



SOUTHAMPTON FREIGHT SERVICES LTD

IMPORT – EXPORT – AIR FREIGHT – SEA FREIGHT – ROAD FREIGHT – INTL COURIER

SFS NEWS

May 2013
Special Edition

Welcome...

...to our special edition e-magazine celebrating 15 years of our family business.

Our company was formed in April 1998 by my father Dave; my brother Chris and I. Our desire and dream was to build a solid, reliable and honest freight forwarding company that could offer something different to the global community; a company that really cares about the cargo it moves.

All these years later we retain the same togetherness and family spirit – even though the SFS family has grown considerably in that time

Our initial month of trading was from the family home, sitting around a dining room table with a couple of mobile phones; an old thermal paper fax machine; a manual typewriter and just a handful of staff, some of whom remain with us today – 15 years on. We often remark on the fantastic lunch my mother would make each day for us all and when we moved to our first premises a month later, Stuart Green was the first to ask if that trend could continue! The platform of our business was there to see from the first month; we were all one big family – believing in ourselves, in each other, and in the company we were building. And we were enjoying every minute of it.

Enjoyment has been a word associated with SFS since the first day of trading. We feel genuinely delighted, albeit slightly humbled, to hear on more occasions than we could possibly recall, that our clients, overseas partners and suppliers 'really enjoy' working with us. They enjoy speaking with our fantastic team; they enjoy the service that we provide; they enjoy the fast communication and the friendliness of our tone. They enjoy the passion, care and personality we inject into each and every shipment.

We think of ourselves as unique. For us the accolade and appreciation for 'doing a good job' is the most important part of our daily routine. A successful day for us is not hitting targets or profits but making sure that every shipment for every client, no matter how large or small, runs smoothly. And when it doesn't, we'll fight harder than anyone else to put it right. In terms of service, we believe this makes us stand head and shoulders above the competition.

As you will read within, we are one big family – and you are part of our family.

We thank you sincerely for the support you have shown our company over the last 15 years, we hope you have enjoyed working with us and we look forward to being of service for the next 15 years and beyond.

ROSS

Ross Negus
Managing Director



Chris Negus

Starting in the freight industry on the 22nd May 1989, a much younger Chris Negus plied his early trade in deep sea and road exports, gradually migrating across to the import department where his fabulous memory and attention to detail ensured a hasty development in completing customs declarations. In the early days of SFS he often worked in excess of 80 hours a week, controlling the entire air and ocean imports for the company.

Now, with a wonderful team to support him, Chris still has an inherent desire to see each job through from start to finish, with his dogged determination and passion for customer service, and imports as a whole, has not waned in his 24 years of service. Indeed he will continue to work throughout the evenings and weekends, assisting clients with special deliveries of urgent ships spares or aircraft parts. His commitment and dedication to the task in hand is executed impeccably – often to the detriment of himself! His love of the operations means that his time is delicately split between his directorial role and the day to day import business.

Chris is a family man, proud father of a 4 year old son and a two year old daughter. We're unsure if it's the stress of the industry, or the stress of fatherhood that has tinged his hair with grey streaks, however his sincerity, honesty and huge smile have not altered one bit in all these years.

Ross Negus

Ross's path from a 18 year old junior accounts clerk in 1992, to becoming a director of SFS at 23 and taking over as Managing Director at 35 was not always obvious... particularly as his school teachers had referred to an individual who needed to "concentrate and apply more rather than continually daydream"!

Starting work in the forwarding industry on the accounts department, and gradually moving across to sea and road exports, with a short stint in imports, Ross finally found his love of freight forwarding as a trainee on the air export department, where his flair for rate negotiation and logistical planning helped bring the then small department into a major force within the company.

Belinda, his long suffering PA explains;

"Not one for early starts (he was even late for work whilst the business was running from his family home in 1998!), some things have not changed over the years. Regularly he's greeted in the morning with sarcastic "good afternoons" as he rolls in later and later, though 15 years on his total dedication and determination means he is usually the last to leave the office in the evenings, and will carry on working on projects and answering e-mails way into the night. It's not unusual to receive a "War & Peace" e-mail from Ross at midnight!!

