



# **Sowing the Seeds for Growth**



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# Greater Lincolnshire: The Wise Business Choice

**Food has long been synonymous with Greater Lincolnshire, be it our long and rich history of growing the nation's favourite produce, or world-class manufacturers and packagers choosing to locate their business here.**

I know that the area is fortunate to have one of the UK's largest and most progressive food sectors, with dynamic businesses and a well qualified workforce. The industry contributes an estimated £2.5 billion to Greater Lincolnshire's economy and is the third biggest sector in terms of value and employment, with around 56,000 people working in agriculture or food production.

Indeed, as a LEP we are now working on an ambitious agri-food sector plan which will see the food and farming sector in Greater Lincolnshire double its contribution to the economy by 2030 by investing in skills, knowledge and production capacity.

Greater Lincolnshire is already home to the headquarters of many multi-national brands, and our low business costs continue to attract people to the

area. Whether you're a new start-up looking to invest in an expanding area or tap into the well established supply chain, or a larger firm hoping to take advantage of new developments, there's something for you in Greater Lincolnshire.

Our geographical location is also second to none; not only do we offer a wealth of opportunities for businesses, the lifestyle outside of work is enviable. Greater Lincolnshire boasts wide open spaces, low property prices, a good transport network, historical attractions, a bustling waterfront in Lincoln city centre – listed as one of the best place to live by the Sunday Times – and stunning coastal sites.

Our aim is to make Greater Lincolnshire the heartbeat of the UK's food sector – and we look forward to helping you get here.

## Mark Tinsley

LEP board member with responsibility for agri-food

*The agri-food sector contributes over £187 billion to the national economy*





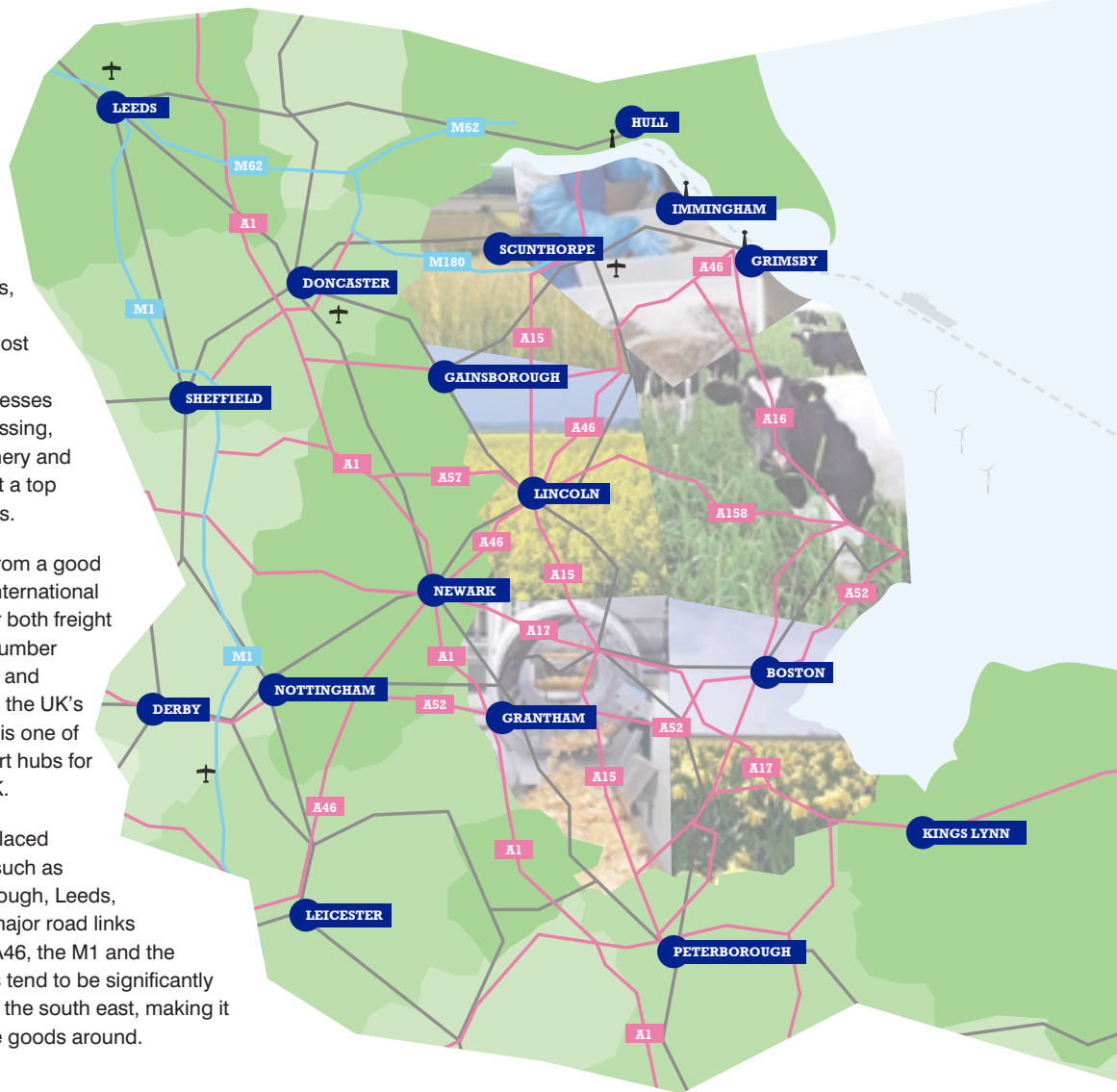
# Linking Greater Lincolnshire to the rest of the world

