

ME AND MY JOB



Jason Ream
Panel Products Manager, Ossett

Jason Ream has been with James Latham for ten years, and we thought it was high time that we caught up with him to find out a little bit more about what life is like for the Ossett depot Panel Product Manager and Group MDF and Laminates Products Champion.

"I started out in this industry more by luck than judgement," Jason admits. "My first serious job in the trade was at Lawcris Panel Products and I haven't looked back since; I began as their sales representative for West and North Yorkshire and then expanded my territory into the Midlands."

Jason moved on to WT Edens in Coventry as their representative for the North and East Midlands, and having spent 18 months in that role he was recruited by James Latham Ossett.

A decade later and Jason has risen to the rank of Panel Products Manager and was recently appointed the James Latham Group MDF and Laminates Product Champion.

Jason explains: "My main duties are to make sure that the profit targets for the Ossett panels department are met. I have to keep a close eye on the prices that we are quoting on material and make sure that our stock levels are able to meet demand."

"In my role as Product Champion I also get involved with Group MDF sales and negotiations, and I look after laminate for the Group in a similar manner."

With the responsibility for panel stock falling on his shoulders, Jason's customer sales are now balanced with the task of sourcing and purchasing

product for the depot, and it is a job that he takes great pleasure in.

Excellent

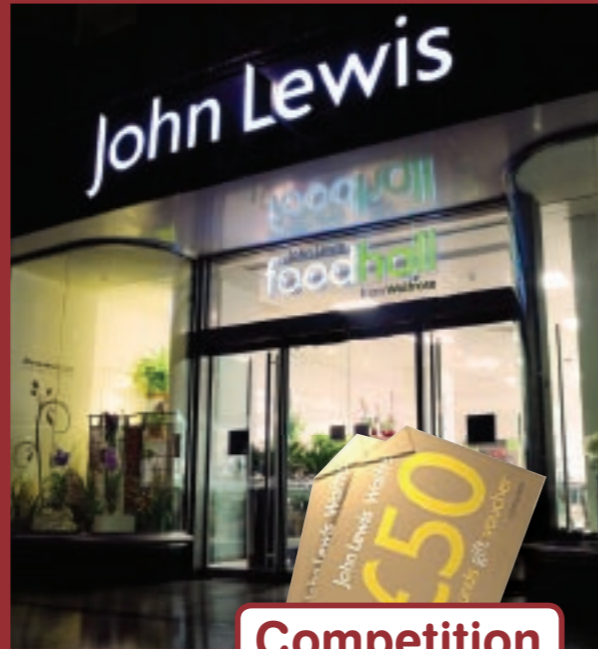
"I love having the opportunity to build good, solid relationships with our suppliers and customers," says Jason. "I think an excellent relationship with suppliers is paramount to driving sales forward and I really enjoy the chance to create new and lasting partnerships."

With sales doing well, Jason feels that there is even room for expansion at the depot.

"Here at Ossett we have outgrown the site, so I'm looking forward to finding out what's going to happen next," he says, adding: "I'm also looking forward to my increasing Group roles on Laminate and MDF."

Jason has been married for seven years to his wife, Melanie, has two sons aged 12 and 14, and two stepsons aged 28 and 23. He has been known to frequent the odd public house and is an avid Leeds United supporter.

"I used to watch Leeds play all the time, but now it's got too expensive I've had to cut down," explains Jason. "I do love my cricket as well, though. I haven't played for the last couple of seasons, but after watching England smash the Aussies in the second Test it could be time to come out of retirement!"



Competition

Therapy for the winter blues...

James Latham is giving one lucky Natural Choice reader the perfect antidote to the winter blues with this issue's fantastic competition.

Days are dark and nights are cold, so how about £100 of John Lewis vouchers to brighten up the January sales?

The vouchers are accepted at johnlewis.com and in all John Lewis and Waitrose shops and can be spent on anything from briefcases to baby toys; put them towards a sofa; treat yourself to some new clothes; or splash out on something digital!

For a full list of the products available just visit www.johnlewis.com.

To be in with a chance of winning, send your name, company name, address and telephone number to Neil Knighton, Amaze PR, 6th Floor, Number One First Street, Manchester, M15 4FN or email your details to n.knighton@amaze.com. The winner will be chosen at random and announced in the next issue of Natural Choice.

Competition Winner

Congratulations to Graham Allison of Piper Cox Joinery Limited who won £100 of Love2Shop vouchers in the last issue of Natural Choice – Well done!

Winter 2010 Issue 21

James Latham

Natural Choice



Lathams' new flooring division

Opens its doors in January see pages 6 & 7



Natural Choice aims to inform and entertain all of its readers by including product information, employee and customer stories and end user successes. If you have a story you would like to tell, a recent project that you are proud of or any ideas to improve Natural Choice – we want to know!