At the risk of sounding a little gushy, the phrase boy to man sums Ross up over the decade and half since SFS commenced trading. A charming, perceptive, dedicated, somewhat accident-prone gentleman has emerged who has the uncanny ability to talk anyone into doing anything! Since taking over as Managing Director in 2010, his determination, courage, foresight and leadership skills have taken SFS to another level and his ability to keep his finger on the pulse of several different projects at once, whilst still overseeing the entire operation finds us all struggling at times to keep up with his inexhaustible energy and drive. He designed and created our new website and all of our marketing materials, from promo sheets and powerpoint presentations to our new wall map. Keeping the company fresh and forward thinking is of utmost importance to Ross, and we feel he manages to do just that in impeccably.

Just like Dave and Chris, his utter devotion to his staff and our customers is astounding, and I have no doubt that the company will continue to grow, develop and improve for many years under his leadership"



Meet the Directors

Dave Negus

As you may know, Southampton Freight Services is proud to be considered as a professional, friendly and honest freight forwarding company – with a wonderful global reputation for our high levels of professionalism and customer service. We have a 'can do' attitude. You may not know that the company is a reflection of a man who has given almost 6 decades of his life to the freight industry; Dave Negus.

In 1957 when Dave left school in Liverpool, he held two possible careers in mind; to work outdoors as a market gardener, or work in something geography related, both passions alongside his love for Liverpool FC.

His first job was actually with a solicitors as a clerk on probate. This lasted about nine months before joining a small freight forwarder in Liverpool where his 'dock run' meant a daily walk from Gladstone Dock at one side of the city to Herculeum Dock, a distance of 14 miles! Evidently he was fit in those days!

He joined freight forwarder 'Lep Transport Ltd' and soon rose from office junior to department head. He then joined Wingate & Johnson in 1965, being instrumental in creating a consular department within the organisation, aside from his usual remit of running the operations.

In 1967 he married a Salisbury girl and decided to move south with Wingates to their office in Southampton. It was here that Dave controlled exports to South Africa before being transferred to Newport, South Wales as General Manager. Warehousing, Exports by Air, exports by sea, imports by air into Rhooose Airport, imports by sea into Newport Docks and the European and Middle East road services all became path for the course as it was then in 1970.

Made redundant in 1972, he returned to Southampton to work for a small company, clearing goods from the Ferries from France and Spain. In what's today considered as 'unsociable hours', he started at 0600 hours and finished around 2300 hours each day -plus working every weekend – this soon became a way of life. When starting out in his own Company in 1981, he learned what he considers to be a very important part of his resume is 'Sales', where he is currently enjoying the twilight years with a team he often refers to as "the best I've ever worked with". When he and his sons created Southampton Freight in 1998' Dave had already given 41 years of service to the industry, though it didn't deplete his passion or drive.

Approaching his 70th Birthday, and since relinquishing his role as Managing Director to son Ross in 2010, his new role as Sales Director keeps him very busy. Working part-time now we have a job a times to keep him pinned to his chair, as his inexhaustible enthusiasm and drive to get out and see our clients and look for new business keeps us all on our toes.

A total of 56 years of service to the Industry and still going strong... He always says "in this industry you learn something new every single day, and that's what makes it so special". With the knowledge and experience he brings to the office, our team continue to do just that.

Air Export

airexport@sotonfreight.co.uk

Our air export department reflects the essence of what Southampton Freight stands for; Dynamic, visionary, organised and efficient.

When we commenced trading in 1998, the air export industry relied heavily on large consolidators to provide cost effective airfreight solutions. As a new company our philosophy to deliver high standards of customer service was paramount – and subsequently it clashed with the services available in the marketplace. So we decided to go against the grain of many independent forwarders and offer direct master air waybill shipments – booked directly through the airline without an additional agent at origin or destination to complicate the process - or indeed add cost to the overall operation.

We believe this was one of the most important decisions made during the infancy of our company. Our speciality in handling 'just in time' air shipments and our ethos of using non-consolidated air services ensured that Air Exports soon became the lead department within the company, offering our clients the best possible service for each individual shipment – rather than signing group agreements with certain carriers, as the major global freight forwarders do.

