

About Us

Trading since 1921, Witham Oil and Paint Ltd is a privately owned family run business with its Head Office and lubricant manufacturing based in Lincoln. We also have trade and decorating distribution depots in Lowestoft, Suffolk and Soham, Cambridgeshire. The business is today collectively known as The Witham Group.

The company was the brainchild of one of our existing Directors, Alan Smith's grandfather - Albert Edward Smith, who worked for another Oil company in Lincoln at that time called Star Oil.



The company started with humble beginnings on the side of the Brayford Pool in Lincoln, an area then renowned for its industry. Using the river Witham to transport raw materials, the business started off as the Witham Oil & Candle Company making bicycle oils, candles and carbide for the local area.



As the demand for machinery and industrialisation grew and transport evolved from horse and cart to vans, tractors and cars, so the business expanded. Its product range changed with the times to make lubricants and greases for engines and a wide variety of the new machinery and equipment being installed in a whole range of local industries.

As the business grew Albert was joined by his two sons Arthur and George shown here as two young boys, who then ran the business with a very small team of staff. Needing to support customers and grow the business, Les

A little drop of history

Bottom came to work for the company as a sales person. This is the current Managing Director - Nigel Bottom's grandfather, shown here on the left.



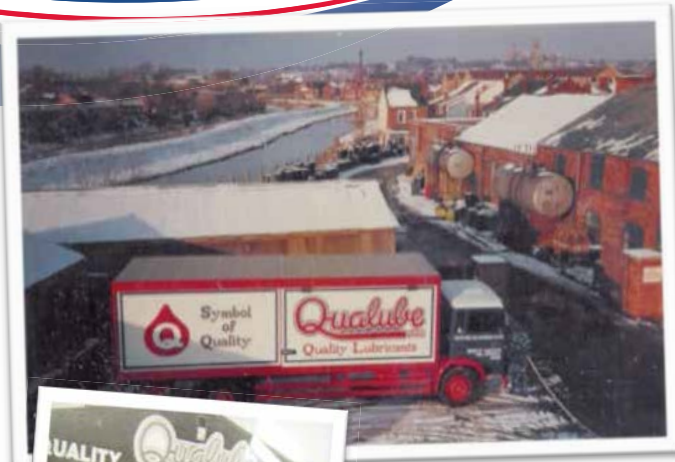
As the products and services of the company grew, the need for a new lad in the factory opened up and Les's son Geoff Bottom, shown here at the front of the picture at the age of 15 joined his father in the business approximately 50 years ago.

In 1952, the company moved premises from the original site on the Brayford to Webb Street in Lincoln and there the company started its path to further success.



On earth floor, the company blended lubricants for many customers by now, not only in Lincolnshire but also into parts of Nottinghamshire. Agriculture was changing and needed oils and greases for tractors, combines, sprayers and haulage to transport the produce. This became one of Witham's specialisms. Knowing the local farming communities well, unique and high quality products were developed to serve the prosperous agricultural heartland of Lincolnshire and East Anglia.

In 1968 Alan Smith then joined the company and as the previous generation reached retirement, the business was now fronted by Alan Smith and Geoff Bottom. They had two key roles – Alan would look after the financial and technical parts of the business and Geoff would take on the customer and staff responsibilities of sales, service and the factory management.



They employed over the time hard working and loyal team members some of which are still working at the Lincoln factory today. Under this unique partnership the company grew beyond anything the founding fathers would have ever believed.

Concentrating mainly on products for agriculture and haulage which was of course some of the biggest industry in Lincolnshire at the time, Alan and Geoff cemented key beliefs in the business to offer the best prices they could backed up by the best service the bigger companies could not match.

The company kept on growing geographically and in 1983 new customers were using the business in Norfolk, Cambridgeshire and Suffolk, including in 1984, the much prized Sandringham estate business for the first time.

By 1987, the Webb street premises were not going to be large enough to cope with the growth of the business and so the

business moved to our current site on Outer Circle Road in Lincoln. We did this the Witham Way – i.e. mainly by ourselves and on a tight budget .



In 1993, we purchased our own company in Cambridgeshire, Eastern Counties Lubricants; now known as Witham Oil & Paint (Soham) Ltd. Soham was bought to assist in the distribution of our products in the East Anglia region.

