

NaturalChoice

News from James Latham Spring 2006

Issue 9



Spotlight on the Environment from Somerset to Congo!

Also inside:

Success at Homes for Good
Bill's Excellent adventure
Green Fingered at Chelsea



Message from

Roger Latham

In our first issue of Natural Choice for 2006, we report that James Latham plc has sold one of its subsidiaries, Nevill Long Ltd. The proceeds of the sale, which was completed on 31st March 06, will be used to further develop our core business of distributing timber and panel products, and to improve our service to customers.

One topic which gets a mention in this newsletter relates to the environmental aspect of the timber trade. Our senior management devotes more and more to this issue to ensure that our supplies come from environmentally acceptable sources which are preferably certified by an independent third party.

I would also like to mention the revamping of our websites which will no doubt be covered in our next newsletter. Work on the new Bausen flooring site (www.bausenhardwoodflooring.co.uk) has recently been completed and has already proved itself to be a great benefit to customers. The new James Latham plc site (www.lathamtimber.co.uk) will be broken down into separate sections for Lathams Ltd and Advanced Technical Panels and will be up and running in the near future. Please visit our website and, if you feel like it, give us your comments.

Anyway, I very much hope you will find some of the existing articles interesting and useful.

Roger Latham



TTccc-1089 FSC Trademark
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DOUBLE JOY FOR NICK!

Nick Latham has two reasons to celebrate this spring; as well as being appointed associate director to the Plc board of James Latham, he has just become a father for the first time! He and wife Clare welcomed Emily Hannah Latham into the World on 6th March 2006.

Nick began his career at James Latham in 1990 as a trainee at the Clapton depot where he spent six months in each department. Three months was taken learning about the products and three months honing his selling technique. Nick then became a sales representative for the company and then took on responsibility for sales across the Southern region.



number of our other sites", says Nick.

Achieving

From here, Nick moved to the hardwood sales office where he worked with Lathams Ltd current timber director, John May, before becoming sales manager at the Clapton depot. He was then charged with relocating James Latham's panels business at Parkstone to new premises at Eastleigh, and after achieving this, was given the task of setting up a new trading division at Lathams' Hemel Hempstead site where he currently presides as site director and as a Lathams Ltd director.

"The Hemel Hempstead site has become the test bed for future Lathams' facilities incorporating some of the latest technology and supply chain processes available and the template developed here is already in place across a

"My ambition now is to take Hemel Hempstead to a new level, both in terms of competitiveness in the market place through an increased offering of quality products, as well as through developing existing staff and providing a framework for them to grow within the business as I take on more group responsibilities."

Renowned

Nick, whose father David Latham was chairman of James Latham plc until the end of 2000, concluded, "During his time at Lathams, my father was highly respected and was renowned for his hard work, dedication and incisive approach. If I can achieve just half as much as he did when he was involved with the business, I will be delighted."

NEW PRINT ADVERTISING FOR LATHAMS

Lathams has commissioned a series of new corporate press advertisements in the lead up to the business's 250 year anniversary which falls next year.

The first of the suite of advertisements, which features a cross-cut of a log showing the annular rings, highlights key dates during James Latham's illustrious 250 year history and will begin to appear in trade publications and journals over the coming weeks and months.

Chris Sutton, Director of James Latham plc commented, "As one of the UK's leading distributors, and the only one which can boast such a long history, we want to reflect our core messages and positioning through all our communications and this suite of ads is just a part of this.

"We also have an on-going comprehensive PR programme, direct marketing material, point-of-sale and interactive on-line presence which incorporates this strategy", he added.

Isn't it time you gave us a ring?

1805 Bank of England

1803 Company moved from Liverpool to London.

1757 James Latham begins importing wood products into Liverpool.

1837 Queen Victoria crowned

1851 Great Exhibition

1903 Crilly & Wetherill begin their 'The Big Fight at Kitty Hawk, North Carolina.'

1969 Apollo 11 lands on the moon.

2006 James Latham continues to grow in its 250th year.

A family owned business for almost 250 years, James Latham is a specialist importer and distributor of wood based panel products, hardwoods, softwoods and hardwood flooring. James Latham is a signatory to the Timber Trade Federation's Responsible Purchasing Policy and is FSC and PEFC accredited at all of its nine UK sites. For further details, please contact marketing@lathams.co.uk, telephone 0116 257 3415 or visit the website at www.lathamtimber.co.uk

latham
THE NATURAL CHOICE

Silver lining



James Latham plc Finance Director, David Dunmow has landed a silver award in the accountancy industry's equivalent of the Oscars.