Elizabeth Huelin

Elizabeth joined us on October 24th 2011 as our youngest member to work on the air export department. Elizabeth's CV stood out after she was promoted to customer care supervisor in McDonald's restaurant after just three months. The one thing you can't teach an individual is a desire to serve clients – so our policy for employment centres more on the personality than any particular experience. Elizabeth was quiet to begin with, although after just a few months it became quite clear she was anything but! Her straightforward approach to the operation and dedication to see the job through means with both Elizabeth and Angela, under the guidance of Stuart, we feel our air export operation is one of the most fluent and professional operations of any air freight forwarder.

Stuart Green

Stuart finished university in Southampton with a BSC degree in Politics and Economic History and went to work for Mitsui OSK lines as an import administrator. His short work experience with the shipping line gave him an insight into the world of international trade and, most fortunately for the Negus family and Southampton Freight, he joined us during the creation of the company on the first of April 1998, experiencing the wonderful first month of trading working from the family dining room, and he has played an important role in the development of the company over the years. His steady hand on the air and courier export departments helped cultivate from a singular department to two separate within a few years, becoming export manager for the both departments in 2010. Stuart's in-depth knowledge of regulations is unquestionable – from hazardous cargo (which he'll be quick to tell you on his last IATA DG course he passed with 100% score!), or challenging HMRC or the DfT over legislation, Stuart has a defined attitude to keep everything correct and in order. And sometimes that includes the directors!

The close partnerships we developed with major airlines enable us to offer competitive rates on direct airline services, with our own nightly Heathrow delivery vehicle ensuring we can attain next day airfreight departures worldwide. We provide you with the ultimate choice based on the best rates and service available at the time of shipment, as opposed to waiting for the next available consolidated movement.

To this day we still control our airfreight deliveries and receive constant praise from many airlines for our friendly, professional and honest approach to the industry.

Meet the team

Russell Cox

After a relatively short spell working with us almost 12 years ago, Russell re-joined the team on the 27th June 2011 as our Cruise Logistics Manager.

His role in the business is critical – as our cruise and marine related business has grown considerably since taking on our first contract in 2003. The development of our global consolidation warehousing for major cruise lines and related suppliers, with operations in Hamburg, Genoa, New York, Miami and Los Angeles – and of course here in Southampton,

brought a complicated dynamic for our structured teams of departments; Cross Trade. We now handle hundreds of air, ocean and road shipments from origin to destination each month – often never touching the UK soil.

Russell's expert knowledge across the spectrum of freight forwarding, plus his inability to sleep made him the obvious candidate to fill such a role! Russell now undertakes work on each and every department in the building and is often asked by our agents in different time zones; "why aren't you sleeping"!

Ross Negus

Angela Skilton

A very young Angela, sister of Sam, joined us for a few months of work on the 16th October 2006, bringing a huge smile with her. Within a few days we had decided she simply had to stay long term. After learning her trade on international courier we soon moved her across to the air export department, where she has excelled in all aspects, including quite a talent in rate negotiation, customs declarations, letters of credit and consular documentation. Angela's cheerful persona brings life to the air export team, and working so close to her sister brings home the family spirit on which this company was created.



Sea & Road Export

searoad@sotonfreight.co.uk

Our sea and road department has developed considerably since the early days when poor Stan Layton ran the department single handed, with the assistance of Belinda. We now offer comprehensive global services by ocean and a wonderful road freight service throughout Europe and beyond to the Baltics, Caspian regions and central Asia. Our speciality services include a multitude of commodities being transported in refrigerated containers including foodstuffs, refrigerated and frozen, to roll-on roll-off and containerised vehicle transport including some impressive supercars or indeed a recent movement of fire engines. We also arrange specialist equipment such as open top or flat rack containers for out of gauge machinery and associated commodities.

As with the airfreight department, we hold accounts with all the major shipping lines and can provide rates and services based on the most appropriate for your consignment – not dependent on any global contract we have signed. Once again, this provides both you and your client with a practical and imaginative approach to shipping – ensuring we can move your cargo on the best possible service, taking into consideration equipment availability, connections with feeder vessels, congested transit ports, hazardous restrictions and other factors that can affect the transit time of your shipment. We monitor the loadings carefully, follow up the documentation process closely and ensure that the original bills of lading are received in good time so as not to delay your goods.

