



JAMES
latham
THE NATURAL CHOICE



NATURAL CHOICE
NEWSLETTER
AUTUMN|WINTER2018

Welcome

Well what a fantastic summer! I hope that you all enjoyed the weather and are well rested and ready for the colder winter and economic climate ahead.

A lot has been said about Brexit. We are not a political company but need to be aware of possible outcomes after the 29th March next year. As a Board, we recognise that we are a stockist and distributor of products and we MUST continue to be an ex-stock supplier. We have agreed with our supply base to increase stock holding between now and our departure from Europe, therefore reducing the possibility of stock-outs.

We have recently invested in our Purfleet timber operation by replacing the old and installing new racking. This work is now completed and will assist with improved picking times and order selection. In addition, the Board has approved significant spend at our Thurrock Panels site that will enable us to offer a wider range of products and to improve our own collection service.

Our Gateshead depot is the oldest site and is in need of renovation. Planning permission has been granted to allow us to rebuild the offices and create more space for vehicles to deliver and collect, leading to quicker and safer turn-around times. We expect work to start in the early new year.

The annual Timber Trades Journal Awards were held in September and we were announced as the winner for the 11th time. Thanks to everyone that voted for us, it really is greatly appreciated.

Online trading is something that we are considering as a company. This will be aimed at our existing customer base and any feedback you may have, please do let us know. Our updated website has received a lot of praise and if you have time please do visit www.lathamtimber.co.uk

2019 will kick-off with two major exhibitions for James Latham, the Surface Design Show and Architect@work, plus, we are also delighted to be headline sponsor of the TTJ's Wood and Wellbeing Conference which takes place in February, find out more about all of these on P15. We hope that you enjoy reading this latest edition of Natural Choice. Thanks as ever for your on-going support.

Chris Sutton, Managing Director



DEPOT CELEBRATES DECADE IN DUDLEY

James Latham's Dudley depot held an open day recently to mark its 10-year anniversary.

More than 100 customers attended throughout the day when, as well as being given the opportunity to see one of the biggest ranges of timber and panel products in the area, they also had the chance to meet suppliers including Egger, Medite Smartply, Decospan and Accsys and see a range of product demonstrations.

As well as traditional fish and chips and pie and mash, there were also fun activities throughout the day including a life-size game of Operation as well as a Gold Cup horse racing game which proved to be extremely popular with guests.

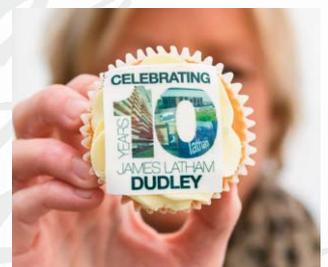
Alex Fice, Depot Manager said, "We had some fantastic feedback on the day and I have had some really nice emails since. Everyone seemed to enjoy themselves and I just want to say a big thank you to all our customers, suppliers and, of course, the team here at Dudley for helping to make the day such a big success."



CELEBRATING



JAMES LATHAM DUDLEY





James Latham has landed the coveted TTJ Timber Trader of the Year Award – the industry’s most prestigious title - for a record 11th time. This year’s event took place at the InterContinental Hotel on Park Lane where the guest speaker and host was actress, writer and comedian Jo Caulfield. She announced the results to a packed room of more than 400 guests.

James Latham’s Managing Director, Chris Sutton, collected the award which was sponsored by the Timber Trade Federation.

Taking to the stage, a delighted Chris said, “Although this is the eleventh time we have received the award, it still means just as much today as the first time we won it. It’s wonderful recognition for the entire team at James Latham who continually strive for excellence throughout our business and I am extremely proud and honoured to be collecting it on their behalf.”

Peter Latham OBE, who served as chairman of James Latham between 2006 - 2017 and is currently the chairman of PEFC International, received the Lifetime Achievement Award in recognition of his 44-year career in the industry. In addition, James Latham also had two other successes with Chris Kelly from Latham’s Scotland depot being highly commended in the under-25 Career Development Category and Latham’s inter-depot Environmental Health & Safety Award also being highly commended in the Environmental Achievement category.

James Latham also sponsored two ‘voted for’ categories, Joinery Product Supplier of the Year, which saw XL Joinery win for the third successive year and Small Trader of the Year, which saw a win for Tonge Bridge Timber.



HI MACS® SPECIFIED FOR IMPRESSIVE HOOVER RESTORATION

One of London's most iconic art deco buildings has been transformed by IDM Properties as part of a major restoration and renovation project which has seen part of the building converted into 66 stylish apartments.

Many of the building's original art deco features have been retained and restored, including grand staircases with wrought-iron bannisters, high-waisted dado rails, terrazzo flooring in the lobby and the original green colour scheme has been used in the corridors. Of course, the rich heritage of the façade, one of London's most famous Art Deco landmarks, has also been preserved.

Beyond the exceptional exterior and communal surroundings, the interior of the luxury apartments cleverly combine contemporary style with modern features, creating a unique and striking blend of the old and new.

A central element of the design in these luxurious living spaces are the kitchens and HI-MACS® has been used to create impressive work surfaces in all 66 apartments. Contributing to the overall balance of high-quality contemporary design with subtle art deco flair, the surfaces, which have been beautifully fabricated by Solid Fabrications Limited and supplied by James Latham, the exclusive distributor of HI-MACS® in the UK and Ireland, have been created using more than 100 sheets of HI-MACS® Andromeda.

Debbie Northall, LG HI-MACS® Specification Manager, James Latham said, "IDM Properties have created something really special at the Hoover Building. When you stand inside one of these apartments, you are surrounded by luxurious materials and cutting-edge design. The combination of original art deco architecture and modern styling make them extremely desirable and the specification team here at James Latham are delighted that HI-MACS® Andromeda was selected."

