

Courier firm keeps on growing

Scotland's largest independent courier firm has continued its investment drive – as it eyes up further expansion south of the border.

Bathgate-headquartered Eagle Couriers has taken a 50% share in Surrey-based Wey Group International, specialists in UK same day and overnight deliveries as well as international shipments.

The move comes just months after Eagle's full takeover of THS Couriers, the UK's leading baggage repatriation provider – which has depots from Heathrow to Inverness.

By adding Wey Group's fleet of 45 drivers, it means that the Scottish firm will now be able to call on a combined fleet of more than 185 vehicles throughout the country.



Eagle are adding Wey Group to its stable
Fiona Deas, Co-Director with Eagle Couriers, is optimistic that the firm can continue with its growth ambitions.

She said: "This is an industry that has suffered a poor reputation in recent years, where customer service has declined.

"We've grown by keeping the same ethos that we had in day one – with a close-knit team that knows the importance of being pro-active and efficient.

"The addition of Wey Group is a big boost in terms of what we can manage ourselves south of the border – ensuring that level of service is offered throughout, instead of relying on third parties.

"We're really excited for the future here and looking forward to seeing how things develop in the coming year."

A direct result of Eagle Couriers taking on a 50% share of the Surrey firm, which was established in 1982, is that it becomes a shareholder in The Alternate Parcels Company (APC), the UK's largest independent delivery network.

The APC was founded in 1994 by a group of experienced delivery companies including Wey Group, and now comprises 112 locations.

Wey Group's brand and website will continue, with Director Chris Jacobs managing the day-to-day business. Fiona and Jerry have both become Directors of the company.

Chris Jacobs, Director of Wey Group, said: "This is one of the most exciting phases in our 36 year history, becoming part of such a well-established sector leader will open markets previously unavailable to us and being founder-shareholders of the APC Overnight Network, we will also bring advantages and opportunities to the table which will also benefit Eagle & THS

couriers.”

“This is a relationship that has so many synergies, allowing us to offer a better range of services to a wider market.”

Jerry Stewart, Eagle’s Co-Director alongside Fiona, believes this is a step up for the firm and proves that it has been able to adapt through challenging market conditions.

With increasing reliance on online trading, courier services are in greater demand than ever before however the competition is fierce and fuel prices are unpredictable – both driving profit margins down.

He said: “We’ve had to continually adapt aspects of our business as a result, but it has prepared us for building it up in a sustainable way.

“Following this acquisition – and our new links with APC – we are now in a very good place and looking forward to the year ahead and delving into all the possibilities we have with both Wey Group and THS’ networks.”

Eagle Couriers is Scotland’s leading courier firm with more than 33 years’ experience. More information about the company can be found at www.eaglecouriers.co.uk