

NaturalChoice

News from James Latham Winter 2005

Issue 8



**Beautiful
bespoke kitchens
from Stoneham**

Also inside: Gateshead gets fabricating
Lathams takes to the water
Win a luxury winter hamper!

Message from

Roger Latham

Well it's been an exciting few months since I wrote to you in the last issue of Natural Choice, with panel and timber sales continuing to grow across our national distribution network.

This issue features some very intriguing stories, including how Purfleet has been helping to float some of our customers' boats with its quality timber (see opposite), and how Latham's Birch Plywood was used to build a state-of-the-art visitor centre at The Savill Garden in Windsor Great Park (page 8).

Turn to page 5 for the latest news on Gateshead's fabrication unit and new stock of hardwood products and for your chance to win a luxury winter hamper, enter the competition on the back page.

We've also included a round up of the latest news from all our James Latham depots, new product stories and a special 'Customer Focus' feature, which details bespoke kitchen manufacturer, Stoneham Plc (page 4).

I hope you enjoy this latest issue. As always, do get in touch with any feedback, suggestions or comments.

Roger Latham



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Cover Shot



Bespoke Kitchens from Stoneham-see page 4.

Lathams takes to the water



Viking boat

James Latham has made a voyage into shipbuilding recently by supplying some high quality cedar for a 21' replica Viking longboat.

The boat, named 'Lille Draken' (little dragon), was designed and built by bespoke furniture maker David Jones, and launched in June by international film and TV star Sophia Myles of Thunderbirds and Colditz fame.

300 boats

David also entered the boat in the Trafalgar Great River Race on the 17th September, and raised £650 for charity. The 22 mile race from Ham to Greenwich on the River Thames was completed by nearly 300 boats, and the Lille Draken finished in 3 hours and 49 minutes. The money raised went to the Myelin project, which researches Multiple Sclerosis and other genetic disorders, and



Designer Peter Lawrence and Bob Hodgkiss of Lathams

Lathams donated £200 to David and his crew.

This was quickly followed by another water-bound project, when Lathams supplied Western red cedar to Peter Lawrence of Stanmore, Middlesex, who wanted to make an open canoe based on traditional Canadian methods of construction. Ash was used to make the boat's trimmings, and Peter individually selected the timbers that were used from the stocks at James Latham's Purfleet depot.

Rocky Mountains

John May, timber sales director for Lathams, says, "Western red cedar is ideal for these sorts of projects when the wood will come into regular contact with water. The timber is a softwood from the northern Rocky Mountains and Pacific North-West, and thin sizes of the wood, such as that used for the canoe, dry quickly with little deterioration.

"It was a pleasure for Lathams to be involved in such unusual projects, as it helps to demonstrate the versatility of our products, and we were very happy to help set these designers' ideas afloat!"

FLAMEBREAK GOES FOR FSC STATUS



James Latham's successful Flamebreak range has taken a step closer to gaining environmental certification.

The factory manufacturing the door blanks has been awarded the Forest Stewardship Council's

(FSC) Chain of Custody.

The FSC promotes environmentally appropriate, socially beneficial and economically viable forests. Chain of Custody certification provides a guarantee of the path taken by the raw materials from forest to factory.

Promoting

FSC is a stakeholder owned system for promoting responsible management of the world's forests. Flamebreak, which began the process in November 2004, is now seeking FSC accreditation of the forests from which the raw materials are obtained.

Chris Sutton, panel products director for James Latham, says, "When this is finally achieved, we will be able to sell Flamebreak door blanks with full FSC Certification, adding to the range of socially responsible products that we stock".

The Flamebreak range, which has been manufactured and tested in accordance with British Standard



BS476 (Part 22 1987), are door blanks that are lightweight in density, meaning that they are easy to handle and fix.

Special

Flamebreak door blanks are manufactured with a special three layer tri-laminated hardwood timber core, which helps to eliminate gaps. They are available across James Latham UK depots in a wide range of thicknesses, sizes and surface finishes, and can be supplied as lipped or un-lipped blanks.

'Transparent' timber now available at Lathams

Lathams is urging timber buyers and specifiers to beware, and ensure that wood purchased carries an audited chain of custody.