Real Finance Magazine's Annual Excellence Awards, which are sponsored by both the RBS and BITC recognize outstanding professional practice and David was not only nominated, but beat hundreds of FD's from other UK plcs to be voted runner-up. The results were announced at a special ceremony at the London Hilton on Park Lane earlier this month.

Twelve years

Chairman of James Latham plc, Roger Latham said, "David has done incredibly well. He has been with James Latham for 12 years now and, as well as continually having his finger on the pulse of the company's cash flow, in the past 12 months, he

has implemented a computer system that is already delivering real benefits and cost savings across the business and was an integral part of the management team involved in the acquisition of a regional competitor. We are very proud of his achievements"

JAMES LATHAM PLC ANNOUNCES THE SALE OF NEVILL LONG

James Latham plc has announced the sale of Nevill Long Limited, its suspended ceilings, dry lining and partition systems distribution business to Wolseley UK Limited.

The cash consideration is £10.32m with an adjustment on agreement of the Completion Accounts. The net assets of Nevill Long at 30th September 2005 were £3.5m and sales for the half year totalled £12.8m.

Network

Roger Latham, Chairman of James Latham plc commented, "The reason for the sale is that Nevill Long is not core to the Group's timber businesses and the proceeds will enable James Latham to continue its programme of extending its nationwide network of timber depots. This will bring stocks of value-added timber products closer to customers, enabling an even quicker and more personal service."

ATP gears up for Commercial Vehicle Show



Advanced Technical Panels are showcasing their latest product portfolio at this year's Commercial Vehicle Show at the NEC in Birmingham.

At this year's show, ATP is exhibiting a range of birch plywood products, most of which are derived from sustainable European forests and

PEFC accredited. This includes the durable, wear-resistant mesh faced 6K Buffalo Board, alongside Rhomb Heavy, a diamond pattern phenolic overlay birch plywood, both are designed for demanding high wear flooring applications.

Two further phenolic coated boards for vehicle floors, lorry decks and loading platforms will also be on display - HexaFloor Grip, which is hexagonal patterned, and standard 220g Buffalo Board, with a large wire-mesh pattern.

In addition, ATP's successful pre-machined, ready-to-fit van linings, Van Shield options, will feature at the show.

Successful

David Briggs, sales manager for ATP commented: "We always find that our stand creates lots of interest at the CV show, and we are looking forward to showcasing our latest products and meeting current and future customers face-to-face. ATP can offer tailor-made solutions for commercial vehicles, and we welcome visitors to the stand to discuss their requirements further."

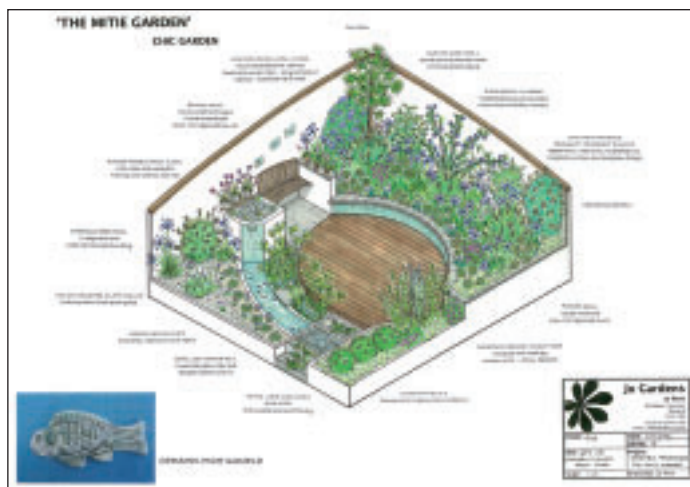
Green fingered at Chelsea

James Latham is once again involved in the acclaimed Chelsea Flower Show - this year the company is supporting two gardens with sustainable wood and plywood.

The first garden has been created by award winning garden designer Tom Stuart-Smith and is sponsored by the Daily Telegraph. It is a minimal, asymmetric garden with materials, surfaces and planting of rich patina and texture.

