

NEWS FRONT

SUTTONS GROUP
NEWSLETTER
ISSUE 22
SUMMER 2012



SUTTONS
DELIVERING GLOBAL LOGISTICS

Suttons Brings Back the Union Jack to Mark Diamond Jubilee

Suttons has specially liveried one of our brand new Volvo tractor units to celebrate the Queen's Diamond Jubilee.

In 1977, Michael Sutton, had the front of a truck painted with a Union Jack to mark the Queen's Silver Jubilee.

Now 35 years later current Managing Director Andrew Palmer is repeating the gesture and said:

"This seemed like the perfect opportunity for us to bring back the Union Jack to mark such a momentous occasion.

"It was of course a feature of the whole fleet in the 1980's and proved a popular a distinctive sight on Britain's roads."



Group MD Sets Agenda for Growth

In late April, in a radical departure from the usual format of management briefings, Group Managing Director Andrew Palmer set out Suttons agenda for future growth.

In a live, unscripted interview with well-known broadcaster and journalist, Gordon Burns, Andrew set out clearly the Group's ambitions for its development around the world and the expectations of everyone in Suttons.

The 30 minute interview was recorded and will be made available to Suttons locations around the world so that as many Suttons people as possible can hear directly the key messages about the future plans for the business and the part that they will play.



Broadcaster Gordon Burns interviewing Andrew Palmer

In this issue



Suttons signs Saudi joint venture	2	ECTA board meet at Suttons.....	3	Suttons to launch new website	5
Sir Ranulph Fiennes inspires Suttons	2	Suttons rolls out Defensive Driving Training ...	4	Employee News	7



SUTTONS
DELIVERING GLOBAL LOGISTICS

**NEWS
FRONT**



ساتونز العربية

www.suttonsarabia.com

Suttons Signs Saudi Joint Venture

Suttons Group has signed a joint venture agreement with Arabian Chemical Terminals (ACT), to develop logistics services in Saudi Arabia and other countries in the Gulf region. Both Suttons and ACT, a subsidiary of the Reza Investment Group, had both been looking for partners to develop opportunities in the rapidly expanding chemical industry in Saudi Arabia when they made contact in the summer of 2011. Over the last year, Suttons Group Managing Director Andrew Palmer and International Managing Director John Sutton have been involved in detailed negotiations to put together the joint venture agreement.

Commenting, Andrew Palmer said, "We are delighted that we have been able to sign an agreement with ACT. They are part of a family company, like Suttons, and we share the same values and ambitions to develop our venture in the Kingdom of Saudi Arabia."

The Joint Venture Company will be called Suttons Arabia and it has already won its first contract with Saudi Chevron. In July, the first vehicles will start operating in Saudi Arabia.

Sir Ranulph Inspires Suttons Team

At the recent Suttons Management Business Briefing, the major surprise was the guest speaker, Sir Ranulph Fiennes Bt. OBE.

Sir Ranulph, described as the world's greatest living explorer, treated the management team to a fascinating and inspiring talk about his early life, his military career and how he first began exploring.

Sir Ranulph's description of his polar expeditions made a deep impression on everyone and provided valuable lessons in leadership, management and what can be achieved by sheer determination. After his talk, Sir Ranulph signed copies of his book "Beyond The Limits", one of which is available to win in our competition on page 8.



From L – R, Suttons Group Chairman Michael Sutton, Sir Ranulph Fiennes, Suttons Group Managing Director, Andrew Palmer

First ECTA Board Meeting in UK

The Directors of the European Chemical Transport Association (ECTA), recently held their first Board meeting in the UK, hosted at Suttons Widnes H.Q.

ECTA's mission is to improve the standards of efficiency, safety, and security as well as the environmental and social impacts of the transport and logistics of chemical goods in Europe.

Andrew Palmer, Suttons Group Managing Director and ECTA Board member, said:

"The visit of colleagues from across Europe gave us the opportunity to show the scale of our site in Widnes. They were also able to meet staff, including some from our well established apprenticeship programme.

