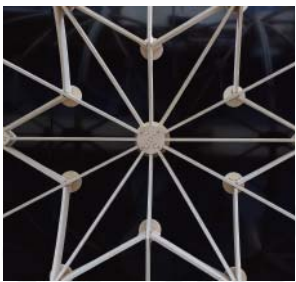




NATURAL CHOICE
NEWSLETTER
SPRING|SUMMER2018



Welcome

A warm welcome to the latest edition of Natural Choice, we hope you enjoy reading it. After what appears to have been a long winter because of the weather conditions, I hope that we are now in for better times.

We don't like to mention BREXIT but feel that we must. What will be will, we can't control the outcome but what we can do is to try and prepare for the worst-case scenario. Since October last year we have been talking to suppliers about the possible issues we may face with a hard BREXIT and potential delays in the movement of goods from Europe into the UK. Can we assure you that we are in a good position and have put in place robust plans to mitigate any disruption. Our European suppliers have been extremely helpful and, of course, it is in their interest to ensure continuity of supply.

Over the winter period we have taken the opportunity to give functional roles and responsibilities to the Lathams Limited Board. The new structure is set out below;

Andrew Wright – Panel Director.

Andy Duffin – Timber Director.

Piers Latham – Operations, HR and Health and Safety Director.

Steve Frommont - Supply Chain Director. This is a new role.

David Dunmow continues as the Financial and Information Technology Director.

Nick Latham – Non-Executive.

I continue as Managing and Marketing Director.

We believe these changes will give a real and enhanced focus on developing the business.

We have invested in the Yate and Leicester operations in the last 9 months and now plan to develop our existing Purfleet facility. We also hope to announce further investment in two other sites this year. Our association with the National Forest continues with the support of their TIMBER Festival in July, please see P8. We worked with the Victoria & Albert Museum on the recent PLYWOOD exhibition and are now going to be involved with their Twentieth Century and Contemporary Design show.

We continue to bring new and innovative products to market via existing and new suppliers. Please see our features P4, 5 & 6. In addition to this, we now supply an enhanced range of WoodEx engineered hardwood and softwood for joinery and stairs and have produced new brochures for both - see page one.

We recognise the need to enhance our online offering and have a group of people working to develop this, if you have any views or ideas please do not hesitate to email marketing@lathams.co.uk. Our aim is to offer an industry leading range of certified and fit for purpose products, delivered in a timely fashion at a fair price. We will continually strive to enhance our service to you.

We hope that you have a good early summer and that business proves to be successful for you.

Once again, we thank you for your ongoing support.

Chris Sutton Managing Director



HOME SWEET HOME

James Latham's new £7m depot in Leicester is now fully operational and the team are already feeling well and truly at home.

The new depot at Glenfield, which is just off junction 21a of the M1 close to the A46, incorporates the latest, state-of-the-art racking, storage and technology which, as well as improving handling, picking and efficiency, has also increased capacity by 35 per cent.



Commenting on the new site, Paul Wilkinson, Depot Director at Leicester, who, working with Latham's Operations Director, Andy Duffin oversaw the relocation project said, "The team here have been fantastic, and I am really proud of them. I know I have said it before but I want to thank them again for all their support and effort and for going above and beyond. Like any major move it had its challenges but they have all been amazing. Its already feeling like home and we are seeing massive benefits throughout the operation."



35% increase in capacity

"Two significant benefits which our customers have already commented on are firstly, the 35% increase in capacity which has allowed us to carry an even wider product range as well as increasing stock levels on site and the other is the vastly improved access which has made collections and deliveries more efficient" The depot is currently planning an open day when customers and suppliers will have the opportunity to see the site for themselves and they will be contacted in due course once a date is finalised.

New brochures for Advanced Technical Panel's full range of products, Latham's WoodEx Joinery and Stair range as well as a new Environmental brochure have been produced and are available either for download at www.lathamtimber.co.uk, by emailing marketing@lathams.co.uk or you can pick up a copy at your local depot.

NEW LITERATURE





SHOW SUCCESS

For us, this show just gets better and better each year



Once again, James Latham enjoyed massive success at this year's Surface Design Show, where we showcased one of the biggest and most varied collections of interior and exterior surface solutions in the UK.

**SURFACE
DESIGN
SHOW**
BUSINESS DESIGN CENTRE
LONDON – 6-8 FEB 2018

More than five thousand architects and designers attended the show, many of them visiting James Latham's stand as well as our permanent Product Specification Showroom on the Gallery Level.

This year's stand theme was the James Latham forest and it featured eleven 2.4m high trees, all showing different products and decors in a highly impactful and creative way from supply partners including Decospan, Abet Laminati, Garnica, Egger, Kronospan, XyloCleaf, Valchromat, Accoya, LG HI-MACCS® and KYDEX. Plus the floor of the stand was made using UPM ProFi composite decking.

Chris Sutton, Managing Director, James Latham commented, "For us, this show just gets better and better each year and I put that down to three things, the sheer breadth and choice of products we offer, the original way we display those products and the quality of our team.