Contrasted

It is enclosed on two sides by alternating sections of hornbeam hedge and pre-rusted steel wall which provides the contrast between permanence and transience.



Lathams has provided weathered sustainable oak boarding to provide an earth-derived character to the scheme, which is inspired by a Norfolk beach scene.

Supplement

To mark its involvement in the garden, Lathams will receive a mention in the Daily Telegraph garden supplement, along with

a logo on the board at the front of the garden.

The second garden is in the 'Chic' category and has been created by Jo Penn and sponsored by the Mitie Group. The garden has been designed to reflect the phenomenon of global warming and is a low maintenance city garden designed with sustainability and modern living in mind.

Prestigious

Lathams has provided FSC and PEFC plywood and softwood to create the structure around which the garden will be created. Jo Penn comments, "I'm very excited about this project as Chelsea is such a prestigious show, and I'm delighted that Lathams have agreed to support us with their product - especially as they have got such good environmental credentials which fits perfectly with the theme of the garden."

Viva Espana

Lathams director Chris Sutton attended the fourth annual European LG conference that took place in Madrid recently at the five star Puerto America Hotel.

Over 60 delegates from 19 countries attended the event to hear about LG's plans for further significant market growth. Information was presented on new literature, additions to the striking Volcanics range, marketing and advertising plans, the launch of the Quality Club and the new sample boxes.

Strategic partners from several countries spoke about how they are developing sales by committing time and resources to market the products, and shared with others their success stories. LG and their European strategic partners have achieved significant market penetration, share and sales growth in a three year period.

Contemporary

Chris commented: "This was another fantastic and informative conference by LG. Rooms on several floors in the Hotel Puerto America were designed by key architects using LG HI-MACS in black, red and white, which created an eye-catching and contemporary effect, and demonstrated how unique this stunning range is. The idea of holding the conference at a location where LG HI-MACS has been used extensively showed attendees the possibilities for the product."



Staircase to heaven

TV home improvement celebrity Tommy Walsh is adding the finishing touches to his imposing 19th Century four-storey end terrace and he has Lathams to thank for two of its most outstanding features.

Lathams' Purfleet depot supplied Tommy with a quantity of European Oak which he used to build an outstanding 'barrel formation' staircase which incorporates continual turns and rises and stretches over 5 storeys. In addition, Tommy also specified 90m² of rustic oak flooring incorporating a unique Wenge 'black' inlay which he has used throughout the hallway and kitchen giving a truly dramatic effect.

Delighted

"I am delighted with the way the staircase and floor has turned out, the quality of the timber was first class. It's the first thing you see when you walk through the front door so it was absolutely critical that it created the right impact", said Tommy,

"I've used Lathams for years, since the days of running my own construction business and have always found them to deliver excellent service," he added.



Customer Focus: Thorpe Kilworth

Established in Leicestershire in 1947 as a quality furniture maker, Thorpe Kilworth designs, manufactures and installs bespoke solutions for the educational market including everything from science laboratories to IT centres and food preparation areas.

A modern, dynamic business, Thorpe Kilworth has designed, manufactured

and installed every kind of product required for this marketplace and their skilled craftsmen can produce a distinctively different dimension for each project.

Fully Integrated

They offer a fully integrated service from conceptual layout to final installation and superb finishing, as well as providing a comprehensive sales after-care programme.

As part of its tailor-made offering, the company offers a comprehensive

range of colours and materials including everything from solid natural wood to laminates, polypropylene and stainless steel. It also includes a wide selection of storage options to suit every need from kitchen areas to nursery playrooms and special needs centres.

Tailor-made solutions

Lathams has a long standing relationship with the company and is one of their preferred suppliers.

Neil Logue, managing director, comments, "We pride ourselves on the quality of our workmanship, service and ability to produce tailor-made solutions for our clients.

"Our relationship with Lathams works very well as they are equally committed to providing high quality products and a superb customer service."

Lathams currently supplies Thorpe Kilworth with melamine faced mdf, LG HI-MACS solid surface materials, Texwood and Sundeala.

Homes for Good is g



Andy Duffin with 'Queen of Green' Penny Poyzer



The Latham sponsored Homes for Good Exhibition that took place recently in Taunton, was a roaring success with some great feedback from visitors who want an even bigger event next year.

