

NATURAL CHOICE
NEWSLETTER
SUMMER2017

Welcome

A warm welcome to all of our customers and suppliers. I hope the summer months have been good to you so far.

The last 12 months of political uncertainty appears to have dented the confidence of UK plc, with currency continuing to have a major effect on the cost of imported goods. Our position is quite simple. We will control what we can and intend to continue to invest in our business and the relationships we have with both customers and suppliers. We aim to provide the widest range of fit for purpose products, delivered on time and in full, ex-stock and we will continue to bring new products to the market, please see P7 which highlights AE Core.

Service to our customers is of paramount importance and we are working hard to ensure that we meet customer expectations. We have had a long-standing agreement with Forth Ports and we have recently concluded a further contract for the importation, handling and storage of product via the Port of Tilbury.

Our new state-of-the-art Yate site is built and will be operating in August and our new site in Leicester is now under construction with the move scheduled for the January to March 2018 period. Exciting times and hopefully you will see investment at these two sites as being a positive statement of intent and commitment.

We would like to welcome three of our new recruits to senior positions in the company. Robin Smith is our first Group Laminate Manager, bringing over 20 years of experience to our business. Robin will be developing our product range and offering over the next few months. Also, with 30 years of experience, Justin Hayward joins as Group Technical Timber Manager to help grow our timber sales and finally, Alex Fice has joined us from E H Smith as the Dudley Depot Manager.



Training of our staff and staff retention is very important to us so we are proud that 11 of our Trainees have recently passed the very exacting Level 4 Wood Science and Technology exam, congratulations!

We believe that Timber is very much in vogue with specifiers, architects and designers and this had been proven by the success that we have had with our facility at the Business Design Centre in London. Should you wish to visit and would like to know about any events or presentations, please email bdc@lathams.co.uk.

As a company, we have a very strong commitment to the environment. Detailed audits of our supply base are carried out annually to ensure legality and sustainability. We recently hosted a Sustainability Seminar along with the American Hardwood Export Council that was attended by the Timber Trade Federation, Howdens Joinery, DEFRA, PEFC, WWF, Jewsons, Travis Perkins, B&Q and the John Lewis Partnership.

The timber trade holds several different award events throughout the year and this year we are proud to once again be supporting the TTJ Awards and the Structural Timber Awards. It only leaves me to thank you for your continued support which is greatly valued by all of us and we look forward to hearing from and working with you throughout the year.

DOUBLE DEPOT UPDATE



James Latham is making excellent progress towards the completion of two brand new, purpose built sites for its Bristol and Leicester operations.

Yate

We now have the keys to our impressive new 55000 sq ft depot in Yate and are expecting to be fully operational from early August.

Nick Widlinski, Depot Director at Yate commented, "It's a very exciting time for all involved. Even though it's only a mile from our current site, logistically it has been a major operation but it's one that the entire team here at Yate have fully embraced and I'm extremely proud of them."

"As well as greatly improved access for collections and deliveries, with a 35 percent increase in capacity from our current site, the new location will allow for an even wider range of products as well as increased stock levels, also because of the technology being incorporated into different processes and operations throughout the site, we will become the most efficient and green depot in the group." An open day is planned for later in the year when customers will have an opportunity to see it for themselves.

Wigston

Contracts have exchanged on the new site in Leicester and construction has started with the move scheduled for the January to March 2018 period.

Andy Duffin, Operations Director for James Latham said, "The existing sites at both Yate and Wigston opened more than 40 years ago and as our business, and indeed the industry has evolved and grown during that time, these new, purpose built sites provide a platform to accommodate the strategic development plans we have going forward."

AND THE AWARD GOES TO...

Following the overwhelming success of last year's 20th Anniversary TTJ Awards when we were headline sponsor, this year, once again, James Latham is one of the leading supporters of the awards with the sponsorship of two categories as well as the TTJ roundtable discussion.



The award categories which Lathams are sponsoring are the Joinery Product Supplier of the Year, which in 2016 was won by XL Joinery of Batley in Yorkshire and an Editor's Special Award, Lifetime Achievement, which last year, was given to David Francis of DHH Timber. This year, for the first time, a TTJ 2020 round table discussion will take place over breakfast on the same day as the main awards and we are proud to say that we

are also among the main sponsors of this event. Attended by 15 guests and led by two key-note speakers from within the industry, the discussion will centre around a major topic in the trade that is currently being debated within the housing and construction sector. The TTJ Awards have become an established networking date in the timber industry's calendar and we are extremely proud to be a supporter of them, not least because of the high-profile host and guest speakers that the TTJ have managed to secure and this year, we are looking forward to welcoming BBC Breakfast's Steph McGovern.

The event will once again be held at The Brewery in London on 29th September – Good luck to everyone who has entered.

RINGING THE CHANGES!

