

Tree Scribe

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FIRING ON ALL CYLINDERS

ON TARGET

THE Shotton Paper Company's integrated pulp and paper mill at Shotton is on target for its planned start-up in mid-1985.

In the year since the go-ahead was given for the £135 million plant, contracts for wood supplies have been signed with the Forestry Commission and negotiations begun with the Shotton Supply Group on behalf of private enterprise supplies.

In addition to the projected 250 new jobs at the mill itself, considerable related spin-off in support industries such as harvesting, haulage and end product transportation is expected.

The Shotton project, in which joint British and Finnish consortia are involved in the construction and civil side, incorporates the very latest technology and comprises a Thermo-mechanical Pulp Plant (TMP), a newsprint machine and all necessary auxiliary equipment. It will produce some 180,000 tonnes of newsprint per annum within the first few years of operation.

HIGHER turnover and improved profitability made 1983 the most successful year yet for Tilhill, as the company motored sweetly through what might be called the "Recession Rally." All four Divisions recorded increased business, while maintaining the high quality of service to clients on which the company's success depends.

These achievements were highlighted in Chairman H. E. Trevan-Hawke's statement contained in the annual report and accounts for the year ended September 30, 1983, from which this synopsis is drawn.

Some improvement began to be seen in the timber market, particularly in the second half of the year, enabling the volume of timber marketed by the company to be increased. More long-term significance is attached to the plans for new processing plants.

The major new integrated pulp and paper mill being set up by the Shotton Paper Company is important both as a vote of confidence in the future of the British forest products industry and as a substantial market for the increasing production of pulpwood within the mill's extensive catchment zone.

Tilhill gratefully acknowledges the splendid work done by the Forestry Commission in fostering this development.

On a smaller scale, but equally important for the locality, is the OSB plant being built at Inverness, a development which represents the first tangible fruits of the work of the Scottish Forest Products Development Group, on which Tilhill's managing director David Brierton serves.

The area of woodland under management by the company

● **I**N his statement, the Chairman recorded his appreciation of the work and enthusiasm of all the staff involved in the company's progress and success.

again increased, reflecting active investment both by individuals and pension funds. The signs are that the doubling of the target to £80 million for realisations from the sale of Forestry Commission assets has begun to lead to an improvement in the quality of the properties offered for sale, enhancing the opportunities available to the company's clients for acquisition.

Partly with this in mind and also to improve further the company's service to investment clients, the post of investment manager was created and filled by the promotion of Murray Ure.



● **E**nd of the road for a 600-year-old Surrey oak. This huge tree was felled by Tilhill's Southern Division Central branch after being found to be unsafe. Full story on back page.

In the field of landscaping the previous year's plans for major expansion were brought to fruition with a lift of 57 per cent in the volume of landscaping work undertaken and further development of this sector is planned, particularly in the southern half of the country.

A similar level of increase was achieved by the Nurseries Division in the volume of its plant sales as a result of improved marketing to other agencies.

Regrettably, however, this was not matched by an increase in the area of land afforested by the company. Investment demand remains strong, but the company has consistently maintained a policy of advising its clients to acquire land for planting only on the more accessible and better yield-class sites, and the availability of such sites is severely restricted by the consultative procedures attached to applications under the Forestry Grant Scheme.

"It is by no means clear," says Mr Trevan-Hawke, "how it can be in the national interest to frustrate investment in planting such land, which is otherwise available from willing sellers, in order to favour its retention in hill sheep farming at rates of stocking of low intensity."

In the year under review new branch developments were all in England. The new branch in Berkshire became fully established, an additional branch area was created in East Anglia, and the Harvesting and Marketing Division re-opened its regional office in Yorkshire.

Since the company year end, a further opportunity was given to full-time staff who had completed three years' service to purchase shares in the company and this met with a good response. Employee shareholders in current employment now number 48.

NEW DIRECTOR

MR DALLAS MITHEN, the former Commissioner for Harvesting and Marketing in the Forestry Commission, has been appointed a Director of Tilhill Forestry Limited.

Until his retirement at the end of last year, Mr Mithen spent 37 years with the Commission with responsibilities as wide-ranging as engineering, research, forest management, timber production and marketing — experience which, as a new board member, he now brings with him to Tilhill.

