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Case Study



Lockwood Salads

Part-funded by:



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“Aruna helped me through the grant application process and we were successful in securing £15,000 towards a new robotic weeding machine, which has greatly improved efficiency.”

Adam Lockwood,
Owner



Rapid Growth for Lockwood Salads

Breaking through the traditional images of farmers and farming comes a modern-day, family-run salad-growing business based in Hinckley, Leicestershire. With the use of new technology, practices that protect the natural environment and a passion for healthy, high-quality food, the young team at Lockwood Salads are changing perceptions leaf by leaf.

Realising there weren't many people growing baby leaf salad, Adam Lockwood (32) began Lockwood Salads in 2019 with 50 acres. He grows baby spinach, red lettuce, bull's blood, red chard, land cress and wild rocket.

As it began to grow, Adam looked for support from the Business Gateway Growth Hub. Before COVID, the business operated in two ways - growing and packing its own branded salad bags for wholesale markets used by food service and catering businesses. Then also selling crops that went straight from the field in trucks to larger suppliers who washed, packed and distributed them to supermarkets. This was during their core season - April to October. The rest of the year the team would import salad from Europe, pack and send it out giving the business an all-year supply.

As hospitality businesses closed due to the national lockdown, this effectively ended the supply to this sector but when the supermarkets began to demand more with everyone staying at home, Lockwood Salads switched its focus. Its volume for supermarkets has risen massively from 15,000 to around 35,000 kilos a week.

The business has four employees, including Adam's partner Alice Dyer, which increases to 15 people during peak season. Growth has been rapid and the business now has 300 acres to manage. Adam regularly calls on Business Gateway Adviser, Aruna Bhagwan, for advice.

He explained: “In the first year you are setting everything up – finding a farm, getting customers, growing a crop. It wasn't easy but I knew what I had to do. I was using a loan and my own money. The second year was much more difficult with a lot more outgoings like seeds and rent, and with no reserves, cash flow was an issue. This was made harder being a seasonal business where we are spending from February but have no income until June. I turned to Aruna to help me consider a growth plan.

“She gave me advice on the different avenues of support and we were signposted to Hinckley and Bosworth Council's Recovery Grant. Aruna helped me through the application process and we were successful in securing £15,000 towards a new robotic weeding machine, which has greatly improved efficiency.”

He added: “Aruna has been fantastic. I can pick up the phone anytime and have a chat, it helps to get an external viewpoint.”

Contact the Business Gateway for help and support to grow your business.

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Support: Development of growth plans, grant application, finance advice

Impact: Purchase of new machinery leading to improved efficiency and reduced costs

Area: Hinckley & Bosworth

Employees: 4 (15 in peak season)

Delivered in partnership with:



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