As well as its ability to be joined seamlessly so that it appears to be fashioned from a single piece of material, HI-MACS® is ultra-resistant and completely hygienic, and thus perfect for use with foodstuffs. Its pore-free surface prevents any build-up of waste or bacteria, making the kitchen surface easier to clean. Another nod to the building's heritage in the kitchen is that the appliances, of course, have all been made by Hoover.

HI-MACS®
Natural Acrylic Stone™



“The combination of original art deco architecture and modern styling make them extremely desirable”

MEDITE® TRICOYA® EXTREME® stands up to the elements of the Lake District

The Lake District is perhaps best known for its rolling hills and picturesque lakes, but it also has one of the toughest terrains and most variable climates in Northern England.

EXTREME
MEDITE® tricoya®

To protect hikers, climbers and visitors to the area, Coniston Mountain Rescue has been patrolling the territory for over 70 years. Pivotal to their job is the ability to store lifesaving equipment, such as stretchers, warm clothes and ropes, in the mountainous region, which is why they have placed their iconic blue boxes throughout the district.

The mountain rescue boxes must withstand battering rain, howling winds and pounding hailstorms to protect their contents, should they be called upon. That's why, when seeking materials to replace an old box in Dow Crag which had fallen into disrepair, local joiner and member of the rescue team Rob Jones, turned to James Latham and MEDITE SMARTPLY.

Working together with James Latham, MEDITE SMARTPLY recommended MEDITE TRICOYA EXTREME (MTX), a ground-breaking MDF product that is guaranteed for up to 50 years of external use; even in these very tough environments.

The material had been used previously by Rob during the 2015 Lake District floods, when he used it to refurbish 12 boat house doors.

"I found MTX very easy to work with, and as it is highly weather resistant, thought it would be ideal to help make our next rescue box," said Rob. "The previous rescue box hasn't lasted due to the material not fronting up to the conditions very well, so it was imperative we found something that would."

Using material sourced from FSC®-certified forests, the panels are manufactured with zero-added formaldehyde resin, boasting environmental credentials worthy of its Lake District setting.

Garry Suggett, Specifications and Development Manager at James Latham's Gateshead depot said, "It's always satisfying to see MTX being used in these types of applications where the outstanding features and benefits of the material, such as its durability, dimensional stability and of course its guarantee of up to 50-years will be really put to the test.

"It was a pleasure to help support the work of the Coniston Mountain Rescue team. Rob's finished box is a fitting tribute to the great work of the mountain rescue organisation and will serve its purpose for many years to come."



LATHAMS' BACK SHOPFITTING SECTOR IN MILESTONE YEAR

events to mark this fantastic milestone including a "President's Spring Weekend" in May, a special centenary celebration dinner in October and, of course, the eagerly anticipated annual Design Partnership Awards which takes place in September. Chris Sutton, Managing Director, James Latham said, "The NAS is recognised by both designers and their clients as the symbol of quality and reliability in shopfitting and interior contracting. "The retail, leisure and commercial sectors are extremely important for us and so when we heard about some of the fantastic events that the NAS have planned for next year, we were more than happy to lend our support and we are very much looking forward to being involved." The National Association of Shopfitters has successfully represented and promoted the shopfitting and interior contracting sector since 1919, offering expert guidance and specialist advice.

James Latham has just agreed to become a Platinum sponsor for the National Association of Shopfitters (NAS) Centenary celebrations in 2019.

Throughout next year, the NAS has a full calendar of a special centenary celebration dinner in October and, of course, the eagerly anticipated annual Design Partnership Awards which takes place in September. Chris Sutton, Managing Director, James Latham said, "The retail, leisure and commercial sectors are extremely important for us and so when we heard about some of the fantastic events that the NAS have planned for next year, we were more than happy to lend our support and we are very much looking forward to being involved."

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▶ Manchester's



Material World!



James Latham's brand-new Manchester showroom opened its doors recently, receiving a wonderful reception from the city's architectural and design community.

More than 160 guests attended the launch party where, as well as being given the opportunity to see one of the UK's biggest collections of surface materials for both inside and outside the building, they were able to meet both James Latham's highly experienced and knowledgeable specification team and some of their suppliers from across the world.

Created to inspire architects and designers when looking to specify materials, the single-source 60m² studio, which is located at 31a Tib Street, Manchester, M4 1LX, enables them to keep abreast of the latest trends and developments in surface solutions.

Rob Goodman, LG HI-MACS® and Northern Region Specification Manager, James Latham, who is responsible for the new showroom explained the concept, "Just like our Product Specification Showroom at the Business Design Centre in London which opened in 2016, the new Manchester facility reinforces Latham's single-source supplier status, showcasing an enormous range of our exclusive and semi-exclusive decorative panel and timber materials all under one roof.



PRODUCT
SPECIFICATION
SHOWROOM
MANCHESTER

“ It really is a one-stop-shop for specifiers and we are very much looking forward to becoming a part of, and supporting, the North West's architectural and design community. ”

As well as a Product Specification Showroom, the facility is also being used for networking events, surface and material launches and demonstrations, presentations, meetings, training and CPD seminars.

James Latham is also offering the facility to architectural and design practices to use free of charge for their meetings and networking events.

Anyone interested in either using or visiting the showroom or attending forthcoming events, should contact the showroom's Office Co-ordinator, **Michael O'Brien** on **0161 537 1185** or email **pssm@lathams.co.uk**

For updates on forthcoming events, why not follow us on twitter (**@lathamsLtd**) and facebook (**www.facebook.com/lathamsLtd**) or visit James Latham's website (**www.lathamtimber.co.uk**)

The showroom is open between 9.00am and 5.00pm, Monday – Friday.