In 1996, a strong Paint Manufacturing business in Lowestoft called United Paints was purchased to help in the product offering to the customers . Customers who needed lubricants in their machinery and vehicles also usually need to paint the machinery and the workshops and buildings they are housed in.



With the acquisition of the Soham and Lowestoft companies, Witham Oil and Paint Ltd soon became known as the Witham Group.

Perhaps one of our Company's most proud moments is when we were appointed the Royal Warrant to HM The Queen. The Appointment was only the start of a magical journey which has culminated in us supplying much of the oil for the Sandringham Estate in Norfolk, the paint for a pair Royal Gates along with paint for many of the estate houses as well. We were also welcomed last year to exhibit at Buckingham Palace where we met the Queen and had chance to show off our products and services to the whole Royal Household. Since then we have been involved in the Royal Coronation Festival held at Buckingham Palace in July 2013 and continue to support the Royal Warrant Holders Association as a flagship of quality manufacturers and suppliers.



We have always put customer service at the forefront of everything we have done in the past and continue to do now. One of the primary functions of this is our transportation. We deliver from our premises using our own fleet of vehicles. This way we can control our deliveries and offer flexibility to customers in need.

As we look back over the past 95 years, our family run business has grown from humble beginnings originally making cycle oil and candle wax to become acclaimed manufacturers of a huge range of commercial lubricants and paints.

Today the Witham Group:

- **Blends over 5 million litres of oil each year**
- **Distributes over 20,000 deliveries each year**
- **Has customers throughout the UK and abroad**
- **Recommended lubricant partner to the largest agricultural buying groups**
- **Works hard to improve the standards of the oil and lubrication industry**
- **Members of:**



With our geographic heartland in Lincolnshire and Eastern England, we now operate throughout the UK and abroad. We provide quality products to an enormous variety of customers. Specialising in agriculture, automotive, haulage and marine industries, we also supply other markets such as engineering companies, plant machinery, international race circuits and pipework producers, all with reputable lubricants, greases, paints and coatings that can be relied on year after year.



Qualube

Qualube is the Brand name for our range of quality lubricants, oils and greases. Qualube lubricants offer an extensive range of specific products for specific industry uses. All our products meet the latest and highest Original Equipment Manufacturers approved requirements. They are designed to advance both the performance of the machinery as well as reduce the emissions, maintenance, and wear and tear of the working parts. Driving further efficiencies in fuel economy our technical teams work hard in their laboratories to ensure the latest technologies maximise results whatever the application.

Our product range is for everyday use but applies to a whole range of specialist applications, from heavy duty engines and machinery to passenger car oils, agricultural lubricants and biodegradable products. We make products for vintage and classic vehicles and supply a huge portfolio of greases and gear oils.

Woco

Woco is the Brand name for our range of quality paints and coatings and signifies true expertise and quality. Our thoroughly developed products are made from high quality raw materials and are continually tested to give customers the ultimate reliability on every application. We manufacture one of the largest ranges of industrial paints and coatings in the UK to suit all sectors of business and trade use. Our distribution and decorative trade centres are based in Soham and Lowestoft, we also make and tint paints to customers' requirements as well as offering other decorative materials.

We are proud to have our own specialist in house technical research and development team, with the capability and knowledge to formulate and thoroughly test our products to the highest international standards.

Our independence gives us the refreshingly personal and long term approach to customers and our service and flexibility on deliveries and order times are second to none.

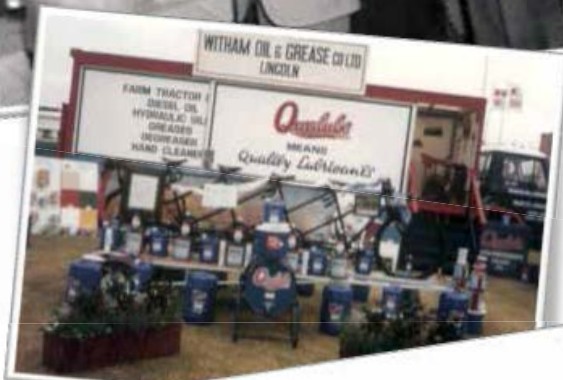




ShowTime

Supporting the local agricultural community has always been important to us and from an early time we attended the local agricultural shows. These pictures show our stands at the shows dating back to 1960.