Please send your stories, ideas and accompanying photography to marketing@lathams.co.uk



Also inside: Accoya® turns on lighthouse
HI-MACS hits the big time
Howzat? for ATP



message from
Peter Latham

The early approach of winter to most of the country has brought the usual chaos to the roads and interruption to business, ending a year that started full of uncertainty and turned out to be much better than many feared.

Generally our customers have been busier than expected, although most timescales have remained short-term, and some sectors have seen significant recovery. This has reflected the better than expected growth figures for the economy for the first and second quarters. The coalition Government started with much public good will but the long anticipated autumn spending review casts a shadow over 2011 and beyond.

Improved Profit

For James Latham it is encouraging to have seen growth in volumes and sales for our six months' trading to 30th September, particularly from our newer sites in Scotland, Fareham and Dudley. We have managed to control costs and this has led to improved profit figures. I would like to thank our customers whose votes

helped us achieve the top spot of Timber Trader of the Year in the Timber Trades Journal awards. This is the 5th time that we have won this award in the 14 year history of the event.

In this edition of Natural Choice we again feature a number of the more recent additions to our product ranges which have enabled us to grow the business in an increasing number of markets. We have a range of sales brochures available on request or on our website. Sales of LG HI-MACS have increased significantly during the year, particularly into commercial applications, but we still have to grow business into the domestic sector. And you don't have to be Uri Geller to bend it!

The feature on Accoya windows used in the renovation of a 19th century Sussex lighthouse demonstrates the attraction of its durability in exposed environments. We encourage customers considering using Accoya to talk to us about running trials.

Finally, I would like to take this opportunity to wish all our customers a very happy Christmas and a prosperous New Year.

Peter Latham

ANGEL OF THE NORTH

In 2004 James Latham Sales Representative of nine years Geoff Hall was appointed Sales Manager of the newly acquired Lathams site in Gateshead.

His task was to turn the business previously owned by FH Thomson into Lathams' distribution centre for the North East of England.

Despite the economic downturn, the site's average sales and profit have doubled over the last six years with August, September and October 2010 seeing the site reach record levels since it opened.

Geoff puts the success of James Latham Gateshead down to the strength of the Lathams group, its range of products and policies and, just as importantly, the people around him.

He says: "First and foremost, this depot has absolutely fantastic staff. When I arrived at FH Thomson, it's fair to say I inherited a pretty young and inexperienced team; however, the vast knowledge and experience that Lathams has running throughout the organisation has helped to develop them and over the past six years they've become a real asset to our business. They are continually growing in knowledge of the industry and its products and are totally focussed and committed to the Lathams way.

Confidence

"I believe we have developed real confidence in Latham Gateshead. Our customers know that we offer the full package of quality products, knowledge of their business requirements and an unrivalled service on deliveries and collections."

When James Latham bought FH Thomson's sheet materials depot, one of the first actions that Geoff and the management team took was to change the



focus of the customer base and extend credit to the right customers with a view to building longer-term relationships.

Targeting

"I wanted to instil James Latham's principles in the depot, which meant changing its focus from primarily selling 'me too' products to finding out exactly what the customers we were targeting wanted and whether it was within our current product range," explains Geoff. "Once the depot became more focused on matching or sourcing products to suit customers' specific needs, we were able to help customers build their own businesses and I believe they now feel they can rely on us to find the right solutions to their problems.

"I think that we now have a really solid foundation here; the staff are fantastic, they work together incredibly well and Gateshead's hardwood and softwood business has grown rapidly this year following the successes of our increased panel product and flooring business."

The depot has far exceeded initial aspirations when it comes to both turnover and profitability, and after three consecutive record sales months, Geoff feels that success is clearly breeding success. Even with the quieter Christmas months now upon us, Geoff sees more new records for Gateshead in 2011.

THE BUILDING CENTRE EXHIBITION

James Latham is set to treble the size of its display at The Building Centre in Store Street, London from the 1st January 2011, with the extra space dedicated to the huge range of products from many of Lathams' top sellers.

The new space includes an enhanced door display showcasing Moralt and Flamebreak door blanks and the exhibit is set to see

an increased presence for many of James Latham's other top sellers, including PAR-KY by Shinnoki, Bausen flooring, LG HI-MACS and Accoya.

Great Range

James Latham Director Chris Sutton said: "We set this up two years ago with a view to demonstrating the quality of our products to London's top architects, developers, specifiers and contractors.

"We saw some great opportunities arise out of



the old display and I expect to see a significant increase in enquiries from our new exhibit. Lathams' sales have been strong throughout the company and I felt that now is the time to capitalise on the added interest with a display that truly reflects the great range of products we can offer."