Greater Lincolnshire has a fast-growing economy, stretching from the Humber bank in the north to the Wash in the south.

As well as offering a mix of beautiful and diverse countryside, historic buildings, big skies and busy market towns, it is one of the UK's most important agricultural areas, supporting world-class businesses in the packaging, food processing, fertilisers, agricultural machinery and distribution sectors, making it a top choice for many major brands.

The prime location benefits from a good rail network, access to four international airports and ferry services for both freight cargo and passengers at a number of ports. The Port of Grimsby and Immingham combine to form the UK's largest port by tonnage, and is one of the top distribution and import hubs for the agri-food sector in the UK.

Greater Lincolnshire is well placed to service other major cities such as Leicester, Sheffield, Peterborough, Leeds, Hull and Norwich using the major road links including the newly dualled A46, the M1 and the M180. Transport connections tend to be significantly less congested than those of the south east, making it easier to commute and move goods around.



*Greater Lincolnshire has a population of more than one million people and diverse businesses interests*



## Branston Ltd

**Branston Ltd, the UK's leading potato supplier, is one of Lincolnshire's most successful food businesses and employs over 700 people nationwide.**

Established by a group of Lincolnshire farmers in 1968, Branston has adapted to changing social, economic and environmental demands and now boasts an annual turnover in excess of £130 million.

The innovative company prides itself on being a provider of great British potatoes, working closely with growers and retailers to provide the best quality and value potatoes for consumers.

Operating from sites in Lincolnshire, Somerset and Scotland, the firm's financial performance has continued to grow alongside its product range. Branston has diversified into prepared products to complement its fresh potato range, producing cook-from-fresh products which are free from unnecessary additives, making it easier for customers to enjoy good food every day.

The firm also has farming, seed and processing divisions, enabling it to operate in all sectors of the industry.

Lincolnshire's reputation as a key potato-producing area has been built up over the past 400 years and it produces more potatoes than any other county in the UK. Branston was founded by Lincolnshire farmers and it still relies heavily on local growers for the majority of its supply.

Branston has a strong commitment to environmental best practice and became the first food producer in the UK to be awarded the Carbon Trust Standard for its work in reducing its CO2 emissions. In 2013 the firm added to its credentials by becoming one of the first to receive the Carbon Trust Water standard in recognition of the company's continued commitment to managing and reducing water consumption. Branston has an extensive environmental management system, which has helped all of its sites achieve ISO 14001 accreditation – a first for potatoes.

Visit [www.branston.com](http://www.branston.com) and follow @Branston for more information.

*Greater Lincolnshire has more grade 1 agricultural land than any other LEP in England*

NORWICH

# Freshtime

## Adding value to fresh produce is what Freshtime is all about.

The Boston-based food producer supplies prepared salads and vegetables, deli fillers and fresh chilled food to eat on the go to national multiples, and it also produces a number of products under its own Freshtime brand.

