

# Sales hit £20m for 142-year-old bird seed processor Johnston and Jeff

Sales have passed the £20 million mark for a long-standing East Yorkshire bird food manufacturer.

Turnover was up virtually 20 per cent for Johnston and Jeff in 2021, with recently added expansion space filled and a second blending plant to be welcomed as it meets growing demand.

The business had [invested heavily pre-pandemic](#), with £1 million spent on the Gilberdyke base. And with lockdowns prompting a strong return to nature for many, it has thrived, underlined by the uplift from 2020's revenues of £17.1 million. It has now doubled sales within seven years.

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Operating profit was up from £392,000 to £560,000 in the calendar-aligned period, with a [further £380,000 invested](#) earlier this year at Gateway Business Park.

In his strategic report accompanying the results, Richard Johnston, the fourth generation managing director at the 142-year-old firm – which operated in Hull for 120 of those – said: “The trading environment continued to be extremely challenging throughout the year. Fluctuating market prices as well as a major supplier defaulting on contracts were major problems to overcome in addition to the ongoing international supply chain disruption caused by the major freight lines. Demand remains strong despite increasing costs and the additional capacity has already been taken up which has resulted in the business placing orders for a second blending plant to stay ahead of demand for its products.

“The company is well placed to take advantage of its opportunities and manage its business risks successfully.”

Staff numbers remained constant at 60.

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