

INSIGHT

Into how businesses have benefited from Townends philosophy - clarity, management and growth.

COMPANY:

H. Walton Limited, Goole.

PROBLEM:

The business started back in 1920 under the name of H. Coulson. Hugh and Julia took over from 1973 when the business was renamed H. Walton, running the business in the traditional way together and bringing up a family. In 1994 we experienced a very busy period and naturally thought it was going really well until we looked at our accounts (which took time to compile) - the profits did not meet our expectations.

OBJECTIVE:

To supply commodities as and when required at competitive prices. We wanted the financial results to reflect the time and effort we put into the business.

OPPORTUNITIES:

This is when we engaged Townends to help set up a business plan introducing a monthly insight into the performance of each commodity. They recognised the issues, worked with us to improve the profitability and provided information to enable us to make decisions that positively impacted our financial position.

OUTCOMES:

The understanding and ability to help our well established family business has ensured development at a rate we are very comfortable with. We have regular meetings, plan together, discuss and resolve issues which ensures that the business is correctly positioned for the benefit of both the customers and the family which are our main priorities.

CLIENT QUOTE:

"Our business and family are interlinked and all of us sense that Townends have undoubtedly played an important role in the success of the company. The approachable yet always professional way in which we are dealt with makes it easy to make that call for sound advice that you know you can trust. We feel we get the 'complete package' with Townends and long may it continue!"

HUGH, JULIA, ANTHONY, DAVID, JASON, ELIZABETH DIRECTORS -
H.WALTON LTD



Townends 

chartered accountants | wealth management | insurance brokers | payroll services