

## New green cleaning range now in stock

Responding to requests from customers, Hutton's is pleased to announce that it is now able to supply a new range of biodegradable cleaning products called Bio-D.

This new, cost-effective range is supplied by an independent, family-run company based in Hull in the UK and does not harm the environment or enzyme sewage systems. Bio-D promotes the use of hypoallergenic, environmentally responsible detergents that have a minimum impact on the ecosystem both in their use and in their manufacturing process. Where possible, all raw materials are plant-derived and are obtained from renewable sources.

The company operates a strict policy whereby none of its raw materials or finished products are tested on animals. All raw materials are free from genetically modified ingredients and animal by-products. In

addition all Bio-D bottles, containers and packaging contain optimum levels of recycled materials and are themselves recyclable. Introducing the new product line, Alex Taylor, Managing Director of Hutton's says: "Many of the ingredients contained in conventional cleaners, detergents and soaps are known to have detrimental and damaging effects on the environment.

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"We at Hutton's are pleased to be able to offer this ethical and environmentally-friendly

alternative which has been requested by an increasing number of our existing customers."

The Bio-D product range includes washing-up liquid, laundry powder, detergents, disinfectants, multi-surface cleaners and bathroom cleaning fluids. Hutton's Sales Manager Jon Hickey adds: "This new range of janitorial items are safe, easy to use and effective while also being biological, kind to the environment and, importantly on ships, compatible with enzyme based sewage systems. And prices are very attractive with savings of up to 25% against existing marine brands and only fractionally higher than the equivalent conventional cleaning products which are often harsh and dangerous to both users and the environment."

For more information about the Bio-D range of cleaning products contact Hutton's at [sales@huttons-chandlers.com](mailto:sales@huttons-chandlers.com)

## Hutton's sponsored yacht heads to World Championships

Hutton's is sponsoring a racing yacht this season and we are all looking forward to it taking part in this month's Laser SB3 World Championships on Italy's Lake Garda.

Named "Hutton's" the yacht is a 20-foot Laser SB3 sportsboat crewed by three amateur sailors from Hull: Ben Williamson, Richard Wharram and Nick Wright. Competing on the national and European circuits, the team's best result this season so far has been a second place finish at the combined Dutch, Belgium and German Open in Oostend, Belgium and they are aiming even higher at the World Championships.

Designed in 2002, the SB3 is now the biggest and fastest growing keelboat class in the world and these world championships are regarded as the one all top sailors want to win. Some 130 boats, crewed by a mix of amateur and professional sailors, will be racing at the world championships with entries from 17 countries including Australia, Belgium, Germany, France, Ireland, Italy, Netherlands, Portugal, South Africa, Russia and the UK.

The championship will consist of 14 races taking place over the week at the Northern end of Lake Garda, with the sailors being based in the small

village of Torbole. Competitors will include former world champions and past Olympic medallists, ensuring this will be one of the most competitive sailing events in 2010.

Alex Taylor, Managing Director of Hutton's, the UK's leading ship supplier, said: "We are delighted to be supporting Team Hutton's with its enthusiastic and highly competitive crew. They have worked hard to reach the World Championships and we sincerely hope their dedication pays dividends for them."

Looking forward to some great racing, Hutton's skipper, Ben Williamson, said: "We have been building up to these world championships for the past twelve months and the fantastic support Hutton's have given us will mean we enter the event as well prepared as is possible."



# Let Hutton's guide you through your medical minefield

As Hutton's Medical celebrates five years of success and growth Managing Director Alex Taylor discusses the company's no-nonsense approach to maritime medical matters

Complying with medical legislation throughout a range of different countries is a difficult task. Making sure your medical equipment meets the requirements of various flag states and is all working correctly and within expiry dates adds further burdens to shipmanagers and crew – and that's where Hutton's Medical comes in!

Hutton's Medical – the medical arm of ship chandler Hutton's – is working hard to help simplify the minefield of medical requirements faced by modern ships.