Located in the heart of the UK's prime arable food producing region, Lincolnshire is an ideal base for Freshtime. The company uses local suppliers wherever possible, and growers are based on the doorstep, cutting transport time and costs and ensuring the produce is as fresh as it can be.

Freshtime employs around 350 people and offers a range of 170 different products to its customers, from bagged salads and diced carrots to Moroccan chicken and couscous salad.

Freshtime is a privately owned company formed in 1995 after a management buyout of ELGRO, a food producers' co-operative based in south Lincolnshire. The firm turns over approximately £50m per year and has invested £14m in its food processing plant over the past five years.

Freshtime's Managing Director is Mark Newton, who previously worked as Commercial Director, then Managing Director of Soléco UK Ltd – part of Groupe Florette – between 2000 and 2011 and Chief Executive of Florette SAS from 2011 to 2013.

Freshtime now finds itself at the forefront of current trends in food: fresh, locally sourced produce, healthy eating and food on the go. Mark's aim is to grow the business and exploit the company's flexibility to innovate and respond to market trends.

For more information visit [www.freshtime.co.uk](http://www.freshtime.co.uk) and follow @freshtimeuk on Twitter

*Greater Lincolnshire's contribution to the GVA from agri-food is four times the UK average*





# Moy Park

**Moy Park is one of the UK and Ireland's leading food businesses, producing locally farmed chicken for supermarkets and food outlets. The company employs 12,000 people across 16 production sites in England, Northern Ireland, Ireland, France and Holland.**

It has two production sites in Lincolnshire: one in Anwick and one in Grantham.

The Anwick factory produces fresh British poultry for some of the UK's major retailers. 2007 saw Moy Park investing £28 million in its site at Anwick, which doubled production space and output and further solidified its position as one of the UK's leading processing companies.

Local sourcing is at the core of the Moy Park business and the poultry which the company processes at Anwick comes from many farms within a 30-mile radius of the factory.

The company has been the pioneer in moving welfare standards forward, producing organic, free range and higher welfare chicken. It has recently invested £20 million in developing its facilities in Grantham, adding a state-of-the-art food factory producing ready-to-eat products. The company also produces breaded chicken products at its factory in Grantham.

All new products are created in line with what customers want, including a focus on healthy eating, innovation, traceability and clear labelling information. As well as producing ranges for supermarkets and food outlets, Moy Park partnered with Jamie Oliver to develop a range of higher welfare chicken products that launched under the Jamie Oliver brand. These were the first chicken products to be included in the Jamie Oliver range.

Moy Park is owned by Marfrig Global Foods, a leading food company producing poultry, beef, pork, lamb and fish products as well as pasta, margarine, frozen vegetables and desserts. Marfrig Global Foods products are available in 140 countries.

As an official sponsor of the 2014 FIFA World Cup™, the brand will be beamed to millions of viewers across the globe on pitch perimeter boards during the tournament alongside global brands including McDonald's, Budweiser and Johnson & Johnson.

Find out more at [www.moyparkchicken.com](http://www.moyparkchicken.com) and follow @MoyParkChicken on Twitter.

*The food sector in Greater Lincolnshire employs more than 68,000 people across the supply chain*



# Young's Seafood Ltd

**Young's Seafood Limited is the leading UK fish and seafood processor, providing frozen and chilled, branded and retailer branded fish. The business has a team of over 3,000 people across the UK, including over 1,700 people in Grimsby.**

Using more than 30 species sourced from five continents, Young's Seafood's team prepares over 300 million seafood dishes for the UK consumer every year.

A major employer in Grimsby, with several manufacturing sites in the town, Young's Seafood also has a number of other factories in Scotland and Northern Ireland. It is home to the Young's brand and a wide range of retailer branded fish and seafood dishes, foodservice products and products for export.

Young's was founded in 1805. Building on its heritage, the company strives to combine its expertise in fish with great consumer and shopper insight-based

innovation. Supplying many of the major retailers, the Young's Seafood team is passionate about fish and excellent food values – from quality to technical ability, and from taste to sustainability.