THERE'S SOMETHING ABOUT SILICA

Even though the worksurface market has seen some hard times, more and more people are beginning to opt for James Latham's more competitively priced solid surface option, Silica.

Aimed at customers whose layout needs do not require a complicated approach, Silica offers many of the benefits of solid surfaces at a fraction of the cost.

Affordable

While laminate companies are becoming increasingly innovative when it comes to textures and design possibilities, customers whose budget wouldn't usually be able to extend to solid surfaces are now able to get the look they want at a price they feel is affordable.

Silica's MR MDF provides a rigid board, while the



HI-MACS surface provides the kind of features that has made the brand so successful in the luxury market: a pure acrylic solid surface that comes with the option of integrated sinks and thermoformed details.

With customers commonly asking for lighter textures

and colours and thicker, more chunky worktops, Silica's strong colour range and bespoke fabrication service make it easy to match contemporary styles within a limited budget.

This, combined with its FIRA Gold Award and a strong supply chain with consistent availability on all products, allows Silica to strike the ideal balance of reliability, performance and price.

Successful

Steve Robinson, HI-MACS Product Manager said: "Laminates have a great share of the worksurface market and will never go out of fashion, but new products like Silica are beginning to take a larger slice of the action as people realise that there are other options out there that can offer something a little bit different. Silica has all the makings of a really successful product, and it's a real asset to James Latham's portfolio."

FIVE STARS AT THE TTJ AWARDS



At the Timber Trades Journal Awards in September, James Latham proudly claimed its fifth Timber Trader of the Year title, only two years after winning their last one.

James Latham can add this to its trophy cabinet, which is already bulging with awards from 2000, 2002, 2004 and, the last time, in 2008.

In the 14-year history of the TTJ Awards, James Latham has won the top prize more times than any other company and Director Chris Sutton was on hand to accept the prize from the Awards host, Karren Brady.

Appreciated

After receiving his trophy, Chris said: "It doesn't matter how many times you get this award, it feels fantastic to know how much our hard work is appreciated. This award comes from people who live and breathe the business and there is no better endorsement than that of your peers.

"It is a real testament to the talent we have in the company that even in this economic climate, James Latham can set the benchmark for quality of service that others must now try and follow."

COVER STORY
NEW FLOORING DIVISION MORE ON PAGES 6 & 7

PRODUCT CHAMPIONS

Over the years, the range of products offered across the James Latham depots has widened considerably.

From MDF to Bausen, HI-MACS to Shinnoki, the ever-expanding list is testament to the growing success of the company and to the expert insight into customers' needs that the people of James Latham provide every day.

Expertise

As an extension to this expertise, James Latham has now appointed Product Champions in each depot. These are people with unrivalled product knowledge who are able to give the best advice to colleagues and customers alike about the application, price and performance of their material of choice.

James Latham Director, Chris Sutton said: "This is a really exciting development for us, as the Product Champions will give the depots an even deeper focus on the products they provide. The sales and marketing plans that the Champions develop will help drive James Latham to even greater success through a better understanding of how to best serve our customers."

The James Latham Group Product Champions are:

Door Blanks and Veneered Panels
Steve Frommont
MDF and Laminates
Jason Ream
Melamine
Paul Morson
HI-MACS and Silica
Steve Robinson
ATP and Birch Plywood
David Briggs

HOWZAT? ATP'S CUSTOMERS HIT THE COMPETITION FOR SIX

Cristian Durant of Durant Cricket and Andrew Ashworth of Electrovista came to ATP a couple of years ago with a problem that needed a unique solution.

As suppliers and installers of specialist cricket equipment, Cristian and Andrew have a reputation for bespoke products of the highest quality and they needed a material for their custom scoreboards that could meet their stringent standards.

High Quality

ATP's Black Multiwall has been their material of choice since they were first introduced to the Finnish Birch plywood overlaid with a tough polypropylene



coating. This high quality, low maintenance product allowed them to finish construction faster and with a finish vastly superior to painted plywood, their previous product of choice.

Both companies have now completed many scoreboards using ATP Multiwall, including work at clubs such as Arundel Castle, Timsbury and Sandford, plus Middlesbrough Cricket Club and a large board at the ECB Academy Ground at Loughborough University which used 25 Multiwall boards.

Incredibly robust, ATP Multiwall is easy to clean with water and detergent and can be used for anything from play equipment to horseboxes.

Sourced from FSC European forests, it is available in a range of thicknesses and colours including white and grey in 4mm, 9mm, 12mm and 18mm and in a stock size of 1220 x 2440mm. Other sizes, colours and thicknesses are available on request, please check availability.