As a way to say "thank you" to our customers and contacts we invite them to our stand each year at the various county shows. With exciting exhibits from the world of vehicles and machinery, we try to make our stand interesting and fun, whilst offering refreshments, friendly hospitality and a chance to catch up with customers old and new. We attend the Suffolk, Lincolnshire and Royal Norfolk shows each year, along with the relevant Agricultural Trade shows, LAMMA and Cereals, as well as other local events where we ensure prospective customers get the chance to find out what we do and how we can help them.



Working with the Environment

Despite the vast quantity of different products being manufactured and distributed by The Witham Group, our aim is always to operate within a climate of excellence. Not only in terms of service and procedures for customers but also for systems of product manufacture, the welfare and health and safety of all our employees and those affected by our activities and the Environment.

Oil and Paint production traditionally works within an industry where the use of additives, chemicals and energy is essential to the manufacturing process. However, the Witham Group is totally committed to ensuring that wherever and whenever possible, our activities including raw material purchasing, manufacturing and distribution, waste generation and disposal, and solar panel insulation all help minimise the effect on the environment.

In recent years, the demand for a safer, cleaner environment has led to the development of modern biodegradable lubricants and greases that still give more than comparable performances to their mineral counterparts. Ideal for sensitive surroundings such as forests, reservoirs, parklands and waterways, our Enviroyl and BioLube ranges of biodegradable products are ideal. Due to careful design and formulation, they do not compromise on the full requirements of a quality lubricant and continue to meet the high demands of today's modern machinery.



We comply with the relevant environmental legislation and industry codes of practice as a minimum level of performance. In addition we continually strive to reduce the use and cost of energy, water, packaging, paper and fuel and actively encourage and promote recycling, waste reduction and pollution control throughout our group of companies. "Our aim is to operate with corporate care and social responsibility.

"We recognise that promoting sustainability and the protecting the environment is of the utmost importance, not only for the here and now, but for the future of us all and our families".

Nigel Bottom, M.D.



Our Service to You

The Witham Group is so proud of its heritage and the emphasis it places on the service to all of our customers, whether old or new, big or small. Having recently celebrated over 95 years of trading, we know the importance of having firm standards of operations in place as the cornerstones of a good business and supporting those that work for us and those in our communities.

Quality Materials

One of the most important aspects in manufacturing reputable lubricants, is the quality of the raw materials that you start with. The "ingredients" that we use are second to none, which is why our products meet the latest and highest Original Equipment Manufacturers approved requirements. They are designed to advance both the performance of the machinery as well as reduce the emissions, maintenance, and wear and tear of the working parts. Driving further efficiencies in fuel economy our technical teams work hard in their laboratories to ensure the latest technologies maximise results whatever the application.

We operate traditionally within an industry where the use of additives, chemicals and energy is essential to the manufacturing process. However, we totally recognise and care about improving and reducing any impact on the environment wherever possible. We continually strive to find suitable environmentally friendly and bio-degradable raw materials wherever possible and are proud to be proactive in driving long term changes to help the environment and society at large.



Own Label Products

For many years now we have been able to offer a specialised "Own Label" packaging and labelling service for customers who wish to sell their own brand of oils and lubricants. Using our in house graphics and design team, we can help businesses and distributors market their own products which have the quality manufactured Witham product behind them.

Bulk Storage Tanks

As part of our service to you, we can supply a range of specialist bulk storage tanks for workshops and outbuildings. Our lorries top up the colour coded tanks as required, which are clearly labelled for different products and uses. Customers find this unique service indispensable in helping with health and safety requirements and maintaining a shipshape environment for staff and day to day operations.





Community Support

For many years now The Witham Group has supported a variety of local causes and charities. In particular we have worked hard to raise thousands of pounds for the Lincolnshire and Nottinghamshire Air Ambulance, along with many other national and personal causes close to the hearts of our staff and their families. From lawnmower races to speedboats, motorbikes to cycling events, we have sponsored customers and colleagues keen to raise money for good causes, using our oil or paint products.



Technical Support

As expert manufacturers of thousands of lubricant products, we are proud to have our own technical team of experts and laboratory based at the Lincoln Head Office. Using the latest technologies, products are rigorously tested to ensure the highest quality results.