Mr Mithen's introduction to forestry was as a forest worker in the very harsh winter of 1947. He worked mostly in the south and east of England before moving to Scotland in 1971 as senior officer for Scotland and Conservator for West Scotland — a move which preceded by four years the transfer to

Edinburgh of the entire Forestry Commission headquarters.

Before his appointment as Harvesting and Marketing Commissioner in 1976, he was Director for Forest Management and, in a previous capacity, was Conservator of South-East England and Deputy Surveyor of the New Forest.

Mr Mithen holds a number of responsible appointments in the forestry world which benefit from the application of his wide knowledge and experience.

He is President of the Institute of Chartered Foresters, Chairman of the Forestry Training Council and Vice-President of the British Association for the Advancement of Science's forestry section. He begins a term as President of the latter in 1985.

Mr Mithen resides in Peebles.



MR MITHEN

LOUGHBOROUGH'S University of Technology was the venue for the well-attended 1984 spring discussion meeting of the ICF, the topic of which was "International Aspects of Forestry."

The concentrated programme included papers from 18 speakers. Topics for discussion were divided into four main sessions dealing in turn with the present status of the forests and the forest industries of the main timber supplying countries to the UK: trade in forest products and technology; overseas aid and forest development and, finally, international relations.

All members attending were impressed by the calibre of the speakers, who were able to provide wide-ranging insights into the international scene and the inter-connecting links amongst the many agencies involved in overseas trade and in aid to developing countries.

The Institute will publish a booklet, recording the meeting papers and discussion sessions, which will enable members unable to attend to apprise themselves of the information provided on subjects which affect all who practise forestry in Britain.

Of particular interest to Tilhill staff who attended the conference was the AGM of the Institute at which Dallas Mithen, a Director of Tilhill, was elected President of the Institute and Bob Gray, Director of Southern Division, was elected Vice-President.

Towards the end of the AGM, the whole body of members gave a standing ovation to the outgoing President, Dr W. E. S. Mutch. This gesture, in recognition of the excellent job of very hard work carried out by the Institute's President over the last two years, reflected members' appreciation of the solid foundation which he has helped to lay for the newly-chartered body.

International forum



● Speakers at the ICF spring discussion meeting held in Loughborough.

Falklands landing

AN unusual request handled by Southern Division Central branch helped to bring a touch of Christmas cheer to British troops stationed in the Falkland Islands — but it almost ended in disaster.

The branch received a phone call from a shipping agent asking for 20 Christmas trees, each of 5½', to be ready for delivery to Tilbury Docks early in November.

The trees were lifted carefully in order to preserve the soil around their roots which were then wrapped in plastic sacks to keep them moist and, as far as Central branch was concerned, that was an end to the matter.

Seasonal

Then, a few weeks later, a day before the ship carrying the trees and, doubtless, other seasonal goodies, was due to arrive in the Falklands, the agent 'phoned again.

Apparently, the Falklands Government was not prepared to allow the trees to be taken ashore unless a certificate could be provided stating that both trees and soil were totally disease free.

Relented

Without having the trees subjected to a variety of tests, Central branch couldn't give such an assurance and it looked as if the trees might end up being dumped overboard.

There was, however, a happy end to the story. The officials finally relented and allowed the trees to be landed after the removal of their roots.

Offshore staff conference

FORTY-TWO managers and directors attended the first-ever joint Tilhill management conference held in Douglas, Isle of Man over the weekend April 6-9. Office managers, branch managers and regional managers were present from all the company's divisions together with senior management, headquarters staff and all the company's directors.

The Saturday was a full working day, given over entirely to the conference, the theme of which was "The Next Five Years — The Way Forward." A tightly-scheduled programme had ten papers presented covering every aspect of the company's work and a great deal of useful discussion was stimulated.

The majority of delegates were able to be accompanied by their wives who enjoyed a short island tour on the conference day. A dinner dance was held that evening which quickly warmed into a very happy party extending into the wee sma' hours.



The Chairman welcomes Dallas Mithen as the Isle of Man conference party relax on the Saturday evening.

Sunday was given over to relaxation and exploration, many of the party finding their way round the island's coast roads, up into the hills and glens, and over the TT route.