SHINNOKI IS MORE THAN OKAY

James Latham has created a brand new colour brochure in order to showcase their Shinnoki prefinished veneered MDF and PAR-KY veneered flooring.

Shinnoki is available in 16 decors that range from classy to funky, and provides the kind of high quality finish that is ideally suited to either commercial or domestic use.

PAR-KY by Shinnoki is the showpiece of the PAR-KY collection. The veneer flooring has a thin layer of real wood, giving it unique patterns and rich variations throughout each of the six colours available.

Designed to be a perfect match with the latest trends in interior decoration, each colour was developed after comprehensive research by Shinnoki and the uniformity between the panels and floor



boards means that it is possible to co-ordinate your flooring, walls and furniture for the ultimate in style and quality.

LATHAMS GOES CONTINENTAL



James Latham's sales people have been busy honing their knowledge of veneered boards, with team members from every depot enjoying trips to factories around Europe throughout 2010.

The teams recently returned from trips to Holland and Spain after being given an in-depth look at veneer-grading and the latest production of its high-quality veneered boards.

The tours included a visit to a mill to witness the manufacturing process from beginning to end, following the wood's progress from the trunk to the final product.

Veneered Product Manager Steve Frommont summed up the purpose of the trips: "James Latham are the market leaders when it comes to veneered boards and it is vital for our teams to be able to speak with absolute confidence about their technical benefits. These factory visits help to reinforce everyone's understanding of the grading rules and the advantages of our panels, which we are then able to pass on to our customers."

Present for the most recent trips were: James White, Cymon McEvelly and Helen Glaze from Dudley; Dave Green, Kelly Olsen, Keven Pallett and Steve Frommont from Fareham; Stephen Schubeler and Steven Graham from Gateshead; Paul Morson, Rob Howlett and Darren Brooks from Hemel Hempstead; Richard Firth from Ossett; Elaine Bell, Anne Denton and Martin Cassidy from Scotland; Paul Fletcher and Dan Mahoney from Thurrock; Mark Palij from Wigston; Paul Hussey, Luke Jones and Joe Salt from Yate.

DOOR BLANKS FEEL THE HEAT

October saw a flurry of activity for everyone involved with door blanks, as delegates from around the depots spent two days with TRADA and James Latham's suppliers for some extensive training.

There was a chance to witness a fire test on a Flamebreak door blank, and everyone was able to spend some time with TRADA looking into the technical details on such standards as SBD PAS 23/24 and DD171, as well as learning more about the company's products from Moralt Tischerplatten and Halspan.

The team was also given the opportunity to look at potential new products that would further establish James Latham within the door blank market.

Door Products Manager Steve Frommont said: "Door blanks are amongst the most technical products we sell and require real in-depth knowledge of their different aspects. Training in the very specific advantages of our products is hugely important, and by seeing a demonstration such as the fire test we are far better equipped to discuss the importance of the correct use of fire doors."

Present for the two days of training were: Geoff Burton and James White from Dudley; Dave Green and Steve Frommont from Fareham; Garry Suggett from Gateshead; Darren Brooks from Hemel Hempstead; Steve Williams from Ossett; Martin Cassidy from Scotland; Darren Gentle from Thurrock; Gareth Wilson from Wigston and Paul Hussey from Yate.

TAKE A LEAF OUT OF LATHAMS' BOOK

September saw James Latham Director Chris Sutton head down to London for the 9th annual Leading European Architects Forum (LEAF) which was held at The Marriott Grosvenor Square.



Attended by leading architects, engineers, contractors and developers, LEAF International 2010 was the perfect opportunity for James Latham to gain an insight into the projects and products that top industry people would be interested in for the coming year.

Chris said: "The event was really well organised and I had the opportunity to speak face to face with 14 leading architects about the quality and range of products that James Latham can provide."

"We discussed the individual merits of Moralt, Shinnoki, Accoya and Bausen over a period of 30 minutes for each architect and we have seen a lot of interest come out of those conversations."

Chris attended two dinners as part of the event, which he says he put to good use: "They gave me the opportunity to network with architects who I had not met formally," Chris explains. "It was a really enjoyable event and we have got a lot out of it. I am already considering marking my calendar for next year's forum."

HIGH GROWTH FOR HI-MACS



James Latham and HI-MACS are enjoying a year of strong performance and high growth, with two months of record sales, a growing team and sights firmly set on new markets for the future.

With HI-MACS sales in June and September averaging an increase of over 22% in comparison to 2009, the UK's largest timber and panel products distributor is on course to hit the tough targets set for this year with HI-MACS becoming increasingly favoured by architects in search of design oriented, highly durable material.

In order to meet rising demand, James Latham's HI-MACS Manager Steve Robinson has

taken on a new Sales Manager in Steve Nock.

