



CBI judges R S Clare to be a Growing Company - at the age of 260!

R S Clare & Co Ltd., Liverpool's oldest company which is a global market leader in the manufacturer of synthetic valve greases for the upstream Oil Industry, has been shortlisted for a National Award by the CBI.

Clare, a specialist niche player in Lubrication and the provision of Specialist Surfacing holds leading market positions in several areas - a successful policy which is facilitating growth at a time when the global economy is faltering.

They have a strong presence in the Far East where they dominate the market for anti skid surfacing on gigantic car carriers and RORO ferries and other markets are opening closer to home for temporary and permanent car parks.

A presence in the Gulf for four years supporting the upstream Oil Companies is now paying off as Clare's specialist valve greases eliminate leaks and lubricate the valves longterm. Despite an initially heavy outlay, clients are making massive savings.

Chief Executive Ian Meadows said " When your products cost double those of your competitors, clients need to carry out extended trials to prove our system. But when they reduce usage by 70% and make massive savings in reduced downtime, the products sell themselves".

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“Clare’s gate valve greases are now the leading brand globally where aggressive conditions are found, and variants are being used from Alaska to Sakhalin Island, from Aberdeen to Trinidad and many places in between.

To be achieving significant profitable growth at 260 shows that there is plenty of dynamism in this company which has changed fundamentally ten times since its foundation”.

Note for Editors: CBI Human Capital Awards will be announced at a major event at The Marriott Hotel, Grosvenor Square, London on 25th October.

R S Clare has been shortlisted in the Growing Business category for achieving profitable growth largely through a cultural improvement. Turnover now exceeds £10million at a 10% net margin, a three fold increase in profits over four years.

(ends)

for more information see www.rsclare.com

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