The Irish Sea could not have been more benign for the ferry crossings both to and from the Isle of Man, the return journey being particularly pleasant in warm spring sunshine.



All the speakers and session chairmen assemble for the camera during a break in the conference proceedings.

Value of communication

“There’s nothing mysterious about accountancy. It’s just a matter of adding up numbers and producing them in the right format and, above all, providing prompt, accurate and meaningful information to others so that they can operate efficiently and profitably.”

ROBIN COLLET came to forestry by an unusual, if not unique, path. He qualified originally as an engineer, then switched to accountancy and, after a volatile but exciting spell in City merchant banks, found himself facing yet another challenge in the business of growing trees for profit.

From Cambridge mechanical sciences undergraduate to financial director of one of Britain’s largest private forestry concerns in the space of only 15 years may, on the face of it, seem an inexplicable transition from one discipline to another, but there has, throughout Robin’s career, been a thread which has led him logically from one step to the next.

The son of Scottish parents, he left school to spend a year in Rugby doing the first year of his engineering apprenticeship and then went up to Cambridge on a scholarship from what was then AEI (now GEC). He rewarded his sponsors with a first and, thanks to a taste for industrial management which he acquired in his third year at University, returned to industry with some strongly-held views on management policy.

It was in his first job as a graduate engineer employed as personal assistant to a newly-appointed company chief executive that he first came into contact with the archetypal company accountant who dismissed engineers as knowing nothing whatever about money but who was unable to convey his own ideas to anyone outside his own immediate financial circle.

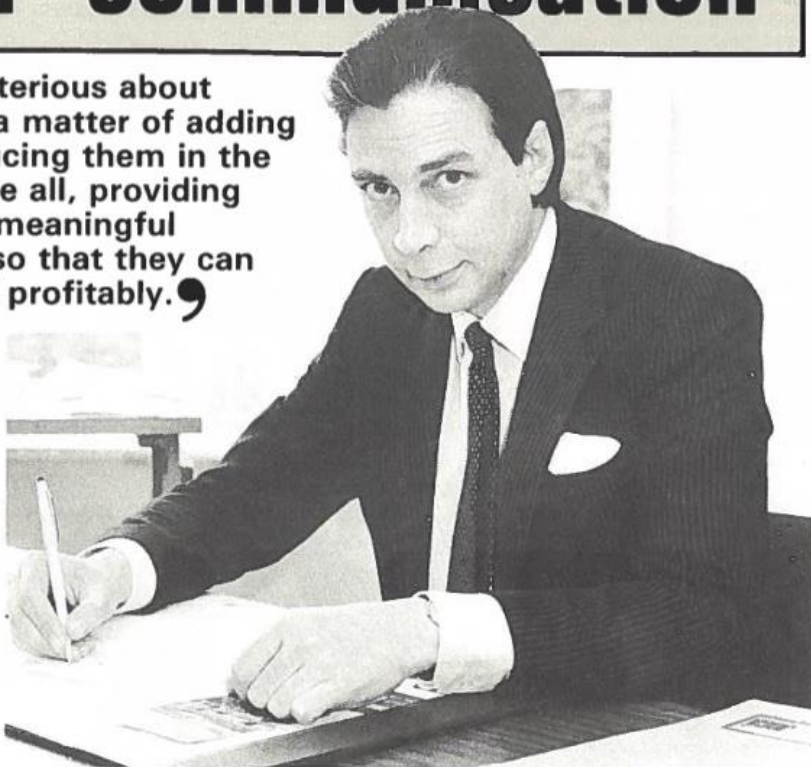
Appalled by this lack of communication between experts of different but mutually dependent disciplines, Robin adopted an approach which has seen him successfully through an interesting and varied career and which still holds good today.

“Good communications are the essence of an accountant’s job,” says Robin. “Whatever field he is working in, an accountant must be able to speak, with some degree of authority, the same language as those he serves.”

It’s more easily said than done, however, but those who do manage to cross the barrier usually have something extra to offer their employers.

Taking his cue from a brief but salutary spell involved in re-organising factory procedures at AEI — and all the financial ramifications involved — Robin decided to study accountancy with a view to being part of a vanguard of highly-qualified, articulate young men in industry able to break down the old demarcation lines and talk about money matters to engineers in terms which all parties could comprehend.