James Latham is delighted to announce a number of new, highly experienced senior additions to the team as well as a few internal promotions and changes.

Robin Smith joins as Latham's first ever Group Laminate Manager. He brings with him more than 20 years of experience working within key sales and management roles across the sector. Working with product champions across the group, Rob will be responsible for growing laminate sales for brands including Abet Laminati, Egger, Kronospan and Xylocleaf.

Also, with more than 30 years of industry experience, Justin Hayward has joined as Group Technical Timber Manager. Working with our timber product champions across the group, Justin will be developing our value-added timber products including WoodEx and Accoya as well as our range of Cladding and Decking and softwood and hardwood sales. Justin will report to Andy Duffin, who, as well as just taking over the role of Lathams Limited Director responsible for Purfleet, has just become the new Group Timber Director.

Alex Fice has joined as the new depot manager at our Dudley site. Alex brings with him more than 15 years of experience in the industry having worked for Travis Perkins, and latterly local timber merchant EH Smith and another Alex, Alex Wood has joined our Product Specification team at our London showroom. Alex, who has previously worked for Formica, will be a Specification Manager calling on architects, designers, specifiers and contractors.

Finally, congratulations to Nick Widlinski who has been promoted to Depot Director at our new Yate depot in Bristol. Working with Andy Duffin, Nick played a key part in helping to turn around the depot which was struggling to grow sales and has been integral in managing and overseeing the depot redevelopment.



SUSTAINABILITY IN THE SPOTLIGHT



Along with AHEC (The American Hardwood Education Council) James Latham recently co-hosted and organised a seminar at their central London showroom in the Business Design Centre about the sustainability of American Hardwood Products. At the seminar, the role of certification was discussed along with the challenges and future issues of ensuring sustainable forest management.

Attendees included the Timber Trade Federation, Howdens Joinery, DEFRA, PEFC, WWF, Jewsons, Travis Perkins, B&Q and the John Lewis Partnership and here, Peter Latham OBE, Chairman of James Latham PLC and Chairman of the PEFC International Board, who was one of the Key Note speakers, highlights some of the issues raised. The issue of demonstrating the sustainability of American hardwoods in a credible manner has gained importance for companies such as James Latham who are committed to the WWF Forest Campaign 2020 target of trading in only certified products by 2020 and whose customer base increasingly makes similar demands.

Growth in American certification has been in softwoods, largely for pulp, where the land ownership pattern is larger areas of state or corporate managed forests. There has been limited growth in certified supplies of joinery quality hardwood where the ownership pattern is a large number of small operators, who log infrequently, and the supply chain makes traceability difficult and expensive. The requirement of EUTR to demonstrate legality was met through the study by Seneca Creek Associates which demonstrated that there was a less than 1% risk of any illegal wood entering the US hardwood supply chain. The recent seminar run by AHEC and James Latham for stakeholders dealing in American hardwoods and hardwood products was a good opportunity to present the findings of a newly established hardwood forest risk assessment team of experts whose aim was to review the key indicators required to demonstrate the sustainability of the forests on a regional basis. This was not only an opportunity to see the conclusions of the work but also one for stakeholders to suggest additional approaches.

With my chair of PEFC hat on, I saw three areas which need to be addressed by the certification schemes. The first is the question of the certification of small forest owners who might only produce income from their forest once a generation and cannot justify the cost of an annual audit. The PEFC group certification process works well in many countries, notably in Finland, but in spite of success with small American plantations, it has made little ground with joinery quality hardwood. Whether this is a question of culture, cost or perceived need, I do not know!

The second issue is whether certification of individual forest units should be the only approach to meet the three pillars of sustainability; environmental, social and economic. It seems illogical to support a system that can certify a small forest area as meeting all the requirements of good management while illegal logging, and forest loss is evident in surrounding areas. Perhaps a regional approach, such as that demonstrated by AHEC for the American forests, is a positive step towards demonstrating sustainability. My third issue is whether enough attention is given by the schemes to the measurement of the impact resulting from the management of certification of forest areas. PEFC UK recently ran a stakeholder seminar where speakers set out to demonstrate the positive benefits. Attention is focused on maintaining the status quo, but when we are still seeing the loss in global biodiversity, should we not be looking for positive benefits for sustainable management?

While the American approach to demonstrating the sustainability of their hardwood forests is a very positive step forward, it still leaves a number of issues to resolve as well as raising challenges to both PEFC and FSC.

Peter Latham, Chairman James Latham PLC.

ITS PLAYTIME!

James Latham recently supported interior designers Shape London who worked in collaboration with Fraher Architects to create an innovative compact installation for Clerkenwell Design Week.

The Playbox - which was created using 18mm Black WISA® Multiwall, and 18mm Birch plywood - supplied by James Latham - stores items that support the user's experience, facilitating a place to entertain, socialise, learn and play. It was conceived as a mobile unit that would transform any space occupied. Two Playboxes were created, 'A Big Sister' and a 'Little Brother'.