Seventy-five percent of the Latham's Sapele stock is now sourced from Congolaise Industrielle des Bois (CIB) in the Republic of Congo. This is third party verified by the Societe Generale de Surveillance (SGS) as legally logged and traded and so meets the UK Government's Timber Purchasing Policy.

Quality

"It provides total transparency within the supply chain tracking certified timber from the forest to the factory", explains Peter Latham, director of James Latham. "Use of CIB material also gives quality assurances



Sapele

including first class production, well sawn and kiln dried, good size specification plus mild and even grained timber," he added.

Supply chains

Peter continued, "Verified Legal is now a contract condition for government, government agencies, many local authority and the other environmentally aware client's contracts.

There is evidence that supply chains are being

audited and of work being rejected as not meeting this contract requirement."

Critical issues

CIB is currently having its forestry management practices assessed against the Forest Stewardship Council's criteria that cover the environmental social and economic aspects. An FSC certification action plan has been established to tackle critical issues highlighted by the CIB's advisors, Tropical Forest Trust in February 2004 and the Company is on schedule to carry out a full assessment of its Kabo concession in October 2005, with the remaining concessions following through the next year (2006).

John May, timber director, is planning to visit the Mill early in 2006 to inspect the logging operations and hopes to place the first contracts for FSC certified material from the region.

Customer Focus: Stoneham plc



Heritage Penshurst

James Latham has a long standing relationship with fine kitchen maker, Stoneham plc, and supplies it with special grades of oak, parallel sawn maple, cherry, black walnut and Texwood® worktops.

Based in Sidcup, Kent, the company has been making quality kitchens since 1864, and throughout its 140 years as a family business now in its 5th generation, has been committed to quality craftsmanship and exemplary service.

Unique

As Adrian Stoneham, managing director of Stoneham plc comments, "The kitchen has evolved from being a functional room at the back of the house into what can now be seen as the



Avant Garde Berkeley

centrepiece of many homes. We are able to merge the practicalities of the room with the aesthetics of design to create a kitchen that is completely unique to our individual customer."

Recognition

With every kitchen built by hand and made to order, Stoneham has earned itself a Royal Warrant of Appointment to Her Majesty Queen Elizabeth II in recognition of many years of supply and service to a number of Royal households.

Stoneham is also accredited to the internationally accepted ISO 9001/2000 standard of quality.

Providing a choice of kitchen styles to suit all tastes, ranging from the traditional 'in-frame' construction of the Heritage range, to the more contemporary 'lay-on' door design of the Avant Garde collection, Stoneham also provides luxury finishing touches in the form of kitchen appliances, handles and storage. Its Designer service also ensures that textures, colours, abstracts and materials can be worked into a theme within the design of the kitchen.

Storage solutions

Stoneham designers also prioritise function and internal fittings detail for maximum storage and ergonomic working optimisation. Stoneham became one of the first kitchen manufacturers to implement the advanced Blum Dynamic Space® system of kitchen planning involving

targeted storage solutions according to zones of activity.

James Latham timber director John May adds, "It is great that our high quality timber and panel products are being used by Stoneham to create some stunning bespoke kitchens for a wide range of discerning customers. Like Lathams, it is a well established, family-run business, so long may our association continue."



Avant Garde Alumina



Stoneham kitchens are available from a network of kitchen centres across the UK. To find out more, visit www.stoneham-kitchens.co.uk.

Andy Craig addresses delegates in Dudley...

Lathams host NAS Meeting



Richard Pickles and Andy Craig

James Latham furthered its links with the National Association of Shopfitters (NAS) by hosting its autumn meeting at The Village Hotel in Dudley recently.

The meeting included a presentation by Dudley site director Andy Craig, who talked about James Latham's specialist products and the company's stance according to the environment. A selection of Lathams Bäumen hardwood flooring products was also showcased at the event.

Expert guidance

Andy comments, "I thought that the meeting went very well, with nearly 50 attendees and lots of interest generated for our flooring, LG HI-MACS® and Getacore products."

The NAS is the only trade association that exclusively promotes the Shopfitting industry, and has been doing so since 1919. Providing expert guidance to both its members and clients in what is an extremely fast changing industry, the NAS encourages its professional members to blend traditional skills with modern business ability and technical expertise. Each member looks to the organisation to receive the specialist advice and services needed in what is a very demanding market place.