New products are researched and developed to ensure that all our lubricants are made to the latest specifications and requirements. Wherever possible, low toxic raw materials are used to minimise the effect on our environment and on the end user. Our technical team is available by telephone or email to answer any lubricant or paint queries on any application 5 days a week.

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Hallmark of Quality

We are proud to be accredited with the British Standard EN ISO 9001. This ensures our entire manufacturing and distribution processes meet the highest standard and provides assurance that the way we do business is recognised as good practice.



Lubricant Finder

To help our customers get the best and most economical performance from their vehicles and equipment we are proud to offer our easy Online Lubricant Finder which helps identify which oil you need for which vehicle for you any time of day or night.



witham

The company's image has always been very close to our hearts. We have also gone through an interesting passage of name and image changes. Today our brand reflects how Witham remains strong in the marketplace.



Working Partnerships

Working together with Buying Groups and Co-operatives.

As a provider of high quality products and services, Witham Group is proud to be a trusted supplier to many agricultural buying groups across the UK. Being a trusted supplier, means that we are recognised as continually offering the Groups and their members competitive prices and the highest standards of customer service.



Industry Partners



The primary objective and mission statement of the United Kingdom Lubricant Association is "To provide services of value to members and to promote the competitiveness of all concerned within the UK Lubricant sector. To educate regulators about the lubricant industry viewpoint. To help educate end-product users on the basics of appropriate lubricant selection, their safe use and disposal."

The UKLA organization, "acts as the voice of the UK lubricants industry"

- Providing members with advice and information on current, future and pending legislation; * acting as a forum for industry views;
- Monitoring UK Government departments and other Agencies about proposed legislative developments;
- Lobbying to influence Legislation / Regulations and provide Members with an inflow of information, including an "early-warning system" on legislative issues;
- Providing members with help on industry wide issues;
- Gaining recognition as the focal point and lead body for the UK lubricants industry sector by UK Government and its agencies;
- Communicating with members via LUBE magazine, the official journal of UEIL, the members only section of the UKLA Web-Site and the monthly UKLA Newsletter;
- Facilitating specialist knowledge areas such as the Metalworking Fluids – Product Stewardship programme;
- Raising those who wish to widen their industry knowledge via the UKLA Certification of Lubricant Competence Training Programme;
- Networking events, meetings and seminars

Witham Group's Managing Director, Nigel Bottom is a past President and current Executive Director on the Board of the UKLA and we are proud to be members of this association.



UEIL is the pre-eminent Trade Association in Europe representing the interests of companies involved in the lubricants industry. With members in over 20 European Member States and a unique collective experience of lubricants and the lubricants market, UEIL is the strongest representative body for independent manufacturers of lubricants in Europe. We facilitate the resolution of EU regulatory, investment, political and competitiveness issues that impact our members and play a role in creating better understanding of EU matters with members.

UEIL's main priority for the current period is to achieve the right regulatory environment that permits there to be free and fair competition in the lubricants market:

- UEIL seeks to maintain a sound balance in the European lubricants market by providing representation for independent lubricant companies. UEIL is unique in providing such representation across Europe.
- UEIL is concerned with securing supplies of raw materials. In the lubricants industry, base oil suppliers are often at the same time lubricant manufacturers and hence competitors to the independents. This dual function can jeopardise free competition, particularly at times of base oil shortages.
- UEIL is confident that an adequate legislative and regulatory framework is necessary to give the independents the opportunity to meet the challenge of competition with major oil companies on an equal footing.

For the independent lubricant manufacturers there will continue to be an important role to play in Europe, with new opportunities and challenges. Such opportunities will also be open to the major oil companies. In order to succeed, the independents must focus on their strategic strengths and greater entrepreneurial freedom. UEIL has a unique and vital role in helping this success.

Witham Group's Managing Director, Nigel Bottom is on the Board of the UEIL and we are proud to be members of this association.



Verification of Lubrication Specifications
www.ukla-vls.org.uk

A subsidiary of United Kingdom Lubricants Association Ltd, VLS is a membership organisation, funded by its members and by the case charge levied in connection with each case raised. Membership is open to any lubricants manufacturer, marketer or associated user or seller who operates within the UK lubricants marketplace. The operation and governance of the company is fulfilled by a Board & Supervisory Committee, Secretariat and Technical Review Panel.