"As well as getting hundreds of quality leads and enquiries both on the stand and in the showroom, we also got amazing feedback on the stand design and, in particular our trees, which became a real talking point during the show. In fact, we had requests from both suppliers and visitors asking if they could take a tree after the show and of course we were more than happy to oblige."

Among other things, this year, James Latham showed new ranges from Kronospan which included their Kronodesign 18/19 trends collection comprising 73 new decors and also announced an agreement with premium veneer producer Decospan to become the exclusive UK distributor for their added value products which include Shinnoki, Querkus, Nordus and Look'likes. There was also a lot of interest in HI-MACCS® Structura.

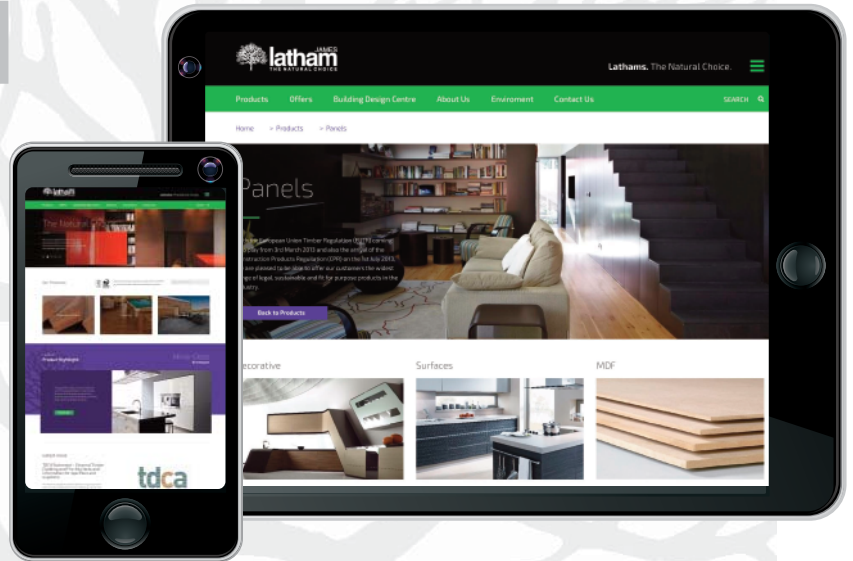
The show was deemed to be such a major success that James Latham has already signed up for 2019.

WE'VE LAUNCHED OUR NEW WEBSITE

James Latham's website has been completely redesigned, making it easier for users to navigate and find the products they are after more quickly.

As well as containing new and improved features and functionality, it also has a fresh look and is now fully responsive, meaning that it is compatible with all types of devices, from mobile phones to laptops. Group Marketing Co-ordinator Jo Seal, who has overseen the re-design explained, "Apart from the improved functionality, one of the first things users will notice is that we've made the website both mobile and tablet friendly. So, whether you're using a smartphone, tablet, laptop, PC or Mac, the website will detect a visitor's screen size and orientation and adapt its layout accordingly. This means that the Lathams website has become a lot more accessible on the move, it also means that Google is able to give the website a better ranking from an SEO perspective as well."

The front-end user interface of the website has been completely redesigned. Although a lot of the navigational architecture has remained, the redesign means that the website now has improved button work, plus, its easier to access tier page information, and it has larger graphics for better legibility and improved navigational aids.



In addition, the 'Product' section on the website has been re-engineered to allow for larger images and more accessible links. On the final information pages, there is now a 'click to reveal' tab system in place so that the information for each product can be easily referenced without the user having to scroll too far down the page, plus, the individual products also use a generic titling system so it is easier to cross reference products.

Finally, the site has also been improved from an optimisation point of view making the website more visible to search engines such as Google.

The site has been developed by web design consultancy Verto – Take a look at www.lathamtimber.co.uk

ARCHITECTS AT WORK 2019

James Latham has just announced that for the first time, we will be exhibiting at the London edition of Architects at Work which takes place on the 23-24 January 2019 at Olympia. The two-day trade show which happens in 23 locations around the world is aimed at architects, interior designers and specifiers.

Alex Wood, Specification Manager, James Latham said, "The A&D audience is an extremely important one for us and this will provide the perfect platform for us to showcase some of our latest innovations in surface solutions. The show is just two weeks before the Surface Design Show so it promises to be a busy start to the year for us."

Over 100 leading international architectural suppliers showcase new products and all exhibitors go through a rigorous selection process, with an external judging panel overseeing the product selection, to ensure that this is one of the UK's most highly respected trade shows.



ARCHITECT @WORK
UNITED KINGDOM

23-24 January 2019
Olympia London
National Hall

EXCLUSIVE DISTRIBUTION DEAL



James Latham has agreed a deal to become the exclusive UK distributor for Decospan's added value products which includes the Shinnoki, Querkus, Nørdus and Look'likes collections.



The new Shinnoki range offers prefinished wood veneered panels for

SHINNOKI®
prefinished wood panels

architects, designers and furniture makers, allowing them to create stylish and distinctive interiors. Unlike regular veneered panels, Shinnoki products are supplied ready-to-use and do not require further finishing.