Our road services, similar in style to our international courier department use a cross section of services such as pallet style deliveries using multi European transfer depots and also direct trailer services, full load services including refrigerated transport and specialist equipment. We follow shipments rigorously, providing final proof of delivery via email to ensure nothing is left to chance.

Meet the team

Chloe Day

We first knew of Chloe from her previous work as a young operator at a local petrol station, where her high levels of customer service were clear to see. Indeed it was also her determination to get into the world of forwarding that convinced us of her potential after she put herself through an Introduction to Importing & Exporting training course, operated by the British International Freight Association. When Chloe joined us on the 28th September 2009 she brought with her an inquisitive energy to the ocean and road export department – and a youthful approach to what had traditionally been, forgive us for stating, a slightly old fashioned area of the business!

Chloe has developed her own systems for the road and ocean exports, clearly embracing our ethos of customer service, follow up procedures and clear communication – bringing her own dynamic and honest approach. Chloe has developed wonderfully since joining and now has become quite a specialist at complex multi header customs declarations – much to the joy of other members on her team!

Angus McInnes

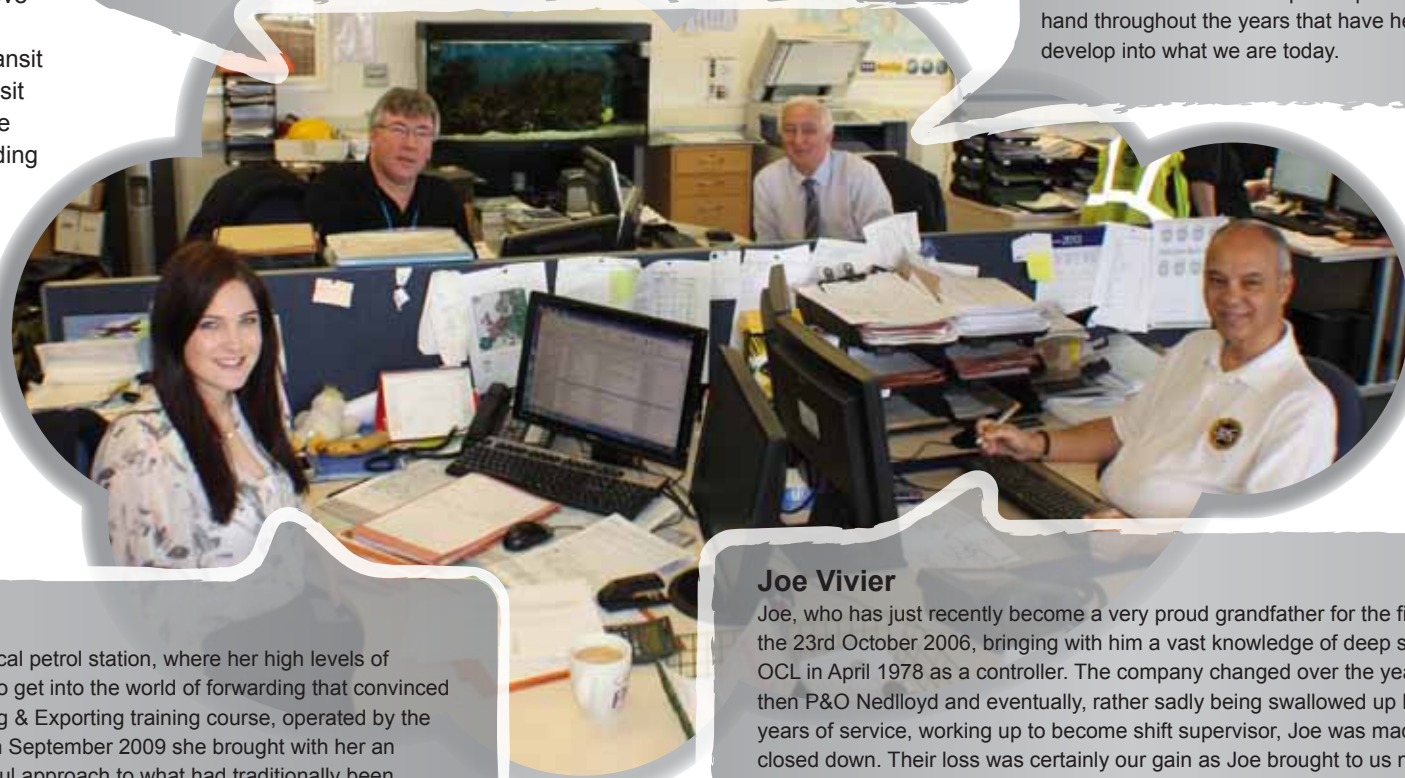
Angus joined our team on the 24th January 2005, taking a major leap from a background of air cargo to head up our Ocean and Road Export team, after plying his trade in the aviation sector, working for Air UK, KLM and Menzies Aviation at both Amsterdam Schiphol and Southampton airports for more than 18 years.