Globe trotter



China

Group panel products buyer Paul Fosh has had a very busy couple of months visiting both China and Ukraine to gain a better understanding of the market and to develop links with possible trading partners.

Paul flew to China at the beginning of September, spending 16 days there visiting different mills across nine cities in order to improve his knowledge of the plywood market, and to investigate new products, which Lathams could develop.

Paul comments, "The trip

was an opportunity to not only identify manufacturers who could be considered potential trading partners, but also to establish their environmental position for now and for the future. As Lathams has such a strong commitment to issues regarding sustainability, it is important to develop links with partners who are also dedicated to this issue, as well as those who provide high quality products.

Enlightening

"The visit to China was very enlightening, as through visiting log bases, mills and points of shipment I established a clear understanding of the whole

process from log purchasing through to distribution, including veneer facing and panel production. It was also really exciting to identify producers who could be considered reliable and professional trading partners for the James Latham Group."

Paul had little more than a week back in the UK before he jetted off to Ukraine in early October. This time he was attending Lisderevmash 2005, an exhibition arranged by Lis Derev Product, which showcased specialized semi-finished products, veneers, plywood, chipboard, MDF and OSB.

Contacts

This trip was another opportunity to look at manufacturers and possible trading partners for the future, and for further product development. Paul adds: "I thoroughly enjoyed the trips, and feel I achieved a lot in terms of developing contacts with suppliers across the world. Hopefully, Lathams can work with these manufacturers in the future to extend our product range, offering our customers even more choice than before."



Ukraine



Gateshead's Fabricating!

James Latham's Gateshead depot is giving its existing customers an extra helping hand in meeting tight deadlines by providing an in-house fabrication service.

The facility is aimed primarily at providing BWF Certifire Door sets, manufactured to size and with or without glazed apertures, complete with hardwood frames within a fraction of the normal lead times quoted by other manufacturers. In addition to this, Lathams can cut to size,

bond and lip any panel products, providing customers with a real 'one stop shop'.

The emphasis is based on enabling a fast turnaround when customers are faced with meeting tight deadlines, which James Latham's skilled staff can always help with.

Quality product

Also at Gateshead, the hardwood flooring business continues to develop with the Bäumen range providing customers with a quality product in a wide variety of species and finishes. In addition, the depot has recently

increased its offering by stocking a range of very best quality temperate, tropical hardwoods and specialist softwoods. Species available include oak, ash, maple, beech, cherry, sapele, cedar and Douglas fir.

Investment

In order to ensure these products are stored and handled correctly, a further significant investment has been made in state-of-the-art racking and Combi-lift forklift trucks ensuring that orders can be processed quickly and efficiently.

Go with the Flo!

A young furniture designer recently got some help from James Latham, when the distributor supplied a selection of panel products for his cutting edge table.

Philip Inchley's 'Flo' table was showcased at this year's 100% Design Show, 'Off the Hook' in Brick Lane and the Valencia Furniture Fair in Spain, and was designed with modern day living in mind.

The smooth 'Flo' table top slides open to reveal storage underneath, enabling the table to be changed quickly for all sorts of multiple uses. It is also economical to produce, can be flat-packed and is ideal for most lounges, kitchens and dining rooms.

Innovative

James Latham supplied Philip with sheets of 16mm veneered MDF, in decors of oak and black walnut, as well as edging to go with each of the boards.

Latham's group panel products director Chris Sutton, says, "This table was made to a really innovative design, and something that you can see

being a real asset in today's homes with its 'multi-purpose' edge, which are now more commonly used not only as living space, but also to run businesses or home enterprises."

Successful

Philip adds, "I would like to thank James Latham for sponsoring me by supplying the product I needed. It was a great help in getting my furniture design showcased properly, and it will hopefully continue to be a really successful project for me."

Philip graduated recently with a BA Hons in Product and Furniture Design from Ravensbourne College of Design and Communication in Kent.

He is currently making standard orders of the 'Flo' table in oak, black walnut and colour finishes until he finds a manufacturer who can take on the design.



Hardwood alternative

Lathams announces the arrival of a new, environmentally friendly product - Stellac® Wood.