The VLS aims to:

- Respond to complainants by independently investigating and checking compliance to industry standards and performance claims within the UK marketplace
- Engage with market participants and relevant Authorities and industry bodies to pursue incorrect or false product quality and standards, with focus being placed on education and/or undertaking of remedial action to improve compliance
- Ensure its engagement incorporates a 'right of reply'
- Raise market awareness through publicly reporting findings from its investigations on the quality of lubricants sold in the market
- Promote the importance of lubricant quality and performance specifications within every UK lubricant market
- Advise VLS members, VLS participants, industry bodies and relevant authorities on case outcomes
- Where remedial or corrective action is not undertaken, VLS will provide relevant information to industry bodies and relevant Authorities to take necessary action

A Little Drop of History and a Look at the Future

As you will see we have come along way and have worked hard to survive and thrive as many other manufacturers have lost their independence our folded.

"We think our biggest asset is our heritage. Good old fashioned values. We all work extremely hard, keep our independence, keep our feet on the ground and managed the business carefully. We all work as a team and look after our staff and customers properly. We have invested back in the business and have fun.

There are of course difficult times ahead with the economy, oil exploration and rising costs of raw materials, further competition and environmental issues all mean we cannot stand still.

We will keep our traditions of quality and service close to our hearts in all that we do. More than anything else we will have fun doing it. Here's to our 100 year anniversary!"

Nigel Bottom MD

- Welcome membership from all industry participants

Witham Group's Managing Director, Nigel Bottom is on the Board & Supervisory Committee of the VLS and we are proud to be members of this association.



The Royal Warrant Holders Association
www.royalwarrant.org

Royal Warrants are a mark of recognition to individuals or companies who have supplied goods or services for at least five years to HM The Queen, HRH The Duke of Edinburgh or HRH The Prince of Wales. Warrants have always been regarded as demonstrating excellence and quality, and are highly prized. There are around 850 Royal Warrant Holders representing a huge cross-section of trade and industry. They range from traditional craftspeople to global and multinational firms operating at the cutting edge of technology.

Warrants are granted to named individuals – Grantees – who must personally ensure the Warrant is used correctly. Warrant Holders may display the relevant Royal Arms and the legend 'By Appointment' on their products, premises, stationery, vehicles and advertising.

Whatever their size or specialisation Warrant Holders are united by their commitment to the highest standards of service and excellence.



British Coatings Federation Ltd
www.coatings.org.uk

We are members of the BCF, a body which provides training initiatives, encourages industry best practice and helps drive international changes for the paint, coatings, printing inks and wallcoverings companies.



What Our Customers Have Said

We are proud to supply paint to one man in a shed painting his vintage tractor or to famous race tracks like Silverstone. We supplied the new Terminal 5 at Heathrow with much of its paint for the pipe work and for the Shard Skyscraper in London. We supply oil to the same man in a shed fixing his tractor now and also to the largest agricultural purchasing Group in the UK. This totals in excess of 3000 farms producing much of the food we eat today. We supply Mercedes Benz dealerships, AGCO dealerships, fleets of individual vehicles, haulage companies, bus and coach businesses, farmers, leisure centres, schools, factories, car garages and workshops, the Royal Estate, fishing fleets and large tankers covering the whole of the world. The list goes on and the list continues to grow.

We asked for Testimonials for our website when we were celebrating our 90th year of trading and here a just a few.....

"We have had a very long relationship with Witham Oil and they are now are our oil supplier of choice. The benefits of their tank scheme and technical backup far outweigh any other oil supplier's service levels."
James Williams North Herts Farmers

"We have been dealing with Witham Oil since the 1960's and always received a warm, friendly and excellent service – long may it continue. Congratulations on your 90th Anniversary". **Neil & Colin Johnson – GC Johnson, Scunthorpe**

"Witham Oil has provided us with quality paints and lubricants for a number of years. Their excellent one-to-one service and support throughout this time has allowed us to work closely with them to achieve the results we require."
Clare Knight - Knight Farm Machinery

