport took delivery of the first batch of eight new Scania 450 tractor units and an additional 10 new SDC curtain-side trailers. The new vehicles are the first Scania trucks that the company has acquired for a number of years and the investment aligns it with the Group's vehicle acquisition strategy.

At the same time, Hayton Coulthard Transport also acquired 10 Scania 450s to replace existing vehicles on the business' significant B&M contract. These vehicles are used to deliver to 65 B&M stores throughout Scotland seven days per week. They pick up loaded trailers from B&M's distribution centre in Speke near Liverpool and deliver them to the stores during the day. HCT make more than 20,000 deliveries each year to B&M stores and have held the contract since 2016.



WORKING WITH THE COMMUNITY

Christmas hampers

Surplus products from the Gregory Christmas Hampers were donated to two local charities, St Petrock's, a charity supporting the homeless and Exeter Food Action. Both charities were extremely grateful for our donations and ongoing support.



TOP ACCOLADE FOR FIREFIGHTER PAUL



North Tawton Workshop's Paul King has been awarded the Fire Brigade's Long Service and Good Conduct Medal for his work as a retained firefighter for the Devon & Somerset Fire & Rescue Service.

Paul joined the service in May 1999 following in the footsteps of his late father John (who also worked at the NT workshop), and has worked from North Tawton Fire Station ever since. In addition, he has taken on a retained role at Okehampton Fire Station where he has been promoted to Crew Manager.

The citation says that "This honour is only gained after tendering 20 years' long and meritorious service to the Fire Brigade and the public. The awarding of this medal indicates the high esteem in which the recipient is held by the authorities and the public and expresses their gratitude for honourable service and devotion to duty."

Paul is pictured above, receiving his medal from Her Majesty's Deputy Lord-Lieutenant of Devon, Lieutenant General Sir Andrew Ridgway KBE CB DL.

WAYNE'S WORLD IS GREAT DRIVING

Cullompton driver, Wayne Drake was awarded with the Drive4Efficiency January prize by operational training manager, Steve Rose.

Wayne scored an EEDI of 99 (Energy Efficient Driving Index) throughout January, a remarkable achievement considering he is a radial rigid driver delivering pallets to residential and business addresses from Okehampton to Bude and North Cornwall, an area with some of the more challenging roads in the country.

Steve Rose said: "I asked Wayne what his secret was and he said that he used cruise control as much as possible on any type of road (31% in Jan) and kept the vehicle in the correct gear to keep the revs in the green band whenever he could (73% in Jan). Wayne looks for any coasting opportunities when descending hills (23% in Jan) and when accelerating he feathers the throttle and did not have a single throttle alert in January. Well done Wayne, this really shows that a good EEDI can be achieved even when driving up hill and down dale!

"Wayne's EEDI rating is a really good example of what can be done if you put your mind to it and a great example to be followed by other drivers."