It was an admirable, altruistic goal, and one which others have doubtless followed through, but Robin found himself fascinated by the world of high finance and, after three further years of study while working as an



PROFILE: VAL PETTIT meets Tilhill’s financial director ROBIN COLLET who, at 44, is the youngest board member

articled clerk with one of the “big six” City firms of accountants, he qualified as a chartered accountant in 1966 and stayed on with the firm as one of the youngest managers ever appointed.

However, with what he ruefully admits was “the arrogance of youth,” he wanted to move on and play a part in the country’s economic development and was duly rewarded with his first mistake.

He joined an Investment Bank which later failed, but his experience there in placing investments in growing companies was not wasted and stood him in good stead for his next job with a merchant bank handling a similar type of business.

It was while he was with Wm. Brandt’s, in 1971, that Robin had his first contact with forestry which was to lead him, eventually, to his present job.

Brandt’s were involved in raising finance for the chipboard factory in Scotland now operated by Caberboard. Robin met Tilhill’s managing director David Brierton and former chairman Archie Aitkins during the negotiations and, seven years later in 1978, by which time Robin was working for another merchant bank, the invitation came to join the Tilhill board.

“It came at just the right time,” recalls Robin. “Any earlier and I would have been too involved in some very complex financial problems with one of my company’s clients to be distracted and any later, I might well have moved on to something else.”

What attracted Robin to forestry after the cut and thrust of the City was not just a

change of scene. With typical thoroughness, Robin had done his homework before deciding to accept and regarded as a challenge the fact that UK timber production was set to double in the ensuing 20 years. He wanted to be a part of it, helping push forward new plans and ideas.

It’s a move he has never had cause to regret. Now much more knowledgeable about the basic material which is translated by him into facts and figures, he has enjoyed introducing new accounting procedures to Tilhill, including a major expansion of its computer facility. And remembering the AEI accountant of years ago, he has never forgotten to make the interpretation of complex financial matters a top priority in all his dealings.

Unlike some counterparts elsewhere in industry, he makes a point of getting out of head office to attend branch managers’ meetings so that personal contact is maintained and direct communication preserved with key management based throughout the country.

“There’s nothing mysterious about accountancy,” claims Robin. “It’s just a matter of adding up numbers and producing them in the right format and, above all, providing prompt, accurate and meaningful information to others so that they can operate efficiently and profitably.”

Off-duty, Robin is deeply involved in village life at Crondall near Farnham where he lives with his wife and two children — a girl of nine and a boy of seven. He’s a member of the Parochial Church Council, treasurer of the Crondall Society and runs the local Sunday School.

Whatever time is left over from serving the community is spent in taming a one-and-a-half-acre garden which he has created from what was once little more than a builder’s yard in a field.

Val Pettit visits one of Tilhill's oldest-established Scottish branches in the heart

It was an unpromising day of sleet and low cloud when John Lambert linked up with *Tree Scribe* for a visit to Northern branch's latest acquisition in Strathdon.

Winter tarried long this year and, even in late March, looked like lasting longer yet, with roads blocked by snow and night-time temperatures plunging well below freezing point. John was not optimistic about our prospects of a good view of Ben Newe, the 551-hectare forest which Tilhill purchased for an institutional client in 1982 and which is an important constituent of his branch's forest management responsibilities.

As we joined the "whisky trail," turning south-east from Elgin into the gently-rolling foothills of the Cairngorms, John filled in the background to the purchase.

"Ben Newe exemplifies the increasing trend in recent years for investment in stocked woodlands by big institutional clients," he said.

Fertile

Though there are larger private forests in other parts of the country, Ben Newe is quite big for this particular district, where the fertile land is well used for other purposes such as farming and where the Forestry Commission is also very active.

Our conversation was interspersed with stops for John to point out other Tilhill activities en route, ranging from a landscaped fishing hut on a prime stretch of the River Spey to the wide reaches of estates like Craigellachie and Arndilly which Tilhill has managed for many years.

The road wound past world-famous distilleries with names to lighten the hearts of knowledgeable whisky drinkers. Glenfiddich, Glen Grant and Glenlivet all come from this area which is heavily dependent on whisky for its prosperity and every other vehicle on the road seemed to be a tankerload on its way to appreciative customers.