The 'Big Sister' was influenced by antique tea caddies and carpentry that has supported the tea industry over the centuries. The unit was used by Newby Tea to serve hot drinks at the festival. This Playbox adopts the character of an ornate modern-day tea caddy which is beautifully, yet discreetly decorated.

The 'Little Brother' acted as a unique mobile showroom for Peronda. This Playbox was clad in cork, which was very tactile to handle and encouraged users to interact with the Playbox. Miles Kember, Depot Director, James Latham Thurrock, commented, "this was a fantastic initiative and one that we were only too pleased to support as it demonstrated an innovative and fascinating use of our products.

During Clerkenwell Design Week, both Playboxes featured prominently as centre pieces within the Brewhouse Yard and Design Fields, immediately outside the Talk Space which hosted presentations from some of the most prominent designers in the world.

"The black WISA® Multiwall and Birch Plywood combined to give the two units an 'on-trend, premium appearance, attracting plenty of interest and discussion. Even when they were closed they became a bespoke piece of furniture to be admired from every angle. "Everyone involved was delighted with the responses and intrigue created by these initial prototypes". Now Shape London are looking to further develop the Playbox to fulfil a number of user needs, including tradeshows, pop-up event space and outdoor entertaining and we are looking forward to working with them on future innovative projects.



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THIS IS THE LIFE....Latham Life

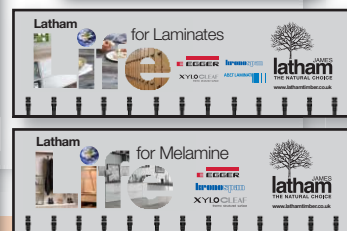
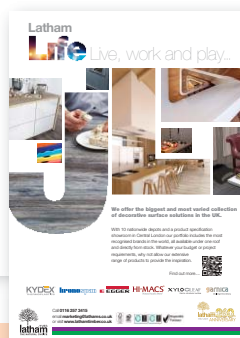
Two years ago, we launched Latham Life, a branding and corporate identity campaign created to encompass the sheer breadth and extent of James Latham's product range and its relevance for the environments where we all live, work and spend our leisure time.

During this time, the Latham Life campaign has gone from strength to strength, helping to increase Lathams' presence and visibility in the market, educating audiences, optimising penetration and building brand awareness among key target sectors, in particular architects and designers.

The branding style has been incorporated across all stakeholder touch-points, having featured extensively in press and online adverts, product brochures, flyers, newsletters, as part of our postal and e-mailing programme, on our showcase box created for the BDC and as posters around the depots.

With the branding set to extend even further, it will be used for the first time in our annual report and will even be seen up and down the UK's motorway network on our lorries. As we were going to press we managed to finalise some new creative designs which ensure the campaign is kept fresh and here is your first chance to see them.

Latham
Life
Live, work and play..





STRUCTURAL TIMBER AWARDS

James Latham is again sponsoring Healthcare Project of the Year at this year's Structural Timber Awards which take place at the National Conference Centre, Birmingham on 10th October 2017.

Designed to celebrate best practice in the timber construction world, the Structural Timber Awards recognise outstanding projects, innovative products and dynamic people across key sectors of construction. The Awards showcase innovation, best practice and expertise in timber technology and the ways it contributes to an attractive, energy efficient and sustainable built environment.

The Healthcare Project of the Year will celebrate those projects that have used timber technology to create a new facility, upgrade or extension in a seamless way, on-time and on-budget working in a sensitive, inclusive and collaborative fashion.

Patient, staff and visitor experience is at the heart of successful healthcare projects and the winner must prove that it has met the healthcare provider and/or the NHS Trust's expectations in providing a sustainable, energy efficient and cost-effective contemporary building.

Speaking ahead of the event, Nick Latham, Director, James Latham Plc commented, "We are delighted once again to be sponsoring the Healthcare Project of the Year category at this year's awards as it is such a good fit with our own company ethos, celebrating the UK's most cutting-edge projects, inspirational people and ground-breaking designs."

SIZE REALLY DOES MATTER!

As part of a £23.75m major refurbishment to provide visitors with an enhanced museum experience, James Latham recently supplied a number of Moralt 54mm FireSmoke door blanks which have been used in the radical transformation of the National Army Museum in Chelsea.

Following a visit to Latham's London showroom, international architectural practice BDP - who were commissioned to carry out a complete upgrade of the existing museum - specified the door blanks, appointing the main contractors Gilbert-Ash, who in turn appointed Essential Designs, Doors & Joinery of Castle Dawson in Belfast to complete the internal joinery work.