Steve Robinson said: "We already have a highly experienced team and with our new appointment we are able to cover the entire of the UK for the first time. Steve has ten years' experience on the fabrication side of the business which will give us a different perspective and allow us to offer even better solutions to our customers."

With the fabrication sector a key target area for James Latham, the new appointment is timed perfectly to coincide with a brand new sample box and brochure designed specifically to allow consumers to experience the quality of HI-MACS.

Steve added: "Our sales have grown almost 20% this year, and with the new literature, samples and personnel, I believe we are in a great position to capitalise on the increasing demand for our product."



one stop shop for the trade

James Latham's new dedicated flooring division opens its doors for business in January 2011. The new 'one-stop-shop' will see Lathams' extensive range of solid and engineered wood flooring, as well as adhesives, screeds, underlays and liquid DPMs, all displayed under one roof.

The impressive new showroom will be located at Lathams' Thurrock site, just minutes from the M25.

Lathams introduced a range of pre-finished wood flooring across all nine of its depots seven years ago, which included its now well established and highly regarded Bausen brand. However, the business has evolved and grown to a point where a centralised and specialist division is now required.

Paul Latham, who will head up the new division, explained: "Whilst obviously keeping abreast of the latest trends and developments in the timber and timber sheet materials business, the new flooring team will focus on wood flooring. They will be keeping up to date with the latest developments in flooring technology and products as well as with current trends and fashions. They will provide real insight in terms of industry knowledge, delivering an unrivalled 'added-value' service to customers.

"The division includes a mix of both new recruits and existing members of Lathams staff who offer a wealth of experience. Alan Peploe, who has been recruited from a hardwood flooring background and who will oversee the division's dealings with flooring retailers and contractors, brings with him over 20 years' experience of working on major flooring projects. Ian Gallier, who joins Alan as part of the new Sales Office team, has already worked for Lathams and demonstrated a keen interest for wood flooring during this time. Ian will bring to the division an

understanding in working with barfitters and shopfitters as well as other sectors within the Lathams Ltd customer base."

"There will also be a team of four dedicated sales representatives: Richard Pickles, who will cover the North East, North West, Scotland and Yorkshire, Karl Tarczynski whose area will be North London, East Anglia and East Midlands, Christian Scott who will cover the West Midlands, Wales and the Southwest and Paul Heatley who covers the South and the Southeast."

Paul concluded: "The flooring champions at each of our depots across the group have done an excellent job in getting the flooring business to where it is today and they all deserve a lot of credit. But we have come to a point where we are now appealing to a much wider customer base and are looking to offer a more rounded and comprehensive service to architects, designers, flooring contractors and flooring retailers.

"James Latham Flooring will focus on all matters to do with wood flooring and our range and expert advice, coupled with in-depth knowledge, experience and an unrivalled reputation for service will guarantee that the new division will quickly make a big impact."

Existing customers of James Latham will receive a letter during December giving details of the new flooring division and the new team will also be out and about during the month meeting key accounts.

From the 1st January, customers can contact James Latham's Flooring Division on 01708 681 700, fax them on 01708 252 381 or email flooring@lathams.co.uk.

DOOR OPENS FOR MORALT

James Latham's range of Moralt door-blanks has become available from every site for the first time, with the company putting the investment down to demand for their unrivalled range of fire, acoustic and thermal doors.

The increase in stock is a result of the greater demand for their Firesound doors, which are fire rated and feature excellent sound insulation. As an added boost, Latham's Moralt Klima door-blanks are turning the heads of architects involved in Passivhaus projects and are increasingly being used in the construction of highly insulated, self-heating houses.

Engineered to meet the recently approved and stringent new building regulations, the PU/Core Klima thermally insulating door blank has an unrivalled U-Value of 0.89 W/km². It is so well insulated that architects

believe it could be the answer to helping the ideal house retain more heat than it loses.

Group Door Manager Steve Frommont said: "This is the first time James Latham has been able to service every part of mainland UK with Moralt and this is having a real impact on sales.

"The two star performers are our Firesound and Klima door-blanks which are attractive to two very different markets. For public buildings that need to pay attention to their acoustics installation, Firesound offers the perfect balance between sound and safety. For those searching for exceptional insulation, Klima can help to help create the self-heating house of the future."

For more information on James Latham, Moralt or the fire, thermal and acoustic testing process, please phone 0116 527 3415, email marketing@lathams.co.uk or visit www.lathamtimber.co.uk

OPERATING PROFITS RISE...



James Latham has just announced its preliminary results for the six months to September 2010, recording an impressive 13.4% increase on last year's turnover.