"We offer advice and guidance on making sure ship owners, managers and crew comply with necessary regulations and we have a system in place which enables us to monitor the usage, expiry dates etcetera so we can provide a complete turnkey solution for the ship owner," says Hutton's Managing Director Alex Taylor.

"We can take the responsibility for making sure everything is always topped up and meets expiry date parameters," he says. "This is a very important part of crew health and well-being and a lot of port state inspection is tightening up onboard, checking medical lockers, checking items are correct and checking dates."

Hutton's Medical is an international wholesale medical dealer which is fully approved by the regulatory authorities. Its no-nonsense approach is paying dividends as the business has expanded greatly over the past five years. "Last year we had 20% growth in revenue and we now employ 40 people with plans to take on more before the end of the year," says Alex Taylor.

Shipping medical supplies can be problematic but Alex explains that Hutton's has the knowledge to know what rules apply where. "Some countries have blockades on items coming in – Japan is one. You also have customs problems, in Brazil for instance, where anything is an issue to get through. But we have sent medical stores to West Africa and places like that.

The USA can also be a problem because they need proof that the goods are not going onto an American vessel.

"At the end of the day it is all about having the expertise to be able to adapt to the requirements. It is important to be open with the client and say 'we can do it' or 'let me

go and investigate it." Alex says.

"We can supply any drugs a ship requires and to which it is entitled," Alex explains. "We are suppliers, not general pharmacists. Items go into the medical locker onboard and when they are needed there is either a suitably qualified person onboard – a doctor or someone who has got the ship's medical guide to administer the items.

Hutton's offers a full service to its medical clients. "We go onboard and inspect vessels," he says. "Sometimes we find vessels that are overstocked in certain items and understocked in others because they have had poor advice in other countries.

Counterfeit pharmaceuticals can be a concern in some countries warns Alex: "It's very big business in places like India and the far East. These people produce a pill of chalk that does nothing or probably makes you feel worse than you did before you took it."

Packaging can also be an issue in different areas of the world. "Items are supposed to have English text on them and certain flag states demand that they are in multi-text. We can offer dual language packages," he points out.

Hutton Medical's practical approach enabled it to secure a near six-figure contract earlier this year to supply hospital equipment, ranging from plasters to sterile operating theatre equipment, destined for the Middle East, via the Dutch company SIMED.

Hutton's has also begun producing its own lifeboat and liferaft first aid kits with correct Lloyd's approval which also meet SOLAS and other requirements and these have been supplied to customers as far apart as Latvia and Australia.

As a result of this dedicated approach to the maritime medical sector, Alex Taylor has been asked to join the board of the recently founded, not-for-profit International Maritime Medical Association (IMMA).

"I'm looking forward to being able to help and look at the welfare and medical requirements of seafarers. As a supplier of products I will be able to bring knowledge to the market and advise other experts in their own niche areas on a part of the business they may not understand," says Alex. "I cannot overstate the case for looking after seafarers and their welfare," he adds.



# Getting things shipshape again



Hutton's is pleased to report it has been instrumental in returning a mothballed 23,051 dwt container ship to sea.

The Italian-flagged Cala Ponente is being prepared to return to service and Hutton's has supplied a full range of initial provisions, consumables and necessary safety and welfare

equipment to enable it to be brought back into service.

Goods supplied include tools, safety equipment, stationery, electrical goods and medical equipment. The crew will enjoy a variety of first-class food and fresh produce courtesy of Hutton's supply networks.

Hutton's will also be providing on-going support, servicing and its renowned 'short-notice supply' when the ship returns to port.

Alex Taylor, Hutton's MD, said: "It was a pleasure to supply this ship. We were aware the crew had been eagerly awaiting a return to sea and we wish them a safe and successful voyage."