Steven Dennard, Group door manager for James Latham explained, "As you would expect, within the specification, there were a number of fire safety requirements to be considered. Large areas of glass characterise this modern building, enhancing the high ceilings and spacious exhibition rooms and these required correspondingly large internal fire doors.

"Moralt's Laminex FireSmoke 54mm door cores proved to be the perfect solution offering the architect the ability to attain the requirement of high and wide double doors which were also fire rated to 60 minutes."

The museum was officially re-opened in March 2017 by Her Majesty the Queen and Prince Phillip, Duke of Edinburgh and has been transformed into five bright thematic galleries - soldier, army, battle, society and insight - that provide a space to explore and discuss the British Army and its relevance to society from fashion and films to flood defences and conflict.

The refurbishment, which took three years to complete and was partly paid for by a Heritage Lottery Fund grant of £11.5m, has also given the museum a front door directly on to the road and it hopes the changes will increase visitor numbers from the 247,000 before it closed to 400,000 a year.





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It is a perfect fit for James Latham,
particularly because of our 260-year history.



NIGHT AT THE MUSEUM

A glamorous champagne and canapé reception attended by more than 400 guests was held at the Victoria and Albert Museum recently to celebrate its newest exhibition 'Plywood: Material of the Modern World' - opened to the public on Saturday 15 July 2017. James Latham are delighted and proud to be supporting this exciting exhibition which brings together an eclectic array of ground-breaking designs to show the versatility of this unique material.

Working with its supplier Garnica, James Latham has provided plywood for the interior of the exhibition which tells the story of how this often-overlooked material has helped create the modern world.

Guests at the spectacular preview event included patrons and major donors of the V&A, key figures from the design industry, artists and designers, exhibition stakeholders, VIP's, members of the press and of course representatives from James Latham.

Plywood: Material of the Modern World is co-curated by Christopher Wilk, Keeper of Furniture, Textiles and Fashion at the V&A, and Elizabeth Bisley, project curator of Furniture, Textiles and Fashion at the V&A. Featuring ground breaking pieces by Alvar Aalto, Marcel Breuer and Charles and Ray Eames, alongside an incredible range of objects from planes to skateboards, the exhibition explores the innovative and wide-ranging uses and applications of plywood in objects from vehicles to furniture, and from architecture to graphic design - offering a new perspective of this versatile material. Other highlights include a moulded plywood leg splint designed by Charles and Ray Eames in 1942, surfboards, and designs for mass-produced US prefabricated housing.

Chris Sutton, Managing Director of James Latham said: "This exhibition looks at the many different methods of manufacture using plywood and its history, from ancient times to use in today's digital age so it is a perfect fit for James Latham, particularly because of our 260-year history in which time we will have supplied plywood for many of the innovative uses and applications which are being highlighted."

The exhibition runs between 15th July and 12th November 2017 at the Victoria & Albert Museum, Cromwell Road, London, SW7 2RL
www.vam.ac.uk/exhibitions/plywood-material-of-the-modern-world.



Christopher Wilk - Curator V&A,
 Chris Sutton - MD James Latham,
 Scott Brady - Country Manager, Garnica.



Miles Kember - James Latham

As part of the exhibition the V&A are running a social media campaign called **#isplypy** to encourage people to celebrate the versatility of plywood by sharing their favourite examples of plywood design and we will be supporting this via our own twitter feed so watch this space!

THE ALTERNATIVE LAMINATE

Advanced Technical Panels, part of the James Latham Group, has just announced that it has become the exclusive UK and Eire distributor for AE Core, an inspirational new collection of innovative thermoplastic laminate, boasting a number of unique advantages in just one material.

A completely new and alternative concept in decorative laminate, as well as exceptional post-forming properties, AE Core offers exceptionally high wear resistance, a fire-retardant rating and a solid core.

Created and manufactured in the worldwide capital of design, Milan, the range comes in countless finishes, from traditional, beautiful and realistic wood grains to metal and mirrored effects, making it the ideal material for covering almost any internal or external surface.

Easy to cut and machine with conventional wood working machinery, it will flex and form curves with very little resistance and it is also easy to post-form without the need for specialist machinery, plus, because it has a solid colour throughout the core, you don't get unsightly joint lines.

Andrew Laverick, Product Manager for Advanced Technical Panels explained, "The extensive AE Core portfolio compliments our existing decorative surface offering perfectly. One of its distinctive characteristics is its extreme versatility". Available in a wide range of surfaces, designs and colours, AE Core is fully customisable according to the project, thanks to innovative techniques such as OLED 3D printing or the embossed-in-register technology, which enhances the wood effect.