Angus is not only a very nice guy, but his adaptability, calmness and practicality ensured that he was perfect for the job at Southampton Freight, having shown long term dedication to his previous roles in the industry. We knew Angus well from his days at Southampton airport and his appointment was more of an inevitability once the position was made available. What he brings to the company is far more than the operational role he holds. Angus runs the day to day purchasing and maintenance for the vehicles and warehouse side of the business, including writing our health and safety code of practice after taking exams on the subject. His humour and candour in the office makes him a wonderful asset to our company, although the three Liverpool FC supporting directors are a little upset with his choice to support Manchester United! Fortunately for him they've had a few lucky seasons since he joined us!

Stan Layton

Stan and Dave Negus go back many years, possibly more than they'd care to admit! In a previous professional life Stan, working for a major exporter, was a client of Dave's in at a former company. When we formed the business we needed an experienced ocean and road operative, but more importantly we wanted a general manager who could coordinate many of the complicated administrative challenges that a modern business must undertake.

Stan joined on the 1st June 1998 and can be accredited with helping us become one of the most technologically advanced freight companies during those early years. Single handed he designed and programmed from scratch our internal sales database, complete with a quoting system for all departments. He later added a section for flight details, post flights, proof of deliveries and a separate database for cargo claims. He also created our very first website, our first online warehousing and consolidation database for our largest cruise client – whilst coordinating the entire sea and road export departments! Stan has been the steadying hand throughout the years that have helped the business grow and develop into what we are today.



Joe Vivier

Joe, who has just recently become a very proud grandfather for the first time, started working with us on the 23rd October 2006, bringing with him a vast knowledge of deep sea exports. Joe started working for OCL in April 1978 as a controller. The company changed over the years, changing to P&O Containers, then P&O Nedlloyd and eventually, rather sadly being swallowed up by Maresk Line in 2005. After 28 years of service, working up to become shift supervisor, Joe was made redundant when the office was closed down. Their loss was certainly our gain as Joe brought to us not only a vast knowledge of ocean freight, but a wonderfully relaxed, laid back approach to what is often a stressful environment.

Joe handles the majority of our car exports and coordinates many ocean shipments –lending his vast knowledge to the movement of oversized or project cargo. His ability to keep calm and collected when the pressure is on helps the rest of the department to remain focused – even when posed with some epic challenges!

Our global network of offices and partners provides us with the perfect platform in which to arrange shipments and to control the routings into the UK. As with the airfreight, we look very closely at the practical elements of importing – such as a recent trend in origin points of China, India and Hong Kong where suppliers offer extremely cheap freight rates to their clients in the UK, only to discover a 'sting in the tail' when it arrived in the form of inflated handling and documentation charges.

We have worked closely with our partners in these key manufacturing supply areas to provide reduced LCL (less than container load) freight rates on services where we control the UK charges – so no hidden surprises. We also work with our partners to closely monitor the planned loadings, ensuring that when the weight or volume hit a certain level, we provide an FCL (full container load) comparison in order to provide a much cheaper door to door charge – considering that the UK terminal handling is based on a weight/measure charge for LCL, but just a single fee for FCL.



Dave Negus receives a commemorative aircraft from Virgin Atlantic Cargo celebrating their 25th anniversary

When the company was formed in 1998, the import department was established with a background of great import experience from both Dave and Chris Negus. Chris had almost 9 years' experience on import air and ocean, whilst Dave brought almost 40 years! Indeed it was Dave's ingenuity in the 1980's that brought 'coastwise' trucking to many airlines, including Virgin Atlantic Cargo. Indeed, in 2009, he was presented with a 25th anniversary aircraft by the then regional Vice President of Europe, Middle East and Asia at their offices in Heathrow.