The Young's Seafood team creates over 2,000 different products including smoked salmon, breaded scampi, fish pies, battered fish and fillets. Recent innovation includes the Young's Lightly Coated range, which provides a lighter way for the whole family to enjoy fish, and the Gastro range, which provides restaurant quality fish at home. Young's also makes the only branded fish finger to be made in Britain.

Visit [www.youngsseafood.co.uk](http://www.youngsseafood.co.uk) for more information and follow @youngsseafood on Twitter.



*In 2015 Greater Lincolnshire will be hosting the World Seafood Congress*





# Coveris

**Coveris is headquartered in North America and has 14 sites across the UK producing self adhesive labels, flexible films, and cartonboard packaging as well as extrusion capabilities and graphics packaging services. It acts as a strategic supplier to all major retailers including Tesco, Sainsbury's, Asda and Morrisons.**

As part of Coveris' \$2.7bn global packaging business, the company's Lincolnshire-based UK food and consumer division is the leading manufacturer of private-label packaging for the fresh and chilled retail industry.

Established in 1994 as Paragon Labels, the business has since grown to reach turnovers in excess of £250m and today employs almost 2,000 staff nationwide. Consolidated under the Coveris brand in 2013, along with four other leading global packaging companies, the former Paragon division is now part of the world's sixth largest plastics packaging company.

Continual innovation, pioneering technology and above all, award-winning service has positioned Coveris as the largest self-adhesive label manufacturer in Europe and the only self-adhesive label manufacturer approved by all major retailers.

Coveris invests in state-of-the-art technology to help businesses reach new heights of quality. Services including lamination, labeling, printing, thermoforming, injection moulding, sleeving and coating, are available through other sites globally, while Lincolnshire focuses on the labeling manufacturing.

Housing the largest UV flexographic press installation in Europe, Coveris' response to customer demand in the fast-moving consumer goods (FMCG) marketplace sets a food packaging industry benchmark.

Visit [www.coveris.com](http://www.coveris.com) for more information.

*Employment in the agri-food sector has remained stable throughout the recession*



# Optima Graphic Design Consultants Ltd

Whether you're picking up a snack salad from your local Spar, a bag of farm fresh potatoes from Tesco or a catering pack of dried spices from Bookers, the chances are that the products all have one thing in common: their brand identity was shaped by creative design agency Optima in Lincoln.

Launched in 1995, the team specialise in branding, graphic design, web design and marketing, drilling down in to each area to offer creative solutions for print, packaging, product development, exhibitions and digital applications.

A Lincolnshire location plays a key role for Optima, not only in maintaining a quality of life which is enviable to other agencies but also in allowing them to be highly competitive against others based in high-cost areas. The company works on a national and international scale for clients including WWF, United Nations Organisations, the World Heart Federation and Tata Steel.

In the food sector, clients include Pipers Crisps, Juiceburst, Branston Ltd, Freshtime, Vitalin, Redhill Farm, Emmett UK and Chef William.

One of the key ways the agency works is by fully understanding the market and the business-led objectives of the client in order to find solutions to achieve those objectives. The initial aim might be to launch a new product or reach a new market but the overall aim is usually to sell more product and that's where effective design can play a critical role.

Optima's work in the food sector has seen the agency help to launch new products that grace the shelves of major retailers. Optima was commissioned to develop attention-grabbing designs for the launch of the Really Welsh brand for Emmett UK, which helped them achieve fantastic market penetration in under 18 months. The agency has worked with potato company Branston for 14 years, creating and evolving their brand and developing packaging concepts and point of sale items for Branston's retail clients, including Tesco and Waitrose. The aim is always to promote the products whilst maintaining the supermarkets' own brand identity.

Optima is a full-service creative agency and is listed as a Top 100 agency in both Design Week and Drum.

Visit [www.optimadesign.co.uk](http://www.optimadesign.co.uk) to find out more and follow @OptimaDesign on Twitter.



## Teal Park

**Teal Park is a fully serviced 87.2 acre commercial development and the largest business park in the East Midlands.**

It is located to the south-west of Lincoln city centre, in the city's prime commercial and business district. With links directly to the A46 Lincoln bypass it provides excellent road access via the dual carriageway A46 to the M1 at Leicester, the A1 at Newark, the north via the A15 to the M180 Humber Bridge and the ports of Immingham, Grimsby and Hull.