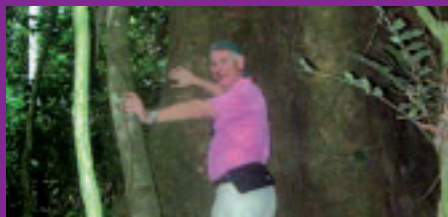
John May in Congo

Timber sales director John May travelled to Congo recently to visit one of James Latham's responsible timber suppliers.

Situated in Pokola, the Congolaise Industrielle des Bois (CIB) sawmill is investing in sustainable forestry, and in line with its strict environmental policies, James Latham has been working with and supporting CIB for the last two years.

Concession

John spent his time in Congo looking at the forestry plan for the Kabul concession, and touring CIB's log yard and saw mill. He also visited the logging area to discover the effects of low impact logging on the forest and wild life.



15,000 inhabitants

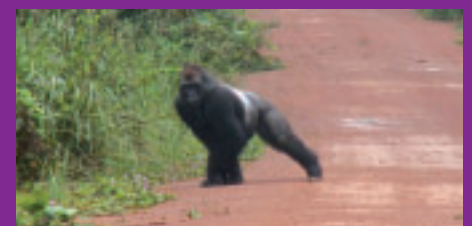
Currently, Lathams can offer sapele and utile with SGS chain of custody from the mill, and with CIB believing that FSC accreditation is just around the corner, Lathams hopes to be able to extend its portfolio to include azobe, lati and mombode, among others, in the near future.

John commented: "We at Lathams have an on-going commitment to sustainability, and it is important that we to work with suppliers who support and invest in well-managed forests. CIB's responsible attitude is to be highly commended."

As part of the support and investment in the area, CIB provide employment for more than two thousand local people, as well as housing, schools and a hospital for all the employees; facilities which are also used by Pokola's 15,000 inhabitants. There is no other major employment in this remote area.

John added: "I was very impressed with what I saw on my visit to CIB in Pokola, and I would like to wish them luck in their quest to attain FSC accreditation."

CIB also have a large planing mill at Pokola and can produce components and semi-finished products for the UK market. Further details of CIB's forestry plan are available from James Latham Purfleet.



great success

Organised by the Somerset Trust for Sustainable Development, the non-profit show was held at the Somerset College of Arts and Technology. The aim was to show how buildings can be designed, built, decorated and furnished in a sustainable way.

Demonstrations

An array of information was on hand for both construction professionals and home owners, including demonstrations, energy efficiency advice and free seminars. Three of the seminars were held by Lathams staff who spoke about sustainable timber resourcing.

James Latham displayed PEFC Stellac Wood, PEFC Finnish birch flooring panels, FSC Manor Oak Baisen hardwood flooring and FSC Smartply OSB.

Positive

Corina Reay, Project Officer at the Somerset Trust for Sustainable

Development, commented, "This year's show was a huge success with some very positive comments from visitors who felt that they had learnt a lot.

"We are delighted with Latham's support - it's great that such a big player in this industry takes the environment issue seriously, as they have proven with their FSC and PEFC status."



LG HI-MACS®
Natural Acrylic Stone™

Spencer "Who" Dunnett

The su-spence is over as Lathams has announced the latest addition to the LG team in the form of a new product specialist for the LG HI-MACS range

Spencer Dunnett joined the group in March, bringing with him many years' experience of selling solid surface materials. He has previously held positions at Staron and at Sylmar, and has developed a lot of close contacts in the industry.

Responsible

He will report to new LG manager, Steve Robinson, and will work closely with the sales teams at the Hemel Hempstead and Thurrock depots. He is responsible for calling on architects, designers, specifiers, shopfitters and those involved in healthcare and education sectors in and around the London area.

Spencer commented: "I am delighted to have been offered the opportunity to work with Lathams and am really looking forward to establishing new contacts and bringing in new accounts. I have been made to feel very much at home and I'm proud to be a part of such a successful and forward thinking company."

NEW GUIDE TO ENVIRONMENTAL CERTIFICATIONS



Lathams has further demonstrated its commitment to sustainable forestry practice by producing the latest Guide to Environmental Certification Schemes

The guide outlines Latham's environmental policies, and is aimed at helping customers meet the Government requirements for the purchase of verified legal timber. It details the government's Central Point of Expertise on Timber (CPET) and explains the Chain of Custody (COC) certification.