The results show an increase in profit before tax at £4,591,000, and included a final payment of £360,000 on the sale of the Clapton site.

Chairman, Peter Latham commented: "I am pleased to report very good results. There has been continuing uncertainty both in our markets and the UK economy as a whole but sales of our products have remained remarkably resilient.

"Group revenue has continued improving on a month-on-month basis and this is the

result of both increased volumes and higher cost prices. Cost prices have continued to rise but at a much reduced rate in the period July to September."

Positive

He added that the growth in sales had been achieved in both the timber and panel products divisions of the business, including the depot in Scotland which he said had made a positive contribution to these results.

James Latham's Chairman concluded: "There are still plenty of opportunities to grow the business profitably both from investing in our existing activities and in other areas and the company is very well placed to take full advantage of these."

LIGHTHOUSE TURNED ON BY ACCOYA®



In 2008, Sussex joinery specialists Westgate Joinery were approached by David Shaw with a rather unusual request.

David had purchased Belle Tote Lighthouse, a 177 year old Grade II listed building perched on the cliffs above the sea at Beachy Head, Eastbourne.

The building was badly in need of renovation if it was to have any hope of becoming

the luxury guest house David had envisioned.

Terrible Condition

The windows throughout the registered ancient monument were in terrible condition, letting in wind and rain and letting out heat through inefficient single-glazed panes. As part of a £1 million project, Westgate Joinery was asked to replace the variety of styles and species of frames that were dotted throughout the lighthouse.

According to David Pattenden, Westgate Joinery's Managing

Director, there was only one material that could match the customer's exacting requirements.

He explained: "Because of the age and historical significance of the building, the local conservation officer wanted the frames to be made of timber, but at the same time they needed to be durable, cost effective and secure.

"Accoya® was perfectly suited to this project because the treated timber comes with a minimum service life of 60 years. It offers Class One durability, exceptional coatings performance and is incredibly stable through changes in moisture content over the seasons, thanks to the manner in which it is treated. The frames require little maintenance and it really reduces the cost throughout the life of the product."

Quality

David Shaw was also convinced that it was the right choice, and Westgate Joinery installed Accoya® frames throughout Belle Tote in sharp white. The installation came with high quality stainless steel, multipoint locking systems and 'easy clean' hinges, and an A-rating under the British Federation Rating Council Energy Rating scheme.

The proud lighthouse owner remarked: "The new windows have made a vast improvement to the property visually and in terms of energy and heat retention and have made a significant reduction in noise from the wind in such an exposed location."

For more greatwork with Accoya® by Westgate Joinery go to www.westgatejoinery.co.uk/accoya

JOLLY HOCKEY STICKS FOR JAMES

James Latham Director Chris Sutton has been made an honorary Patron of Leicester Hockey club as a thank you for his sponsorship of first team player Vanessa Hawkins for the 2010/2011 season.

The move comes after James Latham's backing of the British Colleges Sport National Women's Hockey tour of Portugal in the summer, allowing the company to continue to support grass-roots sporting development at both a local and national level.

Delighted

Chris Sutton said: "I was delighted to be able to assist Vanessa in her bid to help Leicester top the league this season. The club is one of the best in Europe; I am very proud of the sporting history it has given this town and I felt that this was the ideal opportunity to give our talent the support it deserves. We have been involved with Leicester Cricket Club for years and I couldn't resist the chance to be a part of another local team."

As honorary Patron, Chris is invited to watch all Leicester hockey matches as well as attend all major club events.

Miss Hawkins said: "It's a real boost to have local businesses taking an interest in our club. We have a very exciting season ahead of us and we are very grateful for Mr Sutton's support."

ATP TAKES OFF IN EUROPE



ATP's reputation for high quality, highly durable product has moved far beyond the UK's borders, with the company being approached to supply the maintenance platform

flooring for the brand new Airbus A-350 XWB commercial airliner.

As part of the prestigious £9.5 billion project, ATP will supply grey Koski-Crown flooring for 67 technical, lifting and tower

platforms across sites in Spain and Germany. The platforms will help ensure the new aircraft enters service on schedule in 2013.

Durability

Ferran Bielsa, Project Co-ordinator for platform maker Aritex Cading, said: "We were looking for the best performing wood against the A-350 XWB technical requirements. ATP's product matched Airbus's needs perfectly in terms of grip, durability and resistance against UV jets."

ATP's Koski-Crown consists of birch throughout plywood faced on one side with hexagonal textured phenolic coating, a white melamine reverse and all edges sealed.



Koski-Crown can be supplied in thicknesses between 6.5 and 30 mm and in stock sizes of 1220 x 2440mm, 1220 x 2500mm and 1525 x 3050mm. It is supplied in dark brown as standard and is also available in black and dark grey.

