

HISTORY

(by Joe Reynolds, Chairman, Reynolds Logistics)

"**T**he business started 1928 and the was registered into a Limited Company in 1932. It was originally Scottish owned, a partnership between the McCreath and Taylor families. An indication of the period in which the company was formed is in the name McCreath Taylor & Company (IFS) Limited - IFS standing for Irish Free State! The company supplied road making materials such as coal tar (in barrels) and also had a quarry at Ballinascorney near Tallaght. An interesting feature of the early records show that there was no inflation, the auditor's fee remained the same at £50 Guinea up to the early 1960s and the cost of petrol and wages was largely static, the Managing Director drove a Amstrong Sideley and the messenger-boy had a company supplied Rudge bicycle. The messenger delivered orders from the office, which was located at 1&2 Eden Quay Dublin 1, to the Gas Company who produced the tar, and then CIE who transported the tar barrels by rail. The asset register listed a Wallis & Stevens steam roller and a towed workman's hut amongst all the other paraphernalia of the time. There is a detailed account in the petty cash book of a trip to London for a Roads Congress in 1935 with an itemised cost that totalled £18/10'6

Kevin Reynolds, my father, worked for the company and subsequently bought it from Scots in the late 50s

I had worked for Roadstone from 1969 to 77, where I set up the Mack Truck assembly line principally to build truck for Roadstone's own use but we also sold some trucks in Ireland, the UK and the Middle East. After a short spell with Frank Boland in Cork where we assembled and sold Seddon Atkinson trucks I joined my father. At that point the company was a supplier of Esso bitumen to Local Authorities and quarry owners and also ran a small fleet of sprayers for surface dressing work, the fleet consisted of 2 x Ford rigid sprayers and 3 x AEC Mandators with CIE doing the delivery work. The sprayers returned to Dublin to reload, from whichever part of the country they were working, consequently spending a lot of time trunking and little time spraying. After a brief experiment with CIE delivering to the sprayers in the field I realised that CIE drivers at the time could turn a delivery of 16 tons of bitumen to Tullamore (from Dublin) into a 10 hour job while we could do two loads of 22 tonnes in the same time, in our parlance they were delivering 1.7 tons per hour we were delivering 4.4 - the writing was on the wall. And that in essence was the foundation of the Reynolds transport business.

We built the fleet up quite rapidly mostly with second hand equipment from the UK. And our contacts with Irish Tar and Bitumen Suppliers Ltd, Esso and Shell Bitumen allowed us to expand both bitumen and oil deliveries. A further development saw us running an oil importation terminal for Shell in Greenore County Louth. In



Collecting a new tank from Dennison Trailers in Naas early 1980s. Patsy McCloskey from Drogheda with Isobel, Judy and Andrew Reynolds alongside the Seddon Atkinson.

the mid 80s I had an offer to sell the company, which I took but subsequently bought it back a couple of years later.

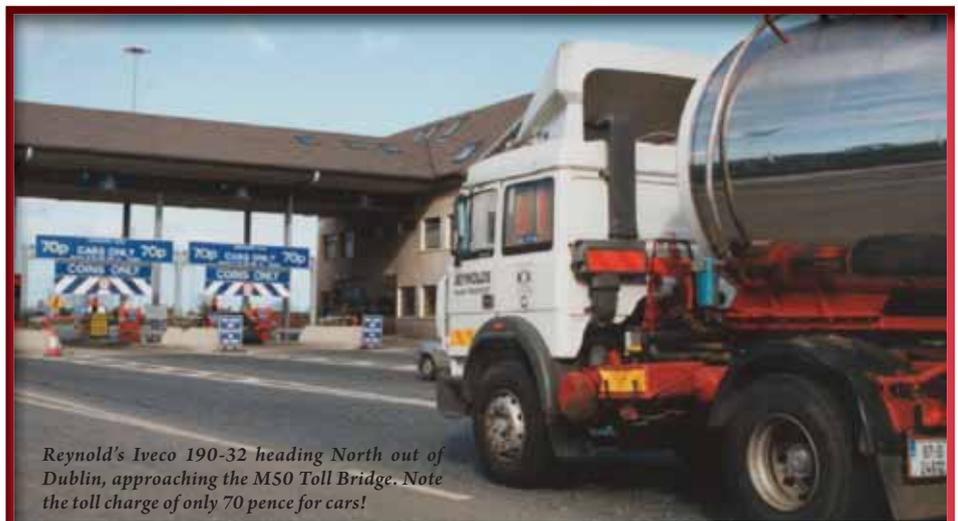
The work we did with Shell in Ireland led to an opportunity to enter the UK market in 1999 and we secured a contract to deliver all Shell's bulk lubricants for the UK market. After purchasing Shell's fleet, and with the subcontractors we inherited, there were 42 trucks running on the contract, within 5 years we had reduced to UK fleet to 26 trucks but were still delivering the same quantity of oil. A five year renewal with Shell UK was followed by a contract with Castrol and further work with BP and Shell Aviation.

Lack of suitable maintenance operators close to our UK and Irish bases led to the purchase of two maintenance companies, one in Ellesmere Port and the other in Dublin Port. Now branded as Team CV (Commercial Vehicle) the business has expanded and handles many third party fleets.

On the home front Shell and STATOIL had become Topaz and was a valued customer, which we shared with a UK PLC transport company. Two other Irish owned oil companies, TOP and Maxol are a major and important part of

our business. In 2012 we secured the entire Topaz contract with the 30 Wincanton drivers coming across to us. Since 1980 we have not lost a contract and have continued to grow organically with our core customers.

Andrew Reynolds joined the Company in 1998 after leaving college, driving tankers on the Shell contract in Ireland before moving to the UK as a Supervisor on the Lubricant's contract. On returning to Ireland he ran one of the fuel contracts before being appointed CEO in 2008. Under Andrew's guidance the company has continued to expand with new business being added in Ireland, UK and Europe, he has recruited a strong management team and has major developments in order tracking and POD management systems. Up to end of 2012 Reynolds have enjoyed an impressive 16% year on year growth over last 15 years. As for the future; Andrew and his team plan on pushing the turnover up to €60m by increasing services offered to existing customers and increasing the size of the customer base. While the overall market for the products we handle continues to decline, by growing the company we can further improve our value offering to clients and help protect the jobs of our 'family' of drivers."



Reynold's Iveco 190-32 heading North out of Dublin, approaching the M50 Toll Bridge. Note the toll charge of only 70 pence for cars!