

Winn & Coales International Ltd

The Company History in Brief



1883-2008 - 125 Years in the Making

Over the years, Winn & Coales International Ltd has established an enviable reputation for the reliability and longevity of its Denso, Protal, Steelcoat, SeaShield, Archco-Rigidon, Tokstrip, Sylglas and Premier corrosion prevention and sealing systems. Manufacturers and suppliers to the civil engineering/construction industries, public utilities and the diy sector the company remains at the forefront of this innovative technology with its world-wide Denso subsidiary companies and agents fully committed to providing effective long-term solutions to resolve their customers ever demanding problems and needs.

The large international organisation that exists today grew from a small business founded in the City of London in 1883.



1883-1900

In 1883 Queen Victoria was in her 23rd year of widowhood, the motor car was beginning to make its presence felt and a feeling of change was in the air. Against this background Paul Winn set up the import/export house in London that was later to become Winn & Coales (Denso) Ltd.

Paul Winn began by exporting coke to Germany but soon expanded to import starches and sugars. By 1900 he had established the company in the heart of the commodities sector in Mark Lane, and had increased its trading base to include such items as waxes and petroleum jelly.



Paul Winn



1900-1910

Social change and the struggle for women's suffrage was the unsettled background to this period.

By 1905 the company had taken the bold step of its first manufacturing venture, the production of soda crystals and Glauber salts. Soda crystals were used for softening water, washing and degreasing and are still popular today because they contain no phosphates, enzymes or bleach. At the turn of the century when they were introduced they were (apart from soap flakes), virtually the only domestic cleaner available.

Glauber salts (originally extracted from Hungarian spring waters by Johann Glauber) were used as a mild laxative and in dyeing applications.



1910-1920

Events leading up to and culminating in the outbreak of the first World War dominated the next ten years of the company's development. Paul's son Eric Winn joined the company in 1910 and diversity was the order of the day. This entailed the additional trading in wall tiles and other building commodities.

With the onset of the war in 1914, many staff were called up for active service and in 1916 Frank B. Coales joined the company which now traded as Paul Winn & Company. Eric Winn was appointed a Director of the company and during this time a new agency was acquired for making thorium nitrate used in the manufacture of gas mantles. Paul Winn's second son Norman joined the company in 1919 and the company was reorganised into specialist departments bearing the initial of its manager. Frank Coales section became Department 'C'. This embryo of the present company also acquired an agency for miners lamps.



1920-1930

Perhaps as an antidote to the severity of the war years, the 1920's is remembered as the era of the 'flapper' and frivolity. Paul Winn & Company Ltd remained a private company whilst, The Barking Brassware Company, which manufactured pipes for plumbing and bathroom fittings and P. Winn (Barking) Ltd, which manufactured Abbey Tiles, became a public company and was the origin of Winn Industries Ltd.

In 1929 Paul Winn & Co Ltd took on the agency for a German manufactured tape used for corrosion prevention and sealing. Marketed as Denso anti-corrosion tape, it was a great success with the gas and water industry who used it for the protection of pipes and fittings. Comprising a bandage impregnated with a petroleum jelly compound the tape protects metal by providing an impermeable flexible barrier between the steel surface and its surrounding environment. The tape coating is also totally effective even when applied over layers of light rust and entrapped moisture.



Premises of P Winn (Barking) Ltd and The Barking Brassware Company.

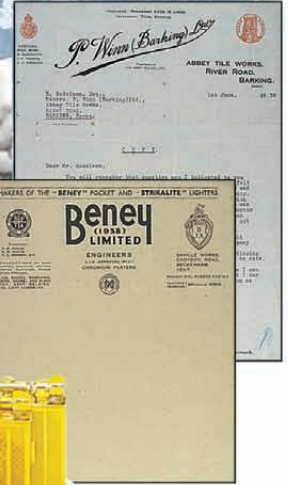
1930-1940

Even the bleak economic climate of the thirties with the Jarrow hunger marches failed to stifle the demand for business which saw the need to create a new manufacturing operation. In 1933 Paul Winn appointed Frank Coales as his partner, Winn & Coales Ltd was formed and the manufacture of Denso Tape began in factory premises in Stepney. The new company took over all the activities of Department 'C' and it was from this beginning that the present Winn & Coales (Denso) Ltd originated. Sales grew rapidly and new products such as the bitumen based Densotherm Tape were developed and added to the range.

Eddy Webb and John Banks joined the company during this period and both eventually arose through the ranks to the position of Managing Director. In 1938, Beckenham based Beney Lighters was acquired, adding utility lighters and precision tools to the company's ever growing list of products. The biggest selling line manufactured by Beney was the Economic Gas Lighter which hung on the side of housewife's gas cookers and was also used for lighting bunsen burners in laboratories.