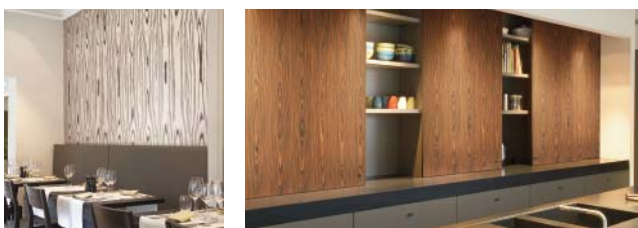
Available in sixteen on-trend finishes such as Manhattan Oak, Cinnamon Triba and Stardust Walnut, Shinnoki panels also offer phenolic laminate backs and matching edging plus, Shinnoki is as easy to work with as a melamine board, delivering time and cost-saving benefits while maintaining the natural, lively appearance of wood, both visually and to the touch.



Sourcing both FSC® Certified European White Oak and reclaimed Oak timbers, Querkus offers designers unprecedented choice. New for 2018, the range

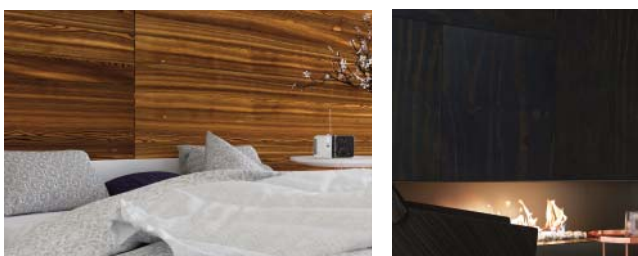
QUERKUS
finest oak collection

includes Oak Natural, Oak Vintage and Oak Smoked finishes offering flexibility and customisation, allowing a specifier to select a panel that meets exactly their colour, pattern, touch and budgetary needs.



Look'likes offer the great looks of real wood in an affordable and environment-friendly product, benefits that every designer can appreciate. The Look'likes collection is made of real wood but not with the actual wood species. FSC® Certified wood species such as Ayous, Spruce or Poplar are given the appearance of a different wood specie such as Oak, Ebony, Teak or Zebrano.

look'likes
reconstituted veneers



Nørdus is inspired by Scandinavian and modernist style which allows designers to create simple, yet practical interiors that are timeless. With Nørdus, only

Nørdus
the scandinavian collection

the best softwood and Birch is collected and carefully processed into finely cut veneer. Advanced surface treatments reinforce the unique beauty of the wood and highlight its 3D aspect

Reaction from architects and designers to all of these ranges has been really positive, and we are already seeing specifications coming through, particularly for high-end residential, retail, commercial and hospitality projects.

Dan Mahoney, Group Product Manager - Veneered Panels

James Latham's collection of decorative panels continues to grow with the arrival of some exciting new range additions for Spring/Summer 2018 from leading manufacturers including Kronospan, Egger, Xylocleaf and Abet Laminati.

The huge choice and selection of contemporary styles and textures, from woodgrains, metallic and material finishes to vibrant and subtle block colours, reflect today's and tomorrow's design trends and they are all available under one roof and directly from stock through our nationwide network of depots.

Here we take a look at some of the latest arrivals.

DECORS THAT DAZZLE

KRONODESIGN TRENDS 18/19

The choice of contrasting designs, colour shades, surfaces and textures in the new Kronodesign Trends 18/19 collection reflect today's and indeed tomorrow's design trends.



This inspirational range offers a selection uniting intensive, pastel and monochrome colours, dark and light woodgrains, sophisticated marbles, stones and metals, all available in differing textures – from rough slate and high gloss, to soft touch and subtle matt.

With 46 new decors added to James Latham's portfolio, captured in four trend themes, each theme reveals a distinctive design style; Organic, with its natural timbers and authentic stones, Expressive, with its raw and revealing woodgrains, Industrial, with its concrete, steel and geometric designs and Avant Garde and its interplay of glass, matt and metallic decors.

Paul Morson, James Latham's Group Melamine Manager, commented, "Kronospan's new collection of decorative boards is outstanding and these latest additions, which offer contrasting designs, colour shades and surfaces enhance our existing range perfectly, offering our furniture making and interior design customers even more choice and inspiration."

Contact your local depot for samples, swatches and more information.



XYLOCLEAF LAMINATE

With the addition of 25 new HPL decors to the existing collection, taking the offer to 52 Italian design lead decors, we are pleased to announce that James Latham are now the exclusive stockists of XyloCleaf in the UK and Ireland. Created and manufactured in Milan and unlike anything else on the UK market, XyloCleaf, which offers a variety of wood grains, linens and other unique materials, is a highly original and exclusive range of decors.



The inspiring XyloCleaf collection fits perfectly within premium design schemes and is ideal for furniture, fixtures and wall panelling and the portfolio of decors all come with ABS edging as standard.

Plus, the deep textures and intricate detail of XyloCleaf makes it difficult to distinguish from the real material it is designed to mimic. The newly launched items are now in stock, so as with the XyloCleaf MFC boards, everything is available 'off the shelf'.

Contact your local depot for samples, swatches and more information.



EGGER LAMINATE COLLECTION



The Egger Laminate 2017-2019 collection is a versatile, eye-catching portfolio of 297 decors in woodgrain, uni-colour and material finishes.