Although John is an Englishman by birth, his 21 years in the north-east of Scotland have left him with the quiet pride of the adopted Highlander and he was obviously very much at home among the spectacular scenery which attracts so many tourists to the area.

John Lambert's name is synonymous with that of Northern branch. He went north in 1963 to help set up the branch in the early days of Tilhill's expansion northwards and has remained there ever since, giving a splendid record of continuity of service to the company's clients in his parish.

He knows the area like the back of his hand and can reel off the history of each managed estate in the way other people remember events in their family.

But back to the road, leaving behind the distillery-dotted valleys and reaching signposts pointing to placenames which most people hear of only on radio road reports — Rhynie to Dufftown, Cockbridge to Tomintoul . . . small, isolated villages linked by high, winding roads which are blocked by snow with monotonous regularity during the winter months.

The higher we climbed, the brighter the day

● JOHN LAMBERT (right) is a man who likes to be at the sharp end of the business, dealing one day with the labour squad and liaising with clients the next.

He has spent all his working life in Scotland, moving north after graduating at Bangor and working initially with Bryant and May in Dunoon (partly on estates now managed by Cowal and Bute branch), then with Atholl estates in Perthshire and for the Forestry Commission before finding life in Northern branch very much to his liking.

Because he has seen plantations which he created during his 21-year tenure grow from tiny transplants to the thinning stage, he adds

to his wife and teenage son four to five million trees which he counts as part of his "extended family."

In his time with Northern branch, he has helped to train many young assistants. Those whose careers have developed with Tilhill after a spell of John's tutorship include Martin Wilkinson (now northern area manager in Scottish Division) and branch managers Colin Blyth (Cowal and Bute), Colin Calvert (Lothians), Phil Hymers (Anglia South) and Tom McLellan (Scottish Division Central branch) together with John Cantrill (Yorkshire regional manager for Harvesting and Marketing Division).



Squad foreman Alex Henderson augers post holes for a screen fence at Brickfield, Craigellachie, for main contractor Robertsons of Elgin Limited.



Ben Newe from the new forest road across the Deochry glen.

became and the capricious Scottish climate changed from midwinter to glorious spring in less than an hour. By the time we dropped down into Strathdon and reached Ben Newe, the morning's snowfall had already turned to slush in the warm sunshine.

Ben Newe rises to 1854 feet, with the tree line stopping just short of the summit. The snow highlighted more clearly than any photograph small areas which have already been clearfelled ready for re-planting with spruce.

"When we acquired the property," said John, "we inherited a bit of a mixture — mostly Scots pine of about 35 years old, some spruce and some larch — all of which made it very interesting from a management viewpoint. Much of the land is, however, capable of growing spruce and of producing higher yields than it is

Variety is spice of Northern branch life



Assistant branch manager Gordon Stewart (left) briefs squad member John McEwan for a landscaping contract.

The plan is to

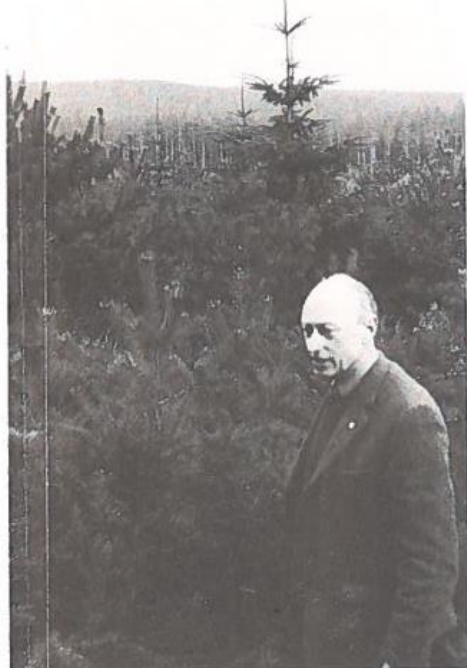
giving at the moment and our long-term policy for Ben Newe is, therefore, to convert the forest gradually to at least 50 per cent spruce."

In the meantime, to prepare for increased activity in timber marketing, John is concentrating on providing Ben Newe with 1 kilometres of upgraded roads to replace some of the existing tractor tracks. Conditions will be greatly improved for timber extraction and stumpage values will benefit accordingly.