PERFORMANCE DOOR SOLUTIONS DELIVER FOR INNOVATION CENTRE

James Latham recently supplied performance timber fire door specialist Ahmarra Door Solutions with a number of Moralt FireSound 44dB and Halspan FD30 and FD60 Optima door cores, which have been used in the £7m extension to Fareham Innovation Centre.



Ahmarra manufactured over 100 bespoke laminate-faced fire doors to the customers' specific requirements including specialist acoustic doors. All doors were supplied and installed under the Q-Mark Fire Door Manufacturer and Fire Door Installer Schemes, which ensures a fully compliant and third-party certified product. James Latham Door Champion, David Green, who is based at the company's Fareham depot, commented, "We were delighted to have worked with Ahmarra on this specification. This is a really impressive project and one which demanded the highest quality products and installation to be delivered both on time and on budget. "The Moralt FireSound 44mm door blank has been extensively tested in the UK and boasts an acoustic value of dB40 and a fire rating of FD30, making it one of the most technically superior door blank products available on the market.

"Made from 3-layer particle board designed specifically for the fabrication of interior solid core doors, Halspan Optima offers both 30 and 60-minute fire-rating and is one of our most popular door cores and is regularly specified in the education, healthcare, hospitality, commercial, residential, retail and government sectors."

The project has been developed and funded by Fareham Borough Council and supported by £2m funding from Solent Local Enterprise Partnership (LEP) from HM Government's Local Growth Fund.

For more information on these and James Latham's extensive range of door blanks go to www.lathamtimber.co.uk or email marketing@lathams.co.uk

LATHAM JOINS THE PROFESSIONALS

As well as being a member of the Royal Institute of British Architects (RIBA) and the Royal Incorporation of Architects in Scotland (RIAS), James Latham is now a member of both of the UK's pre-eminent professional organisations for interior designers, the British Institute of Interior Design (BIID) and the Society of British and International Design (SBID).



INDUSTRY
PARTNER



The BIID is committed to encouraging and supporting creativity and competence in the field of interior design through facilitating best practice, practical professional support, development opportunities and education. The SBID is the professional body registered in the UK to accredit professionals in interior design. In Brussels, at the European Council of Interior Architects (ECIA), the SBID is the British professional body and representative for interior design which also provides the route to market for universal interior design education in the UK through the European Charter of Education. Steven Dennard, Specification Manager, James Latham said, "Architects and designers are an extremely important audience for us and both of these professional bodies offer a strong platform to engage directly with them at a number of different levels"

SOLID WOOD THAT CAN BE BOOK-MATCHED



James Latham is now offering the Horizon range of North American sawn lumber products which, due to the family-run Pennsylvania producer's unique LOG-INTACT™ process, effectively book-matches solid wood.

The premium quality range of timber, which is available nationwide and directly from stock through all eight of James Latham's timber depots, includes American White Oak, Wane Edge Walnut, American Oak **LOG-INTACT™**, Cherry, Ash and Maple.

James White, Timber Sales Development Manager for James Latham, explained, "The quality and consistency of Horizon's product is exceptional and having visited their mills a number of times, it is hard to challenge their claim that it is the finest timber in the world.

“The meticulous attention to detail that is applied throughout every aspect of the process, including grading, kilning and packaging is outstanding.”

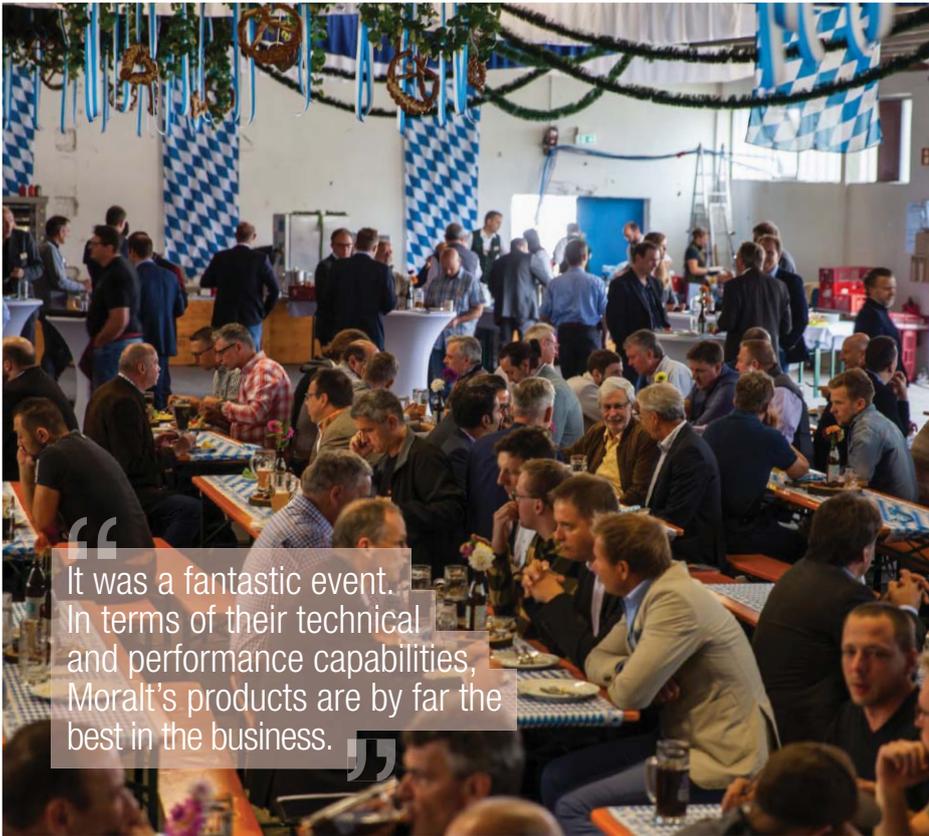
Horizon's process initially starts with making sure that the right quality logs are sourced from the optimum geographical location. Species of timber vary greatly throughout North America's Appalachian Mountains, so Horizon's attitude to sourcing and cutting offers unrivalled colour, fibre, texture and specification consistency. Horizon process one log at a time in its entirety ensuring that the boards from the same log are kept together in the same pack of timber arriving with the customer.

