



#### [Happy New Year from Cumberland Packaging](#)

I hope that you've had a peaceful festive break with your loved ones and would like to take this opportunity to wish you the happiest of New Years.

Thank you for your support last year, which can safely be described as one for the history books.

Together with the rest of the Cumberland Packaging team, I wish you all the best for your goals, plans, and resolutions for 2022. We look forward to working together throughout the upcoming year; playing our part to help you to reach and exceed your objectives.

We'll be introducing you to the Cumberland Packaging team by sharing profiles from each department over the coming months. By way of an introductory overview, here's our company time line:

- 1985: Cumberland Packaging begins life as a new start-up.
- 1986: Starts trading from a barn in Stock, Essex.
- 1987: Move to a 2,000 sq. ft. factory in Rayleigh, Essex.
- 1988: Reach our first annual million-pound turnover milestone.
- 1989: Move to a 6,000 sq. ft. factory in Hockley, Essex.
- 1990: Acquire our first printer slotter.
- 1991: Double our capacity to 12,000 sq. ft. and acquire our first casemaker.
- 1999: Turnover reaches the £5 million pa milestone.
- 2000: Move to a 54,000 sq. ft. factory in Shoeburyness, Essex.
- 2001 Acquire our first automatic die cutter.
- 2005: Expand the current site to 85,000 sq. ft.
- 2008: Achieve BRC/IOP accreditation.
- 2010: Install a second die cut production line.
- 2015 Logistics relocates to Avation Way, Southend to a 15,000 sq. ft. factory.
- 2018 Sales growth accelerates past the £15 million milestone.
- 2019: Invest £3.3 million in a rotary die cut line with double-sided print capability.
- 2021: Acquire a further 67,000 sq. ft. factory in Avation Way, Southend.
- 2022: A new casemaker line ordered for commissioning in Q2 2022.

The first profiles below are for our board members: myself; Chris Monaghan (Operations Director) and Melvyn Field (Finance Director).

### **John Watson, Managing Director**

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#### [John Watson | Managing Director's Profile](#)

I started in the corrugated industry when I left school at 16, working for a company in Southend called Universal Packaging. Our biggest client was Lord (then Mr) Alan Sugar's rapidly-growing and ever-demanding Amstrad.

My duties involved helping in the office and generally organising the paperwork. Things were achingly different back in 1983 as the only electronic device that we had was an all-too-humble typewriter. Board orders were phoned over to the supplier and then followed up with a typed purchase order by post; not ideal for the eventual 48 hour delivery slots! Estimates were all raised by hand as were works orders for the factory. Without the option of blindly delegating key tasks to computers without understanding the work flow, it turned out to be an excellent packaging apprenticeship.

So, back when I had the fearlessness that only the young can so naively wear, 1985 saw me start Cumberland Packaging. As outlined in the timeline above - the rest is history.

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#### [Chris Monaghan | Operations Director's Profile](#)

Cumberland Packaging is blessed with one of the most user-friendly Operations Directors around, thanks to a career that has successfully encompassed both production and sales, as well as an utterly unflappable temperament.

Back in 1975, the Bay City Rollers were number one as our Chris started his career at Turner Packaging in production. Three years later he left to join Thames Case in Purfleet, where he worked on the corrugator and in the warehouse. He rejoined Turner Packaging for a period in operations before pivoting to external sales. He continued his sales journey when he joined Trinity Packaging in Biggleswade.

Then, one fateful day in 1987, I met Chris and persuaded him to join the Cumberland Packaging sales team. 13 years later he agreed to take on the role of Operations Director (when, rather aptly, Bob The Builder was number one with Can We Fix It) and

contributed mightily to the progression of the business over the subsequent 22 years.

The photo opposite is from circa 1993; the smile is still very much there.



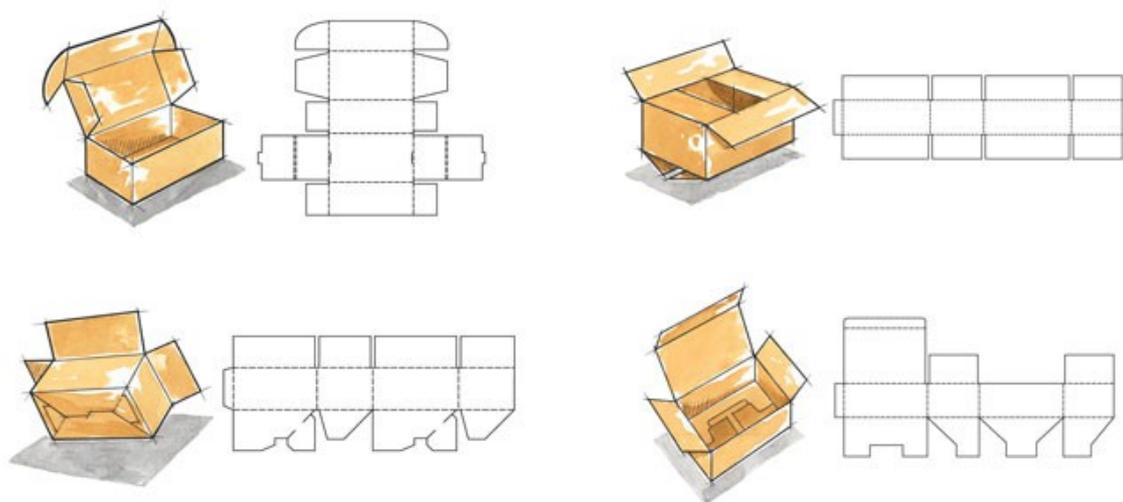
### [Melvyn Field | Financial Director's Profile](#)

Our Finance Director is a scholarly, serious and considered soul with a profound understanding of the commercials of business.

Melvyn was born in Leeds and educated at Roundhay Grammar School for Boys before travelling to London in 1975 to attend Queen Elizabeth College London University to read Chemistry. Having graduated with flying colours, he joined Ilford Films in Basildon in their laboratories.

Spotting his considerable analytical gifts, the company persuaded him to switch to accountancy. By 1989 - many exams and several job moves later - Melvyn was Finance Director of a small PLC. The fates dealt him a tough hand when a hostile takeover forced him and the rest of the Board to leave.

To his eternal credit, Melvyn reflected at length and used the opportunity to set up his own accountancy practice in 1990. I met Melvyn for the first time in 1994, was suitably impressed and hired him on behalf of the company shortly afterwards. I had the privilege of appointing Melvyn to the board as Non-Executive Finance Director in 2000 and he's been a central part of the stable team that has delivered so much growth ever since.



## Cumberland Packaging



Promoting best practice:

- We are certified for BRC/IOP as well as Ethical Trading.
- We passed our FSC audit in January 2017.
- We're also a member of the Sheet Plant Association.

[Check out our website](#)

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