

GROUP INTERNAL COMMUNICATIONS



Nick Ratcliffe Managing Director,
National Timber Group Scotland

“ Introduction from Nick Ratcliffe

Welcome to the latest and also last NTG newsletter of 2021 – where has the time gone!?! Although it’s gone quickly, we’ve managed to fit a great deal into the past 12 months. The Group has taken huge steps forward, some of which we will discuss in more detail below. Change isn’t always easy and I’d like to thank each and every one of you for your support. ”

HEALTH AND SAFETY - THE FIRST GOLDEN PRINCIPLE



The Zero Harm/Safer Together programme is designed to help develop our Health & Safety culture to ensure every colleague arrives safely, works safely, and returns home safely. After the Zero Harm/Safer Together Launch in July, the first of the eight Golden Principles ‘SPEAK OUT’ was introduced in November.

SPEAK OUT is where we encourage staff to talk about what they think, about what they see, about how they are feeling, or to speak out about their experiences. It also means speaking out about what they don’t see, feel, or experience i.e., where something may be missing.

To SPEAK OUT is not about a person ‘telling’ on their colleagues or looking to place blame on someone. It is about people caring enough about themselves, their co-workers, and their work environment to make a change for the better. Speaking out means to not turn a blind eye.

HYMOR UPDATE



It’s incredible it’s already been almost six months since the National Timber Group newsletter welcoming Hymor Timber to Arnold Laver Ltd was issued. The new management team of Gavin Heath (General Manager) and Martin Hasdell (Sales Manager) have really got their feet under the table and driven their sales and production teams to achieve record monthly sales and production figures.

Gavin commented: “We’ve installed additional machinery (dramatically improving output efficiency), employed more yard and mill staff together with an experienced external sales executive, Mark Joy who has certainly hit the ground running building our customer portfolio in the midlands region. Whilst we continue to focus on our priority of creating a strong Health & Safety culture utilising the ‘Zero Harm Safer Together’ campaign we’re consistently exceeding sales and margin expectations. I’m confident enough to say the future for Hymor Timber will be a successful and profitable one.”

NEW SOFTWARE SUPPORTS INTELLIGENT DOOR SOLUTIONS’ GROWTH

Intelligent Door Solutions has introduced specialist software that will improve the management of its manufacturing and commercial operations. The Enterprise Resource Planning (ERP) system is called Realtime and has been created specifically for door and doorset manufacturers. It will provide central visibility of the order book, live updates of existing jobs, improved data to support planning, and full details of the materials required for each job, which simplifies purchasing. The system is live at Intelligent Door Solutions’ Thornaby site and will soon be introduced to Grangemouth and Bradford. Thank you to the teams that supported its successful implementation.

NEW OFFICES FOR INTELLIGENT DOOR SOLUTIONS



Earlier this year Intelligent Door Solutions became a brand of its own, rather than a division of Arnold Laver. Since then, it’s been busy carving out its own identity, including a new showroom and boardroom to showcase products, meet clients, host CPD events, and provide face-to-face technical support for clients. It looks fantastic – take a look for yourself here



Financial & Market Update from Richard Myatt – CFO

After a record breaking Q2 for NTG, we have seen the second half of 2021 continue in a similar vein with exceptional trading results throughout the summer months and on into early Autumn.

We have undoubtedly seen the benefit of favourable market conditions, supported by strong RMI & Housebuilding demand.

In Scotland, it was great to see the completion of the acquisition of Orchard Timber in November. This brings further fire power to NTG Scotland which itself continues to have a very strong year. The team and business in Scotland are now really well positioned for 2022.

In England, we see Core and Trade consistently delivering strong results month in, month out, and there have been a number of outstanding ‘budget plus’ performances, none more so than Hull, Manchester and Birmingham. It is also pleasing to see our NTS business have a really strong second half with sales continuing to grow each month with a new record being set in November.

In terms of outlook for 2022, the position remains positive with the CPA forecasting further growth and this is reflected in our budgets for the coming year. The key challenge, however, will be managing the softening in pricing we have recently seen. As well as we have managed price inflation this year, we need to manage any further softening equally well.

Finally, I would like to thank you all for your huge efforts in 2021 which leave NTG in great shape for 2022.

ORCHARD TIMBER PRODUCTS JOINS NATIONAL TIMBER GROUP



We’re pleased to welcome Orchard Timber Products to the Group. Established in 2004, Orchard Timber is a specialist distributor of timber, sheet materials, kitchens, doors, solid wood flooring, and decking, supplying a range of local housebuilders, contractors, and RMI-focused joiners.

