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Haulier Edwin C. Farrall secures HSBC funding to drive growth

Chester-based logistics and warehousing company Edwin C. Farrall Transport Ltd has secured a £650,000 finance package from HSBC to support the continued growth of the business. The company has used the finance, which consists of a loan and equipment finance, to acquire new vehicles and install an upgraded warehouse management system.

The company secured the finance package from HSBC's North Staffordshire and Cheshire Commercial Centre in a deal led by Senior Commercial Manager Deborah Leach.

Turnover at Edwin C. Farrall is expected to increase from £6.2 million currently to £8 million in 2014 on the back of the expansion, whilst the company is planning to increase its 80-strong work force.

The family-owned and managed business has won a number of new contracts recently for both warehousing and transport. In addition, through FF&W, a joint venture it operates with Lancashire-based haulier Fagan & Whalley, it has secured the distribution for insulation manufacturing company Knauf from its Cwmbran and St Helens sites.

As part of its expansion the company has added 13 new Volvo trucks and 10 trailers to its fleet over the last 12 months. In addition, it has installed a new IT management system that enables it to operate its warehouse business more efficiently and allows customers to track and manage items stored in the warehouse online and in real-time. The company operates two warehousing sites, Ashton and Deeside, offering over 100,000 sq ft of racked storage space.

Edwin C. Farrall Transport is a third generation family business founded in 1956 by Eddie and Joan Farrall. Their sons Mike and Mark are now Managing Director and

Operations Director respectively, whilst Mike's wife Elaine is Finance Director. Mike and Elaine's children Matthew and Katharine are involved in the marketing and IT and finance and administration sides of the business respectively.

IT and Marketing Manager Matt Farrall said: "We are undertaking a period of expansion on the back of a number of recent contract wins. Our vehicles operate throughout the UK and our customers value the quality service they receive from a family-run business. We have also experienced growth in the warehousing side of the business and are confident that the upgrade to the new management system will drive greater efficiencies as we take service to the next level."

Tony Fulton, HSBC North Staffordshire and Cheshire Area Commercial Director, added: "Edwin C. Farrall benefits from a great reputation in the haulage business, which has been forged from offering great service over generations. We were impressed by the company's management team and its plans for the future."

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Farrall's Transport

Established in Cheshire in 1956, Farrall's Transport is a family owned logistics business offering over 100,000 sq ft of food grade warehousing space across sites in Chester and Deeside and full and part-load multi-drop deliveries across mainland UK through its fleet of 35 tractor units and 50 trailers. The company is a founding member and shareholder of Palletforce, an active member of the Transport Association, the Road Haulage Association and the UK Warehousing Association, and is accredited to ISO 9001:2000. As a full service logistics provider, the company runs national contracts for many of the UK's leading companies.
www.farralls.co.uk