Strategy

John's strategy for the future of Ben Newe echoes the policy which was applied at Sleepie hill, the 300-hectare family-owned estate which was the reason for setting up the Northern branch 21 years ago and which has been

ort of malt whisky country.



John Lambert in Sleepieshill against a background of Sitka spruce now well ahead in a p77 Scots pine Sitka spruce mixture last reviewed in *Tree Scribe* five years ago. John has always recognised the benefits of mixtures and fresh interest is being shown in the silvicultural technique after being out of fashion for nearly 20 years.



he formation of a new forest road through the plantations of Ben Newe. Extraction racks from a previous thinning in the pine can be seen in the background.

policy nurtured into a prime timber-production estate under John's careful management.

ased cen-10 ie of l be and This same client also has holdings further to the south-west in the Aviemore area which are managed by Northern branch. Though technically outside his area since the formation of Highland branch, John was responsible for planting them at a time when his branch's territory was much larger than it is now and he continues to look after them so that there is no break in the client-manager relationship.

lewe pies-which harn been With the re-drawing of the branch's boundaries, the emphasis has shifted more from large-scale afforestation to plantation maintenance and harvesting and marketing thinnings and timber from the branch's productive woodland estates.



Landscaping at a sheltered housing scheme in Elgin.

While the forests continue to grow to full maturity, other types of work have assumed equal importance, especially in the area of industrial landscaping in which there has been substantial growth since Northern branch was last featured in *Tree Scribe* five years ago.

This is not surprising when it is realised that Northern branch also covers the thriving oil city of Aberdeen and numerous busy and mostly prosperous towns along the coastline and in the hinterland.

Competition

Much of the landscape work has been secured, in the face of keen competition, in the Aberdeen area and the branch has done well to penetrate into landscape and maintenance markets with such prestigious clients as British Gas at St Fergus where Tilhill is currently operating a two-year maintenance contract.

For John, the continuing expansion of landscape work is a reflection of the variety of opportunity which exists within the branch's boundaries. Some of the landscape projects are particularly challenging.

In Elgin, for example, Tilhill was invited by Aberdeen architects G. R. M. Kennedy and Partners to plant a renovated High Street close which had been rescued from near dereliction. Because of the narrowness of the passageway and the high walls on either side, the scheme called for shade-loving plants.

Contract

Nearby, the branch handled another landscape contract through the same firm of architects for a small but beautifully designed sheltered housing scheme for Hanover Housing Limited, one of five similar schemes in which Tilhill has been involved for this client alone and which have all been followed up with one-year maintenance contracts.

Reviewing the last five years, John singled out the branch's ability to adapt to riding out the recession and its traditional pioneering approach as being significant factors in the branch's holding its own during what otherwise might have been a lean period.

In timber production, too, the branch has been keeping the wheels turning. Last year, despite the depressed state of the timber market, Northern branch conducted standing sales on five of its estates as well as continuing with the harvesting and marketing of small roundwood from thinnings.

The future holds encouraging signs. "We are very much looking forward to the start-up of the new Highland Forest Products structural composition board plant at Dalcross near Inverness," said John, "which will displace the reliance we have had to put on exports of small roundwood since the closure of the Fort William pulpmill. Some of the sawmills in the district are also in the process of further expansion, which bodes well for future sawlog demand."

● **ALASTAIR GRANT** (right) is senior assistant branch manager and has been at Northern branch since 1973 after qualifying at Aberdeen University. He is John's right-hand man as well as being responsible for several mixed-aged estates, looking after the vehicle fleet and machinery, training and the labour squad.

He has also developed into the branch's landscape specialist, directly involved with the preparation of tenders as well as on-site implementation.



● Northern branch is **GORDON STEWART'S** second abm posting. Until July last year, he worked with Scottish Division Central branch where he was directly involved with the large Glenample afforestation project. His particular responsibilities at Elgin include assisting with woodland management and landscape contract implementation, as well as stock control.



Branch typist Mrs Joan Tolmie, always cheerful.



Office manageress Mrs Williamina Murray, administrative wizard.

● **MRS WILLIAMINA MURRAY** joined Northern branch in 1969 and is one of the longest-serving branch secretaries in Tilhill. She came to work once her small son started school, liked the job and decided to stay.

