



News BRIEF



New contract testament to exceptional service

Thanks to the strength of our relationship with Arla in the South West, we have been awarded new work in Scotland. As of October, we will provide chilled warehousing and outbound direct-to-store deliveries for Arla (Scotland). This will see us deliver in excess of 2.7 million pints of milk per week to Asda and Morrison stores across 99 routes in Scotland. This will be delivered from our Eurocentral depot and we are welcoming new members to the team as they TUPE across.

Well done to all involved in both nurturing our existing customer relationship and demonstrating our capabilities in Scotland. This is a brilliant example of how exceptional customer service leads to new opportunities.



We won!



At the Motor Transport Awards we were crowned the winner of the Low Carbon Award.

With entries from across the logistics industry, this prestigious recognition highlights our exceptional achievements in reducing environmental impact and driving sustainable change within the logistics industry.

Well done and thank you to everyone who shares our vision to reduce the impact our sector has on the planet.

smiths news

“ *The continued partnership between our two organisations has been built on great service and competitive commercial arrangements. We operate in an extremely challenging environment that demands the highest levels of customer focus and cost solutions. Gregory Group continues to deliver this and one of the main reasons in extending our arrangements is the mutual understanding of our business and our customer demands.* **”**

These are the words of John Power, the Operations Delivery Director at Smiths News following a decision to extend their contract with us for 3 years. Smiths News deliver newspapers to retailers across the UK and we support them with distribution across the South East and South West of the UK. A great example of how our partnership approach benefits our customers.

A DAY IN THE LIFE OF... KELLY WILSON



While Kelly has known of Hayton Coulthard for many years, it is only recently that she took the plunge and trained as an HGV Driver. We spoke to her to find out more about her journey.

What are your first memories of Hayton Coulthard?

I have literally grown up knowing Hayton Coulthard. My Dad has been part of the Hayton Coulthard team for nearly 30 years so seeing him in his lorry is all I've ever known. When I was a student, I had a job cleaning the Ecclefechan office and my brother also joined the team about 6 years ago, so it is a familiar place to our family!

What did you do before becoming an HGV Driver?

I worked for a PPE company doing the sewing and working in quality control.

What made you take the leap to become an HGV Driver?

I've always loved lorries and wanted to be a driver since I was wee. But when I was young, women just didn't drive lorries. I went to do it years ago and chickened out which I've always kicked myself for. So, this time, when they advertised an open day for new drivers, I decided to go for it.

How has your journey to getting your licence been?

After the open day I had to go and get my licence and once I passed I got back in touch. I've never been more nervous than the day of my test, but I passed first time and apparently I'm the first in my apprentice group to get a licence too!

I passed my test in June and asked for a wee bit of extra help with my reversing because that feels disorienting at the start. A trainer came out with me for the first week which really built my confidence.

The whole process has been really smooth, and everyone has been so supportive.

What does your everyday look like?

I'm a day shift driver and I typically work in the central belt. I plan to get

some experience behind me and then I'll decide what sort of driving I'd like to focus on.

What was your first day out on your own like?

It's scary going out on your own when you are new. But thankfully it was just to pick up a trailer, so they were gentle on me!



There are times that I've been looked at like I'm an alien because I'm a female driver, but most people are really welcoming.

How do you feel that you contribute to the profit of the business?

It's all about reputation. If I deliver a good service to customers and drive professionally, I'm doing my bit.

Why is this the right job for you?

You see so much and meet so many people. You get to go to so many different places and it's lovely to explore.

What are the challenges of this role?

Right now, I'd say reversing but I know that will become second nature once I've been doing the job for longer.

Every location is different which makes it quite daunting when you start out. But I've been given so many contact

details of people doing the same job. They are all happy to share their knowledge with me which is really comforting.

At the start I was worried that there would be limitations as a woman doing the job, but there really isn't. I am lucky that I've had the extra support of my Dad and brother, but I've found that it is just a case of cracking on. For example, once upon a time I struggled putting the air lines on when connecting the trailer, but it's all about technique and with a bit of practice behind me it's an absolute breeze now!

