

Lilley and Gillie Navigates a Further 34% Sales Improvement

Lilley and Gillie continues their business growth momentum after a further period of spectacular growth in sales of their manufactured products.

In the last quarter of 2004 the company has achieved a 34% increase in sales of our manufactured products over the same period of 2003. This growth comes on top of the 45% growth recorded in that same period in 2003.

The growth has been driven by the launch in the year of the first two of the re-designed and re-engineered Walker products since Lilley & Gillie acquired the Thomas Walker business in 2002 and centralised all manufacturing at their Birmingham plant.

In February 2004 Lilly and Gillie brought the new range of Walker Wind Speed and Direction Sensors to market, which have been well received by fishing boats, high speed crafts as well as our main market, the SOLAS vessels. Then in September the company launched a complete range of 17 analogue and 4 digital indicators. The range covers wind, weather, nautical and ship's head providing a clear distinction between primary and secondary information.

The next new Walker branded products due this year are a NMEA Processor Unit to replace the 7070 and a new speed log. The Lilley & Gillie mechanical instruments will also be available in the same redesigned enclosures as the Walker instruments.

In addition to growth in manufacturing and the new product range, 2004 saw Lilley & Gillie purchase 50% of PC Maritime. The PC Maritime ECS is now with DNV for full ECDIS Type Approval, and with the latest processor and screen technology it is expected to do well, especially in the retrofit market.

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