An avid armchair sports fan, she likes to watch rugby, tennis and horse-racing on television and also is an artist with icing in decorating wedding cakes.

● **MRS JOAN TOLMIE** is the branch's part-time typist who works afternoons only. She came to Tilhill shortly after moving from Dingwall 18 months ago and says she is just beginning to get her fingers round complicated plant spellings and abbreviations!

SCOTTISH



David Hetherington

David Hetherington has joined Scottish Division Central Landscape branch, replacing Mike Whitfield on his transfer to Church Stretton.

David worked for 10½ years with the Royal Bank of Scotland before deciding to pursue an outdoor career. He took his OND in horticulture at the West of Scotland College of Agriculture and has had practical experience of ground maintenance work at Edinburgh University and at Windsor. His interests include snow and ice climbing, sailing, photography and gardening.



Sheena McNally

Sheena McNally has re-joined Tilhill at Old Sauchie as Directors' secretary. She first joined Tilhill from school as office junior at Old Sauchie and was, in turn thereafter, with Central branch and Central Landscape branch before leaving in 1980 to take a job with the Edinburgh Medicines testing laboratory.

Steve Deas joined Central Landscape branch in March as a landscape technician after attending Elmwood and Merrist Wood colleges where he was awarded the SCOTEC 2 and NCH certificates in horticulture and landscape construction. His practical experience includes a year as apprentice gardener and instructor at Elmwood and six months' contracting work.

Linda Brown has re-joined Lothians branch as a part-time secretary. Linda left Tilhill early in 1975 to raise a family and replaces Sheanagh Noon who is now training to be a court reporter.

Anne Wilson has joined Tilhill's Scottish Division head office as clerkess/typist. Anne's spare-time hobbies are gardening and rearing pheasants.



Steve Deas

People &

Snow-mobile



DEDICATED Cowal and Bute branch secretary Ailsa Stewart beats last winter's blizzards by overcoming the transport-to-work problem and arriving at the office on cross-country skis.

Complete with handbag containing (she claims) emergency supplies of space blanket, flask of coffee and half a bottle of brandy, she made an incongruous sight on Dunoon promenade.

Prize estate

MALSHANGER ESTATE, near Basingstoke in Hampshire, has been awarded a bronze medal certificate in the 1983 Royal Agricultural Society of England's Woodlands and Plantations Competition.

The woodlands, owned by Sir Michael Colman and managed by Tilhill since 1968, were entered in the class for the best-managed woodlands on a privately-owned estate comprising woods and plantations of between 40 and 150 hectares.

CONTRACTS ... CONTRACTS ... CONTRACTS ...

SCOTTISH DIVISION

● **BORDERS** branch has won a £26,869 landscape contract from **Tyne and Wear County Council** for year-round maintenance along major highways, metro tracksides, metro stations and industrial units.

A smaller contract, worth £7874, has come from **Borders Regional Council** for landscape work at several sites along the A1 trunk road.

● **COWAL AND BUTE** branch has won a £10,212 landscaping contract from **Irvine Development Corporation** for tree planting, fencing and aftercare.

● **CENTRAL** branch has won two forestry contracts with a combined value of £44,162. The larger, for **Monklands District Council** under the auspices of the Central Scotland Woodland Project, covers a number of sites in the Airdrie area and is worth £41,000. The other, worth £3162, is for fencing, tree planting and associated work for **Smiths Gore** at Ochertyre near Stirling.

● **CENTRAL** Landscape branch is working on a landscape contract worth more than £70,000 which was awarded by the **SSEB** for work at Longannet Power Station. Tilhill has been on the Longannet site for the past two years carrying out similar work as sub-contractor to **Shellabear Price Ltd**.

The branch also won a £55,791 contract from the **Scottish Development Agency** for supplying and planting more than 9000 trees as part of the Denny / Bonnybridge Project, one in excess of £32,500 from **Wimpey Construction** for landscaping at housing estates in Bishopbriggs, Newton Mearns, Hamilton and Linlithgow and another, worth £13,531, from **Marshall Construction** for tree and shrub planting on an SSHA modernisation scheme near Alloa.