Its robust nature makes it ideal for lorry decking, van floors, narrowboats, trailer floors, ramps, decking, flight cases, walkways and spectator grandstands.



NEWS FROM AROUND THE DEPOTS...

Wigston

Wigston was celebrating in the summer as Gareth Wilson married his fiancé, Tracy. A few of the staff attended the wedding and yet more attended a lavish evening reception at Bosworth Hall Hotel. The lucky couple spent their honeymoon in St. Lucia – heartfelt congratulations go out to both.

The depot has welcomed two new staff members; Paul Simms has joined the Trade Collection Centre and Frances Hawkes is now part of the Marketing team.

October saw Andy Craig, Chris Sutton and Ian Milne entertain ten customers at the clash between local rugby club Leicester Tigers and rivals Bath.

After enjoying a pre-match lunch, the group watched the Tigers beat Bath, which prompted a celebration involving plenty more food and drink. The night ended with Ian getting to know one of his customers, Neil Taylor, extremely well, after they both boarded a train for the ten minute journey back home to Market Harborough only to discover they'd got on the non-stop express direct to St. Pancras!

Dudley

Dudley has seen lots of summer activity; the business saw record months in September and October, and there are strong signs that all the hard work is starting to pay off.

Congratulations to Helen Glaze, who has just got engaged to long-term boyfriend Gavin Stockton. Gavin proposed to her during their recent holiday in Florida and is a local policeman... she likes a man in uniform!

Amanda has had a huge smile on her face since the start of the football season as the Baggies have crushed Arsenal and got a draw at Old Trafford (just don't mention Stamford Bridge).

Lyndsey, Dudley's new recruit, is fitting in well and is proving to be a great addition to the team. Colin has put on a few extra pounds round the middle, but remains as good looking as ever. Helen passed her foundation exam for the IWSC with flying

colours, proving brains and beauty can go together. Cymon has been busy paying her husband to whack squash balls at the boss, as they have been playing every Thursday after work. Naomi Tyler has passed her BA Hons degree in Business Management, and the team are all waiting for this to have a positive effect on her margin... only joking... well done Naomi. Adrian and Geoff have been far too busy mopping up after James in the Timber department to enjoy themselves.

We have two new drivers Peter Hickenbottom and Andy Webb, who are proving to be real assets to the depot. Snowy is busy with his ballroom dancing, whilst Craig is still enjoying family life with his little girl.

Purfleet

Purfleet has had a busy summer, with sales figures ahead of budget and outperforming last year. John May recently returned from a trip to Malaysia and Sabah with a deep tan, although he insists that he was busy looking for new products and checking out Latham's suppliers. The trip was very fruitful and he has found some interesting products at good prices, so give him a call if you use Meranti, Majau, Hardwood Decking, laminated products or PAR Meranti.

Plenty of golf news from Purfleet; Neil Gaines has reached the final of the Volvo Match play amateur golf tournament. The final will be held in Portugal over four rounds at the famous Val de Lobo course, and the event is sponsored by the Daily Telegraph so we should be able to read all about it. Well done to Neil, that is a great achievement. In further golf news, Dan May came second in a club competition having only recently taken up the game, so watch out Neil! Danny Pyne is a top notch darts player, and his team is running top of the East London League. Martin Cohen has taken up cooking, he has been attending a Cordon Bleu cooking course and has promised to knock up a

gourmet lunch one day - look out Master Chef!

The whole depot has gone keep-fit mad, and as Sarah is the depot's resident professional athlete, she has designed personal fitness programmes for everyone.

Fareham

Timber sales are on the increase at Fareham, and sales are also strong on veneered and melamine faced panels. Recent additions to stock include Accoya, acetylated timber, and the Shinnoki range of innovative veneered panels from Decospan. The Timber department expanded by two this summer, with Mark Harraway and Leigh Bradley both celebrating new arrivals. Leigh has a new son called Austin Lucas and Mark is celebrating the birth of his daughter Elizabeth Sophia.

Thurrock

Liam Mahoney is set to make an honest woman of his girlfriend Louise after proposing to her while they were in Australia. Many congratulations to the couple, who plan to marry in 2011.

Carley Williams has set up her own dance school along with three other girls called Regency Dance, and, continuing with the dancing theme, Trevor French has taken up Ceroc dancing on a Thursday night.

Ashley Reynolds has become the top scorer in the local Thurrock football league, and he insists that it has nothing to do with his very expensive new football boots.

Driver Dave Booth is standard bearer for the British Legion and took an active role in poppy selling for the November Remembrance day, and well done to Jay Foster and Carley Williams, who passed another NVQ exam.