Responsibility

Peter Latham, environmental director comments: "We are aware of our responsibility to the environment, and strive to make our customers aware of just how important

sustainable forestry practice is. It is imperative that we keep our existing and potential customers informed about environmental schemes, and how James Latham intends to satisfy government requirements."

Environmental

James Latham has the most comprehensive range of wood based panel products and timber in the UK, all of which are purchased in accordance with the company's environmental purchasing policy. Wherever possible, Lathams buys material certified to one of the recognized schemes. The certified timber and panel products available from James Latham are also listed in the guide.

For a copy of the brochure, email marketing@lathams.co.uk.

Lathams steps back in time...

James Latham Ossett became involved in a very interesting project recently, after theatre designer Jane Levick approached the depot for help with a 1930s replica house.

Jane, who is ATP manager David Briggs' sister-in-law, was commissioned by Jesse Boot Primary and Junior School in Nottingham which was celebrating its 70th anniversary. The school was running a number of projects relating to the 1930s and the history of the school and the local community, and wanted to re-create a family home from the era. Jane's design was based on local buildings built in the 30s, and took into account features such as bay windows.

Ambitious

The structure had to be completely free standing and solid enough to withstand children playing and running around inside it as well as a constant stream of adult visitors. After consulting David, Jane decided she would need 30x9mm mdf sheets from James Latham. The ambitious design was constructed by local joiner, Steve Ainger, who also played a huge role in advising Jane on technical factors.

When the structure was created, Jane decorated the house, from the skirting boards through to the hand painted bricks on the exterior. It took four weeks to complete, and



Ossett - 1930s retro house under construction



Ossett - 1930s retro house furnished.

has been visited by hundreds of children and adults since its completion just before Christmas. It is due to be dismantled mid-April.

Stability

Jane commented: "This was a really exciting project for me and I was delighted to have been asked to do it. When I discussed my needs with David, he assured me that mdf would be perfect for the job. It was easy to work with and provided the stability that the structure required, and I will definitely consider using mdf in future designs."

Steve Robinson climbs the ladder...



Lathams has recently promoted Steve Robinson to manage the increasingly popular LG HI-MACS range.

Steve joined James Latham in October 2004, and was appointed to raise the profile of LG HI-MACS to shopfitters, architects and specifiers in Northern England and the East Midlands.

Promoted

Steve was promoted to the group position in recognition of his hard work and commitment to the job. Chris Sutton, group panel products director, commented: "Steve has played an outstanding role in promoting the LG range, so it is only right that his achievements are recognized. He thoroughly deserves to be LG HI-MACS manager, and we hope he will be very happy in his new post."

As LG HI-MACS manager, Steve will spend a lot of time with the depots, and will be the link between LG and the James Latham product specialists. He has many years experience in the solid surface market and his knowledge will benefit all the depots.

new product guides



A new range of product brochures have been released by Lathams, which are designed to make life even easier for customers.

There are four new individual brochures including a Birch plywood guide, a decorative veneered panels brochure, a guide to door blanks, and a flexible panels guide. The booklets provide customers with information on each product, including grades, specifications and references to standards and environmental credentials.

Specialized

Meanwhile, Lathams can also provide a bespoke Kolorband brochure. This guide to

the specialized product portfolio from Kronospan includes a colour selection chart. It also outlines the specifications available in the range, which incorporates melamine faced chipboard, melamine faced MDF single and double, high pressure laminates and Kronolaq HDF.

Committed

Chris Sutton, group panel products director comments: "We are committed to keeping our customers informed about our products and to helping them choose and order the correct materials."

For copies of any of the brochures, email marketing@lathams.co.uk

Bill's excellent adventure!

Wigston panel products sales manager Bill Blacklock hardly had time to allow his Christmas dinner to digest before he boarded the plane to Indonesia in the first week of January with one of Lathams' biggest customers.

Probolingo

Bill was visiting PT Kutai, the manufacturer of Flamebreak door blanks. He spent five days in Probolingo on the island of East Java, to demonstrate to the customer the manufacturing credentials of PT Kutai. During the visit, they witnessed the

production process of the door blanks, from the initial cut of the timber right through to the finished product.

Fantastic

In response to environmental concerns, PT Kutai use Falcatta specie, a lightweight hardwood timber that is more easily replaceable than the previously used old growth species.