How do you find it working in a male dominated environment?

I've always known I was coming into a male oriented industry. There are times that I've been looked at like I'm an alien because I'm a female driver, but most people are really welcoming.

When you tell people what you do, are there any aspects of the job that surprise people?

Just the fact that I'm doing the job in the first place!

I don't think people realise how involved it is as well. When you're driving you have to have your wits about you, be clued up on things like working hours and be experts at managing time. Then on top of that, keeping the lorry clean, doing the vehicle checks, etc. It's not just about driving.

What makes you proud to work in this industry?

Working in a man's world. There aren't many of us, so it makes me proud to break that stereotype.

What did you want to be when you were younger?

I wanted to be a vet, but you need to have a strong stomach and that isn't me!

The secret world of the blue box



At three of our milk operations (in Mitchell, Cullompton and Whitland) there are big blue boxes like this one. From the outside, it looks like a shipping container, but it is far from a storage facility. Inside is cutting edge equipment that ensures we meet the mandatory safety, quality and hygiene levels our customers, and the industry, demands.

This blue box cleans our farm collection tankers with precision, and it does so using less water, less energy, and produces less waste, making it more environmentally friendly than other wash facilities. Known as a CIP (Cleaning in Place) Unit, it cleans everything – pipes, vessels, process equipment, filters – all without disassembly. The CIP Unit is fully automated and provides live wash data – which is not only useful for our teams to keep track of the washes but also ensures the equipment is maintained in a proactive rather than reactive way.



THE FACTS

Each wash takes an average of **18 minutes** to complete

At Cullompton alone, during a recent 4-week period, the CIP unit washed **663 tankers**, which is an average of **21 a day**.

CIP Services provide these 'market leading' units and we've been working with their team for 23 years. We asked them what the key ingredients are to a good partnership, and they said:



An open and honest relationship built on trust. We work together to ensure both companies succeed and share opportunities where there is a mutual benefit.



LONG SERVICE AWARDS

Recently we've celebrated with three people who reached their 25 year milestone and five who reached their 15 year milestone. Meanwhile another 28 of you enjoyed your 5 year work anniversary. Many congratulations to all of you and thank you for your dedication and commitment.



Lee Watts, Deputy Team Leader, Highbridge

Graham McRobbie, LGV Driver, Dyce

Darren Cleal, Warehouse Team Leader, Cullompton

Howard Duke, LGV Driver, Cullompton

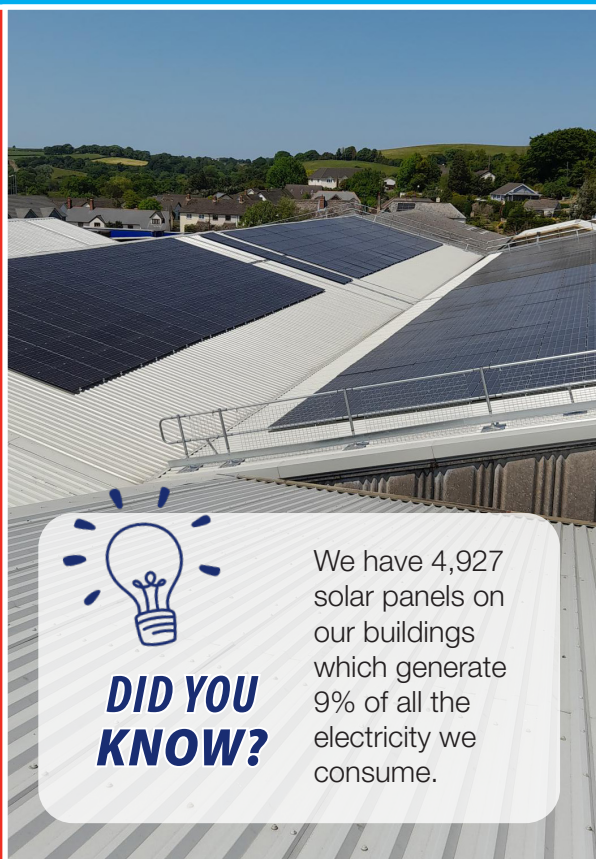
Stuart Pulsford, LGV Driver, Cullompton



Matthew Howett, Warehouse Operative, Highbridge

Anthony Hearn, LGV Driver, North Tawton

John Maitland, Sales Manager, Dyce



DID YOU KNOW?