Today we still control the coastwise trucking for Virgin Atlantic Cargo into Southampton, as we also do for a number of other carriers including Swiss World Cargo, South African Airways, Singapore Airlines and Qantas. The concept of coastwise trucking is to route shipments by air from across the world, naming the final destination as Southampton.

By using our network of carriers signed up to our service, the freight will arrive into Heathrow and then our nightly airfreight truck collects, under sealed customs control, and delivers directly to our warehouse for customs clearance. Our facility in Southampton is designated ERTS (Enhanced Remote Transit Shed) status with HMRC where we can hold shipments under bonded status and customs clear. The benefit for you, the client, is clear. For one, the assurance that the goods are collected by our truck and transported directly to our secure warehouse facility, which provides peace of mind but, more importantly, you pay reduced charges for airline handling, customs clearance and no rent charges for up to 5 working days – compared to just 24 hours free at London Heathrow !

Meet the team



Chris Negus

Adam Pearce

When Adam joined us on the 25th October 1999 we had no idea that this cheeky young individual would turn out as the dedicated, professional and extremely efficient individual. We also had absolutely no idea of his desire to sing throughout the day ... often breaking into harmony with the radio! We won't embarrass him with the song titles though.

Adam is very resolute in his application to each job. Starting at 0730hrs each day he'll have the import air consignments, that have arrived into our ERTS overnight, all wrapped up and ready on our computer systems before the rest of the office arrive in. His ability on import customs declarations is certainly better than his musical taste and his humour! Adam is a testament to the perseverance of determined and truly inspirational young man who has battled extremely hard throughout his life, both in and out of the office, and a character we thoroughly enjoy having in the building each day. Minus the singing, of course.

Derrick 'Del Boy' Etherden

Derrick worked for 30 years in local councils as a planning officer, and finally took the jump into the murky world of freight forwarding in the late nineties! He was 'retired' by his previous employer in 2011 but wanted to continue working in the industry so, on the 23rd May that same year he joined our import team to help add some experience to the department. You cannot replace experience unless you import it, and that is what we did. He subsequently became an immediate part of our family.

Del is a young at heart and has shown many of the youngsters here what you can do with energy and 'can do' attitude! Always willing, forever dealing and with a rather amazing memory of the harmonised system codes in his head, Del continuously hears the words "what's the commodity code for...". Fortunately for him this means he doesn't have to listen to Adam singing for the entire working day! It also means that Stan is no longer the only West Ham fan in the office.

Dave Scotcher

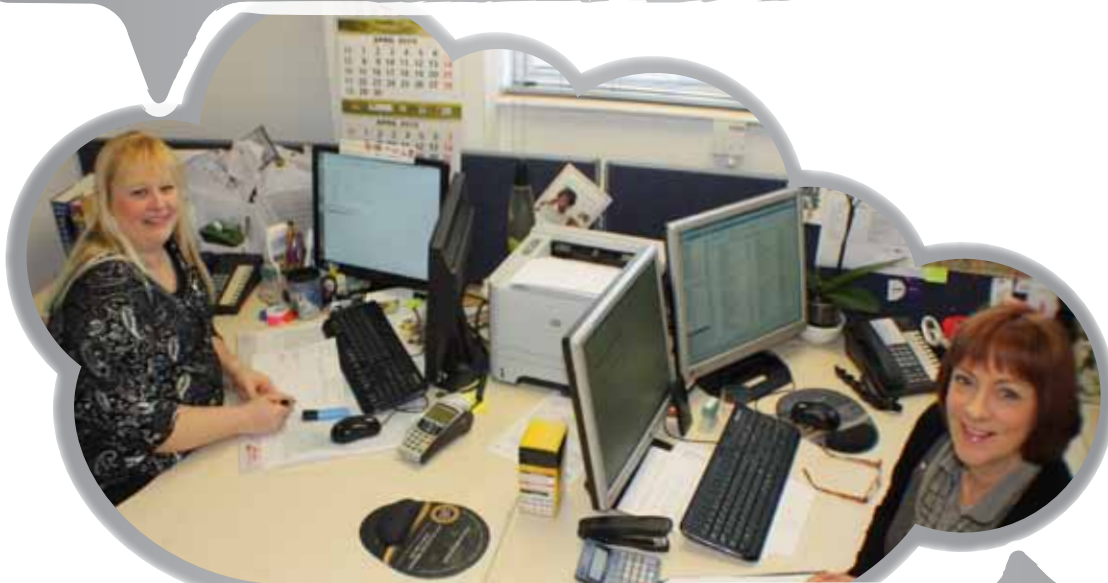
Dave joined us January 2011 as our first import manager and tasked with reducing operational pressure on Chris. His calm, gentle and genuine nature was clearly evident during his interview and we immediately knew he was the right man to head the department. His extensive import experience, in particular with pick/pack warehouse and supply chain operations has helped us secure some exciting contracts since joining, and his personality has helped to galvanise the department.