Bill also travelled to Jemba on the island to visit a nursery plantation. He commented: "The trip was fantastic, and it was great to see all the work that goes into manufacturing Flamebreak door blanks. It provided an opportunity to see



the ongoing work our Indonesian partners PT Kutai are putting in to 'door-blank' development along with evidence of the strides taken towards FSC accreditation and raw material sustainability."

LATEST NEWS FROM AROUND THE BUSINESS

Dudley

There have been a number of staff changes at Dudley. Richard Mundy has been promoted to depot manager, while Adrian Lander has become timber manager. The depot is also looking to appoint a field sales executive, an internal sales executive and a warehouse operative.

Eastleigh

Sales of decorative panels continue to gather momentum with the new Finesse grade of veneered mdf becoming a firm favourite. New stock additions include zebrano veneered mdf & lacquered oak veneered mdf. Sales of melamine faced panels continue to grow with melamine faced mdf now being added to the stock range.

Gateshead

With sales of hardwood growing ever stronger, Gateshead has bolstered its

portfolio to include iroko, cherry, walnut, idigbo, and meranti, alongside its oak, ash and sapele stocks.

Hemel Hempstead

After slight disruptions at the depot due to the explosion at the Buncefield oil refinery, it was back to business within a couple of days. While the depot was inaccessible, deliveries were made from other depots so services weren't disturbed.

Yate

Dick Johnson retired recently, leaving behind over 20 years of service with James Latham. Dick worked his way up the career ladder during his time with Lathams, carrying out roles such as working in the yard and transport manager. His colleagues showed their appreciation for Dick's work by sending him on a great day out driving a steam engine.

New Horizon at Port of Tilbury

Life has been made a lot easier for the Lathams team responsible for stock at the Port of Tilbury since the introduction of the Integrated Port Operations System (IPOS).

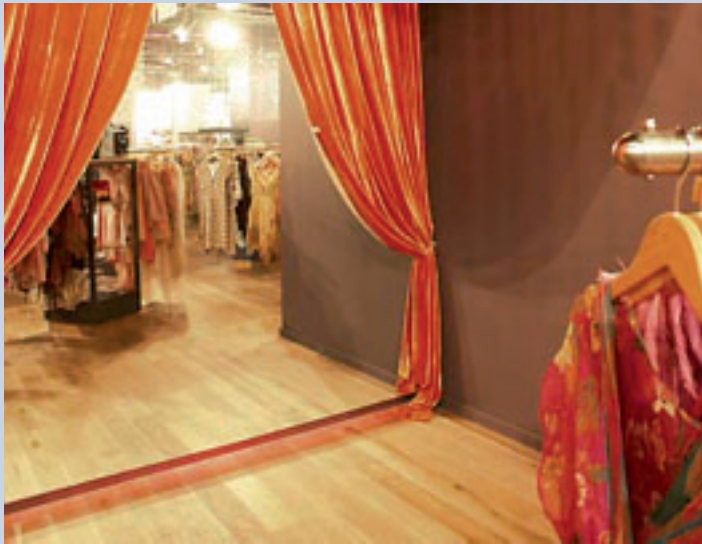
The programme allows the group shipping department at Hemel Hempstead to check on stock at the James Latham warehouse at the Port of Tilbury simply by logging onto the system via the internet.

IPOS means that Lathams can check what stock is in storage at the port, what depot deliveries have been made and what shipments are due to be made.

Fantastic

Leigh Ryan, shipping administrator at Hemel Hempstead, explained: "The Port of Tilbury is a fantastic facility because it means we can keep new stock at the port until it is needed by the depots and distribute it as soon as our customers need it. Before IPOS was introduced, we could only keep track of what was at the warehouse by calling the staff at Tilbury. Now, we simply log onto IPOS and we are fully up-to-date with every movement and delivery to and from the port. It has made things a lot easier for us and our services much more efficient."

More 'Joy' for Lathams...



James Latham's high quality Bausen hardwood flooring was used recently in the construction of a new retail shop in Leeds.

The trendy clothes shop, Joy, is located in The Light shopping centre, and was constructed by Kent-based Peach Projects who are regular customers at the James Latham Thurrock depot.