"They particularly liked the innovative Suttons designed, training tank container which has already proved a popular attraction at exhibitions across Europe, as it enables people to climb inside and see the technical aspects of a typical tank."



Suttons Group Managing Director Andrew Palmer (third from right) welcomes fellow ECTA Board to Widnes for first UK meeting

Key Messages Delivered During Suttons Safety Drive

During November 2011, Suttons Tankers launched Suttons Safety Drive. The Safety Drive is an evolution of Suttons Think Safe campaign and is designed to focus on six specific areas:

The Safety Drive is designed for all of our drivers but its messages are applicable to all of our staff both domestic and international, our suppliers, agents and customers.

The launch week was a great success with presentations, guest speakers and exercises happening simultaneously at all of our UK depots.

Each event was designed to be as interactive as possible with suggestions and feedback encouraged and received from our drivers.

The Suttons Safety Drive is an ongoing initiative designed to help us achieve our goal of zero safety incidents. In accordance with our objective of continuous improvement in safety performance, we already have many events planned for 2012.





Suttons Rolls Out Defensive Driver Training for Suttons Hauliers in China



Graeme Rooney, Director - Asia and Middle East, presents Jimmy Long with his defensive driver trainer accreditation

Suttons is pleased to announce Jimmy Long, Haulier Management Supervisor for Suttons China, has been accredited as a defensive driver trainer in China.

Jimmy will be responsible for leading the Suttons defensive driving training programme which we are rolling out to all of our hauliers in China this year. The safety of drivers, hauliers, customers and the

general public is of paramount importance to Suttons and this new training programme enables us to raise our standards above the competition once again.

Suttons is committed to the continuous improvement in safety performance, as we work towards our target of zero incidents through proactive safety management and visible safety leadership.

Suttons Achieves Safety Success in Partnership with BP

In March, BP Acetyls celebrated a significant safety milestone.

BP European Acetyls Logistics and Suttons have achieved ten years supplying a key customer without any severe vehicle accidents, personal injuries or loss of product.

Working in partnership, Suttons, BP and Warwick Chemicals have developed a system to allow Driver Controlled Deliveries (DCD). This allows the driver to control all aspects of the delivery and eliminates the risk of product contamination, distraction and conflicting priorities.

During the last 10 years, Suttons has completed over 12,000 deliveries and covered over 6 million road miles between BP's Hull site and Warwick Chemicals' Mostyn site in North Wales.

Congratulations to all Suttons staff who have contributed to this success.



Suttons China Celebrates Chinese New Year in Style



Season Lu performs on her GuZheng, Sunny Zhu presents Norman Ye with his 10 years of service gift and our Suttons China Employees of the year Tracy Yu, Binson Qian and Ella Huang

Suttons China invited staff from all of our offices across China to celebrate the Chinese New Year at our Shanghai Headquarters.

The annual dinner in Shanghai is always a memorable event. Staff take part in games and quizzes and some are brave enough play their musical instruments for the team. Season Lu from our sales department expertly played GuZheng, a Chinese traditional musical instrument. During the celebrations, Norman Ye, who works in our

sales department in the Shanghai office, was presented with a gift in recognition of his 10 years service at Suttons China by Sunny Zhu our North Asia General Manager.

Sunny also presented our Suttons China employee of the year awards to Tracy Yu, Binson Qian and Ella Huang and our congratulations go to all three. Impressively, it was the second time Tracy Yu received the award.

Suttons to Launch New & Improved Website

Suttons is preparing to launch a radically re-designed new global website, 6 years after the launch of our current site. The website will feature up to date information on what Suttons is doing around the world, plus features and profiles on our different business areas and activities.

We would like your help with the content of the site and are asking all of you to send in your suggestions for content that you would like to see on the site. Please email Michael Fox at michael_fox@suttons-group.co.uk or post your suggestions to Michael at our Widnes HQ. All suggestions will be looked at and carefully considered. The best suggestions will win £25 worth of shopping vouchers.