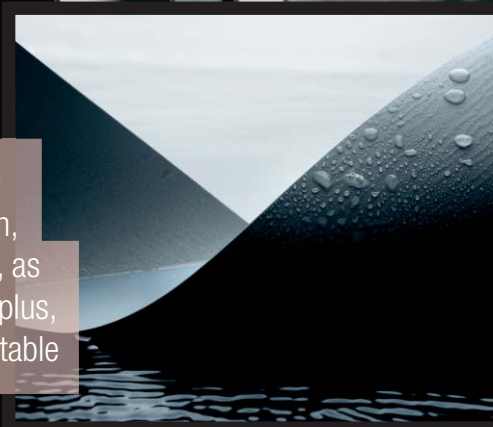
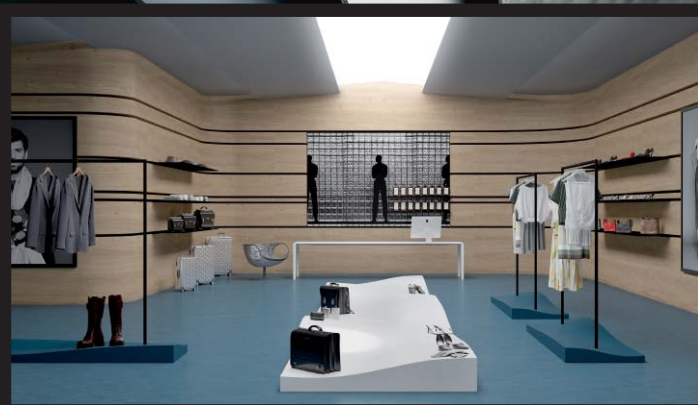
“ And because it resists scratches, moisture and heat, the applications are almost limitless, making it perfect for kitchen, bathroom and bedroom furniture in residential environments, as well as retail, hospitality, education and commercial spaces, plus, thanks to the possibility of bactericidal surfaces, it is also suitable for the healthcare sector. ”



AE

CORE

THE ALTERNATIVE LAMINATE



PLYWOOD CANOPY GIVES EVELINA LONDON THE WOW FACTOR

James Latham recently supplied more than 40 sheets of WISA Twin Plywood which was used to create a lightweight canopy structure for an impressive freestanding workspace pavilion in Evelina Children's Hospital, part of the St. Thomas' Hospital campus.

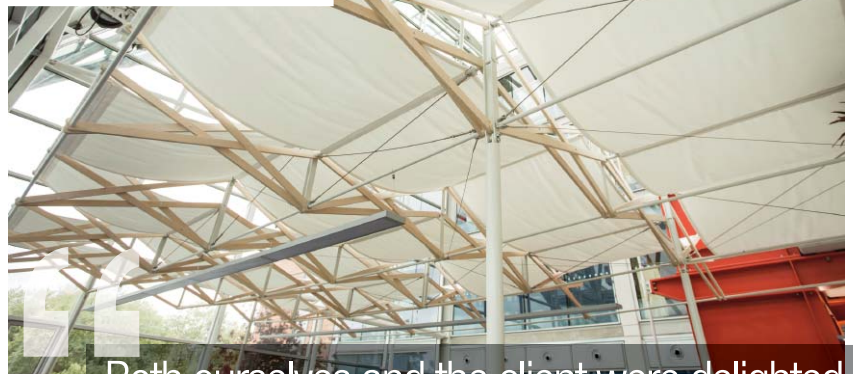
The canopy, which was designed by leading architects, CarverHaggard and fabricated by WylieWood, provides shading, lighting, and privacy for medical staff working within the main atrium space, looking over Archbishop's Park.

Tess Williamson of CarverHaggard explained, "We've visited James Latham's new showroom in Islington a number of times to discuss different projects and the breadth of both structural and decorative materials is fantastic. We selected WISA Birch and Spruce plywood for its structural properties and the robust appearance of the edges, which we detailed to expose the thickness of the inner spruce layers.

"Both ourselves and the client were delighted with the end result, it's certainly got the wow factor, and its extremely functional as well."

The structure is a hybrid of laser-cut spruce plywood and light grey machined steel components. The canopy is created from a series of seven folding scissor trusses, draped with weighted strips of raw canvas which diffuse the bright light from the sky during the day, and provide a surface for up lighting in lower light conditions. A folded screen of interlocking plywood strips create a subtle spatial division between the workspace and the public café area.

The pavilion catches the light and changes in appearance from different viewing angles and at different times of day, perhaps suggesting images of deck chairs, sails, or waves in the context of the 'Beach' floor.



Both ourselves and the client were delighted with the end result, it's certainly got the wow factor, and its extremely functional as well.

PLY PRESS TRIP PROVES POPLAR

James Latham recently organised a press trip to its exclusive supplier of poplar plywood, Garnica which proved to be a big success.

The two-day trip allowed journalists from trade magazines which included the TTJ, Furniture & Joinery Production, Panel & Joinery Production, Hospitality Interiors, Eco Building News and DABS to see the entire production process, from visiting the plantations in northern Spain to the state of the art production facilities which allow Garnica to produce the finest quality poplar plywood in the world.

