

Chairman's Report 2020

In a time of uncertainty, it is good to be reporting upon a solid year for your company. Turnover of £101.7m (2019-£115.9m) led to a profit before tax and member trading bonuses of £712,805 (2019-£1,071,174). A distribution is being made to members of £448,091 (2019-£636,705).

During the spring and over a couple of days, ACT's staff had the task of relocating from our offices and adapting to home working. Not only were they able to do this without the business missing a beat they also managed to simultaneously record a very strong sales performance.

At the AGM in November 2019 John Rowlands retired as Chairman after many years' service to the company. His wisdom in general and accountancy skills in particular have contributed greatly to the success of the company and make him a strong act to follow.

Another departure will occur at the end of March 2021 when our long-standing managing director, John Hamilton will retire. It is difficult to encapsulate John's thirty-four-year contribution to ACT but the fact that ACT even exists, never mind is the success that it is today, is in large measure down to his strategic insight and attention to detail.

From April 2021 Mark Nicklin, currently our Sales Director, will become Chief Executive of ACT. Mark has over thirty years' experience in the agricultural supply industry and The Board is delighted to appoint him to his new role.

As I write this the UK is seven weeks away from the end of the Brexit transition phase and facing many unknowns with all that implies for agriculture. In such circumstances we as farmers can only hope for the best and keep a weather eye on the worst. Whatever the trading environment looks like in the new year you can rest assured that ACT will be here for you.

Gordon Brown

Chairman ACT Ltd