Employee News

USA

Tim Broadhurst has been appointed General Manager Operations, North America. Tim will be based at Suttons New Jersey and report to David Brown, Vice President, Suttons North America.

Tim takes up this position after 17 years with Suttons, most recently as Business Support Manager in International Division.



Asia

Andrew Baird has been appointed Vice President, Safety and Technical, Asia and Middle East. This new position reflects the importance the Group places on safety and technical support in the growth markets of Asia and the Middle East. Andrew will be based at Suttons Regional Office in Singapore.



International

Tony Kenny has been appointed Regional Director, Europe and Americas, Suttons International.

Tony has worked for Suttons for 3 years and has considerable senior management experience in supply chain management. Tony will be based in Widnes and report to John Sutton, International Managing Director.



Group

Joanna Mitchell has joined Suttons as Personal Assistant to the Chairman and the Group Managing Director. Joanna has considerable experience of providing administrative support at a senior level, most recently to the Chairman of the North West Development Agency.



Saudi Arabia

Simon Bury has been appointed General Manager, Saudi Arabia to develop Suttons services in the Kingdom and the Gulf region. Simon joins from Norbert Dentressangle and has extensive logistics experience including working in the Middle East.



British Sugar

Suttons has appointed Neil Hutchinson to the position of Business Unit Manager working on the British Sugar Contract. Neil brings with him extensive knowledge and experience in the bulk food logistics and general logistics sectors and adds additional strength to Suttons Management team at British Sugar.

Neil will be based at British Sugar Headquarters in Peterborough and report to Tony Leighton, Suttons Tankers Managing Director.



IT

Daniel Hannan has joined the I.T. team and Daniel will be 1st Line Support Engineer reporting into Robert Sutton, Suttons Group I.T. Director.

Daniel will be the first point of contact for any of our global staff having I.T. issues.



Finance

Derence Lee has taken up the position of Suttons Group Management Accountant reporting in to Group Financial Controller Chris Orger. Derence joins Suttons from KPMG and will be responsible for the consolidation of Suttons' monthly accounts.



& New Appointments

HR

Steve Roche has joined Suttons as Human Resources Manager. Steve will be responsible for all HR related matters for International & Group divisions. Steve has spent the majority of his career in the Automotive sector; firstly with Ford Motor Company, and latterly with Jaguar Land Rover, and has valuable experience across all aspects of Human Resource Management.



Steve is also a Member of the Chartered Institute of Personnel and Development.

Steve will be based at Widnes Headquarters and will report to Michael Cundy, Human Resources Director.

Europe

Vu Phan has joined the Suttons Antwerp team as Internal Sales Coordinator. Vu has extensive knowledge and experience in logistics and supply chain having worked within the freight forwarding sector for a number of years.



Vu is based at our Antwerp offices and reports to Rob Van Dijk, General Manager Suttons International Europe.

International

Growth in our International teams has continued strongly this quarter with a number of key appointments.

Jerome van Riel has been added to the Internal Sales Section heading by Vu Phan at our Antwerp office. Jerome has worked in the bulk liquid industry for several years at Vopak Antwerp.

In the UK, Colin Bell has been appointed as Mexichem Fluor Co-ordinator, Colin is a former driver for Suttons and still performs

shunting duties at Mexichem's site. Suttons Singapore team has been strengthened by the appointments of Amelia Lee and Nur Hafizah as Administration Co-ordinators and Jen Ho Soo Huang as Commercial Co-ordinator.

At our New Jersey offices, Audra Luce has been appointed to the position of Import Operations Assistant within our Import Operations Team. Audra will report to Tim Broadhurst, General Manager Operations.

Employee of the Year

Suttons Employee of the Year 2011/12 is awarded to Alan Golding, Operations Support Manager at our St Helens Drumming Plant.