### Key facts:

- Excellent road, rail and air transport links
- Total investment of £500 million
- Suitable for a variety of commercial uses
- New buildings constructed to occupiers' requirements and available to let for a minimum term of 10 years
- Freehold sales of completed buildings may also be considered

For more information on the above opportunities, visit [www.hodelk.com](http://www.hodelk.com), email [akaysha.watts@hodelk.co.uk](mailto:akaysha.watts@hodelk.co.uk) or call 01522 698888

## Sleaford Enterprise Park

### Key facts:

- Greenfield site
- Class use: B1, B2 and B8.
- Tenure: Freehold and leasehold options available
- Services: Mains drainage, water, electricity and telecoms are available for connection to individual plots
- Plots extending from half an acre to over five acres
- Design and build option

For more information on the above opportunities, visit [www.hodelk.com](http://www.hodelk.com), email [akaysha.watts@hodelk.co.uk](mailto:akaysha.watts@hodelk.co.uk) or call 01522 698888

**Sleaford Enterprise Park is a 107 acre prime employment area located on the north-eastern edge of the thriving town of Sleaford.**

It is situated on the junction linking the A17 and the A15 and provides easy access to the region's ports, and is just 17 miles away from the A1. Newark, Lincoln, Grantham and Boston are all within easy commuting distance.



## Europarc Grimsby

**Europarc is a 110 acre site situated on the western edge of the UK's most important food processing town, Grimsby.**

The flagship business park has more than 725,000 square feet of business space and has been designed to attract manufacturing, distribution and office-based businesses at all stages of their development in high quality, cost-effective purpose-built accommodation within attractive landscaped grounds.

Europarc caters for every stage of business growth from small serviced business space in the Innovation Centre to business units at Pegasus Square and Peryton Park as well as serviced plots of land for the development of new, bespoke industrial, manufacturing and warehousing premises.

### Key facts

- Meeting / conference facilities on site
- Outline planning consent on 47 acres
- Design and build opportunities available
- Outline planning consent in place for a 6.5 acre Europarc Village which will house a hotel, pub, restaurants, retail, gym and nursery
- Access to the Humber Seafood Institute
- Europarc is home to leading businesses including Balfour Beatty, Yara UK, UECC and Survitec

Visit [www.europarc.com](http://www.europarc.com) or call 01482 320968 for more information.







# National Centre for Food Manufacturing

**With all industries, accessing expert advice, research, support and equipment plays a key role in ensuring you stay ahead of the competition.**

That's where a dedicated facility which offers training, support and hi-tech facilities comes in.

The National Centre for Food Manufacturing (NCFM), based at the University of Lincoln's Holbeach campus, serves the UK's largest concentration of food manufacturing businesses and provides purpose-built facilities including a product development kitchen, food manufacturing hall, conference rooms and food microbiology and chemistry analytical labs.

The centre actively works with local companies to undertake technical projects tackling some of the challenges facing the food industry today, including new product development and factory automation. Embracing innovation requires employees with high level technical skills and the NCFM plays a key role in supporting employers to cultivate talent within their businesses, and develop their own food technologists.

Services offered by the NCFM team include support in creating a new product, guidance on consumer research, product benchmarking and market analysis.

The centre also offers advice on legislation, risk assessments, crisis management and quality assurance policies, as well as operations and infrastructure advice on building factories, machinery and product process design and manufacturing techniques.

Lincolnshire is a major hub for the country's agricultural and food manufacturing sectors, and the location of the NCFM at the heart of UK food production ensures that local businesses are readily able to benefit from the centre's extensive expertise.

The range of support available is broad and is aimed at any size of organisation. In some circumstances financial support can be attracted to support the consultancy process.

Find out more at [www.lincoln.ac.uk/home/holbeach](http://www.lincoln.ac.uk/home/holbeach)

*Greater Lincolnshire's contribution to GVA from agri-food is four times the UK average*



## Frontier

**Frontier is the UK's leading crop inputs and grain marketing business. Operating across all aspects of arable crop production and marketing, Frontier supplies crop protection products, seed and fertiliser to farmers, as well as specialist agronomy advice.**

The company employs more than 800 staff across 46 sites nationwide, with around 150 of those based in the headquarters at Witham St Hugh's, eight miles south-west of Lincoln. The location is ideal for a company like Frontier, as it is in the heart of an agricultural county, but still just 10 minutes away from the A1. It also offers excellent access to other parts of the UK.