## BIO-D SPECIAL OFFERS - 25% OFF

DESCRIPTION	REF NO:	NORMAL SELLING PRICE	SAVING	OFFER PRICE
Soap powder laundry biodegradable bio-d 12.5kgs	H550108J	39.95	9.99	29.96
Soap liquid biodegradable bio-d 12x1ltr	H550140A	23.95	5.99	17.96
Toilet cleaner biodegradable bio-d 12x750ml	H550310B	24.95	6.24	18.71
Cleaner multi-purpose spray biodegradable bio-d 12x500ml	H550310Q	29.95	7.49	22.46
Cleaner multi-surface biodegradable bio-d 5ltr	H550310R	9.95	2.49	7.46
Cleaner all-purpose disinfectant biodegradable bio-d 5ltr	H550602B	8.95	2.24	6.71



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## Exhibition circuit proves a hit for Hutton's

Meeting customers face-to-face is always a pleasure and staff from Hutton's have met many of you over the past few months at various conferences and exhibitions.

The popular Posidonia exhibition in Greece last month was a resounding success for us, giving us the chance to meet current and future customers from around the world.

Posidonia 2010 broke all records with an impressive 18,000 visitors from 87 nations and 1,859 exhibitors occupying an area of 31,000 square meters with 21 national pavilions.

Networking forms an important part of Posidonia and this year's Posidonia social and networking calendar comprised 138 events.

Alex Taylor said: "Posidonia was an important event for us because it gave us the opportunity to introduce Hutton's to an even larger worldwide audience. We were delighted to meet many customers in person and received some very positive feedback from them."

Congratulations to Monika Tetnowska, Sales Manager from Hamworthy Water Systems Ltd in Poole, England who is pictured right receiving her prize from John MacDonald. If you didn't get a chance to see us yet don't worry – another opportunity is on its way. Hutton's will have a stand at the IMPA (International Marine Purchasing

Association) exhibition in London from September 15th to 16th.

The Annual IMPA Exhibition is one of the premier events for marine purchasing and supply professionals. Hutton's will join other leading manufacturers and maritime companies in the exhibition at Kensington Town Hall which is attended by visitors from more than 30 countries. Hutton's Sales Manager Jon Hickey said: "We are looking forward to seeing many of our customers at IMPA this year and to hectic days of networking and building our contacts." One lucky visitor to the Hutton's Posidonia stand went home with an ipod after winning our show competition.



## Employee of the Month

Continuing Hutton's regular series of employee awards, two more members of staff have been commended for their outstanding services to the company.



Martin Kemp

Bartek Lisiecki

Employee of the month for May is Aberdeen-based Bartek Lisiecki who recently took on the role of Warehouse Supervisor. He was nominated for his commitment and his willingness to take on new challenges.

And the June Employee of the Month award goes to Martin Kemp from Hutton's head office in Hull who is commended for his hard work and the dedication he has shown in preparing the company's computer catalogue in readiness for the recent stock take.

**Congratulations to both – Hutton's appreciates you!**

## Three Peaks challenge

Darren Murphy, Assistant Manager at Hutton's Milford Haven branch, put his best foot forward in June to raise thousands of pounds for a children's charity.

Darren joined the 'Star Team' of four to complete the gruelling GEAES Welsh Three Peaks Challenge. Together they scaled the three highest mountains in Wales – Snowdon, Cadair Idris and Pen-Y-Fan – in less than 15 hours.

And, helped with sponsorship from several generous donors including Hutton's, they raised almost £3,000 for the Tŷ Hafan - the family hospice for young lives which provided support to team-mate Eve Jones's two nephews and their family.

Tŷ Hafan helps life-limited children, young people and their families make the most of the time they have left together. Not only is Tŷ

Hafan a home from home providing specialist palliative care, but it also offers a much needed source of strength, respite and support for the whole family. From diagnosis to bereavement and beyond it takes its support right into the heart of the family home.

For Tŷ Hafan to offer this unique service completely free of charge to families in Wales, it has to raise over £2.5 million every year. Thankfully, Darren and his team's money will help them on their way to raising this sum. A delighted Darren said: "This was quite a challenge but we all pushed ourselves to the limit to help Ty Hafan in memory of Eve's two nephews."