Frank Coales



The Beney Lighter Factory



1940-1950

The turbulent onset of World War Two in 1939 set the pace for the next decade. Much Denso Tape was purchased for gasproofing rooms and repairing bomb damaged gas mains as well as waterproofing military vehicles.

The company moved its administration to the Beney Lighter premises in Beckenham after the Head Office at Trinity Square along with many company records were destroyed in a 'doodlebug' flying bomb attack. Manufacturing demand began to outstrip capacity but the company had to carry on making the best of the situation unable to look for anywhere larger until the war was over and everyday life in Britain had settled back down to something approaching normality.



A Winn & Coales Ltd exhibition stand

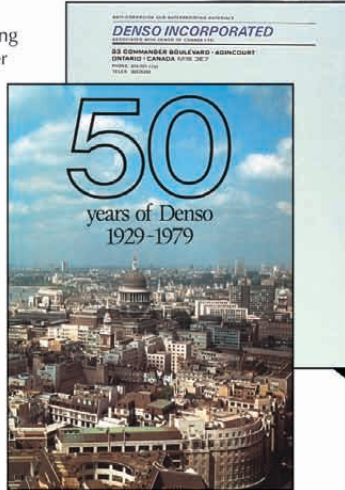
1970-1980

The 1970's saw the manufacture and introduction of heavy duty adhesive, cold applied bitumen laminate tapes for the external corrosion prevention of large diameter buried steel pipelines. These tough flexible tapes were available in several thicknesses each offering different degrees of mechanical protection. Being cold applied they offered many advantages over the existing hot applied systems and were an important addition to the product range. The company was still undergoing a period of rapid expansion at this time and during the early 1970's subsidiary companies were formed in the USA and Canada opening the door to the vast potential of business there.

In 1978, Gulf Anti-Corrosion Ltd, a joint venture partnership providing a protection consultancy agency in the Middle East, was formed to be followed in 1979 by the company celebrating the fiftieth anniversary of Denso Petrolatum Tape.

Fire resistant Denso systems were developed for use in oil refineries, in railway tunnels and on offshore platforms.

As a finishing touch to the successes gained during this decade a brand new laboratory and conference building on the Chapel Road site was erected and opened.



1980-1990

The beginning of this period was marked in Britain by the Royal Wedding of Charles and Diana and a resulting high level of patriotism was stirred up throughout the country. Against this background the company continued to flourish and prospects looked good. Steady growth led to the confidence to invest in areas such as the building industry, culminating in the formation of a new merchant division in 1981. In 1983 the company celebrated its centenary with a visit from Her Royal Highness Princess Alexandra to Denso House and held a special banquet dinner for 450 guests and staff at the Guildhall in London.

Dr Keith Erskine, grandson of Frank Coales, was appointed a non-executive Director and John Burton was appointed Financial Director and Company Secretary in 1986.

To augment its existing corrosion prevention products, the company purchased Protal Coatings later the same year. Protal were already a highly regarded and well established range of liquid coatings and they complemented the Denso range of tapes. The end of this decade saw the formation in 1988 of the Brokersell Division, bringing together several popular DIY brands including Sylglas, under one roof and in 1989 Frank Coales celebrated his 100th birthday. Still active and fulfilling his role as Chairman at this time he received an entry in the Guinness Book of Records.

Her Royal Highness Princess Alexandra unveiling a commemorative plaque at Denso House



