

The right mix

Great chemistry is vital to the success of international distribution company, Melrob. In Haines Watts, it has a partner who's helped it make the most of its global operation.

Based in West Sussex, Melrob is a distributor of technical products in the chemical industry working with a range of chemical manufacturers across the world.

Started in 1995 by husband and wife team Ian Melluish and Marie Roberts – currently Managing Director and Operations Director respectively – the company began operating in the UK marketplace but now has bases in Germany, Japan and Singapore.

According to Financial Director Martin Ibbotson the company's expansion has been down to great service, an ability to find the right suppliers and an appreciation of the value of relationships.

"As we did a good job for our suppliers and customers in the UK, new overseas opportunities came up, and as they did so we set up offices in key markets."

Chemistry was important again when Melrob decided to enlist the help of Haines Watts three years ago.

"I'd had contact with Haines Watts in previous posts and found the staff easy to do business with," Martin says. "We'd outgrown our existing auditors and I believed Haines Watts could not only help us in audit and tax but also in other areas that were important as we were growing."

"Haines Watts International Tax Manager Zoe Wyatt advises us and is very impressive," Martin says. "She has given us a lot of good advice around the different tax jurisdictions we operate in to make sure we stay on the right side of regulations but minimise the total tax the group pays."

Michael Davidson, National Partner at Haines Watts, believes that area of expertise is of particular use to companies like Melrob.



"We have extensive know-how and a great deal of experience in dealing with international tax matters. Being a member of the Geneva Group

International (GGI) network gives us valuable local knowledge in nearly all jurisdictions. That allows us to offer our clients like Melrob significant benefits, and a distinct competitive advantage."

“Above all, Haines Watts understands our business.”

Meanwhile, Martin also values the advice Haines Watts offers in the area of personal taxation.

He says: "Melrob is largely owned by its Directors and Haines Watts has been extremely useful in minimising our personal tax exposure."

"Above all, Haines Watts understands our business," Martin adds. "Whenever something happens that they think I should know about, Zoe is on the phone – that's the kind of relationship I need."

Melrob's emphasis on good relationships is bringing new opportunities in one of its main markets. Martin explains: "We made an acquisition in Japan earlier this year that signified a big change for us."

"We visit regularly to see people face-to-face and to show that we are sincere and genuine in our approach. Trust is an important feature of Japanese business – you have to earn that by doing what you say you will do," he adds.

That is a sentiment that would be fully endorsed by everyone at Haines Watts. **HW**



FACT FILE

Issue: **International**
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www.melrob.com

*Martin Ibbotson,
Financial Director,
Melrob,
above, and, top,
with Zoe Wyatt,
HW International
Tax Manager.*