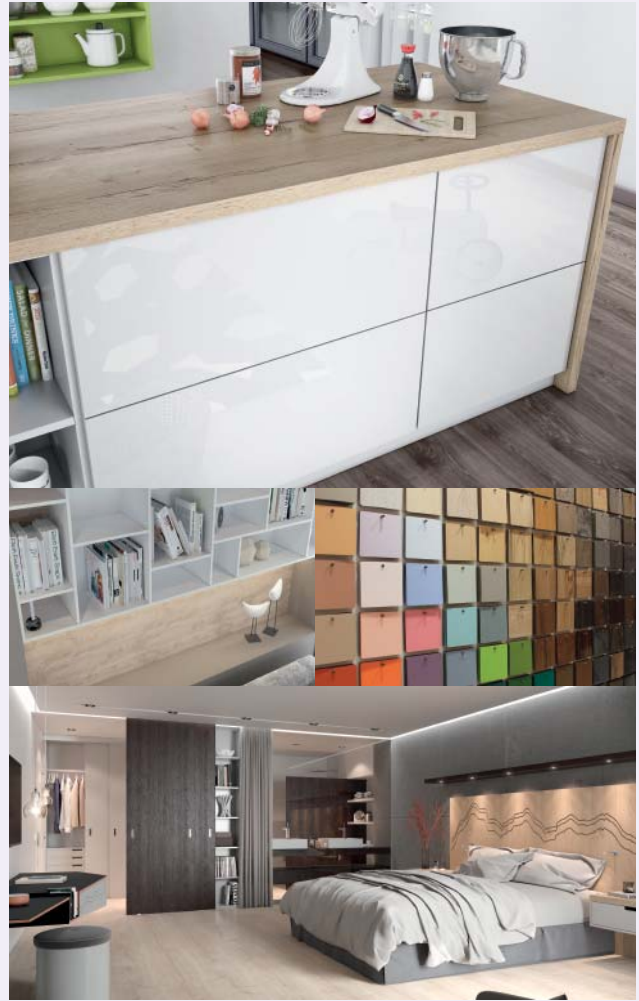
Co-ordinate colours and textures across a number of applications, including table and desk tops, receptions desks, doors and worktops. Most laminates are postformable, helping to create high end design.

Egger's decorative collection of laminates includes PerfectSense Matt, Perfect Sense Topmatt and High Gloss which all help to create an upmarket look and feel to your projects. The unique UV coating is micro scratch resistant and robust, making it well suited to both commercial and domestic applications.

Using a special production process involving electron beam curing, Topmatt (PT) laminate has increased resistance to surface wear, impact and scratches that makes it ideal for horizontal applications.

The portfolio also includes Feelwood laminate in which the surface texture matches the woodgrain decor to provide a finish almost indistinguishable from the real thing as well as a range of door laminate available in 90 hard wearing and extremely durable decors plus there is also a collection of coloured core laminate available in 9 decors, allowing joiners and designers to create furniture with a seamless finish.

Contact your local depot for samples, swatches and more information.



ABET LAMINATI CUBICLE COLLECTION

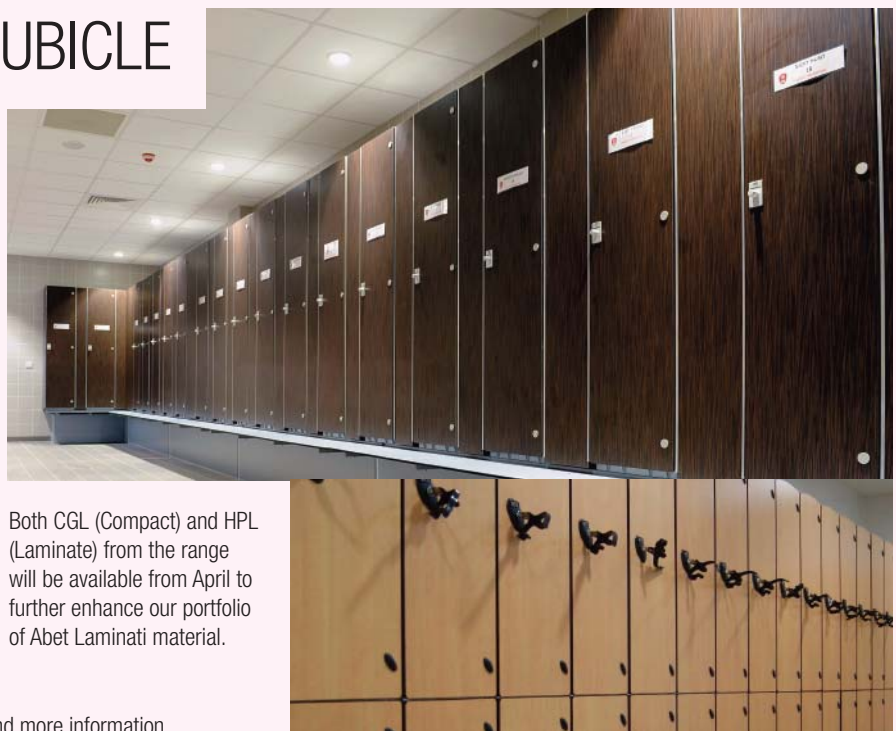


Unlimited selection

Spring 2018 sees the addition of the Abet Cubicle Collection to the already impressive Abet Laminati ex-stock product portfolio at James Latham.