Mr White continued, "One of the modern-day challenges for joiners and furniture makers in the UK is to source timber that is of a consistent quality and appearance. Horizon meet this challenge, even to the extent of offering a **LOG-INTACT™** product, where the boards in the pack are sequential, offering the opportunity to effectively book-match solid wood."

As well as its standard range of high-quality, sawn square-edged lumber and **LOG-INTACT™** material, Horizon is also able to offer bespoke cutting to customer's requirements. For example, quarter-sawn 50mm Walnut.

For more information on the Horizon range of timber or to discuss your specific project requirements, contact one of James Latham's highly experienced and knowledgeable timber specialists at your local depot now.





“It was a fantastic event. In terms of their technical and performance capabilities, Moralt’s products are by far the best in the business.”

A team of James Latham’s ‘Door Champions’ recently attended the official opening of Moralt’s new factory in Hausham, Bavaria. The German performance door-blank specialist created their very own Oktoberfest in the factory, complete with traditional food, music, dress and, of course, steins of beer.

As well as the traditional Oktoberfest themed party, there was also a programme of formal presentations from esteemed speakers as well as factory tours where customers from around Europe were given the opportunity to learn more about Moralt’s extensive range of performance door-blanks, in addition to the company’s impressive history.

James Latham is the exclusive UK distributor of Moralt door-blanks and its biggest customer in Europe. The team included Group Door Manager, Steven Dennard, as well as Door Champion’s from across the group, Garry Suggett, at the Gateshead depot, Steve Williams, at the Leeds depot, Darren Gentle, at Thurrock and Darren Brooks, at Hemel Hempstead. Managing Director, Chris Sutton and Supply Chain Director Steve Frommont also attended.

Steven Dennard commented, “It was a fantastic event. In terms of their technical and performance capabilities, Moralt’s products are by far the best in the business and this was a great opportunity for their customers to see first-hand their impressive new facility and learn more about these products. In the UK we are seeing specifications for technical door blanks growing all the time and with Moralt’s products incorporating the latest developments in areas such as fire rating, security and acoustic performance, we are in a strong position to capitalise on this.”

MORALT OPENS NEW FACTORY



LATHAM BACKS TIMBER TECHNOLOGY EVENT

As members of PEFC UK, James Latham was delighted to have again been one of the headline sponsors at the organisation's Annual Stakeholder Meeting which was held recently at the National Council for Voluntary Organisations (NCVO) in London.

This year's event focussed on some of the innovative and technological developments that are impacting on demand for forest products with the theme being Innovation and Technology in the Forest Products Sector.

Delegates included existing PEFC UK members as well as sustainability and procurement professionals trading in wood-based products including retailers, brand owners, contractors and wood product manufacturers.

The keynote speaker was Anthony Thistleton, partner at award-winning architects practice Waugh Thistleton. He demonstrated how engineered wood products such as CLT and glulam are changing the face of our cities and influencing contemporary architecture.

A growing recognition of the circular economy and its drive to reduce, reuse and recycle, has seen companies begin to develop innovative solutions to transform old waste into new products and a number of the issues and challenges for businesses surrounding this were also addressed at the meeting.

PEFC experts, including Peter Latham, OBE, were on hand to help delegates learn about the benefits of PEFC Chain of Custody Certification and how it can help their organisation to demonstrate sustainable sourcing.

With continual emphasis on organisations to ensure sustainability of their supply chains, in particular, when using wood-based products, having the PEFC Chain of Custody Certification allows them to demonstrate responsible supply chain management to their customers, providing numerous benefits that help the environment, people and their organisations.



FIRST TIMBER FESTIVAL A MAJOR SUCCESS



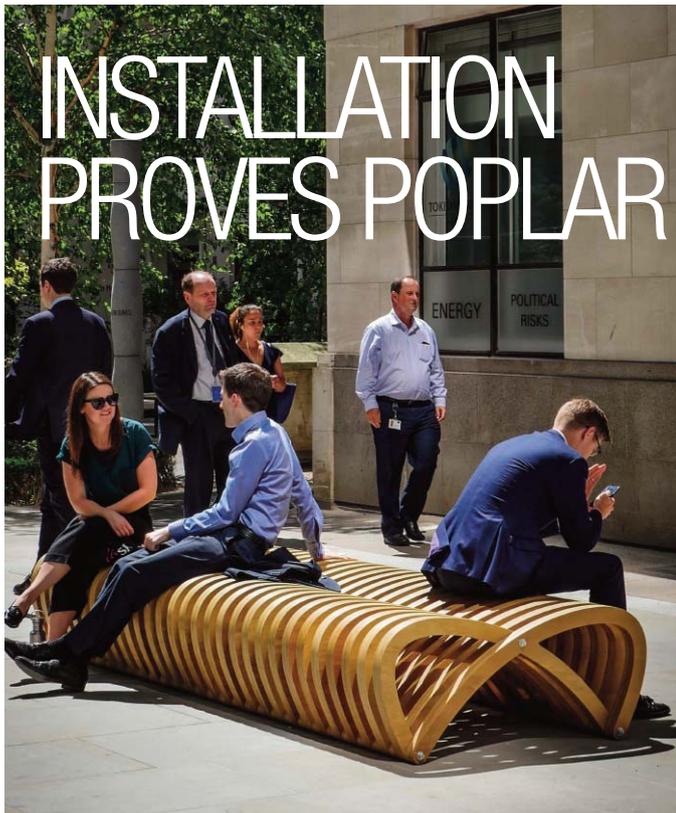
As headline sponsor, James Latham is delighted with the success of the National Forest's inaugural Timber Festival which took place in July.