We have 4,927 solar panels on our buildings which generate 9% of all the electricity we consume.

TEAM SPOTLIGHT

Route 74 joined the Hayton Coulthard team in August as part of an acquisition. Based in Lesmahagow in Scotland, Route 74 has built up a strong reputation for quality facilities and tasty food during its 14-year history. We caught up with the team to find out what is involved in running a truck stop. Stephen White, the Contracts Manager, tells us more:

Tell us about the team...

We are open 24/7 and have a restaurant, shower/toilet facilities, a shop, truck wash, and fuel pumps, so there are quite a few of us! 50 in total, working both full time and part time.

Tell us about your day-to-day...

There's a lot going on! With so many different services there are a lot of moving parts and no day is ever the same. We tend to be busy in the early morning and then in the evening between 5pm and 9pm. Though

Sundays are a different ball game! We are renowned for our Sunday roasts which bring in members of the public, not just truckers. Some weeks the team do 450 covers in the space of one afternoon.

What's the biggest challenge of running a truck stop?

The fact there are so many different parts to the operation. Thankfully the team are all experts in their own right so we lean on each other's knowledge and experience to make the business a success.

It's this teamwork that makes the difference. By working together we can make sure our customers walk (or drive!) away happy.

What are some of your biggest successes?

We came second in the Snap Truck Stop of the Year 2023 which was a great accolade. Every week the team receive brilliant feedback from truckers who use Route 74, so ultimately, it is this regular feedback that is the biggest achievement.

What reaction have you seen since Route 74 joined Hayton Coulthard?

There have of course been a lot of questions but it's been a very positive reaction from both employees at Route 74 and customers. Most of the questions revolve around future plans. Rumours were quick to spread

"We're renowned for our Sunday roasts. The team can do up to 450 covers in one afternoon!"



From left to right: Stephen White - Contract Manager, Lynn Ross - Assistant Manager, Sharon McLeod - Chef, Phil Williamson - Assistant Manager.

that we were going to close Route 74 down and make it a Hayton Coulthard yard, but that couldn't be further from the truth, so we are working hard to reassure everyone.

Are there any benefits to being part of Hayton Coulthard?

The Coulthard family have been behind the wheel of trucks for generations - they know the value of a quality truck stop. And now, they can ensure Route 74 has the investment it needs to maintain the high standards they have created.

What might people not know about Route 74?

Quite a few things actually! We aren't just for trucks - we also cater for cars and motor homes. We source all our ingredients from local suppliers. And we have the cheapest fuel in the area.

SUMMER Photo Competition Winners

Thank you to everyone who entered the Summer Photo Competition. It was an amazing selection the judges had to choose from. Here are the three winning images each representing Gregory Group in the Summer.

Nic, Stephen, and Alan have received a goodie bag and their photos will appear in the 2026 Gregory Group calendar.



Stephen Paver, LGV Driver, Cullompton



Nic Pack, LGV Driver, Bridgwater



Alan Sharp, LGV Driver, Bathgate

Our first electric milk tanker

During the Summer we welcomed our first electric milk tanker to our fleet. Based at North Tawton, the Volvo has got off to a flying start. In its first three weeks it covered 3,178 miles, collecting an average of 24,000 litres of milk per trip.

The lorry looks exactly the same as the diesel but it uses different technology and subsequently needs to be driven a slightly different way than conventional trucks. Our Learning and Development team have been working alongside the manufacturer to create training for each driver transitioning to Battery Electric Vehicles (BEV).