"Our founder, Jack Baxter, started trading with Witham Oil & Grease Company in the early 1960's, using their products until his untimely death in 2008. His sons, Adrian and Andrew continue to operate and expand the business. Time has proved Witham products to be first class, giving quality and long working life in every application. With over 50 vehicles in our fleet all running on Witham products, the quality and the support we receive is essential. Knowledgeable staff and excellent technical support from Witham, help us to confidently cross reference any specialist grade oils for high tech engines, gearboxes and hydraulic systems used throughout our business. With their excellent ordering and delivery arrangements, we find their overall service to be first class. It is not surprising Witham have been in business over 90 years The owners are very hands on and are always available to maintain their Company's high standards of supplying quality products at cost effective prices. Please accept our congratulations on this milestone and hope you enjoy continued success in the future". Best Wishes
Adrian & Andrew Baxter - J H Baxter & Sons Ltd

"We have used Witham Oil and Paint for over 10 years now for all our oils and paint requirements. I believe the quality of all the products to be as good or better than any other in the market and very well priced, thus goes right from the large harvesting machines which we run 24hrs a day for 8wks to the 5litres of paint we need for the grain store doors, it's always as we expect on time, top quality, and there when we need it!!!! Keep up the good work". **James Thompson - Farm Manager, Carrington Farms Ltd**

"Witham Oil & Paint has been supplying our members with lubricants for 25 years. Every aspect of the service they provide is first class. On top of this, research and development in the product range ensures that the lubrication needs of 21st century agriculture continue to be met. For example, the Qualube colour-coded tank system has revolutionised the way farmers buy and store lubricants. The feedback is excellent. As Witham Oil & Paint celebrates 90 years, we are confident they will be around for many years to come." Anglia Farmers "We have dealt with Witham Oil for 35 years and have always found the service and support to be very good. We are a small firm who are reassured by the fact that our telephone calls whether for a technical query or order will be answered by the Witham staff and dealt with in an efficient manner. We receive a complete and professional service from the Witham Group which is why we have been a customer of theirs for such a long time and we hope this will continue in the future. We would like to congratulate Witham for the 90 years of service and would like to wish you the very best for the future."

Martyn - Fenland Tractors Limited

"Just a personal note to congratulate your company on achieving this very significant milestone in your company's history. No small achievement in today's turbulent and difficult trading conditions. A large part of this success can clearly be attributed to a superb product range backed by extremely knowledgeable support staff. As a small business, my staff, customers and I have enjoyed a superb relationship over many years and long may it continue-as without satisfied customers, none of us has a business. All the very best for the future".

Gerald Gregory – Owner, Spalding MOT and Repair Centre

"Silverstone Circuits Ltd, home of British motorsport and the British Grand Prix, would like to thank the Witham Group for supplying the circuit's paint for the last six years. We have received a high level of commitment and support from Witham in manufacturing and supplying bespoke high quality paints to meet our exacting needs. We would like to thank their dedicated team of staff, who are always able to deliver their products at short notice as and when the racing calendar demands. We look forward to continual support in the future".

Jim Reid, Silverston Circuits Ltd

"Lincolnshire Field Products Ltd and FreshLinc Ltd are extremely proud to have been associated with the Witham Group since the early 1990's. As one of the region's largest vegetable growers and supermarket suppliers, we would like to commend Witham for their continual support in supplying quality oils to service our extensive fleet of agricultural machinery and haulage vehicles. We have always been provided with an outstanding level of service to both our companies. We wish Witham well in their 90th year and look forward to maintaining our business relationship in the future".

Robin Hancox - Chairman

"Sanders Coaches Limited sends congratulation and best wishes to Witham Oil on 90 years trading. Many thanks for your excellence service and technical support over many years." **Paul Sanders - Director**

"We have been trading with The Witham Group since 1968, their service and quality of product, whether oil or paint, have always been first class. We greatly appreciate their time and consideration, especially when we have a new line of equipment, and therefore a new range of oil products are need. Nothing is too much trouble." **Mowbray Mountain – Chairman, M C Mountain & Son Ltd Mid UK Recycling Ltd**

"We are very pleased with the business relationship that Househam Sprayers have had with Witham Oil & Paint over the past 20 years. We have found their customer service and technical knowledge on the range of products they supply to be second to none. Their attention to detail and willingness to listen to our requirements is extremely important to us and we appreciate the relationship we have with Witham."

Steve Fox - Purchasing and Materials Manager