More than 4,000 people gathered from across the UK to experience the unprecedented three-day event which received five-star ratings on Facebook. Music, arts, thought-provoking talks and woodland fun was the order of the day with BBC Radio 6 Music's Stuart Maconie giving the keynote address. It was a festival of contrasts: quiet and exhilarating, calm and energetic, inspiring and practical. Festival-goers took part in everything from den building and bug hunts to building their own woodland playground, exploring the coppice maze, relaxing in hammocks and taking early morning yoga sessions. There were aerial acrobatics in the trees, theatre performances promenading through the woods and forest monsters designed by local schoolchildren hidden in the glades.

As evening drew in, people gathered to hear music and stories around the campfire, were mesmerised by the fire garden, stood transfixed under Luke Jerram's Museum of the Moon, a giant illuminated moon hanging amongst the trees. Chris Sutton, Managing Director, James Latham said, "The National Forest has transformed the landscape, the economy and people's lives, not only in this area but throughout the UK, and we are so proud to have been involved. Thousands of people, including a number of Latham's staff, enjoyed a brilliant weekend full of forest experiences, trying new things, relaxing amongst the trees and spending time with their families in the open spaces and woodland glades."

James Latham provided a range of high-quality, durable, sustainable timber materials that were used for staging and other structures during the festival. The Timber Festival itself was created by the National Forest Company with partners Wild Rumpus, award-winning producers of the 'Just So Festival'. Sign up for the Timber newsletter at www.timberfestival.org.uk to find out more about Timber 2019.



INSTALLATION PROVES POPLAR

James Latham recently supplied 16 sheets of Garnica Duraply - the poplar plywood panel with exceptional durable properties – which was used to create an innovative, eye-catching bench as part of the London Festival of Architecture which took place in the summer.



Designed by young, forward-thinking architecture and design firm, Mills Turner and made by Monarch Joinery Limited, the bench is the result of a design competition organised by the London Festival of Architecture, the City of London Corporation and Cheapside Business Alliance.

Named 'Double Bench' it is made from a series of repeatable curves that are threaded onto steel bars and screwed tightly together at each end. This dry-construction technique was used to make the bench easier to assemble whilst ensuring it can be dismantled and flat-packed with ease. The bench can be made as long or as short as desired, depending on where it is located,

and its organic silhouette follows the natural curve of the human body. George Demetriou, Sales Manager, James Latham Thurrock, who supplied the material commented, "This was a fantastic project and the result is incredible. The technique used is highly innovative and demonstrates an original and fascinating use of plywood which, as well as looking amazing, is also extremely functional as the curved form is designed to fit to the curve of the body when sitting." 'Double Bench' was one of ten new benches installed across London during the festival which showcased London's brilliant emerging architects and designers.

If you would be interested in owning a Double Bench please contact info@millsturner. Each bench is made to order and can be adjusted to suit bespoke specifications.



NEWS FROM AROUND THE GROUP

Leeds

- Well done to Adele Saxton from the Leeds depot who has been promoted to External Sales Representative
- Congratulations to Richard Firth in panels who has announced that he is getting married next May
- Congratulations also to Carl Hulme on the Timber team on the birth of Olivia, his new baby girl who arrived into the world recently
- Well done to Mitch Jackson who has been promoted to Assistant Timber Manager and welcome to Jamie Stafford who replaces Mitch as our Rep in Yorkshire.
- Congratulations to Gemma Hunter from the HI-MACS® team who got engaged recently with her partner Adam proposing in New York!
- Finally, a big welcome to James Latham for Michael O'Brien, the Office Co-ordinator at our new Manchester showroom

Leicester

- Leicester held its official open day in the middle of June which was a huge success with almost 150 customers visiting the site over the course of the day to see a variety of supplier stands as well as taking the opportunity to view the new facility.
- Lloyd Clarkson was part of a small timber team from the group that recently went to visit the Horizon mill in the USA and already Leicester have seen the benefits with sales of Oak, Ash and Walnut
- Eight members of the team, led by Paul Seaton, joined Leicestershire County Council's "Fancy a Walk during Lunch" initiative recently, although rumours they walked to the local pub and back have been fiercely denied!
- Rory Pallett has recently retired following 24 years of service within the Panels Team and all at the depot wish him well in his retirement.
- Finally, congratulations to Timber Manager Mark Reid who married Tracy at the end of May

Gateshead

- We're continuing to see specification work with architects growing across the North East
- We've had a Moralt Ferro door specified via Cotswold which will be used at the new Michel Roux restaurant
- Team members have been visiting our suppliers in recent months to increase product knowledge - Garry Suggett visited Moralt's new factory in Germany and Dean Taylor took a trip to Horizon, our specialist timber supplier in Pennsylvania. As part of his timber academy training, Ryan Hall made a visit to our Grandis supplier Urufor Brasil/Uruguay and to Croatia to visit European Oak supplier Florian and finally, Joe Smith visited our Poplar Plywood supplier Garnica in Spain.
- Welcome to John Gray, a new starter in the operations team
- Congratulations to Steve Elliott and his wife who are expecting a second child in December
- Well done to Dean Taylor and Stephen Schubeler who both completed the Great North Run recently
- Finally, well done to Dean Taylor and Ryan Hall who won the two divisions of the TTBS golf day recently. Ryan won the golfers cup and Dean won overall singles cup and overall pairs.