This hardened and heat-treated product, made exclusively by Stellac Oy, offers an ideal alternative to tropical hardwoods.

Once the wood has been treated it absorbs less water, meaning that there is a reduction in any shrinkage or swelling and gives the timber increased resistance to extreme weather, moulds and insects.

Durable

Stellac® Wood's increased surface hardness also means that it is more durable than standard hardwoods, making it suitable for a wide range of applications, such as floors, doors, indoor and garden furniture, sheds and window frames. It can even be used to construct bridges and in

projects where the structure may come into contact with soil.

John May, timber director at James Latham, says, "Stellac® Wood provides an environmentally friendly solution to the restrictions of using hardwoods. It is suitable for many applications, and the treated wood means it has a significantly longer life."

PEFC and FSC

He adds, "It is a fantastic product. In tests, Stellac® Wood showed little or no deterioration when exposed to various moulds, whereas an untreated sample showed almost total decay."

The treatment of the wood uses no harmful substances and the timber used is derived from PEFC certified forests and FSC and Keurhout certified products.



New manager takes to the floor

Newly appointed group hardwood flooring manager, Richard Pickles, is hoping to add a little extra flavour to James Latham's highly successful flooring division.

Richard has worked for the leading timber and panel distributor since he joined the company as a trainee in 1983, and has been involved in the sales side of a wide ranging product portfolio. After

turning his attention to developing the sales of hardwood flooring, his efforts have been rewarded with this promotion.

Challenge

Richard comments, "I am really looking forward to the challenge of this new role and relishing the opportunity to move things forward. Since its launch a few years ago, the division has gone from strength to strength, and this is something

I am hoping I can build on. I will be looking to increase our flooring offering, improve all aspects of customer service and provide a greater focus on large distribution accounts across the UK."

James Latham's flooring division has already increased its range this year with the addition of Canadian maple, American black walnut, and a choice of oil-finished oaks.

Timber director visits Congo...

Timber sales director John May took an unusual trip recently to visit Karl Danzer's IFO sawmill in the Congo Basin.

Situated in Ngombe, John visited the mill to check on its ongoing forestry plan, as it is progressing towards certified legal timber with C.O.C.

Rotation

The forestry plan involves locating and mapping every tree of commercial value in the concession, which is then divided into sections. Each section is then logged to give a 30 year rotation in order to preserve the forest, with the felling carried out with minimal

effect on the wildlife and surrounding nature. John says, "It was a fascinating trip and not only was I reassured that the sawmill was working hard to ensure its timber is well-managed, but I also got to meet some really interesting people. I'd definitely like to visit again!"



John May in Congo

James Latham group reports good interim figures

With the release of its interim financial results James Latham Plc announced an increase in group pre-tax profit by 35% to £2.8million on turnover up 10.8% to £60.3million.

The results for the six months ending 30 September 2005 also show a 7.3% increase in sales at Lathams Limited, and in addition, Nevill Long has also gained market share as well as improving margins.

Chairman Roger Latham, says, "These results have been achieved in spite of highly competitive market conditions. Competition for the available business is tough, none the less, we are very pleased with our performance at the half year."

He added, "While we expect trading in the second half of the year to be less buoyant than the first, we believe that trading will meet market expectations for the full year."

The Company also announced that following a review of the uses for the proceeds from the sale of the Clapton site, the Board has decided to pay a special dividend to ordinary shareholders and to make an immediate payment of £9million into the Company's final salary pension scheme.

ATP round-up... ATP round-up...

Advanced Technical Panels has been busy since the last issue of Natural Choice, after supplying its panels to various events, launching a new product range and taking on a new sales representative.

The specialist panels arm of James Latham recently scored a hole-in-one when it provided some products for the main grandstand at St Andrews for the British Open Golf Championships.

ATP supplied 99 sheets of 1220 x 2440 x 12mm Buffalo Board birch plywood panels, which were used to construct the steps and seats of the spectator stand for the Championships that took place in July.

High profile

Christopher Lloyd, ATP sales executive says, "Our specialist panels have been continually used for all sorts of interesting projects, from football pitches to touring theatre companies and concert stages, but we were still really proud to supply our product for the British Open as it is such a high profile event."