As Europe's largest manufacturer of high pressure laminates, Abet has always focused strongly on creativity and innovation and with links to the best Italian and International designers in the business, they produce a diverse range of laminates in many colours, styles and textures to suit almost any application.

Contact your local depot for samples, swatches and more information.



Both CGL (Compact) and HPL (Laminate) from the range will be available from April to further enhance our portfolio of Abet Laminati material.



SOUND INVESTMENT

As the exclusive UK distributor of Moralt high performance door blanks, James Latham is delighted to announce that the Moralt FireSound 59mm has been successfully tested as operational interconnecting doors to an acoustic value of dB68.



Interconnecting doors are now extremely popular within the specification market for all kinds of applications. For example; between hotel bedrooms, in night clubs or music studios where sound needs to be blocked out or in commercial offices and administration buildings where greater confidentiality is required.

Steven Dennard, Group Door Manager for James Latham commented, "This high-acoustic performance from a timber-based door product highlights the superior quality of the Moralt FireSound 59mm which is UK stocked up to sizes 3050 x 1220mm and boasts a fire rating of up to FD90 under BS476 Pt.22."

Mr Dennard added, "The technical features and benefits, coupled with its environmental credentials – the door blank is FSC accredited - make it a really attractive option for specifiers and it is generating plenty of interest in the market."

A single leaf Moralt FireSound 59mm door on a pivot hinge with a floor spring also available exclusively through James Latham in the UK, has been successfully tested to dB42. Again, these doors which work in both swing directions, allowing it to revolve up to 180° are proving to be extremely popular among architects and designers as they can create a true design statement.

Held during Ecobuild, it was standing room only at the 2018 Offsite Construction Awards recently where James Latham were proud sponsors of the Retail and Leisure Project of the Year category.

OFFSITE AWARDS

Award winning architects and master planners, Chapman Taylor won the Latham sponsored category for the Holiday Inn Express modular hotel development at Trafford City, Manchester. The 220-bed Holiday Inn Express, opened in June 2017, is constructed from purpose-built steel containers complete with factory-finished interior fixtures and fittings, all of which were installed before being delivered to site.



The Offsite Construction Awards are held annually to celebrate the very best in modular construction, honouring outstanding examples of factory-built structures and innovative offsite technology.

With the heightened interest in new and innovative building methods, more than 400 industry leaders and innovators gathered to celebrate the great and good of offsite construction.



NEW SHOWROOM ANNOUNCED

Following the enormous success of its Product Specification Showroom in London, which opened in 2016, James Latham has just announced that a second showroom is set to open in Manchester this summer.

The 60m2 showroom is located in the Northern Quarter, the City's creative hub, where a number of architectural practices and interior designers are based.

Chris Sutton, Managing Director, James Latham commented, "Our London showroom has been a real success story and its popularity is growing all the time. As well as a platform for showcasing our impressive range of products, it is being used regularly by suppliers as well as architects and designers for product presentations and launches, networking events, CPD seminars and training and we plan to replicate this in Manchester.

The showroom is being designed by We Are Limitless Ltd who also designed our London Showroom.

HI-MACS® POPS-UP IN DUBLIN!

HI-MACS®
Natural Acrylic Stone®

#DesignPopUp 2018

As the exclusive distributor of HI-MACS® in the UK and Ireland, James Latham has just exhibited at its first #DesignPopUp event in Dublin.

The two-day exhibition took place at the historic Smock Alley Theatre which originally opened in 1662. Attended by architects, designers, specifiers, contractors and developers, #DesignPopUp events have become synonymous with quality, innovation and creativity, allowing visitors to touch, feel and experience products first-hand.

HI-MACS® Product Champion, Ivan Garcia commented, "Ireland is an important market for us and having been involved with it's A&D community for a number of years though our sponsorship of the IDI Awards, this is yet another platform for us to engage directly with this audience and showcase HI-MACS® in a relaxed and welcoming environment."

BIGGER IS BETTER!

Finesse POLYLINE



Finesse Polyline, the versatile, Polypropylene lining panel for the transport sector which is exclusively available through Advanced Technical Panels (ATP), the UK's leading specialist Birch plywood distributor, is now being offered in an 8ft x 4ft sheet size.

As well as the impressive weight saving benefit it can achieve when compared to plywood – reducing fuel consumption and increasing pay load - Finesse Polyline delivers a number of other impressive features and benefits; it is extremely rigid and durable, offers strong impact and humidity resistance, plus, it's also washable and resistant to acid and oils. In addition, it's also easy to handle and fit - avoiding splinters for installers - and it can be CNC machined. As if all that is not enough, it's 100% recyclable. Plus, it is also now available in a high-visibility yellow which is already proving extremely popular with van converters and installers. John Brookes of Advanced Technical Panels said, "This is a fantastic, game changing product and we are seeing its popularity increasing by the day as customers come to appreciate its impressive list of features and benefits."

ATP has also increased stock levels – six product lines are now available, plus, a lightweight Polyfloor – Grey anti-slip panel has been introduced, also available directly from stock.



