

ILLINGWORTH INGHAM (M/CR) LTD – WHO'S WHO

In this issue we are focusing on the Sales Team.



Mike Hicklin



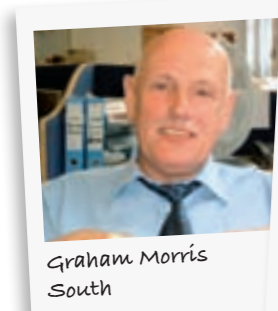
Gary Newman

Internal Sales

Gary and Mike deal with general sales enquiries and play an important part in linking-in with all departments to ensure the best possible level of customer service, ensuring that orders are placed correctly and that customers are kept up to speed with the progress of their orders.

External Sales

The External Sales Team visit new and existing customers and are always on hand to provide the personal service which Illingworth Ingham are so very proud of. Whether you want to discuss a quote, ask for advice or a sample or require after sales support the team are only a phone call away. Call **0161 872 1841** to be put in touch with your local representative.



Graham Morris
South



Allan Barrett
Manchester East
North East



Mark Wilkinson
Manchester West
Lancashire & Cumbria



Tony Owens
Liverpool & North West



Wendy McGarrigle
Manchester Region

MARKET REPORT

SCANDINAVIAN SOFTWOOD

Sawmills in Scandinavia are continuing to cut back on production. Mills are struggling with increased log prices and running costs. Stocks of sawn logs are very low in most regions. Upward pressure on price remains firm for October to December 2009.

The larger sawmilling groups are increasing their prices to the UK to ensure they come in line with other countries. If prices are not achieved in the UK the volumes are re-allocated to other markets. Whitewood prices, especially 22mm boards have seen significant increases in a very short period of time, with very little availability of stock until the end of the year.

AMERICAN HARDWOODS

The strengthening of the \$US against the £ is causing the price of all imports to rise. Mills in America are finding it very difficult to survive. The domestic market is quiet and all other world markets are flat.

There is very little green lumber stock at the mills and the supply is tight. Land owners are reluctant to fell the trees due to the poor log price. The position is therefore very fragile. If demand suddenly picks up the prices will increase very quickly due to the shortage of green lumber. Most mills would rather sell the sawn timber green, rather than kiln drying which entails getting finance.

American Ash – American Ash is under attack from the Emerald Ash Borer. It has already killed millions of trees and has cost property owners, nursery operators and forest product industries tens of millions of dollars. The Emerald Ash Borer is an exotic beetle that was discovered in South Eastern Michigan, near Detroit in the summer of 2002. The adult beetles nibble on Ash foliage, but cause little damage. Whereas the larvae (immature stage) feed on the inner bark of the Ash trees, disrupting the tree's ability to transport water and nutrients.

This borer probably arrived in the US on solid wood packing material carried in cargo ships or aeroplanes originating from its native Asia.

All bark now has to be removed from any exported sawn Ash, but looking on the bright side this should improve the grade!

American Oak – prices are moving up

American Ash – the biggest price increases

American Maple and American Cherry – demand and price is still very weak.

American Poplar and Walnut – demand and price remain unchanged.

EUROPEAN

European Oak – This remains a good seller. The prices over the last few months have eased a little. Unfortunately, due to the strengthening of the Euro against the pound any price advantage that has been gained will be reduced on the new imports.

Colour No Defect Beech – This seems to be gaining momentum with many joinery manufacturers who are using it for door casings and frames.

AFRICAN

Sapele – Prices are firming on a forward basis. They have experienced a wetter rainy season than normal. This has caused difficulty getting logs to the mills and sawn timber to the ports.

Due to the poor price of Sapele some mills have closed and others have reduced their production.

Iroko – This is in big demand with very little stock available on the ground in the UK. Agents are complaining they are finding it difficult to place all their forward requirements due to log supplies at the mills.

Utile – This is still available in reasonable volumes.

Idigbo – Specifiers and joinery manufacturers are still frustrated in the lack of certified Idigbo and Iroko available in importers yards. The strengthening of the Euro against the pound will also have the added effect of pushing up the cost prices of all the African timbers.

AUTUMN 2009



ILLINGWORTH INGHAM
M/CR LTD

THE TIMBER TIMES

NEW WEBSITE GOES LIVE!

Illingworth Ingham (M/cr) Ltd have just launched our new and improved website.

"We have tried to develop a user friendly website that will be invaluable to both our valued existing customers and to new customers" says Simon Graveley. "We have included a wealth of information that is aimed to reflect the expertise that we have within the company and to give an insight into our "here to help" philosophy."



COMPREHENSIVE HARDWOOD AND SOFTWOOD STOCK LISTINGS

Along with the things you would expect us to include such as a **full listing of each hardwood and softwood timber that we stock**, we also give valuable information regarding the properties, workability and uses for each of these.

FROM DRAWING TO DELIVERY

Our Timber Profiles section gives a **listing of our most popular stock profiles**, but if you can't find one you want we also include a step by step guide on how easy it is for us to create your own bespoke one.

And our Timber Machining Section will give you a better insight into our capabilities and determination to produce top quality products.

NEW PRODUCT LINES

The site provides a wealth of information on our newer product lines including **Engineered Timber, Thermowood and Cladding**.

CASE STUDIES

We hope you will take a look at our testimonials and case studies section to get an idea of the range and types of projects that we have been involved in.