Miles Kember, Depot Director Thurrock, commented, "We have only had this exclusive partnership in place for three or four months and already sales of poplar plywood are really strong and the resulting features following on from this trip, in key titles, will help to educate audiences and raise awareness of this product within important sectors for us".





PORT OF TILBURY

James Latham has just signed a new agreement with the Port of Tilbury, a division of Forth Ports Limited, demonstrating its long-term commitment to London's principal shipping hub.

James Latham uses the facility, which has 34 operational berths, as a hub to distribute panel products and door blanks both to its 10-strong nationwide network of depots as well as directly to customers.

Piers Latham, Director, James Latham Plc commented, "Our relationship with the Port of Tilbury stretches back more than thirteen years and we very much consider them as a long-term strategic partner for us. Having our extensive range of panel products and door blanks in one location enables us to 'pick and mix' depending on our depots, and our customer's needs and requirements."

The port, which handles cargo from countries such as Malaysia, Indonesia, China, Brazil, Uruguay, Russia and Finland on behalf of James Latham, offers transport links to and from the capital and across the South East where over 50% of the population live and work.



**PORT OF
TILBURY
LONDON**

IOM3 SUCCESS FOR LATHAM'S FIRST-CLASS STUDENTS!

Having recently launched the Timber Academy, which has been created to help develop James Latham's talented young staff, the company is delighted and proud to announce that eleven of its trainees have just passed their IOM3 Wood Science exams.

Dean Taylor, Ben Jenn, Ryan Hall, Gareth O'Connell, Dominic Manfredini, Toby Hughff, Tom Jones, Dan Waterman & Alex Henson passed the Level 4 Certificate in Wood Technology, while Chris Kelly & David Schofield passed the Level 2 Award in Timber and Panel Products.



**The Institute of Materials,
Minerals and Mining**



JAMES LATHAM AWARD PRIZE FOR INNOVATIVE TIMBER ENGINEERING:

Piers Latham recently presented an award for Innovative Timber Engineering at the University of Brighton School of Architecture and Design.

Piers commended the winning student Chanti Barnes for her creative and innovative development of a charcoal and resin composite in her building proposition located in Lewes.

He also praised the other shortlisted students for the very high standard of work which made selecting a winner for the award an especially difficult task.

NEWS FROM AROUND THE GROUP

Dudley

- Welcome to Alex Fice, our new depot manager and Rob Kirk, our new operations manager.
- We've just supplied some 18mm MDF to the BBC's Big Build project for DIY SOS
- Due to customer demand and increased sales we're also expanding our stock of Accoya and Woodex
- Finally, congratulations to Amanda Breeze who is getting married to her long-time partner David Cox.

Leeds

- A big thank you to kind hearted James Latham staff across the group who helped Billy McKay and his wife Michaela raise more than £700 for York Hospital Babies Special Care Unit.
- Well done to Toby Hughiff and Tom Jones who have just passed their level 4 Wood Science exams
- Welcome to our new Operational Warehouse Staff Members at Leeds: Chris Brown (Laminates) Conna Fenton (Panels) Al Reid (Pro Fi Deck) and Paul O Hagan (Panels)
- And congratulations to Mitch Jackson who has just announced he is getting married this year!
- We have recently sponsored a defibrillator at Morley cricket club which is one of the first in the area
- Congratulations to Jason Ream, who has just become a granddad, again!
- Welcome to Beverley Caygill who has recently joined us from IDS
- Well done to Olivia Saxton (Adele's daughter) who has just had trials for Leeds United u12s and been kept on for a second year
- And finally, we've just supplied HI-MACS® for some impressive projects including Dyson stores, BMW showrooms, a 6th form college in Greater Manchester, a 'major supermarket' and Jeddah Airport!

Purfleet

- We've just budgeted for improvements, so guests can look forward to a new transport office, canteen and meeting room when they visit in 2018!
- Plus, we now operate a late shift to improve customer service and freighting.
- Working closely with Bob Hodgkiss, Adrian Roker is having a big impact on developing our cladding business, well done boys!
- Well done also to Danny Pyne who is developing strong sales of Clears and Accoya
- Welcome to new sales rep Richard Hunt who is settling in well
- Well done to Kirsty Adcock who has been promoted to the sales team, along with new starter Jack Fitzpatrick.
- Bob Hodgkiss has been busy installing a roof-top penthouse deck at his son Joe's apartment in Kent... using ProFideck of course!
- As Lorna and Sarah prepare for motherhood, James and Neil are contemplating life without them!
- Finally, congratulations to sales office trainee, Rory Sans and his partner who are also expecting this summer.