Frontier has a reputation for expertise, and customers know that they can rely on specialist expert advice and seamless delivery across the supply chain. In order to nurture and strengthen those relationships with customers, it's vital that Frontier attracts and retains the best people; it is their aim to be the employer of choice in UK agriculture.

Frontier's team of 120 agronomists manages 800,000 hectares of land and is supported by research from a national trials programme that covers 140 hectares.

Frontier buys around 4.5 million metric tonnes of grain each year and has an annual turnover in excess of £1.61 billion. The seed business supplies 70,000 tonnes of cereal seed and 500 tonnes of rapeseed to UK farmers, giving the company a 25% share of the seed market.

Visit [www.frontierag.co.uk](http://www.frontierag.co.uk) and follow @FrontierAg for more information.

*24% of the UK's vegetables are produced in Greater Lincolnshire*



# Tong Peal Engineering

**Based in Spilsby, Lincolnshire, Tong Peal is the UK's leading designer and manufacturer of handling equipment for the vegetable, recycling and logistics industries.**

With an annual turnover of £13 million, the family-run business has clients across the UK and in more than 20 countries worldwide.

The company, originally called Tong Engineering, grew out of the Spilsby ironmongery shop which is still there today and was founded in 1930 by Edmund Tong. Over the years the business has seen significant growth and change as Edmund's son Ken and his son Charles influenced expansion and diversification into sophisticated handling machinery.

When Charles Tong, the current managing director, joined the firm in 1980s, he moved the business focus towards machinery for use in potato and crop production.

His revolutionary grading machine, The Caretaker, quickly became the market-leading choice for growers and pack houses dealing with a wide variety of crops. Thanks to continuous technical upgrades in the years since, The Caretaker remains the sector's number one choice and continues to offer the throughput volumes

and gentle handling options required by the industry's biggest players in today's demanding vegetable market.

In 2003, Tong Engineering took over local firm Peal Engineering and Tong Peal was born. Still a family-run business today, Tong Peal Engineering is now in its fourth generation, with managing director Charles Tong and his son Edward at the head of the company.

Now the firm finds itself at the forefront of the vegetable handling industry, with its market-leading Caretaker grader remaining a big part of business alongside large custom-built handling solutions for some of the world's largest vegetable producers and pack houses.

Tong Peal has also diversified into recycling and logistics handling systems, offering sorting and bulk handling equipment to client specification.

From concept design through manufacture to installation, Tong Peal is focused on providing the best quality equipment backed by dedicated sales, service and after-sales support.

For more information visit [www.tongpeal.co.uk](http://www.tongpeal.co.uk) and follow @TongPeal on Twitter.

*The food sector in our patch employs more than 68,000 people across the supply chain*





# The Ports

**Access to high-quality shipping opens up world markets for your business – and that's where Greater Lincolnshire's location comes in. The area has four ports: Grimsby, Immingham, Boston and Sutton Bridge.**

The ports of Grimsby and Immingham combine to form the largest port by tonnage in the UK, handling up to 55 million tonnes of cargo each year. They give UK importers and exporters unparalleled access to northern Europe, Scandinavia and Baltic markets.

Immingham is home to DFDS Seaways with its network of services connected to northern Europe and Scandinavia by more than 30 roll-on/roll-off freight sailings each week to ports ranging from Rotterdam to Gothenburg.

The port at Grimsby has a wide range of support services including vessel servicing, marine engineering, ship repair and vessel management services, as well as office, storage, power and water facilities.

Both have unparalleled access to distribution services: the M180/A180 dual carriageway runs right to the dock entrance, and there is also direct quayside rail connections linking it to the national railway network.

The Port of Boston on the Wash offers 650m of quay frontage and a further 700m of riverside berths. It is equipped with a wide range of lifting equipment including overhead gantry cranes and grain elevators, roll-on/roll-off ramps, and its own transport fleet and rail sidings linked to the national network.

Port Sutton Bridge is a modern 62-acre dry cargo port and warehouse complex on the east coast, and has the capability to handle almost any dry cargo, with a particular focus on agricultural, steel, and timber bulk commodity products. Its location makes it an ideal gateway to the UK's industrial and agricultural heartland.