Scotland

- There's lots going on in Scotland at the moment and business continues to be buoyant!
- We've welcomed Craig Smith to our sales team – Craig is well known in the Scottish trade and has really settled well into his new role.
- Derek Ayton and Steven Dennard have established our Scottish Architects team to develop product specification and we have agreed to sponsor the prestigious Royal Incorporation of Architects in Scotland (RIAS)
- As a result, we're arranging various Architect and CPD events in the coming months – the first on Accoya, supported by Accsys which will be held at The Lighthouse in Glasgow on the 6th December.
- Our timber team have been jet setting around the world learning more about our suppliers products – from the US to Italy and Croatia... and we've widened our stock range to include some of these products.
- Congratulations to Chris Kelly on passing his Wood Science and Timber Technology exams and for being highly commended in the TTJ Career Development awards.
- And finally, congratulations to John Paton and his fiancé Michelle on announcing their engagement!





Yate

- Congratulations to Eddie Brookes and his wife Amanda who have just celebrated 30 years of marriage
- Congratulations also to Matt Watson on his wedding day in September.
- Team members at Yate have been visiting our suppliers in recent months to increase product knowledge including Sean Macoun who has just returned from visiting mills in America
- Finally, we would like to welcome Jonathan Norman and Pauline Simpson who have joined the Panel sales team as well as Joe Griffin, Ben Morris and Shaun Robbins who have joined us in the warehouse and Maurice Parchment who has been recruited as a driver.

Hemel Hempstead

- Congratulations to both Darren Brooks and Rob Howlett who have both celebrated the big 5-0 in recent months.
- Come on you Spurs... we've recently supplied a number of large orders that are being used for Tottenham Hotspur's new stadium including The Wood Works with multiple packs and decors of Egger FR Flammex MDF and Manufacturing By Design who have used Dartmoor Oak and Wenge Veneered MDF for the boardroom
- We have also recently supplied Benchmark Woodworking with Abet Laminate which is being used for Chanel's HQ
- Congratulations to Darren Brooks who has moved from Sales to become our new Assistant Operations Manager, we all wish him good luck in his new role
- Welcome to our new warehouse staff, Paul Shotton, Marcel Everrett, Keith Anderson and Paul Taylor
- Finally, a big thank you to Kerry Marriott who left the warehouse team recently after 26 years of loyal service

Fareham

- We're delighted to have picked up a large and prestigious Accoya/Tricoya cladding project totalling nearly £100k ... All black coated and special brushed effect.
- Our new melamine racking has been installed and we are already reaping the rewards of improved picking time, greater capacity and larger range
- Horizon Waney-edge Walnut is proving to be extremely popular with customers having been particularly well received for its colour, consistency and minimum sap.
- OSB sales continue to grow under the guidance of new Product Champion Nick Ashworth
- Plywood sales continue to grow, Fareham are currently covering 18 different production types, 4 panel sizes and 11 different thicknesses ex-stock.
- Welcome to new driver Simon Price who has joined the team at Fareham
- We had a great time celebrating our 10-year anniversary at the Rose Bowl Southampton recently
- Finally, healthy body, healthy mind! Alex, Nick and Gareth have recently joined the local gym and go before work... Alex has recently benched pressed a record 15kg!

Purfleet

- Our range of charred cladding is proving to be extremely popular with customer orders in excess of £100k coming through in recent months.
- Sales of our dimensionally stable, durable and low maintenance wood, Accoya, continue to grow with customers using it for all kind of joinery projects, particularly windows, doors, cladding and decking
- The new racking at Purfleet is now finished, increasing storage capacity as well as improving picking time and we have also introduced dedicated deliveries days to more areas
- Welcome to Ashley Reynolds who has joined the team at Purfleet as an external sales representative
- Congratulations to Lorna who has now become Mrs Lloyd and also 'Mum to Be' Emma Atkins who is expecting in February 2019
- Is it a bird, is it a plane?...no, its Bob Hodgkiss who has finally completed his Balloon trip around Kent, well done Bob!
- Finally, as part of James Latham's Training Academy, James Hunneybel has just returned from a week in Italy spent at timber supplier Florian.

Thurrock

- Congratulations to Miles Kember who is a Grandfather again!
- Darren Gentle recently visited Moralt in Germany for the official opening of their new factory
- We are pleased to advise that Richard Simmonds is the new Garnica Product Champion for Thurrock and Hemel, promoting the product into the London architects/designers as well as the customer base.
- We've had some fantastic success with our Garnica Poplar plywood range recently with a sizable order of large press and FSC certified Fireshield for James Johnson as well as Base Contracts who have also used Fireshield at Spurs new stadium
- Jay Foster has taken on purchasing admin for the Thurrock Depot. Jay will ensure we have the right product when it is needed.
- We are in the process of recruiting a new sales person and have also decided to cover the vacant position of trainee.
- Finally, as part of our continuous improvement process, Oliver Kember has been working with the team at Purfleet to help understand best practice in certain operations that can be transferred from one depot to the other.