ATP also recently announced the availability of its new Van Shield products, where the company provides pre-machined, ready-to-fit



van linings along with the fittings and sealant to protect the vehicle.

Three options are available. The Standard option uses standard plywood for the floors, linings and wheel boxes, while the Classic option has anti-slip mesh pattern phenol plywood on the floor and standard plywood for the lining and wheel boxes.

Maintenance

There is also a Custom option, which is machined to the customer's specification and offers a choice of dark brown mesh, or dark brown or grey hexagonal patterns for the flooring panels, and white or grey lining panels. ATP manager David Briggs comments, "These Van Shield Options will make van maintenance much

easier, and the choices on offer will mean that we have something to suit every commercial vehicle customer."

The Van Shield system floor panels are resistant to oil and most diluted chemicals, and the flooring and lining materials are easy to clean and ideal for the work place vehicle.

New appointment

Meanwhile, the ATP team goes from strength to strength with the appointment of a new sales representative for the South East region - Stephanie Plaster brings with her over 20 years experience both in the timber trade and in sales. David adds: "We are delighted to welcome Stephanie to the team, and we are confident that her knowledge and experience of the trade will be a great benefit to our customer base in the South East."

It is a very exciting time for Advanced Technical Panels. With our panels being used more widely, our range of products increasing and our sales team being strengthened with new members, we are looking forward to even more success in the future."

England one day cricketer gets new flooring...

LATHAM'S FLOORING KNOCKS KNIGHT FOR SIX!



England test and one-day international cricketer Nick Knight didn't hesitate to contact James Latham recently when he was looking to install new flooring in his Leicestershire home - another member of the county's cricketing fraternity, Jeremy Snape recommended the company.

Nick is in the process of having Bäumen pre-finished solid oak flooring laid at his home which has been supplied via Latham's Wigston depot.

Special

Latham's Bäumen range of pre-finished solid oak is available in a number of other species including white oak, American cherry, merbau and the special antique old English collection, supplied in 90mm, 120mm, and 150mm widths is coated in five layers.

In addition, essential accessories, such as underlays, finishes, glues, trims and expansion gap covers are all available at Lathams ensuring that customers can conveniently buy all they need in one place.

To make life even easier, a leaflet entitled "Flooring Fixing Guidelines" is also available.

Looks like it was a case of LBW for Nick - Lathams' Bäumen flooring Wins..... again!

Lathams sponsor Home Show

HOMES FOR GOOD
2006



James Latham has become the co-sponsor for a major sustainable home show in the South West.

Organised by the Somerset Trust for Sustainable Development, the Homes for Good Exhibition takes place between 17 and 19 February next year at the Somerset College of Arts and Technology in Taunton, and is a non-profit event aiming to show how buildings can be designed, built, decorated and furnished in a sustainable way.

The event includes exhibition stands, demonstrations and presentations, and allows businesses to promote their products and services to both a professional and general public audience. It is specifically geared to help smaller businesses get a foot-hold in this developing market, revealing a whole new way of caring for the home, health and the environment.

Free Seminars

A whole array of information will be on hand for both construction professionals and home owners, including free seminars, energy efficiency advice and even a sustainability quiz for kids!

As well as its logo appearing on all printed literature and around the event, James Latham will be holding seminars and exhibiting

a stand showcasing brochures and samples for a wide range of its products, including Stellac Wood and SGS sapele.

Guarantee

As Chris Sutton comments, "Homes for Good perfectly mirrors our support as a company for sustainability and well-managed timber, which we have shown with our achievements of both FSC and PEFC status."



State of the art



James Latham is supplying materials for the construction of the largest two-way elliptical roof in Europe, as part of a new visitor centre for Savill Gardens in Windsor Great Park.

The 100m roof of the magnificent centre, which is being constructed by The Green Oak Carpentry Company, will feature a solid Larch grid system. Each grid will flex in three axes to give the roof its form, and Birch plywood will be placed in laths over the grid for the top and bottom surfaces.

Imported

The visitor centre will be positioned so that it is an integral feature of the gardens, with the sides of the building made of specially fabricated glass panels to showcase the wood in the best possible way.

Pat Collins, product specialist for James Latham Eastleigh says, "It was an honour to be involved in a project such as this, and we were delighted to help, especially as we needed to ensure we provided the correct product specifications for the centre's construction."