Brushed Oil

The construction of the shop required 400sq meters of brushed oiled engineered Bausen hardwood, which was supplied by Latham's Ossett depot. Sales representatives at the depot worked closely with Peach Projects to ensure the correct specifications were

met for the shop, which was designed by SHH Architects.

Exciting

Richard Pickles, Latham's group hardwood flooring manager, comments, "It is always a pleasure when our regular customers turn to us with another exciting new project such as this, so we were more than happy to provide Peach Projects with the materials they required. The shop looks great, and the Bausen flooring adds a contemporary edge to the interior."

STAYING ON TRACK!

As we reported in Natural Choice issue 6, Lathams has invested in bisTrack to ensure an even swifter service for its customers, and improved internal financial reporting systems.



for us. We invested in the software a year ago, and have spent the past 12 months refining and rolling it out across the business.

Efficient

"Not only does it provide us with 'real time' management information by allowing us to produce our own reports and continuously keep track of our finances, but it also lets us process orders and track down deliveries minutes after they have been placed making us even more efficient - which is great news for both our customers and ourselves."

bisTrack was supplied by Progressive Solutions.

This new sales order processing and accounting IT programme has been developed especially for timber merchants and importers to provide a simple and logical way of processing and tracking orders and deliveries, as well as finding customers, suppliers, products and documents on the system. Financial director, David Dunmow, comments, "bisTrack is a fantastic tool

Health & Safety at Lathams...

At James Latham, health and safety is an aspect of day-to-day working life which is taken very seriously by everyone in the company.

Lathams prides itself on the relationship it has with its employees, and has implemented rigorous precautions to ensure that staff and customers aren't put at risk.

In 2003, Norman Lamb was appointed as group health and safety advisor, and he immediately set about updating the company's policy, introducing new working procedures and generic risk assessments for all activities.

Encouraged

Norman also introduced 'toolbox talks' aimed at instructing, training and supervising employees. These involve depot managers running through risk assessments and safe working procedures with all staff. All team members are then encouraged to give feedback on the way tasks are carried out.

Norman commented: "At Lathams, we care about our employees, and make every effort to ensure they are safe when carrying out their day-to-day tasks. The toolbox talks have proven very successful, and it is important to have input from every member of staff."

In the event of an accident, Lathams operates a 'no-blame' culture, and instead concentrates on finding out why something has happened and how it can be prevented in the future.

Dedication

Health and safety meetings are held every four to six months with a committee comprised of staff from the yard, the offices and the site manager or director to ensure a wide input, and each depot has a health and safety audit at similar intervals – a system which has seen steady and continual improvement. Norman continued: "When I started, many sites were achieving an audit score of 50-60%, but now scores between 80-90% are the norm."

The dedication to the issue extends from the depots to the board: "The commitment shown by the board is exemplary. Two of the board members have completed managing health and safety courses within the last two years, and it is always on the agenda."

Andy Craig on the move!



Andy Craig continues to make great strides in his career at James Latham, and has recently been promoted to site director at Wigston, taking on full responsibility for all sales and operations.

Andy joined Lathams in 1995 and since then his career has gone from strength to strength, and he has firmly established himself as a very popular member of staff. He started working at Clapton, under John May, in the timber department and quickly developed an impressive understanding of the sector and his customers' requirements.

He was approached by the board in 2001 to open the new depot in Dudley, which he developed from scratch, and was soon promoted to site director.

Andy commented: "When I moved to Dudley, the site was just an empty warehouse and we had to build everything up from the beginning. I'm very proud of all the hard work that went into making the depot an integral part of the James Latham network.

"I'm delighted to take on the role of site director at Wigston, and I'm really looking forward to the new challenges that lie ahead", he continued.

Group director, Chris Sutton, added: "Andy is a highly motivated and dedicated member of the James Latham team. He has made remarkable achievements at the Dudley depot, and I am confident he will continue to flourish at Wigston."

Lathams are the experts with Trada

TRADA has published a Lathams' article on environmental issues in its prestigious Timber Industry Yearbook 2006.

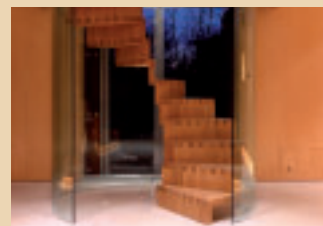
With its strong environmental policy, Lathams is at the forefront in the industry with its commitment to Responsible Purchasing Policy (RPP), Programme for Endorsement of Forest Accreditation (PEFC) and Forest Stewardship Council (FSC) Chain of Custody, and as such were requested to submit a feature for the Annual.