Accounts

Wendy Baldwin

During our first three years of trading we employed only part time personnel to run our accounts. On the 12th March 2001 a young, competitive and extremely determined young lady joined our team to head up the accounts department. In the 12 years since Wendy has worked as hard as anyone else in the building to help make the company what it is today, and can be attributed with keeping our accounts department at the forefront of technological advancement and efficiency.

Her utmost honesty, competitive nature and dedication to the task make our accounts department an extremely fluent operation. In fact, Wendy takes it so personally, you'll often hear her referring to company payments using "my bank account"!



Christine Hensser

Christine joined us on the 17th April 2012 to support our ever busy accounts department, bringing a calm and friendly nature that helps to keep Wendy's stress levels down! As does the wealth of accounts and administrative knowledge she brings to the daily routines on the department. Christine immediately settled into our relaxed and friendly atmosphere and quickly became a valued member of our team.



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Sales/Customer Service

Belinda Leadley

We often refer to our company in terms of a building – with cement holding it together. Well, without a doubt, Belinda is that cement.

Arriving from Zimbabwe with her family in June 1998, we were fortunate enough that Belinda applied for her first job at the same time newly formed Southampton Freight Services advertised for a sales administrator and PA to the directors. She started on the 1st October 1998 and has worked on almost every department at times, helping Stan on the sea/road in the early days whilst assisting Dave with the sales, then into the accounts, and eventually appointed Customer Services Manager in 2010. Attempting to explain what Belinda actually does is a difficult task – because she does so much.

From visiting clients, coordinating the entire sales department, credit control, cargo claims, promotions including Christmas giveaways and also in the PA to Directors role where she organises the extensive overseas travel arrangements for the company. With honesty and integrity in abundance, Belinda moves from one task to another with seamless precision and an extremely calm approach. When she's on holiday you'll constantly hear the words "Who normally handles this? Oh, Belinda does". Unfortunately for Belinda this ensures a rather large pile of work waiting for her to return!

Did you know...

All the marketing for our company is put together by our Managing Director and brought to life by another very important member of our team; Katie Apps. Since 2010 Katie has worked tirelessly with our marketing concepts to develop the branding and design that you see today. Katie's creative ability and ideas, her understanding of our company and evident patience when dealing with our very meticulous and demanding MD have created a wonderful marketing strategy that we hope reflect our company; Sharp, professional and seamless. We thank Katie enormously. You can contact her through her website: www.ktandco.co.uk

Courier Dept.

courier@sotonfreight.co.uk

Back in 1998 our international courier department was handled under the air export department. We like to think that we were one of the first independent freight forwarding companies to introduce an international courier department and offer real value for money in what is a very competitive market.

We have designed and cultivated the department over the last 15 years to offer specialised services across the globe – individually tailored according to the destination. We use a multitude of services for your cargo. Some routes use our extensive buying power with larger integrators such as FedEx or DHL, whilst we have our own services into Western Europe. Others use wholesale services specialising in certain areas of the world, this ensuring you have the best quality of delivery and local knowledge available. In 2007 we added smart technology to our repertoire; a fully integrated online system that automatically emails you confirmation of delivery and provides various online tools in an easy to use format.

