

A Presentation To



20th September 2012

Company overview

- One of the UK's largest privately owned distribution companies
- Established 1955
- £100m turnover
- 1,250 road assets
- Over 900 employees
- Multi depot network
- 1,000,000 sq. ft. of warehousing
- Flexible operations
- Focus on service



DOWNTON delivers



Our customers



dyson

INDESIT sapa:



Accolade
Wines



MARKETFORCE

COMAG

News International



bottle
green



DOWNTON delivers



Our locations



- National coverage
- 16 sites
 - Gloucester (2)
 - Runcorn
 - Dunstable
 - Leeds
 - Coventry
 - Bristol (2)
 - Shepton Mallet
 - Stoke on Trent
 - Northampton
 - Magor
 - Tilbury
 - Liverpool
 - Tibshelf
 - Cheltenham

Transport network

- Over 450 vehicles & 800 trailers including
 - Standard curtain-siders
 - Double decks
 - Moffett Mountry equipped
 - Walking floors
 - Longer length
- National coverage
- 24/7 operations
- Single TMS with national visibility
- Vehicle tracking and telematics
- Majority shareholder and network partner of Jigsaw Solutions



Warehousing operations

- 1,000,000 sq. ft. footprint
- 50,000 pallet spaces
- Functionally rich WMS
- Full range of services:
 - Storage
 - Pick and pack
 - Labelling
 - Rework
 - Reconfiguration
 - Container de-stuffing
 - Cross-docking and consolidation



Health & Safety

- Gateway H&S management system
- OHSAS 18001 compliant
- Accessible to all staff via company intranet
- Managers have completed IOSH Managing Safely Certificate
- Comprehensive health, safety & environmental handbook for staff
- Driver safety addressed through CPC & SAFED training courses
- Strong & improving safety performance

Year	Total Accident Rate - All Accidents (1)	Annual Incident Rate Reportable Accidents (2)	LTA Incident Rate (3)
2010	8.93	1.62	1.79
2011	4.27	1.50	1.73

Quality & Environment

- Comprehensive Quality Management System
- ISO 9001:2000 registered
- Comprehensive Environmental Policy
- Significant Environmental program:
 - Euro V vehicles
 - Dual fuel vehicles
 - Double deck trailers with aerodynamic profile
 - Longer length trailers
 - Improved routing and reduced empty running
 - SAFED and telematics
 - Strategy for reducing and controlling fuel consumption



DOWNTON delivers



What our customers say



I find Downton to be very responsive, flexible and refreshing to deal with. I firmly believe we have a very strong and reliable business partner."

Phil Hackney, Supply Chain Director, Pets at Home.



I deal with a large amount of 3PLs across the globe, and I often tell them they could all learn about service culture from Downton."

Tom Carroll, Supply Chain Director, Dyson.



"Our success with Downton at Shotton is proof of the benefits that can be achieved when you look beyond cost and develop a long-standing relationship with a partner you can trust and the renewal of our contract with them for another 5 years stand testament to our belief in this approach and their ability"

Jim Jack, Supplier Manager – Global Logistics, UPM.



Throughout their business, Downton always display a positive can-do approach, ensuring that our products get to the right place, at the right time, every time."

Andy Webster, IT & Logistics Director, Marketforce UK Ltd.



Their attention to detail and "can do" attitude enabled News International to implement its supply chain strategies successfully. News International has no hesitation in recommending CM Downton to any other businesses."

Jeff Yeung, Director, Group Operations Services, News International.

DOWNTON delivers



Why Downton?

- Dynamic & agile business
- Commercially imaginative
- Financial stability
- Efficient national transport solutions
- High quality warehousing with capacity
- IT systems capability
- Focus on service & quality
- Flat management structure
- Continuous improvement philosophy



Downton & the Nuclear Sector



Nuclear Sector Capability

- Over 10 years experience
- National transport services:
 - Low level waste in ISO containers, drums, stillages
 - Category 3 waste
 - Empty container collection and storage
 - New container distribution to site
- Resources:
 - 4 fully trained drivers, with 2 undergoing training
 - Side loaders
 - Skeletal trailers
 - Curtain-sided trailers
 - Flat bed trailers



Quality Standards

- OCNS approval
- UKAEA approved carrier
- HSE approved carrier
- Waste carrier licence
- Associate Member of RAMTUC
- OHSAS 18001 compliant H&S System
- BPSS approval for all drivers and relevant staff
- Radiation Protection Training for all drivers
- All vehicles tracked and equipped with panic button



DOWNTON delivers



Nuclear Sector Customers



One Stop Shop service

- Experience and resources
- National transport services
- Storage solutions
- Able to procure additional specialist resource
- Knowledge of site requirements
- Consulting and advice
- Application of best practise



For Further Information Please Contact:

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Thank You