Thurrock

- Congratulations team Thurrock, we have just reported record MFC sales
- Congratulations also to Dan Mahoney who has become group product champion for Veneered MDF
- The team at Thurrock have recently undertaken training for Abet, Kydex and AEcore with Carley Williams visiting the Abet factory in Italy to learn more about this fantastic new product we are now offering
- Also, Miles Kember has just returned from a press trip to the Garnica factory in Spain
- Well done to Catherine Linbourne who has just taken an order for 1400 sheets of Elegance Birch, being used in the Battersea Art Centre
- And congratulations to Paul Barnes on reaching the big 5-0!
- Miles Kember and Phil White from Parker Building Supplies recently played at Sittingbourne & Milton Golf Club Pro-Am
- Finally, no its not London fashion week, this is how warehouse staff Steve Long and Luke Green have been coping with the recent hot weather!

Fareham

- The new Abet range of laminate is being well received by customers
- Prime Grade Augusta American Oak and Tulipwood continue to grow in popularity with our customers
- Our sales staff recently received product training on Kydex and AEcore and are looking forward to developing some new and interesting markets
- As ex-yard sales continue to grow, we've recently received our new 18-tonne lorry
- Welcome to Nick Ashworth who has recently moved across to the sales office where he is receiving the finest training!
- Welcome also to Tom Roe who has recently joined the Fareham team as our new trainee
- And finally, well done to Dave Green who recently competed in a gruelling cross-country mountain bike ride...he finished last but his effort was appreciated!

Scotland

- We're continuing to see good progress on a number of fronts in Scotland, Timber sales have been really strong, in particular, sales of Accoya and Meranti have been impressive.
- Also, our ever-expanding range of Decorative products, in particular, melamine, acrylics and matching edgings, are proving very popular and with the better weather enquiries for UPM PROFI deck are certainly on the up!
- Access to our depot at Eurocentral has improved! The recently and long-awaited opening of the new M8 motorway has made a huge difference to travel times and we're keen to encourage customers to use our uplift facility whenever possible!
- Finally, on a sporting front - Derek Ayton recently dusted down the clubs and competed in the annual Timber Trades Benevolent Society outing scoring a respectable 89 - not bad for a once a year golfer!

Gateshead

- Another record month for Gateshead on the back of a successful 2016-17 financial year, Gateshead is beginning to gain architect interest and specifications on Accoya, Cladding and other niche products such as Moralt Fire Doors
- Ryan Hall recently returned from working in the US with one of our key American suppliers to hear that he and Dean Taylor had passed their Timber Technology course as well as winning their respective handicap categories at a recent TTBS golf Day - well done to both of you!
- Welcome to a new starter in our ops team Luke Noonan
- Finally, congratulations to Garry Suggett who after joining the regular Army 35 years ago has just completed 24 years of service in the combined Regular and Reserves and is now hanging up his boots!

Yate

- We're all very excited here at Yate as the big move draws even closer, we've now got the keys and have started the packing!
- Congratulations to Nick Widlinski who has taken over as Site Director at Yate
- Welcome to new starter, Shaun Griffiths who joins the Timber sales team at Yate bringing 30 years of experience!
- Welcome also to Cameron Flye who joins the team as a Sales Trainee and Lee Trasler who joins as a Warehouse Operative
- Well done to Nick Widlinski who has just completed a 5K Bubble Rush run for charity with his family
- And finally, congratulations, or should we say 'gratulacje' to Marek Janicki and her partner who were recently married in Poland!

Hemel Hempstead

- A big thank you to everyone who helped organise and of course attended our open day in April. The event was a massive success with over 100 customers visiting throughout the day. We served food from Smokey Jacks BBQ shack and had representatives from around the group plus staff from Egger and Xyloclear
- We've just taken a large order for ProFi deck which is being installed at an impressive development of apartments in Woburn
- We've extended our Acrylic Gloss MDF Range
- Welcome back to Gaby Ryan who has just returned after her maternity leave
- Finally, we have just delivered a large HI-MACS® order which will be used by one of our customers for BMW Showrooms.

Wigston

- It's all very exciting here at Wigston, contracts have exchanged on the new site and construction has started with the move scheduled for the January to March 2018 period - more news to follow in the next edition!
- We're seeing excellent sales growth in Veneers on the back of our increased range, plus sales of Accoya, and our extensive range of engineered timber, WoodEx, continue to grow steadily
- We now have the full range of Garnica poplar plywood - which is proving to be extremely popular - available directly from stock at Wigston
- Congratulations to Gareth O'Connell who recently passed his Institute of Wood Science Exam
- Congratulations also to Mark Palij who is getting married this summer to fiancé Michelle.