Find out more about Greater Lincolnshire's ports by visiting:

[http://www.abports.co.uk/Our\\_Locations/Grimsby\\_Immingham/Grimsby/](http://www.abports.co.uk/Our_Locations/Grimsby_Immingham/Grimsby/)

[http://www.abports.co.uk/Our\\_Locations/Grimsby\\_Immingham/Immingham/](http://www.abports.co.uk/Our_Locations/Grimsby_Immingham/Immingham/)

[http://www.portofboston.co.uk/pages/port\\_of\\_boston.htm](http://www.portofboston.co.uk/pages/port_of_boston.htm)

[http://www.croports.com/ports\\_sutton\\_bridge.html](http://www.croports.com/ports_sutton_bridge.html)

*70% of UK fish is processed in the Greater Lincolnshire area*



# Rail Freight Interchange

The Rail Freight Interchange project at Spalding in south Lincolnshire will see the development of an intermodal rail freight terminal of approximately 20 acres, together with development land for land available for lease or purchase which can be used for warehousing, distribution or manufacturing. It is estimated the development will create up to 1,500 new jobs in the area, in addition to safeguarding the existing food processing employment.

The rail terminal will allow the food processing industry to move products by rail instead of major roads around the UK and through the Channel Tunnel.

A new connection to the line linking the county to London just south of Spalding will be put in place allowing 9'6" high containers to be moved on standard height rail wagons from ports and across the UK rail network.

The terminal itself will consist of three reception sidings for Channel Tunnel-length trains of 775m and at least two unloading sidings, creating a capacity for up to six trains per day with the ability to expand.

The development land will sit next to the rail terminal allowing easy movement of containers between the two although the terminal will be open to third party traffic, as well. The development land will be targeted at food processing companies not yet located in the Spalding area, thereby cutting out the trunking leg between growing area and processing centre.

## Key facts:

- Units of between 25,000 square feet and 300,000 square feet, subject to demand
- 100-150 acres
- Opportunities for leasing or purchasing land
- It will bring environmental benefits for the region reducing CO2 emissions and alleviating road congestion on the longer trunk routes



## KiNG31



**KiNG31, situated just ten minutes from Grantham in the south of Lincolnshire, will provide three high-quality industrial and distribution facilities along with a new junction which will join the A1 and B1174.**

Its location offers easy access to the A1(M), linking up to the M1, M62 and M18. The town is also well served by access to the East Coast Main Line to London King's Cross.

### Key facts:

- Full planning permission has been granted
- Build to suit opportunities
- An adjoining site of 29ha is allocated in the draft Grantham Area Action Plan for the development of a prestige business park of small to medium sized enterprises

For more information, contact Hampton Brook on 01604 233991 or visit [www.king31.co.uk](http://www.king31.co.uk)

## Kirton Distribution Park

**Kirton Distribution Park is a new 11 hectare serviced development site specifically tailored to distribution and storage operations. The site is ideally located to maximise potential links to the Port of Boston and Port Sutton Bridge alongside the main A16 trunk road. Plots are available for immediate occupation.**

It benefits from highways, mains sewerage and drainage, mains water supply, mains electricity and telecommunications services.

### Key facts:

- Plot sizes available: up to eight acres
- Tenure: freehold
- The site is suitable for B1, B2 and B8 light and general industry, office, research, wholesale warehouse and distribution
- Services: Highways, mains sewerage and drainage, mains water supply, mains electricity and telecommunications
- 45 minutes from the A1, 30 miles from Grantham and 12 miles from Spalding



## Network 46

**A distribution warehouse and business park, Network 46 is superbly located midway between Lincoln and Newark. It is just seven miles from the A46/ A1 junction at Newark, offering excellent transport links throughout Lincolnshire and beyond. The site offers car parking and fully fitted offices and warehouses.**

The warehouses are made of a steel frame construction, and have reinforced concrete slabs designed for super-imposed loads.



### Key facts:

- Steel portal frame construction with plastic coated cladding to sides and roof
- Eaves height: Units 2 and 2a – 8M, Unit 3-7m
- Powder coated aluminum framed double glazing
- Land for sale from five acres
- Planning consent has been granted for B1, B2 and B8 use on site with unrestricted hours of use.