Published in the middle of March, the yearbook featured a selection of articles dealing with topical industry issues including technical developments, new standards and legislation, with commentary by experts such as Lathams.

Standards

Peter Latham, Company Director, commented, "We are very proud of our environmental policy, and are honoured to have contributed to this influential publication."

Nothing wooden about Simon's design!



Picture courtesy of Chris Gascoigne/Wood awards 2005

James Latham recently lent a helping hand to Herbert Austin Ltd, the main contractor in the construction of Pinions Barn, a striking farmhouse conversion in Milton Keynes, which went on to win the Gold Award at the 2005 Wood Awards.

The barn was designed by Simon Condor Associates and is now a

home for Simon and his family. Most of the joinery was carried out by Karf Joinery, who contacted Latham's Wigston depot for its supplies of iroko and birch plywood.

Delighted

Ian Milne, timber manager at Wigston, commented: "I've known Herbert Austin for many years so I was delighted to be able to assist him with this project. We knew the

construction was going to be something special, and this was proved when the stunning building received the highest accolade at the awards."

The Wood Awards recognise and encourage outstanding design, craftsmanship and joinery in wood, and is sponsored by leading industry organisations including the British Woodworking

Association, Malaysian Timber Council, and Trada. Pinions Barn beat off strong competition from the Scottish Parliament and Welsh Assembly buildings, among others, to win the Gold Award.

"Me & My Job"

Peter Latham, Deputy Chairman, James Latham plc

Peter Latham was Chairman of Nevill Long Limited and responsible for operational issues at Lathams Ltd. He takes over as Chairman in December. Part of his role as director at James Latham involves the implementation of the company's responsible purchasing policy.

Peter explained: "This part of my job involves assessing suppliers, evaluating what evidence they can provide regarding the sustainability and legality of their supply and developing a preferred supplier policy based on the risk of illegal timber getting into the supply chain."

He is also chairman of the Timber Trade Federation's Forests Forever Board, and as such he plays a part in developing the environmental policy. "The TTF has produced the Timber Trade Action Plan which promotes legal and sustainable forestry in Cameroon, Congo Brazzaville, Gabon, Indonesia and Malaysia, and as part of this programme I have given presentations on the European market's requirements to timber producers in Ghana and Cameroon", he added. He is also on the board of certification provider PEFC (UK).

Peter also liaises with the UK government departments on behalf of



the UK timber trade. He has recently met with the Department for International Development (DFID) which has been funding work to prevent illegal logging, and the Department for Environment, Food and Rural Affairs (DEFRA), which is responsible for the government's timber purchasing policy.

As James Latham increases its range of materials certified as coming from well-managed forests by PEFC, FSC and other bodies, Peter commented: "It is disappointing to note that in spite of the contractual requirement of the government's timber purchasing policy and the attention given to environmental issues in the media, demand from customers is still low. However, we hope to raise awareness of these materials and stimulate interest in our environmentally friendly products."

To find out more information about any of the James Latham products detailed in this issue, or to receive brochures, samples or other literature, please contact the marketing department at marketing@lathams.co.uk, call 0116 257 3415 or visit www.lathamtimber.co.uk.

Competition



With summer fast approaching, it will soon be time to dust off the barbecue and patio furniture for those alfresco evenings, and you could stay out long after the sun has gone down if you win this patio heater.

Simply answer the following questions related to various stories appearing in this issue, and you could be in with a chance of winning.

1. What are the names of the two garden designers who Lathams have supplied materials to for this year's Chelsea Flower Show?
2. What does PT Kutai, which Bill Blacklock visited in Indonesia, manufacture?
3. What is the name of the shop in which Bausen flooring was used?
4. Who has just been promoted to LG HI-MACS manager?

Send your answers with your name, company details, address and telephone number to Catherine Brown, Connectpoint PR, St Johns Court, 19b Quay Street, Manchester, M3 3HN.

★ Winner! ★

Congratulations to Andrea Carder of Ash Joinery Ltd in West Sussex, who won the winter hamper competition in the last issue of Natural Choice.