Business Design Centre

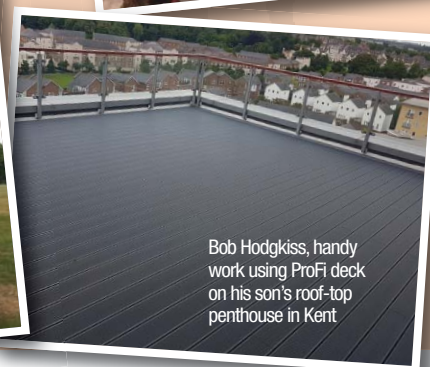
- We've just had lots of visitors to the BDC who were attending the New Designers exhibition in the main hall and we were pleased to see lots of them came up to see our showroom
- We were delighted to welcome students from KLC School of Design in London recently for a talk and presentation.
- Our recent Valchromat evening was a big success and really well attended
- We're now looking forward to our next product evening with Accoya which will take place in late September or early October - keep an eye on our website and social media feeds for confirmation of the date.
- A big welcome to our new specification manager Alexandra Wood who recently joined the BDC team from Burmatex.
- Anyone interested in using our showroom at the BDC for meetings or events should contact the office directly by emailing BDC@lathams.co.uk or calling 0207 288 6417.



Here's how Thurrock's Steve Long and Luke Green have been coping with the recent hot weather!



Miles Kember and Phil White at the Sittingbourne & Milton Golf Club Pro-Am



Bob Hodgkiss, handy work using ProFi deck on his son's roof-top penthouse in Kent

FOREST CREATION CONTINUES



A decade after the roots of James Latham's partnership with the National Forest were first established to mark its 250th anniversary, year on year, the relationship continues to grow stronger.

Now, as part of James Latham's 260th year celebrations and in recognition of 25 years of the National Forest, 2017 has again seen Lathams involved in a number of tree planting and woodland management activities involving customers, suppliers.

Chris Sutton, Managing Director, James Latham explained, "In early Spring this year, as part of a team building day, staff members from our Wigston and Dudley depots had a fantastic, and dare I say, slightly competitive day, planting trees at the new site at Charnwood where we are lead sponsor.

"We also have a supplier and customer event planned for September when a team will be carrying out woodland management activities including thinning, pruning and brash clearing, opening up the woodlands for the public to enjoy with a further tree planting event scheduled for early November. We are also planning to hold our next Latham Limited board meeting at the National Forest's head office and I'm sure there may well be a 'practical activities' item added to the agenda for some of my board colleagues."



HI-MACS® HELPS TO REMEMBER THE FALLEN

We've just supplied HI-MACS® to create four AMFL (ACE Mobile Force Land) Regiment Plaques marking a 25-year anniversary for soldiers who died in Norway during an operational training exercise. The plaques are being placed under memorial trees that were planted for each of them at their old base in Salisbury.



ME AND MY JOB Nick Widlinski

Depot Director, Yate

Nick Widlinski joined James Latham nine years ago and in that time he has seen some significant changes at Yate, most notably, the change that the depot is right in the middle of, the move to a new, purpose-built 55,000 sq.ft site.



Here, he explains his time and recent experiences.

"I joined James Latham Yate as Panel Sales Manager in July 2008, having spent my previous 11 years at William T Eden where I had started as a trainee and, after becoming Depot Manager at James Latham, I have just been promoted to Depot Director which I am absolutely delighted about.

"Without question, the biggest, but I have to say, most rewarding challenge during this time has been the move. The past 12 months have certainly been intense as the deadline for moving our operation to the new site gets closer, but the whole process actually started three years ago when the decision was taken to move.

"After 43 years at Badminton Road we have outgrown the site and this new facility at Apollo Park, just a mile away, accommodates the strategic development plans we have for the business going forward.

"Of course, it would not have been possible to get to this point without the fantastic team I have supporting me and I am proud to say that because of that team, we have managed to keep on schedule so I want to say a big thank you to everyone that has been involved and a special thanks to Andy Duffin.

"I was handed the keys last week so now it's all systems go, the packing has started and we just can't wait to get in."

Nick, who is a keen skier, lives in Frome with his wife and two children.

Competition

SAY CHEERS TO A LATE SUMMER SOIREE

Have you still got a Barbie or two left in the diary, or a late summer soiree to organise? Whether its drinks for a barbecue, a posh dinner – or just something to uncork on a lazy sunny afternoon we've got a case of some of the finest selected summer wines to drink when the sun is shining!

Sadly, we can't guarantee summer sunshine, but we can assure you of a fabulous wine drinking experience with this mixed case of reds and whites that will guarantee you see the summer out with a bang.

The 12-bottle box includes a selection of both old and new World wines from Waitrose's 'best-sellers' list so there's sure to be something to suit all tastes, and all occasions.

All you need to do is answer the following question and your answer will go into the draw.

Where is the 'Plywood Material of the Modern World' exhibition being held?

- A) The V&A Museum
- B) The Museum of Modern Art
- C) The National War Museum

Email your answers to marketing@lathams.co.uk before midnight on Monday 21st August clearly stating "Summer Wine Competition" in the subject box. Good luck.