# Clugston Distribution Services Ltd

**Clugston Distribution Services is part of the Clugston Group of companies and offers UK-wide supply chain solutions, including specialist distribution, storage and inventory management for general haulage, cementitious powder, bulk liquid fuels and bulk food.**

Clugston Distribution prides itself on its quality of service and its long-term, blue chip customer relationships. This year Clugston Distribution has invested £1 million into the food fleet, acquiring seven new 60m<sup>3</sup> tipping tankers for bulk powdered food stuff such as flour, oats, rusk and gluten.

With over 30 years' experience working within food distribution from its Scunthorpe and Driffield bases, the company has been able to build up a loyal customer base, working for companies such as Kerry Food at Gainsborough, E B Bradshaw and Sons at Driffield and Sedalcol in Selby.

The company has dedicated food grade tankers to ensure there is no contamination and that the integrity of the customer's cargo is maintained. These tankers make up a shared user fleet of over 20 vehicles, which allow Clugston Distribution to adapt and accommodate all their customers' needs quickly and efficiently.

Clugston Distribution is also actively involved in moving containerised food grade products in partnership with intermodal logistics specialist InterBulk, using six new 30ft tipping frame trailers that Clugston Distribution has purchased to allow boxed products to be discharged from the container. Clugston Distribution provide the tractor, trailer and drivers to undertake the final leg on Interbulk's worldwide supply chain from UK ports.

Clugston Distribution is increasingly involved in the use of vendor-managed inventory systems which remotely monitor customer bulk food silos around the UK and co-ordinate deliveries using real-time stock level and tank haulage information alongside vehicle location data from satellite tracking systems. Clugston Distribution is able to increase the standard of service it can offer customers and reduce customer stock levels using this just in time solution.

Visit [www.clugston.co.uk](http://www.clugston.co.uk) for more information and follow @ClugstonDSL on Twitter.

*More than 12% of the UK's food supply is produced and processed in Greater Lincolnshire*



# SUPPLY Lincolnshire

**A well established supply chain network across Greater Lincolnshire means your business has never been better able to reach customers across the UK, or further afield.**

And if you operate a company which can become part of that supply chain, there is help and support available through a new project called SUPPLY Lincolnshire. Focusing on the county's key sectors, the project will strengthen the knowledge and ability of Lincolnshire SMEs to join the supply chains of some of the county's largest private and public sector organisations.

Through the SUPPLY Lincolnshire programme, SMEs can access free one-to-one support which can help to identify strengths and weaknesses and develop action plans, as well as workshops on quality, procurement and successful bidding.

The Supply Chain Initiative is also building a database of goods and services offered, which will form a business register and give opportunities to advertise purchasing requirements. A procurement portal is being set up where buyers can identify suppliers, and businesses can find examples of best practice.

Through a programme called Lincolnshire Business Growth and Finance, eligible businesses can access strategic and financial planning, events, one-to-one support and grant funding – all for free.

The programme will look at ways businesses can improve their current performance, enter new markets, develop new opportunities and access support.

For more on SUPPLY Lincolnshire, visit [www.businesslincolnshire.com/supply](http://www.businesslincolnshire.com/supply)

## Advice and support

1. Advice on investments and business development in Lincolnshire can be found through Select Lincolnshire for Business. Visit the business pages at [www.selectlincolnshire.com](http://www.selectlincolnshire.com) for more details and follow @Lovelincsbiz on Twitter.
2. North Lincolnshire Council offers a range of services and advice for businesses, including advice on relocation sites, finance, networking and investment opportunities. Visit [www.investinnorthlincolnshire.co.uk](http://www.investinnorthlincolnshire.co.uk) or call 01724 297330
3. The North-East Lincolnshire Council Inward Investment team offers advice on sites which are ripe for development, businesses already operating in the local area and how to access support from the local authority. Contact them on 01472 324615 or email [business@nelincs.gov.uk](mailto:business@nelincs.gov.uk)







**Greater  
Lincolnshire**  
Local Enterprise Partnership

**tel: 01522 550540**

**[www.greaterlincolnshirelep.co.uk](http://www.greaterlincolnshirelep.co.uk)**