Launch of the first US space shuttle in 1981

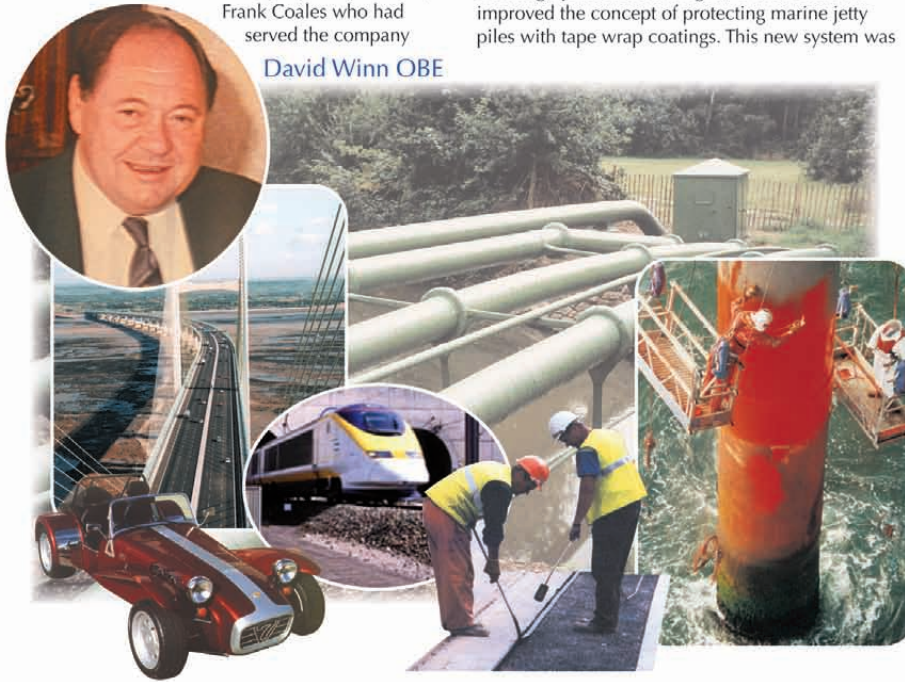
Having experienced success with the Protal liquid coatings business, the company turned its attention to resistant linings for industrial tanks, a natural extension of the existing Denso product range. This resulted in the purchase of Archco-Sprayglass Ltd and Rigidon Resistant

Materials Ltd in 1989, both well known suppliers and applicators of these specialist linings. The two companies were later merged to form Archco-Rigidon Ltd. In South Africa, Denso Anti-corrosion (Pty) Ltd changed its name to Denso South Africa (Pty) Ltd.

1990-2000

The onset of the nineties brought more changes to the company. In April 1991, Frank Coales who had served the company

David Winn OBE



for 75 years died at the age of 102. He was replaced as Chairman, a month later by David Winn. At this time the company had traded for 112 years with only two Chairmen at the helm.

Utilising updated technologies, Denso Australia improved the concept of protecting marine jetty piles with tape wrap coatings. This new system was

launched as Denso SeaShield which is now specified all over the world. Back in the UK, the Denso anti-corrosion product range was augmented with a range of plumbing orientated central heating additives and potable water tank refurbishment systems. The company's investment in road maintenance products also started to return profits as their new Densoband asphalt jointing systems began to be specified by local authorities.

During the early nineties, Denso Void-Filler was developed for protecting prestressed cables. Over a million litres were subsequently used on the massive Second Severn Bridge Crossing Project.

In 1993 the company celebrated its 110th year of trading with a special dinner for employees at the Pump Room, Royal Baths, Bath. In 1995 David Winn was the proud recipient of an OBE from His Royal Highness the Prince of Wales, at Buckingham Palace. John Burton also took over responsibility for all UK operations and was appointed Managing Director of London based Winn & Coales (Denso) Ltd.

In 1997 Premier Coatings Ltd and Dartford Composites were acquired. The acquisition of the Premier brand increased overseas market penetration with both anti-corrosion and waterproofing products. Dartford Composites created new opportunities in glass reinforced plastic fabrication, manufacturing specialist parts for companies such as Caterham Cars and South Eastern Railway.

2000 (and onwards)

The new millennium heralded the beginning of another great period of change and fresh challenges for the company. Brian Dunsterville, Head of Technical Development was appointed a Director of Winn & Coales International and a greater worldwide focus was implemented on all specialised markets to improve existing systems and introduce new products. International Denso Conferences were held annually to bring together key staff from around the world to exchange experiences in the field and study market research information. Denso Conferences were also held in Japan, Korea, Taiwan and Indonesia to include key staff and agents for the Far East and Asia.

For the first time in the history of the company a full range of products were exported from the London based Denso factory to China. Demand for the UK's new more robust SeaShield 2000 FD system led to numerous contracts being awarded around England, Wales and North Africa. Denso Steelcoat Systems were regularly specified to protect large numbers of offshore oil rigs, steel structures and pipework in process plants.

All Denso subsidiaries improved market share, with North American companies achieving record results. Larger manufacturing facilities were built in Houston, USA and new premises were acquired in Toronto, Canada. In Durban, South Africa, a modern Denso factory was commissioned and in England, Dartford Composites moved to a bigger manufacturing site.

To conclude a special message of appreciation from the Chairman David Winn OBE.

"On behalf of the Board of Winn & Coales International Ltd, we take this opportunity to sincerely thank our UK and overseas customers and staff members for their loyal support which has led to 125 years of successful trading as an independent and highly innovative group of companies."



Case History - after 70 years, Denso tape coating still providing totally effective protection