Chris Hodge, LGV Business Partner, has been heavily involved in supporting drivers. He said:

This BEV is a really powerful vehicle and so comfortable to drive, but it carries an extra 2.5 tons, uses regenerative braking to add power back into the batteries, and has different technology, so it's important we help our drivers adapt to ensure they feel all the benefits.

We've created hands-on training and once we get drivers behind the wheel and familiar with how the BEV works, they are loving the vehicle.

I had one driver who was sceptical about the capability of the truck, especially for the demands of farm collections. But, once we went out on the farms and used the BEV in its intended environment, his views completely changed and he thoroughly enjoyed driving it.

The stats that speak volumes

- 1 Of the 3,178 miles travelled in the first three weeks, 205 of those were used for regeneration.
- 2 Nearly 50% of the electric used has been regenerated by the truck thanks to the regenerative braking technology.
- 3 If translated to mpg the BEV achieves approximately 25mpg. The average diesel doing the same job achieves 8mpg.
- 4 Each shift, the BEV travels an average of 120 miles running down to 20% power. The charge time to get back to 100% is approximately 1hr 20 mins based on a 180kw charger.

Gregory Group from the skies

This characterful-looking drone visited Scotland recently with the task of capturing footage of our fleet from the sky.

Five of our brands - Gregory Distribution, Hayton Coulthard, Pollock, ARR Craib and John Mitchell (Grangemouth) Ltd were involved and the new images are on our website.

Visit www.gregory.co.uk to have a look.



Raising money for mind

for better mental health

Every year our employees vote for the Gregory Group Charity of the Year and during that year, we raise as much money as possible for them. In 2025 we are supporting Mind and we have seen some amazing fundraising activities, three of which are below:



Name: Jason Leake

Job role: Tramper

Challenge: The Devon Coast to Coast challenge - a 99 mile walk from Plymouth to Ilfracombe in 36 hours non stop.

Money raised: £1,074

Motivation: To raise as much as possible for Mind so they can support those who have to cope with the daily struggles of mental health illnesses.

Best part: Passing Brent Tor - somewhere that holds fond memories for me because it is where I proposed to my wife.

Toughest part: The heat was difficult - it was over 30°C. But the toughest part was having to listen to my body at 50 miles when my mind was telling me to carry on but my feet were absolutely shredded.



Name: Martyn Jenkins

Job role: Tramper

Challenge: Riding from the UK to Austria and back on my 20 year old Honda ST1300 within 7 days. I did the trip with my two brothers.

Money raised: £13,168

Motivation: Mind is a brilliant charity and I've always wanted to see Austria so I thought I'd combine the two and raise some money.

Best part: Riding the Grossglockner high alpine pass - amazing roads and absolutely stunning views.

Toughest part: The huge rain storms - one didn't let up for hours and we were soaked through!

Thoughts now the challenge is complete: I'm over the moon with the immense amount of money that has been raised. Thank you to everyone who supported us.



Thoughts now the challenge is complete: I was gutted to not be able to complete the hike but I just couldn't physically carry on. It was great to do this challenge as part of a team and when combined, we raised a whopping £4,868. We also spoke on BBC Radio Devon and I hope the coverage we received helped to raise awareness of the work Mind does.

TOTAL RAISED

£16,447



Name:

Darren Clifford and Kevin Murrin

Job role:

Tramper and Convenor

Challenge: Cycle 1,000 miles from John O'Groats to Land's End.

Money raised: £2,205

Motivation: To promote the charity's mission and visit as many Gregory Group sites as possible.

Best part: The finish line at Land's End! After 9 months of planning, seeing our families cheering us on was amazing.

Toughest part: Finishing at 00:45 one day after lots of complications and delays. We had to dig deep that day to get the miles in.

Thoughts now the challenge is complete: It's all about the people.

We did this challenge in the heatwave which made it particularly gruelling. Without the encouragement of those who joined in with us, and everyone who welcomed us at each depot, we would have questioned what we were doing a lot more!

