



Solite



2017/18 was another year of growth for Solite, albeit at a slower pace than during the last two years. Operating profit has also moved forward during the year; it has now achieved solid growth in the last three financial years.



Demand in the first part of the year was strong, driven again by a close working relationship with the Thorlux sales office in Dublin. Orders with major pharmaceutical companies in the UK were also secured during the year, continuing from the successes of previous years.

Solite also gained some momentum in the custodial sector, where investments in new products and selling resources were made last year. Further Ministry of Justice approval for products was achieved and resulted in a number of smaller projects being secured.

Investment in Solite continues, with further investment planned in the coming year. The growth in the last few years has put pressure

on the factory to meet customer demand. Whilst Solite offers a comprehensive range of clean area products, the vast majority are bespoke variations of the portfolio. This puts extra demands on the manufacturing process, but at the same time gives Solite a competitive advantage.

Solite again has the challenge of maintaining and building on the performance for this year. Focus is required on improving the product portfolio to keep ahead of the competition and continuing to exceed customer expectations concerning service levels. The order book at the start of this new financial year is not as strong as in previous years; however, there are a number of good opportunities to pursue in 2018/19.

Revenue

£3.6m +3%

(2017: £3.5m +33%)



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Pictured: Sheffield Royal