Guarantee

James Latham has been involved in the project for 18 months, and has spent that time finalising the grade of plywood to guarantee it could cope with the design stresses that the roof demands, with all the wood used FSC or PEFC recognised.

Pat adds, "The visitor centre will be truly spectacular, and it is fantastic that the structure is designed to show off timber in this way."

A bit of 'Finesse' from Lathams

James Latham is stocking a product that certainly has some 'Finesse' in the form of its new range of veneered MDF and Particleboard

Finesse is perfect for the shopfitting, furniture, office, joinery and domestic markets due to its high quality face veneers and core board, product consistency, and assurance of real value for money. It is available in a range of decors, including traditional species such as oak, ash and maple plus black walnut, zebrano and many others.

Quality

Chris Sutton, group panel products director for James Latham, says, "This product is unique, as the specifications of Finesse have been put together by us as a company in order to ensure that our customers' requirements are fully met. We have had members of our purchasing and sales teams visit this supplier to guarantee that we are sourcing from a quality producer."

Finesse is available in thicknesses from 6 to 31 mm ex-stock, with other widths also available to order. Standard board size is



2440mm and 3050mm x 1220mm, but sizes up to 3050mm x 2070mm can also be supplied by special request. The product is available across James Latham's UK distribution network.

Italian Style

James Latham supplied seven Texluce panels to one of its loyal customers, Jarose Woodworking Ltd of Leeds, who used the product to manufacture a merchandising and display feature for a designer department store in Ireland.

Latham's Ossett depot worked closely with Jarose to supply the shopfitting specialist with the correct specifications of the product in walnut. Texluce is manufactured using alternate strips of laminated hardwood

and acrylic, creating excellent aesthetics and enabling designers to produce up market, high quality furniture and displays.

Denim

The feature was designed by Douglas Wallace Architect and Designers, and Jarose spent four weeks producing it before it was shipped to Brown Thomas in Galway, for the sale of denim wear.

Jarose has been providing bespoke joinery items since 1972, and use Lathams regularly for the supply of sheet materials, laminates and timber.



LG HI-MACS® TAKES CENTRE STAGE AT PENTAGON...

James Latham's innovative Natural Acrylic Stone™ solid surfaces range, LG HI-MACS®, has taken centre stage in a new, state of the art kitchen showroom in Jersey.

£500,000 investment

LG HI-MACS® 'Volanics' are displayed at Pentagon, the largest independent merchant on the Channel Island, which is showcasing the best in new products for the kitchen. The product was supplied by James



Latham's Eastleigh depot via Design Dimension, and is part of a complete investment in the showroom of around £500,000. Latham's site director Steve Frommont comments, "We have

always been sure of the quality and versatility of all the LG HI-MACS® products, but it is great to know that it has taken pride of place within Pentagon's stunning new showroom."

Unique

Manufactured by LG Chem, the LG HI-MACS® range is available across James Latham's extensive UK distribution network and is ideal for use in a variety of applications and environments, such as kitchens and bathrooms, and in sectors including healthcare, education and catering, due to its unique hygiene certificate.



History repeats itself...



After being the first to place an order with Weyerhaeuser for its Medite® Standard MDF from the Clonmel, Ireland production facility in 1983, history repeated itself when James Latham recently placed the first ever order for Medite® Premier.

Lathams Ltd director, Piers Latham comments, "It's great that we've got this second 'first', it is testament to how we've supported the Medite products over the years and how popular they are with our customers.

Benefits

"It also shows just how on the ball we are when it comes to anticipating what products will be well received!"

Medite Premier replaces established Medite products, standard and lightweight board and is sold as a fit for purpose,



performance related panel, meeting and exceeding European Standards for MDF.

Each Medite MDF panel comes

with FSC certification providing assurance that the raw materials used to make the sheets come from well-managed forests.

