



**JANUARY 2007**

**RAILTEX 2007**

RS Clare & Co Ltd are going to be exhibiting in the UK's largest rail exhibition in 2007.

It will give us a great opportunity to see the latest rail technology, learn about new products and meet fellow rail industry professionals.

Whether sourcing a new supplier, finding out what's new in the market, learning about the latest technological developments or networking, you will be able to achieve this at Raitex 07.

It's a great opportunity for RS Clare to be a part of and it gives us a chance to show the rest of the world just how good our rail products are.



## CALENDAR STORY – JANUARY

### Richard S Clare

*This year Liverpool will celebrate 800 years of remarkable history. To mark this occasion, each month our news stories will feature one piece of history starting this month with January and Richard S Clare.*

Richard S Clare set up his ship's chandlery and drysaltery on the Liverpool Docks at an exciting time. He supplied Stockholm tar and oakum to seal the planks of ships, tallow and beeswax to lubricate bearings, and 20 years later started to distil turpentine from the Carolinas at the back of his wooden shop in Lord Street. He was expelled by the Town Council for 'producing foul smells' as well as being a fire risk.

Little did he realise in 1748 that he was to start a story that so far covers 258 years of the life and times of a private business still operating in a city which itself achieved pre-eminence through the world as a driver of the world's economy. A century after Clare started; Liverpool was responsible for transporting 46% of the world's trade. Amazingly in 2005 Liverpool accounted for 25% more tonnage than during its heyday in 1900.

Clare's too have embraced change many times over the centuries to ensure survival. Who would have thought that the company would now be enjoying the market leadership in curve rail lubrication in the UK or would have increasingly become the supplier of choice on a global basis in the upstream Oil and Gas industry for gate valve lubrication. And Bimagrip is now the anti skid surface chosen by the majority of ship owners for their car carriers be they built in Europe or Asia.

These may be the current stars but we don't forget it's still important to satisfy our major oil company and Local Authority clients with their requirements for greases and road markings – for they pay our wages!