Photo courtesy of Vanliners of Bolton.



Photo courtesy of Gentili of Cannock

TIMBER FESTIVAL TAKES ROOT...

and we've got a family weekend ticket to give away!



James Latham's sponsorship of the inaugural National Forest Timber Festival - which will take place between 6-8th July this year - is taking shape.

Latham's will provide materials for the festival site build and visual design, to complement the stunning Feanedock site in the National Forest and create a beautiful experience for festivalgoers. The build will include an Eyrie Stage for live performance which will be raised between the trees, a Woodland Library, Hammock Trees and a Woodland Playground. Materials will also be used to create striking visual art installations and directional signage, including the Murmuration installation, an incredible flock of starlings suspended above audiences' heads.

Latham's have planted a variety of native woodland trees, including Oak, Birch and Hazel, in the National Forest since 2007 together with supporting wider forest and woodland management and maintenance projects to help the forest thrive.

Chris Sutton, Managing Director, James Latham said, year on year, our activity and engagement with the National Forest has grown and we are proud to have been able to support them in what they have achieved, which is truly amazing. When we heard about the Timber Festival we were keen to get involved. As well as promising to be a fun-filled event, it will also be educational, helping to raise awareness about the impact we all have on the environment as well as the many advantages that woods and forests provide to both individuals and communities."

David Bourque, Director of Development, Natural Forest Company: "James Latham's support for our first Timber festival demonstrates their commitment to the National Forest. Their generous in-kind support for the festival build, using high-quality sustainable timber to build durable materials that can be reused over the years is an essential expression of the aim we share with our festival producers Wild Rumpus, that sustainability is at the heart of everything we do. Together we will build a timber wonderland that will thrill our festival audience."

To win the fabulous prize of a family weekend ticket (2 adults and up to 4 children) to the National Forest TIMBER Festival, 6-8th July, please answer the following question to be entered into the prize draw:

At what site is the TIMBER Festival being held in the National Forest?

- 1) Burdock
- 2) Feanedock
- 3) Dockleaf

Please email your answer to marketing@lathams.co.uk clearly marked Timber Festival Competition in the subject box by midnight on Monday 4th June.

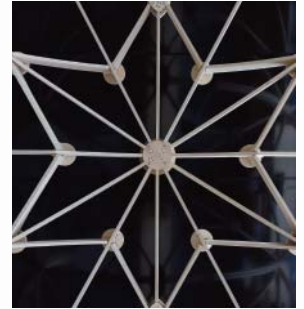




PLYWOOD INSPIRES GOTHIC PAVILLION

James Latham recently supplied 100 sheets of Garnica Fireshield plywood to London based architects, Studio Ben Allen, who used it to create an ornate gothic pavilion as a visitor centre for the Folkstone Triennial.

Garnica Fireshield, which has been modified through an innovative ply-to-ply process boasts exceptional flame-retardant properties and is used in all kinds of projects having been designed specifically for use in public places, for applications such as trains, boats, furniture, construction or decorative elements.



The branching CNC-milled structures are reflected in floor to ceiling mirrors at either end of the room, multiplying them to create a forest-like installation which generates an immersive and sensory experience for visitors by giving the illusion of a cathedral-like expanse.

Entitled 'The Clearing', the brilliant plywood gothic structure has since become the permanent café bar in the centre's Quarterhouse, providing a real talking point and attraction for visitors.

Inspired by a clearing in a forest, the concept was designed to capture the moment of orientation when you stop walking and appreciate where you are. Commenting on the installation, Ben Allen said: "In our work we're very interested in how buildings make people feel. This is a very sensory space and the structure changes the acoustic and makes light feel very different."

Steven Dennard, Specification Manager, Structural Products, James Latham commented, "As the pictures clearly show, this project was amazing and demonstrates the versatility of this unique material in a highly original and creative way."



Image supplied by photographer Philip Parting

NEWS FROM AROUND THE GROUP

Purfleet

- Welcome back to Sarah Smith, who has returned to the sales team after eight months Maternity leave
- Congratulations to Rory Sans (Distinction) and James Hunnybel (Merit) who, as part of the Timber academy have recently completed their PIABC Level 2 exams. James is about to join the sales team as a trainee
- We're about to have new racking installed at Purfleet which will increase yard stock capacity, improving efficiency and service.
- Red Grandis is being well received by customers in the South East.
- Finally, we are currently having the downstairs office refurbished to restructure and streamline operations, transport and yard as well as improving the general working environment.

Leeds

- Congratulations to Aaron Schorah in our sales team who is getting engaged.
- The new Compact range has just arrived from Abet and is already making a big impact with customers
- We've just had a new Vacuum lifter installed on site which has improved efficiency and picking
- David Scofield recently visited Sekisui, our supplier of KYDEX, in America,, to learn all about the latest product developments
- We've just supplied the London offices of iRobot (the hi tech vacuum cleaner company) with AE Core, our range of thermoplastic laminate, as well as Buffalo Trans to Fast and Furious for the stadium floors
- Well done to the Operations team at Leeds who, when the Beast from the East struck recently ensured that we continued to operate efficiently.
- Welcome back to returning staff member Richard Jackson who joins Timber operations
- Congratulations to Warehouse Picker, Alistair Reid and his partner Jessica on the recent arrival of their baby daughter, Arrabella.