Sue Savage

Sue worked for TNT for 19 years and was the perfect candidate to bring some experience to our courier department when she joined on the 17th March 2008, bringing a steady hand to our operation. Her positive nature and dedicated style approach helps to make our courier department expertly efficient – and her competitive spirit ensures they are the first department to finish their month charging – without fail! Sue also coordinates part of our marine supply chain operation for the cruise vessels and often attends alongside the ships in the Port of Southampton at 4am during the Mediterranean season to ensure the containers and trailers with food, beverage and hotel stores are safely cleared through customs and delivered on-board for the passengers to consume.



Sam Skilton

Sammy started with us as a trainee on the 7th March 2005 and has worked on the courier department since her first day. We probably receive more positive comments about her than anyone else in the building, which is a testament to her bubbly, honest personality and positive attitude. Sammy does, by her own admission, suffer from the occasional 'dizzy' moment – but we wouldn't have her any other way! Sam coordinates the daily courier shipments together with elements of our pick/pack warehouse and distribution operation and always carries a smile on her face.

Transport/Warehouse

Geoff Cummings

Our night driver extraordinaire! A former Land Rover and Jaguar mechanic (for more than 40 years running various workshops), Geoff joined us on the 19th February 2001 and is our longest serving member on the transport team. His demeanour is nothing short of miraculous, particularly considering the unsociable hours he works in order to deliver our export air consignments to and retrieve our air import consignments from London Heathrow Airport. Geoff's attitude to work is exemplary and his 'can do/will do' attitude ensures the wheels of the company are in motion when most others are sleeping.... That is with the exception of Russell.

Rob line

Rob had been working with us for more than 10 years when he operated his own document delivery business and decided to physically join our company on the 21st November 2011, after his long term friend, Chris Negus, asked him to complete the perfect transport team. Robs positive demeanour isn't just down to being a nice guy, it's also because he's Mr healthy of SFS. A fitness fanatic would do well to keep up with Rob who runs half marathons, plays squash and tennis and still works every hour required for the 24 hour operation we provide. Nothing is ever too much trouble for Rob, especially anything high up considering he's a very tall 6'4"!!



Stuart Mahon

Stuart is one of Ross's closest friends, as too is our other driver/warehouse operator Bob. Stuart previous worked for Securicor Omega, prior to their takeover, and joined us on the 3rd December 2007. He shows a dedication and practical knowledge in every aspect of his daily routine, from organising specific pick operations of stores for cruise vessels from our bonded warehouse, to planning routes for calendar deliveries at Christmas. He helps guide the companies DfT Approved Aviation Security Status with his cautious outlook.

Stuart's humour and personable approach, together with his utmost honesty and sheer professionalism make him the perfect individual to be a face of the company.

Bob Warren

Another close friend of our Managing Director is Bob, who joined us on 1st November 2004 and as a happy and positive person he immediately settled into the fun atmosphere we have created at Southampton Freight. Both Bob and Stuart, together with Rob our other driver/warehouse operator share duties on a rota basis between warehouse duty and driving, so they are all fully versed in the entire transport and warehouse operation of the company.

This ensures that your goods have treble the care when you entrust them with us. Bob is another great face for the company and an extremely valuable member for our team. He's always joining in the banter, if his head isn't buried in a book whilst having lunch!

And keep an eye out for his Movember moustache for charity... Just think YMCA!

Final Thought...

Thank you for taking the time to read about our family business – we hope you have a greater understanding of what drives us to succeed and to offer the service we do to our clients. We take every kilo and every enquiry extremely seriously, and hopefully you feel this every time we converse. Of course, none of what we do today, 15 years on, could be possible without our wonderful employees – some who have been with us from the very beginning.

It's unusual for any of the directors to be speechless, but this is exactly what happened when our wonderful employees presented Dave, Chris and I with a beautifully crafted scale model of the RMS Titanic, as a gift to celebrate our anniversary.



As you know the RMS Titanic has a solid historical link with Southampton, though you're probably not aware that in our reception hall, a painting of the vessel is proudly hanging, plus a framed copy of the stores manifest, detailing the ships stores loaded and carried on her maiden voyage – which can now be accompanied by the lovely model.

To our staff, our clients, our partners and friends across the world, we thank you once again for your tremendous support and look forward to the next fifteen years with great excitement.

Sincerely,

Dave, Chris and Ross Negus...

...and the entire SFS Team

SFS through the years

