

Modplan Growth Release

10th September, 2013

Approved.

Modplan goes from strength to strength as parent company Burles Group reports 60% rise in pre-tax profits



The Burles Group, the parent company of leading VEKA trade fabricator Modplan, has just reported a rise in pre-tax profits of 60% for the year ending 31 December 2012.

Heidi Sachs, Modplan's Managing Director, is delighted by the company's success in 2012 and equally delighted that it looks set to build on it in 2013. "We're forecasting £24m in turnover for this year as a group – up from £22.5m last year – and another increase in profit too. Our exports were up and we're expecting more export growth in the current year too."

Heidi has a particularly good reason to be pleased by the Burles Group's success: it is attributed to an increase in sales at her company both in the UK and through its foreign subsidiary Modplan Nordic A/S.

Heidi says her company's success is down to two things: "Extending the range of products we offer has been valuable. We plan to add a new product division this year too. The initial feedback has been very positive because it further adds to our portfolio of products and makes us an attractive one stop shop for our customers. Our drive to attract new customers has also worked well. We find that our genuine partnership approach is very appealing, especially in the difficult economic climate."

Modplan's success means the company has just acquired a further 45,000 square feet of manufacturing space opposite its headquarters in Abercarn, Gwent. The new property manufactures all of Modplan's roofs, plus holds a brand new, state-of-the-art spray plant and glazing facility. Heidi is extremely positive about the expansion, saying, "We're already noticing a big difference by moving just one division into the new site – it's given us more manufacturing capability."

In the directors' report Burles Group said: "Against the unsettled economic backdrop the group has continued to invest in both new technology and its employees. We believe the group is in a strong position to ensure that we can achieve our goal of making money by supply our customers with excellent products and service while maintaining a sustainable profit margin by which to invest in future group activity."

And judging by Modplan's success, the trade fabricator is a perfect example of this offering in practice!

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