Dudley

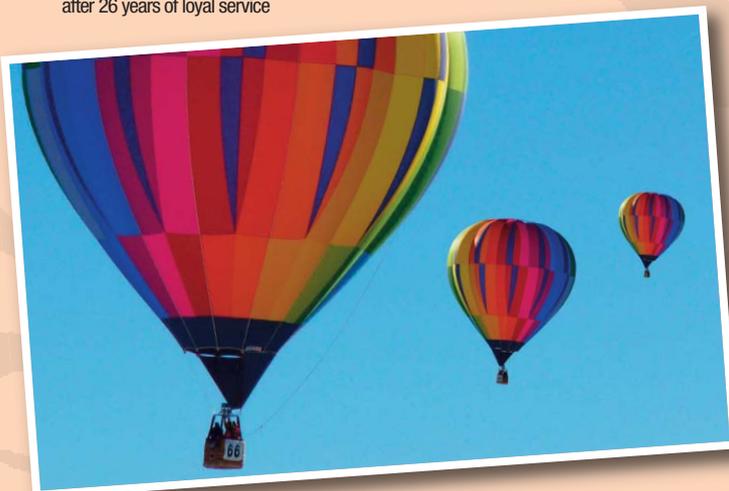
- We had a fantastic Open Day recently to celebrate our 10-year anniversary. Thank you again to all our customers and suppliers who attended
- Welcome to new starter, Andy Hill who will join our Panels team in November.
- Well done to Martin Hill who is excelling in our warehouse, having only joined the business in January. Keep up the fantastic work Martin!
- The process of upgrading and installing new racking for our extensive timber range has begun and it will see increased storage capacity as well as improved picking time
- Congratulations to Cyron McEvelly who has just announced she is expecting baby number two.
- And finally, welcome to Dave Gardiner who has joined the Panels team at Dudley.

London Showroom

- We've been involved in various trade shows here at the BDC in recent months including the New Designers Show and Aviation Expo.
- The New Designers Show brought together students from Universities across the UK plus new furniture designers visited the showroom to look at products and draw inspiration from the samples on display.
- Also, we have continued to facilitate events with our suppliers including a working group from Medite exploring the amazing potential of it's Tricoya Medite Extreme.
- We also welcomed a delegation from the Latvian-based firm RIGA wood with an amazing collection of Birch plywoods with innovative coatings and finishes.
- TRADA also held a judging day to evaluate new and innovative timber-based projects from around the world.
- Students from London Design College KLC have become regular visitors to the showroom for afternoon tea to learn about products and applications.
- Finally, James Latham staff held a Think Tank meeting to look at ways the business could continue to grow and provide staff, customers and suppliers with even better service, products and working environment.

Manchester Showroom

- We had a fantastic opening event in October with more than 150 of the North West's architects and designers attending
- Interest is growing all the time and we have already had a number of enquires and visits from Manchester's A&D community who have been blown away by the enormous range of timber and panel products on offer
- Suppliers have already started to plan their events with both Egger and KYDEX having organised events plus Quantum Flooring Solutions are holding a CPD – all this side of Christmas!
- Anyone interested in attending any of our events or using the showroom for FREE should contact Michael O'Brien on 0161 537 1187 or email pssm@lathams.co.uk





**STRUCTURAL
TIMBER AWARDS
CELEBRATE
EXCELLENCE**

James Latham was delighted to be a headline sponsor at this year's Structural Timber Awards which took place in Birmingham recently.

Designed to celebrate and promote excellence in structural timber across the UK, the awards recognise outstanding projects, innovative



**STRUCTURAL
TIMBER
AWARDS**

products and dynamic people across key sectors of construction and the ways it contributes to an attractive, energy efficient and sustainable built environment. Construction professionals gathered at this prestigious award ceremony which took place at the National Conference Centre to celebrate the great, the good and the simply outstanding.

With the heightened interest in offsite technology, combined with the abundance of outstanding projects, the 2018 Structural Timber Awards surpassed all previous events both in terms of the calibre of entries and attendance.

Mark Reid, Timber Manager, James Latham, Leicester commented, "We have been a supporter of the Structural Timber Awards for a number of years now and they just go from strength to strength each year.

"These awards recognise the very best in structural timber construction and are a reflection of the fantastic results that have been achieved using this beautiful and sustainable material."

James Latham staff, customers and suppliers enjoyed a wonderful woodland experience recently, armed with saws, shears and secateurs to help with some much-needed forest maintenance activities when they descended on Barratt Pool in Moira, deep inside the National Forest.

It's all part of James Latham's growing partnership with the National Forest which currently involves them supporting the charity with the creation and management of a further three hectares of new forest as part of a massive regeneration project which aims to deliver a new forest for the nation.

Nick Latham, Chris Sutton and Piers Latham hosted the day which also saw one of the guests, Wendy May from North West Leicestershire Council, unveil a wonderful homemade Pavlova which everyone enjoyed!

And despite a few blisters and, no doubt, aches and pains that evening, a great time was had by all.



MAY THE FOREST BE WITH YOU

SIMPLY STUNNING!



James Latham's Leeds depot recently supplied 5m3 of super prime grade Walnut to one of their customers who have used it to create some spectacular doors as well as privacy screening for an outstanding, high-specification residential property in Lancashire.

The project has seen twenty-three 2.7m high doors manufactured and installed by specialist bespoke handcrafted joinery company, Woodside Designs of Blackpool. Eleven of the doors are handle-less, incorporating grooves for handles, plus there are also 3D-hinges, and drop-down seals as well as top-end Swiss and German ironmongery throughout. In addition, a breath-taking, 'living' privacy screen has been created and framed in super prime Walnut which features lush foliage and dense greenery, invoking an instant calm and tranquil atmosphere whilst simultaneously cleansing the air of toxins.

Carl Hulme, Timber Sales Representative for James Latham Leeds, who supplied the timber commented, "This project is simply stunning. The doors look amazing and the living privacy screen makes a real statement with the abundant greenery offering a stark contrast to the clean white walls.

"The colour of super prime solid Walnut boasts a unique earthy brown hue which varies between cinnamon and chocolate and it also finishes beautifully, giving an excellent decorative appearance due to its distinctive grain, exceptionally high quality, colour and pattern. This coupled with the bespoke workmanship on both the doors and screens has produced an outstanding interior space."



LATHAM SCOTLAND ANNOUNCES MAJOR SPONSORSHIP

James Latham Scotland has just agreed a major sponsorship package with RIAS, the Royal Incorporation of Architects in Scotland.