Hemel

Hemel celebrated another record Melamine sales month in September, and congratulations go to both Paul Morson and Howard Hayes, who have now reached the heady heights of Sales Manager and Depot

Manager respectively.

Double congratulations are in order for Howard, who also celebrated his 50th birthday on the 16th October, and spent the next day suffering from an almighty hangover.

Scotland

Scotland is still feeling the benefit of the sales push with the expanded team from earlier in the year, with trading accounts at their highest level since the depot opened its doors. Timber sales are leading the way, while Melamine and HI-MACS are showing powerful growth.

The staff are preparing for their Christmas party which is due to be held in a restaurant in nearby Hamilton, and are busy stocking up on paracetamol in preparation for the morning after.

Snow is already on the hills and with more bad weather on its way, the depot is readying itself in customary fashion: it's David's turn to buy the hot chocolate!

Gateshead

Gateshead is finishing the year in style with three consecutive record months. Sales and volumes have increased throughout every sector of the business and the Timber department is outstripping them all with 50% growth over the last six months thanks to the addition of some key customers.

Panels are also doing very well in both focus and commodity areas thanks to the depot's great relationship with its customers, who trust them to provide quality product on time at the right market level.

Sales Rep and ex Commando Garry Suggett is becoming a minor celebrity following a growing number of local TV appearances. Garry managed to help raise over £4000 for Help the Heroes at a recent event with his Territorial Army bugling exploits. Dave Brown is also having a busy year after moving house and, thanks to the success of the Timber department, he is currently enjoying another family holiday to Spain.

Stephen Schubeler returned from the Losan trip to Amsterdam unscathed and continued his cultural learning curve with a visit to the London Theatre and a rock concert, where he bumped into John Bon Jovi in the Mandarin Hotel bathroom (we'll not divulge the conversation that took place though!).

Steve Graham at Gateshead's sales desk has stopped his sun bed sessions, but is maintaining his weight training regime and moonlighting as curry deliverer extraordinaire.

Denis Green still refuses to pay for a sandwich and not one cup of coffee has been made by Steve Elliott for Geoff Hall this year! Finally, Gateshead have organised a Tyne River boat meal party for their Christmas night out, with the hope of 'accidentally' nudging some unwanted employees overboard!

Yate

Yate have taken receipt of two brand new lorries to help them better service the needs of their customers. One was a straight replacement for an old vehicle, but the other is a new addition to help cope with demand.

Joe Salt's cricket career is taking off, with Hawkesbury Upton Cricket Club awarding him 'Player of the Year,' and Luke Jones has done his bit for the Air Ambulance and Help for Heroes charities by completing a 10k Marine Commando Challenge.

Eddie Brookes can look forward to a long and successful career as a rugby coach, having coached Bradford on Avon under 10s rugby team to win the Salisbury Festival. As an extra bonus, Eddie's son Jake helped inspire the team to victory!



URI GELLER - HELLBENT ON HI-MACS



It is fair to say that Glen Cunningham of Surface Concepts in Lanark, Scotland knows every method for fabricating HI-MACS that there is to know.

Imagine his surprise, then, when his most recent customer showed him a new way of detecting the joins in the seamless work surface... by hovering his hands six inches above and sensing them with his mind!

Filming

The customer in question was Uri Geller, psychic and spoon-bender extraordinaire, and they met during filming for Celebrity DIY, a new show for the UK:TV Home channel presented by Big Brother winner and TV handyman Craig Phillips.

The task given to Glenn and his brother Ian was simple: to fit Uri's kitchen and guest quarters so they would be ready for his first guest, who just happened to be Madonna.

Using four sheets of HI-MACS supplied courtesy of Anne Denton and David Landsburgh

at James Latham Scotland, Glen and his team fabricated and fitted the interior of both rooms; but with Uri Geller helping, things took a turn for the paranormal.

Glen explained: "Obviously HI-MACS is not a DIY material but the camera crew wanted to get some shots of Uri cutting it in preparation for the oven hobs to go in. We gave him a jigsaw but he flattened the battery in just a

few minutes! He did the same with the drill too; he went through three fully charged batteries with enough charge in them to last for days!"

Uri also treated Glen to a spoon-bending demonstration using Glen's own spoons, and showed them his customised Cadillac, which is covered from top-to-bottom in twisted cutlery!

Impressed

Uri was so impressed by Glen's handiwork and the quality of HI-MACS that he asked Surface Concepts to return minus the television cameras to help renovate another part of the house. The large extension will now include a HI-MACS shower tray and vanity units, with the work due to be completed in Summer 2011.

Glen's work with Uri will premier on UK:TV Home at around Easter 2011 and will be repeated on the network for the next two years.



From left to right: Ian Cunningham, Craig Phillips, Uri Geller and Glenn Cunningham