Thurrock

- A big Thurrock welcome to Sharon Cushen who joined us in the sales office at the start of the year
- Welcome also to Jayden Rodebowi-Kelly who joined us recently as a Fork Lift driver and new driver Jacek Suszek who joined us in March
- Having recently become the exclusive distributor for Decospan's added value products, we're delighted to have recently taken a major order for Shinokki and Querkus
- Abet Laminati sales are going from strength to strength and we've just secured a major order on this as well!
- With Spring well and truly under way, our newly installed bird feeders are attracting birds around the depot as well as at some of our customer who have taken advantage of our environmental initiative!

- We achieved a record weight on our lorries for a single day in March - 142 tonnes!
- Well done to Paul Fletcher who recently won 3 fishing matches in a row at his local club
- And finally, congratulations to Mindaugas Siumberevicius our driver who recently got married

Fareham

- We're delighted to announce that John May, our former timber director, is re-joining the team on a part-time basis to help build the timber business into West Sussex
- Red Grandis stock has arrived and early sales have been well received
- Our high-end, Horizon sawn, American Black Walnut and American White Oak is being received well in the kitchen, furniture and boat building industries
- Our premium range of melamine decors from XyloCleaf continue to make a big impression with our design customers
- The sales team's lunch time darts league continues to get ever more competitive With Alex Henson recently hitting a new high score of 27!
- Finally, congratulations to Dan Waterman and Alex Henson on passing the IOM³ exam - they are now fully qualified wood scientists!!

Scotland

- The business continues to show good progress, particularly in decorative panels.
- We've seen a resurgence in veneer sales, having some early successes with sales of Decospan Querkus and our every evolving range of melamines and acrylics offers our customers a fantastic level of choice.
- We're delighted to advise that Elaine Bell has been promoted to the roll of Assistant Panel Sales Manager.
- As the decking season gets well and truly under way, Derek Ayton has just returned from a trip to the US to learn more about ProFi deck
- Lastly, they say time fly's when you're having fun . . . Incredibly Scotland celebrates its tenth anniversary this year and its gone in a flash!

Dudley

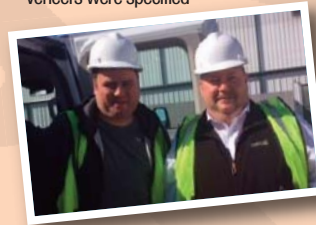
- Welcome to Genette Gallagher who has joined the Panel sales team bringing with her a wealth of Melamine & Laminate knowledge.
- Also, a big welcome to Garry Stokes who has joined the team as Timber Manger. Gary has 29 years of experience within the trade
- Congratulations to Laura Hobley who has announced that she is getting married shortly
- Nick Dennis is off to Germany to visit the Moralt mill and further his knowledge of external Ferro Doors.
- Commiserations to Alex Fice who all but lost his shirt after four days at the Cheltenham Festival recently.
- JLD took delivery of two new vehicles in February, further expanding our daily delivery capacity.

- Finally, welcome to Matthew Eccleston, who joins the operations teams as Operations Supervisor.

Gateshead

- We're delighted to report that we've secured a major order for ProFi deck with the Virgin Active building in Canary Wharf
- Garry Suggest has just returned from the AERT/ Lifecycle Academy in the USA with UPM ProFi where he visited several sites where composite decking had been installed. Garry finished his visit with a certificate presentation by the Vice president of Moisture Shield USA Doug Brooks -
- With our continued focus on specifications, working with Accsys we have completed several CPD presentations to Architects in the Northeast and have more planned
- Working with Ryder Architects we have recently assisted Greame Ash Shopfitters securing a large contract for Tombola building in which Quercus veneers were specified

- Mark Russell has become Accoya Product Manager at Yate and is excited about growing sales even further
- Matt Watson is gearing up to get married this Autumn
- A thank you to two drivers, Andy Read and Darren King who braved it overnight in there lorries while the Beast from the East and Storm Emma did their business !
- We welcome Mick Emms as a new Yate driver.



Leicester

- Our new depot is really starting to feel like home now with everyone settled in. Thanks again to the whole team at Leicester who have been fantastic!
- Welcome to our new starters, Loyd Harraird, Rafal Jaskrowski and Alistair McBean who have all recently joined the team at Leicester
- Lloyd Clarkson has moved from the Collection Centre to the Timber Sales department.
- Despite the poor weather, and the move to our new depot, we managed to achieve a record February so well done to everyone for their efforts
- Finally, we are delighted to report that we have just agreed to sponsor Leicestershire County Cricket Club again this season.