Resources

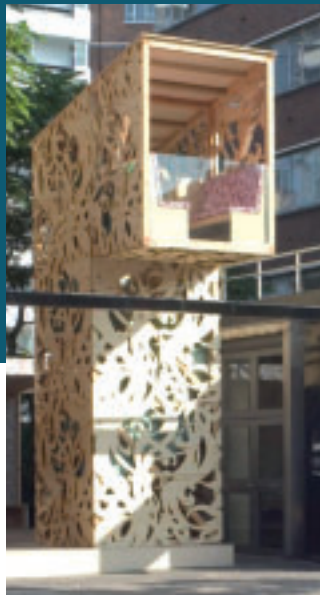
Weyerhaeuser is an international forest products company and leading manufacturer of MDF and particleboard. Founded in 1900 it has been ranked in the Fortune 500 since 1956, and is committed to innovation in terms of management of forestry holdings and developing new ways to utilize renewable resources.



Lathams towers above London

James Latham supplied plywood for a towering structure in London as part of a unique collaboration between designer Eley Kishimoto and 6a Architects.

'Hairywood Tower', a 6.3 metre high urban summer house, helped to launch The Architecture Foundation's new London gallery, The Yard, and aimed to merge pattern with architecture.



Kishimoto's signature patterns were printed onto the plywood with varying light, colours and textures, and a space at the top viewable from the street playfully challenged the possibilities of public space from a new perspective.

Changes at the top

There have been a couple of changes among the senior management at James Latham plc.

Former group company secretary and marketing director, Pippa Latham, has been appointed a non-executive board director, while the group financial director, David Dunmow, has taken on Pippa's responsibilities as company secretary.

Pippa says, "I have very much enjoyed my 'hands on' role over the last 15 years within James Latham, especially with the strategic changes, which we have succeeded as a board in bringing to the business, and I am

delighted to continue to be involved with my family's business, but at a different level."

Individual

Pippa has also set up her own consultancy, offering corporate governance, company secretarial advice and executive coaching to companies operating on the Alternative Investment Market, which is already keeping her busy!

Chairman Roger Latham adds, "The changes in position for both Pippa and David will benefit us greatly, as they are both very capable people who can use their individual skills, expertise and knowledge of the business to help continue to make James Latham plc a successful company."

LATEST NEWS

FROM AROUND THE BUSINESS



Egger flooring for the new Hilton Hotel in Canary Wharf, but has provided several hundred sheets of black walnut for an exhibition at the Tate Gallery. The depot has also taken on new employee, Carly Williams, to train in sales and administration, and Daniel Mahoney and Daniel May both passed their exams to become certificated members of the Institute of Wood Science.

Wigston

Michelle Curtis, sales administrator at Wigston married her fiancé Ross Spencer and enjoyed a honeymoon in Cuba!

Yate

Yate was the first Latham's timber business to implement computer software Bistrack, and also recently received its first consignment of Stellac Wood and SGS sapele. The depot will be exhibiting at the Shepton Mallet Homebuilding & Renovating Show with its merchant partner, Rawle, Gammon and Baker, displaying a wide range of products, and on the staff front, sales representative Luke Jones recently got married to fiancée Natalie!

Dudley

Sales of hardwood at Dudley have been extremely good and keeping the staff there very busy. Congratulations to transport manager Robert Clayton on the birth of his second daughter, and well done to sales rep Cymon Yardley, who was nominated in the Trainee of the Year category at this year's TTJ awards.

Eastleigh

Max Ford has joined the warehouse team and existing staff member, Corinne Smith, has moved from an administration role into sales. Both melamine faced and decorative veneered boards are selling well, and the depot hosted its first Golf Day in September in glorious weather!

Gateshead

New sales representative Dave Monkhouse has been appointed, and is responsible for the further development of sales at Gateshead and promoting the James Latham product range in areas covering the top of North Yorkshire, right up to the Scottish borders.

Hemel Hempstead

Peter Jones and Adrian Young from the plc accounts department took part in their 5th annual fund raiser for the British Heart Foundation, cycling from London to Brighton and raising between them a whopping £600 despite a buckled wheel incident and the blistering heat - Well done lads!

Ossett

With a very busy few months, Ossett has recruited Steve Williams and James Marriott to its sales team.



James Marriott



Steve Williams

Purfleet

After some sterling work from sales manager Bob Hodgkiss the depot has received some large orders from the Channel Islands. These include supplying European oak for the refurbishment of Mont Orgueil Castle, some machined Western red cedar for a new luxury development in St Helier, not to mention machined Douglas fir for external cladding on homes and apartments in St Brelade. Also, congratulations to James White, who is celebrating the arrival of his second baby girl, named Claudia.