The 12-month deal, which runs from September 2018, includes the RIAS Convention 2019, the RIAS Awards Dinner 2019, the SBCC (Scottish Building Contracts Committee) Conference 2018 and the Festival of Architecture 2018 which is taking place this Autumn.

David Landsburgh, Depot Director at James Latham Scotland said, "2018 has been a big year for James Latham in Scotland. As we celebrate our 10th anniversary here, I am delighted to be announcing this partnership which brings a focus to architecture for us and includes a calendar of high-profile industry events, highlighting both architectural practices and the work of architects in Scotland.

"Our product offering includes an extensive range of timber and panel materials for both inside and outside the building, and this partnership with these events, provides an excellent platform for us to promote the latest trends and developments in surface solutions to this important audience."

The first event, The SBCC Conference, takes place on 14th November at the Merchant House in Glasgow and will include more than 120 delegates.



RIAS

The Royal Incorporation of Architects in Scotland

CELEBRATING

10
YEARS

JAMES LATHAM SCOTLAND

LATHAM TO SPONSOR WOOD AND WELLNESS CONFERENCE

James Latham will be the headline sponsor at next year's Timber Trades Journal (TTJ) Wood and Wellness Conference which will be held in London on February 13th, 2019.

The conference will focus on wood's role in the current trend towards health and wellbeing in the built environment.

"It has long been believed that exposure to the natural world can have a positive impact on health and wellbeing," said TTJ group editor Stephen Powney.

"Now this world of wellness is becoming a mega trend in the built environment, with building and interior design increasingly taking into account the health and wellbeing of occupants."

Wood and Wellness will educate and inform both the timber sector and architects/interior designers as well as construction professionals. The event will cover latest research, case studies and panel discussion on a subject which could represent an opportunity for increased specification of timber products.

Chris Sutton, Managing Director, James Latham said, "Studies examining the positive impact that greater exposure to nature and natural products can have on health and wellbeing have highlighted impressive benefits, including increased staff productivity, improved learning, higher attendance rates, faster recovery from serious illness and a greater general sense of wellbeing."

"This Conference will discuss and explore these findings and we are very much looking forward to being a part of it. It compliments perfectly the ethos of our partnership with the National Forest which has developed and grown over the past decade."

The TTJ and James Latham will bring together an expert panel from a variety of sectors at the event to discuss the role that sustainable timber can play.

"In a world of digital disruption and the internet of things, could our long-term health and wellbeing be rooted in something as old as the trees?" added TTJ's Stephen Powney.



ME AND MY JOB

Rob Goodman



As well as being Group Product Manager for HI-MACS®, Rob is also Latham's Specification Manager for the North. His role includes taking responsibility for Latham's Product Specification Showroom in Manchester, and having just overseen its launch, he's delighted that it has got off to a flying start.

Rob, who joined James Latham in 2007, explained from his perspective, how the business has changed over the past decade.

"I am delighted with the response to our new showroom, but I have to say, not surprised as that is the way the market is going. When I joined James Latham eleven years ago, while specification was important, apart from HI-MACS®, it didn't really have the prominence that it does now and that is probably the most fundamental and strategic difference for where our business focus lies today.

"Now, of my 10-strong team, seven have a multi-product portfolio, comprising key, design-led, exclusive products such as Xyloleaf and AE Core laminate, KYDEX® thermoplastic, Valchromat coloured fibreboard, Decospan veneers and of course HI-MACS® and Avonite solid surface. It means that when a member of my specification team visits an architectural or interior design practice, they can present a single-source supplier solution which makes the job so much easier and time efficient, not only for the customer but for us too."

Another change to the Latham business which Rob has witnessed in the past decade is the level of training that James Latham's staff receive, and Rob believes that is linked to specification as well. "It's important that our team are knowledgeable and have a thorough understanding of the products we offer and how they perform when used in different applications, so that they can confidently give best advice to our customers. This is achieved by working in true partnership with our suppliers and as a result, when it comes to our people, I believe we have the best in the business."

A keen rugby union fan, Rob lives in York with his wife and two daughters.

Competition

NOT LONG NOW!



....until the festive season is well and truly upon us so we thought we'd give you a head start to begin stocking up your wine rack in preparation.

If you're planning on doing some entertaining over the coming weeks, you'll have all the bases covered and making the decision over which wine to serve will be easy. This 12-bottle case from Waitrose features some of their most popular wines. Inside you'll find textbook Kiwi Sauvignon, crisp Pinot Grigio, mature Tempranillo and many more...

All you need to do to be in with a chance of winning this fantastic prize is answer this simple question

Where has James Latham just opened its new showroom?

A) Colchester B) Manchester C) Winchester

Email your answers before midnight on Thursday 29th November 2018 to marketing@lathams.co.uk clearly stating "Winter Wine Competition" in the subject box and you will be entered into the draw..

Good luck!

*wine case subject to availability at the time of ordering. If this case is not available, the prize will be similar and to the same value.

SHOWTIME!

James Latham is gearing up for a busy start to 2019 as they prepare for not one, but two major exhibitions.



As well as the Surface Design Show which takes place at the Business Design Centre between 5-7th February 2019, just one week before that, Lathams will also be exhibiting for the first time at architect@work.



Just like the Surface Design Show, architect@work - which will take place at the Old Truman Brewery between 30th - 31st January - is aimed at architects, interior designers and specifiers, an important and expanding market for James Latham. While the Surface Design Show will see James Latham on its usual stand, exhibiting a wide range of innovative surface solutions for both inside and outside the building, at architect@work it will be focussing on its performance and technical door blank offering which has been specifically developed with the A&D sector in mind.