Hemel Hempstead

- Well done to the whole team for helping to achieve fantastic sales figures for the last quarter
- We're delighted to be supplying two different customers for Tottenham Hotspur FC with Dartmoor Veneered Oak and Egger Flammex MDF in a variety of decors.
- Shaun Arrowsmith and Ed Latham recently took 10 of our Indian customers from West London to Kronospan Chirk on a mini-bus where the entertainment on the trip was bingo and Ed won three out of the four games!
- We've recently secured a contract to supply Shinnoki to the Bank of America
- Thank you to James Latham's who kindly donated a prize for an Alzheimer's Research UK fundraising event organised by Rob Smith's parents. Over 200 people attended a concert which raised over £2,300 on the night and over £2,700 in total
- Finally, congratulations to Darren Brooks and his partner Anita, who have just named the date of their wedding for December.

Business Design Centre

- We've had fantastic feedback on the refurbishment of our showroom which has seen the number of display panels double and new products added including Accoya and Shou Sugi Ban charred cladding
- HI-MACS Specification Manager, Joe Sepede has just delivered a CPD on Solid Surface to Designers at the BDC in conjunction with the British Institute of Interior Designers
- We were delighted to welcome another 20 plus students from KLC London School of Design who visited the showroom recently
- Congatulations to Specficiation Manager Steven Dennard who was married in Cambridge, Massachusetts...and Matt Damon's sister-in-law took photos!

Yate

- Richard Cunningham is now taking more responsibility on Melamine as his role has become Melamine Manager for Yate
- Cameron Flye is supporting Yate in our progression with technology in mobile picking
- Paul Hussey has undergone major surgery on his leg/ knee Must be an age thing! So far so good wishing Paul a speedy recovery
- Wishing Dave Leach a warm get well with his recent health upsets
- Luke Jones is in training for his first white collar boxing event!



THE THREE TENNERS!

Congratulations to three of James Latham's depots who all celebrate their 10th anniversary this year.

The Scotland, Fareham and Dudley depots were all established at their current sites in 2008 and each is marking the milestone in different ways. Among other things, the Scottish depot has created a commemorative logo and has also produced a special 'historic roll' which highlights the depots 10-year history within the context of James Latham's 261 years in business!

This is being 'roll-ed out' shortly for other depots.



Competition

WIN A MIXED CASE OF WINE!

Fruity, elegant and perfect for the Spring and Summer months, here's your chance to win a wonderful case of mixed red and white wines from the Waitrose wine cellar, courtesy of James Latham, that promise to be the perfect pairing for those great summer barbeques.

This delightful 12-bottle case offers a number of award-winning and popular favourites including a spectacular Sauvignon Blanc from New Zealand, a fruity Italian Pinot Grigio, a classic French Beaujolais, and a wonderful oak-aged Malbec from Argentina.

All you need to do to be entered into the draw for a chance to win this fantastic prize is answer this simple question

Where will James Latham's new Product Specification Showroom be opening this summer?

- A) Middlesbrough B) Milton Keynes C) Manchester**

Email your answers before midnight on Monday 28th May to marketing@lathams.co.uk clearly stating "Spring Wine Competition" in the subject box. **Good luck**

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

ME AND MY JOB

Sharon Cushen

Sales Executive, Thurrock



Having spent 23 years at Medite Smartply, a long-standing supplier of James Latham, when she joined the sales team at Thurrock recently, Sharon Cushen already knew a thing or two about her new employer.

"My first five years at Medite Smartply were in a sales role and I then moved across to Marketing where I spent the next 18 years. I had dealings with James Latham in both jobs and during this time I am pleased to say I have made some really good friends and having always enjoyed my sales role I was excited to join Lathams in their busy Thurrock depot.

"My role is varied and every day is different, I am constantly speaking to contacts from all aspects of the timber trade.

"Rather than dealing with just two products, MDF and OSB, I am now learning about a whole host of timber panels, in many sizes, thicknesses and finishes for a huge range of uses which, while challenging, has been really motivating.

"My role includes; front line sales, customer service, building relationships with new and existing customers, collating technical information and data for products, building a photographic library of product images, building our literature and sample library, plus I am also responsible for GDPR compliance at Thurrock.

"My previous knowledge of panels has certainly helped, understanding the importance of FSC® and PEFC certification, awareness of DOP's, fire certs and other technical data is all useful.

"I have always enjoyed working within the timber trade and now speaking to so many customers that are involved in exciting projects whilst learning of so many products is hugely interesting.

Sharon lives in North Essex and is a big fan of Bruce Springsteen and outside work she loves to travel, having just returned from a holiday to the Turks and Caicos Islands.

DUBAI WOOD SHOW



James Latham Managing Director Chris Sutton recently visited the Dubai Woodshow along with Shaun Hannan, Managing Director of Pacific Rim Wood, the UK agent for Flamebreak door blanks which are produced by Sumitomo who were exhibiting at the show.

The three-day international trade show attracts more than 10,000 visitors.

NMBS SHOW DELIVERS

James Latham enjoyed a successful NMBS exhibition at the Ricoh Arena in Coventry recently where it was showcasing Red Grandis, Accoya, Yukari and Shou Sugi Ban as well as UPM Profi composite decking. The day offers product promotions and member engagement, making it the biggest annual buying and selling event for Merchants in the trade calendar.



Justin Hayward, Group Technical Timber Sales Development Manager, James Latham said, "The NMBS exhibition is a unique event. James Latham has a long-standing history with the NMBS and we are committed to continually improving our portfolio of products for them and adding value for its members."