Thurrock

Thurrock has not only won a big contract to supply

Texwood®

Solid Choice

James Latham's versatile range of Texwood® products is continuing to be a 'solid' choice with customers needing a high quality solution for worktops, table tops, stairs or furniture.

Manufactured by Italian processor, Piarottogno, James Latham supplies the solid-wood laminated panels, which are just perfect for those needing a stable and consistent quality product.

Featuring finger-jointed staves, each panel is carefully checked and approved to ensure that there are no defects and that the final product is both technically and aesthetically perfect.

Special request

Available in 12 different species, including beech, European maple, teak, iroko and alder, the 4000 x 1220mm panels are offered with a choice of 20 or 42mm width staves, and in thicknesses of 16 to 52mm. By special request, James Latham can also supply Texwood® kitchen tops complete with rounded front edges and corners.



Piarottogno has been working with solid wood since it was established by the Piarotto family in Venice in 1922, and are committed to pursuing continued product development, innovation and a careful selection of sustainable raw materials.

“Me & My Job”

Jo Seal

Group marketing coordinator

Jo has been part of the James Latham Wigston team since January 1999, having started as a sales administration assistant.

She has recently been promoted to her current role as group marketing coordinator for Lathams Ltd, and reports directly to plc board director, Chris Sutton.

Jo comments, “Since my promotion, my responsibilities have switched from sales to marketing, and I also have to look after our website. I now have more contact with our suppliers and with our customers, such as architects and designers who want to use Lathams products and need to see samples.”

Variety

Looking after all nine James Latham depots, along with Advanced Technical Panels, and also interior building products supplier, Nevill Long, Jo manages a wide variety of print projects, mailers, and other depot and group needs. She also undertakes daily contact with external marketing



agency, Connectpoint, to organize Latham's public relations and advertising activities.

Jo adds, “The best thing about my job is that it is varied, and the different tasks that I face each day keep me busy and interested. One day I may be doing website and intranet work, and the next I may have to organize advertising or co-ordinate our price guide.”

Cooking

When she is not in work, Jo likes to keep fit by doing aerobics, and she enjoys cooking and socializing, as well as spending time with her daughter.

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



★ Get yourself a ★ winter warmer!

With the cold weather well and truly on the way, issue 8 of Natural Choice is featuring a special 'winter warmer' competition.

By answering the questions below, you could be in with the chance of winning a luxury food and drink hamper, which includes goodies such as biscuits, tea, coffee and chocolates, not to mention some lovely liqueurs!

1. What is the name of the show in Somerset being sponsored by James Latham?
2. Who designed a Viking boat using timber for the James Latham Purfleet depot?
3. Which James Latham product is well on its way to being FSC accredited?
4. Name three of the species that Texwood® is available in.

To win, send your answers with your name, company details, address and telephone number to Winter Hamper Competition, C/o, Connectpoint PR, St Johns Court, 19b Quay Street, Manchester, M3 3HN.

IWSc conference

Peter and Pippa Latham recently attended the Institute of Wood Science's Jubilee Conference 2005 at Carpenter's Hall in London entitled “Wood – a Modern

Material for a Modern World”. A dinner was also held at the Haberdashers' Hall on the previous evening, where members celebrated its fifty year anniversary.

Baüsen® to get its own website!

James Latham's own brand of Baüsen pre-finished solid hardwood flooring has been so successful that plans are being put in place to produce a dedicated website for the range.

The site will not only feature the

Baüsen®
PRE-FINISHED HARDWOOD FLOORING

latest information on Baüsen product specifications and species, but will detail prices as well as application case studies. There will even be a function for ordering samples and literature online.

Strong brand

Group flooring manager, Richard Pickles says, “Baüsen has become very strong as a brand, with many of our customers now asking for it by name. The website will be very useful as it will also provide contact details for all our flooring specialists across Latham's UK depots.”

Five layers

Baüsen is coated in five layers of factory applied UV lacquer or UV cured oil, supplied in 90mm, 120mm, and 150mm widths and available in timbers such as white oak, beech, maple, birch, walnut and merbau, as well as a 'distressed' range of red, dark and golden oak decors.