STAFF GALLERY

Or why not just visit the site to put a face to a name using our Meet the Team section which is a delight to behold as it includes a gallery of many of our key team members!

NEWS & SPECIAL OFFERS

We also feature up to date news and market report sections as well as details of our latest special offers and value packs. Don't forget to register so that you become one of the first to receive details of our special offers.

SALES ENQUIRIES

Our Sales Enquiry option enables you to **make enquiries both in and out of office hours**, whichever is more convenient for you. Whether you want to get a quote, check stock levels, delivery, machine capability or timescales we will answer you as quickly as possible.

Illingworth Ingham (M/CR) Ltd, Trafford Park Sawmills, Village Way, Trafford Park, Manchester. M17 1AD

FOR A COMPETITIVE QUOTE, TO DISCUSS YOUR REQUIREMENTS

OR TO ARRANGE A VISIT TO SEE OUR NEW INITIATIVES

FOR YOURSELF CALL 0161 872 1841

Fax 0161 872 2501 Email: office@iitimber.co.uk

OR WHY NOT VISIT OUR WEBSITE WWW.IITIMBER.COM



CLIENT FOCUS – L HENDLEY & SON

Les Hendley has been a customer of Illingworth Ingham's for over 20 years. Based in Radcliffe near Manchester, Les has been running his joinery manufacturing business for over 25 years.



During this time Les has worked on a number of prestigious projects including producing the walnut cabinets for Manchester's Central Library and also its windows. This is testament to the fact that the business has an expertise in the area of producing arch and sash windows, cabinet work, doors and shop fronts.

Les purchases mainly hardwoods from Illingworth Ingham, but does purchase planed softwoods as the need arises.

Q: What factors have ensured that you have stayed so loyal for so long?

A: "The reason that I have built up such a long standing relationship with Illingworth Ingham over the last 20 years is that I have never had any trouble with them. In my opinion they are much better than their competitors in terms of the levels of service and quality of timber and machining that they provide. The level of expertise shown by my sales representative is excellent, very knowledgeable."

Q: Do you think you get value for money?

A: "I know I will get top quality timber and that they are prepared to accommodate me, no matter how small my order may be, even if I just want one or two pieces."

Q: How would you rate the quality of our machining?

A: "Whenever I have ordered machined items I have found them to be of a brilliant quality, with less knots than I would get from Illingworth Ingham's competitors."

Well we will look forward to continuing to work with Les for many years to come!

EMPLOYEE SPOTLIGHT MARTIN O'GORMAN

Martin has worked at Illingworth Ingham (M/cr) Ltd for 40 years. He currently works as Saw Foreman on the sawn timber side of the business preparing hardwood and softwood and getting the correct size of timber ready to go on the machine. However, Martin has undertaken a variety of roles during his time at Illingworth Ingham. Originally he worked on the moulders until the mid 1980's before moving onto the multi-saws.

Martin started out at our original site on Trafford Park Road before moving to the current site on Village Way in 1991.

"I have seen enormous change in technology over the 40 years I have been here. When I started everything had to be set by hand, whereas now everything is computer controlled which is much more efficient and cleaner."

Martin commented that the reason he has stayed with Illingworth Ingham for so long is that "It is a friendly company and I have some good work colleagues. Being a family owned business has given me a sense of security." Martin enjoys time with his family and is kept busy with his two children.



Martin O'Gorman

RECESSION REVIEW

Just two years ago Finland produced 12 million m3 of timber. Finland's estimated timber production this year is estimated at 6-7 million m3, nearly a 50% reduction. These are indeed tough times.

Despite this, Illingworth Ingham is continuing to hold up strong in these turbulent times. "I believe we have been able to sustain a strong position in the market due to the versatility of what we can supply and the range of different markets that we supply into" comments Simon Graveley, Chairman.

By offering a range of quality softwoods and hardwoods either as machined finished timbers or as sawn timbers we are able to offer our customers a complete service. Being a family owned business we are able to offer a level of flexibility that can be vital to many businesses in these tough times. In particular we can try to provide a next day delivery service if required and we ensure that we only supply the highest quality timbers giving superb value for money.

In fact, despite there being a downturn in some sectors where market conditions are particularly tough, we have actually seen an increase in some of our areas, in particular the machined timbers side of our business. "With many of our customers now employing smaller workforces we are able to give them the flexibility to take on additional work by using our machining services. This service enables them to take on additional business as it arises and to be able to produce jobs more quickly" comments Simon.

We have also developed a strong network of branches which gives us another route to market in terms of serving smaller trade customers and a retail presence.



ILLINGWORTH INGHAM (M/CR) Ltd HELP OUT LOCAL SCHOOL



When Illingworth Ingham M/cr Ltd found out that Cheadle Hulme School were raising funds to create a new pond and decking area for the children to use to observe the pond life we immediately stepped in and offered to supply the decking for them for free.

"We supplied tanalised softwood timber decking which was machined and supplied as cut to size lengths, ready for assembly" commented Simon Graveley. "The school and PTA seem very pleased with the end result. It will be a great addition for them and it is good to know we are able to do our bit for a local school."

The project has now been completed and the children are now enjoying being able to view the pond life from the safety of the decked viewing area.

Call now for a competitive quote on 0161 872 1841
or visit our new website www.iitimber.com

Call now for a competitive quote on 0161 872 1841
or visit our new website www.iitimber.com