It is the national distribution partner for Kährs Flooring and Kährs’ largest stockist in the UK, carrying over 20,000m² of solid wood flooring at any given time. Headquartered in Forfar, Scotland, the company has a second depot in Livingston and a sales office in Aberdeen. Orchard Timber employs 90 people and, in 2021, achieved £27m in revenue.



ABOVE & BEYOND AWARDS

“Lesley Thomason (Manchester) - Leslie in the office was absolutely brilliant sorting out the delivery - extremely efficient. I deal with 100s of companies and she is one of the best.”



“Brian Tillbrook (Sheffield) - We would like to say a massive thank you to our regular delivery driver, Brian. Very polite, professional, and always willing to help.”

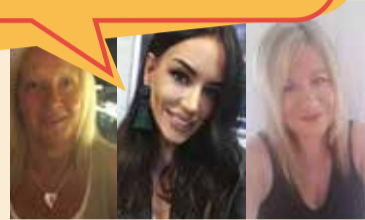


“Christopher Mackenzie (Selkirk) - Outstanding commitment and focus on keeping the branch running smoothly during an ongoing period of Covid-related absence. Chris truly went above and beyond to keep Rembrand Selkirk on track - well done and thank you!”



“Reddy Sakkur (Grangemouth) - For helping to get the MBA single platform live in Lavers and your ongoing support in resolving issues. I realise this is on top of an already very busy work schedule and appreciate all the extra time you have put into this. Thanks for all your hard work!”

“Nicola Bone, Joanne Burton, Caroline Bird and Danna McDaid (Grangemouth) - Fantastic effort and dedication in reducing debtor days in Scotland in recent months.”



Congratulations to all of our Above and Beyond Award recipients. To date there have been 76, each of whom have been given a well-deserved....

£50 REWARD GATEWAY CREDIT.

REWARD GATEWAY SAVINGS



It's almost been a year since the launch of our employee communications platform, Reward Gateway and it's proving to be very popular - especially the discount section. Since its introduction, NTG employees have saved more than £14,600. Asda is by far the most popular retailer in terms of transactions, while Marks and Spencer just pips Asda to first place when looking at the total amount saved. With Christmas fast approaching, there's lots of value to be found, so make sure you check out the Gateway before buying your presents.

Watch NTG's new corporate video



ARNOLD LAVER WIN TIMBER TRADER OF THE YEAR AWARD



In the last newsletter, we revealed that Arnold Laver had been shortlisted for three categories at the Timber Trades Journal Awards. Well, congratulations are in order after they took home the Timber Trade of the Year award! Commercial Director, Mark Griffiths accepted the award from the BBC's Jason Mohammad on behalf of the company.

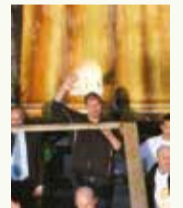


HAPPY RETIREMENT

Congratulations to Ian Drayner, who is retiring after 44 years with the business. Ian started working for Lavers in 1977 as a general operative, 'backing-off' timber from the manufacturing line and picking goods in the yard. Over time he performed several operational roles before joining the management team as Operations Manager at Sheffield Mosborough. Best wishes on your next adventure!



VERY LONG SERVICE



What were you doing 50 years ago? Edward Heath was Prime Minister, the seventh James Bond film, Diamonds are Forever, was released, and Apollo 14 landed on the moon. It was also when Geoffrey Windle joined Arnold Laver! Known by his colleagues as big Roy or big Tom (although we don't know why), he started at the Chesterfield branch (pictured above and now closed) in 1971 before moving to Mosborough. When asked why he had stayed with one employer for such a long time he said that 'he really enjoyed working with timber and had been fortunate to work with a good, hardworking group of people.'

We would like to recognise some more fantastic milestones achieved by Vic Bellas, who celebrates 40 years' service, Gareth Baker and Gerard Stevens for 25 years, and David Banks, Timothy Copeland, and Francisco Jorge for 20 years' service. There are also 14 others celebrating 15 or 10 year anniversaries.

NATIONAL TIMBER GROUP SUPPORTS LOW CARBON COP26 HOUSE



We were delighted to team up with others in the home building industry to form Beyond Zero Homes and create a zero carbon, timber frame house that was on display at COP26. The climate summit give us the opportunity to show how it's possible to make good-looking, affordable, and comfortable homes with minimal environmental impact. The house was specifically designed to use homegrown C16 Spruce, to avoid the need for imported timber, and can easily be panelised and prefabricated.

Following the completion of COP26, the house will be moved to a sustainable timber home development at a site near Aviemore. You find a video tour of the COP26 House here -



HOLIDAY MESSAGE FROM ROB BARCLAY

“Thank you for all your hard work this year, together we've achieved some great results. I hope you and your family have a wonderful, and well-deserved break. See you in the new year and stay safe”

Rob Barclay, CEO