Alan was awarded Employee of the Month in October 2011 due to his contribution in helping fix a problem with an automated packaging line. Alan spent many hours troubleshooting, rebuilding and testing the packaging line until the fault was identified and fixed. Alan ensured the customer was kept apprised of the situation at all times, mitigating any additional problems.



Suttons Group Managing Director Andrew Palmer presents Alan Golding with his Employee of the Year Award

Employee of the Month

January

Michael Morrison



Employee of the Month for January goes to Michael Morrison, Depot Manager Scotland. Michael was nominated by Tony Leighton, Managing Director, UK Road Tankers who said; "Michael's level of service to our customer BOC over a long period of time has led to the client advising me of their gratitude for Michael's efforts. In addition the client has sent Michael a letter thanking him for his work."

February

Abby Mann



The winner of Employee of the Month Award for February goes to Abby Mann, Administrator at Purfleet Depot. Abby was nominated by Depot Manager Duncan Martin who said: "Abby's high standard of work was highlighted during a recent increase in workload which required Abby working additional hours over a number of weeks."

March

Nadya Quek



Congratulations to Nadya Quek from our Singapore Office who was nominated by Graeme Rooney, Regional Director, Asia & Middle East who wrote: "I nominate Nadya Quek for her dedication, diligence, and sheer hard work and perseverance on a very important project which also involved Nadya being away from home for 2 months."

April

David Pepper



The award for the Employee of the Month for April goes to David Pepper, Operations Manager British Sugar. David was nominated by General Manager Matthew Parsons. Matthew said: "In order to maintain faultless 24/7 scheduling coverage during extremely busy periods, David has undertaken additional hours in recent months, ensuring a first class service to our customers."

Council Leader Visits Suttons

The Leader of Halton Borough Council has been hearing about the success of Suttons' apprentice scheme during a visit by Councillor Rob Polhill and senior council officer Mick Noone to the our Widnes HQ.

The councillors met some of our 250-strong Widnes workforce, including apprentices Aiden Stanley, Luc Edwards, Ian Watling and Craig Wilkinson.

Andrew Palmer, Group Managing Director of Suttons, said:

"We're grateful to Cllr Polhill for taking the time to come and visit us and meet some of our staff. Our current apprentices are an example of our successful and well established apprenticeship programme. Following the visit, we will be working with the Council and Riverside College to develop further apprenticeship opportunities."



Apprentices Ian Watling, Aiden Stanley, Luc Edwards and Craig Wilkinson pictured with Councillor Rob Polhill and Council officer Mick Noone.

Suttons Tanker's Purfleet Office Achieves SQAS Accreditation

Our Purfleet depot is the latest to achieve SQAS accreditation. The European Chemical Transport Association's Safety Quality Assessment System is an audit of chemical transportation company's premises, equipment and procedures.

Our Purfleet Depot scored very highly and joins other larger Suttons depots who are already SQAS accredited.

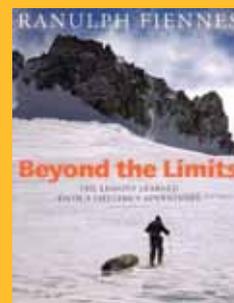


Competition

Congratulations to Elaine Burrows, Insurance Officer for correctly telling us that the motto written under the Suttons Clock Tower at St Helens is "Time and Tide Waiteth for no Man". Elaine is the lucky winner of one of our limited edition model Suttons Road Tankers.

In this edition of Newsfront we are giving away a signed copy of Sir Ranulph Fiennes inspirational book *Beyond The Limits*. All you need to do to be in with a chance of winning is answer the following question: BP Acetyls and Suttons recently celebrated 10 years working together without serious incident. This success is due in part to the DCD system. What does DCD stand for?

Please send your answers to Michael Fox at the Widnes office or email them to michael_fox@suttons-group.co.uk



If you have a story for Newsfront, please email michael_fox@suttons-group.co.uk