In addition, the branch is also engaged in a number of other small contracts, worth together a total of £22,516, for tree felling and surgery for **Fife Regional Council** at Lochgelly; landscaping the new Stirling library

headquarters for **Industrial and Agricultural Buildings**; for landscaping a sheltered housing development scheme in Falkirk for **Barratt Construction**; for **British Gas** as a further year's maintenance at the Bathgate compressor station; for tree and hedge planting at a restored opencast coal site near Tillicoultry for the **Department of Agriculture and Fisheries**; for **Ritchies Equipment** on re-seeding areas near Dunblane disturbed by contract works associated with the demolition and removal of a British Rail tunnel, and for the **Caravan Club** on fencing and planting at Killin. Another recent contract, value £24,000 has been won for planting and seeding at the new Wang Laboratories site at Stirling University.

● **EAST YORKS** branch has won two contracts, worth £73,208, from **Tyne and Wear County Council** for year-round maintenance on a total of 32 sites. Tyne and Wear also awarded the branch a £20,300 contract for site preparation and planting followed up by three years' maintenance work at Hebburn Riverside.

The branch has won £40,544 worth of business from **Ladbroke Holidays Limited** for site preparation, planting, fencing and maintenance at the Cayton Bay holiday village and is also handling a £24,030 contract for **Cleveland County Council** for site clearance, topsoiling, tree, shrub and bulb planting, grass-seeding and maintenance work at Port Clarence Road.

The branch is also busy with a £10,395 contract for the **Borough of South Tyneside** under the supervision of **McAlpine Contractors Limited** for planting, grass-seeding, fencing repairs and maintenance at Lowes /

Wrights biscuit factory and has also completed a £6134 contract for the erection of security fencing for ICI.

● **HIGHLAND AND NORTHERN** branches between them won a £7800 contract from **Gleeson Civil Engineering** for grass-seeding work at sites in Inverness, Kinloss and Lossiemouth.

Northern branch has won two contracts from **Wimpey Construction UK Limited**, worth a total of £6087, for fencing work at a Portlethan housing scheme and for chainlink fencing at Woodcroft Park in Aberdeen.

Other fencing contracts, worth £6536 and £5217 respectively, came from **Robertsons of Elgin Limited** for Dulaig phase three in Grantown on Spey and from **Stewart Milne Construction Limited** at Skene in Aberdeenshire. Robertsons also placed a £4330 grass-seeding contract for a housing scheme in Lossiemouth.

News came in too late for inclusion in Tree Scribe 14 of a £37,816 contract from **British Gas** at St Fergus for two years' grass-cutting and maintenance. In the same period, the branch also won £13,391 of fencing, grass-seeding and cultivation work from **Robertsons (£5979)**, **Moray District Council (£3377)** and at Hillside phase three in Aberdeen (£4045).

● **LOTHIANS** branch has won two landscaping contracts. The first, worth £17,300, came from the **SSEB** for work at the extended construction village at Torness power station at Dunbar in East Lothian and the second, worth £7100, was awarded by **Blue Circle Industries PLC** for landscaping work at Dunbar North Quarry.

● **British Nuclear Fuels** has awarded **SOLWAY** branch two contracts, totalling £116,012, for work at Sellafield. The larger of the two, worth £74,500, is for screen planting and the smaller, worth £41,512, is for ground preparation, planting and maintenance.

places ...

HAVE A DOUBLE?

JEDBURGH scored a double in the Glenmorangie prize stakes this year, this office being the base of the winners in both the Scottish Division and the Harvesting and Marketing Division, Borders Branch and Borders Region respectively.

This coveted prize of a case of Glenmorangie is awarded annually to the branch / region in each of Scottish, Southern and H & M Divisions with the highest profitability.

In the Southern Division the winner was Central Branch, based at Greenhills.

Warm congratulations to Roger Smith, John Jackson and David Russell.

NURSERIES



Robin Sym

In Nurseries Division, Robin Sym has taken over after the departure of Peter Gatfield with the new title of nursery production manager.

Robin joined Tihill from the Forestry Commission where, as a head forester, he has spent the past 11 years managing forest nurseries in Yorkshire.

Once he is completely settled in, Robin hopes to introduce some further improvements in Tihill's already advanced nursery techniques. Meanwhile, he's continuing to attune himself to the different demands of a private nursery where, in contrast to state forestry, there is a less clearly defined planting programme for the end product.

"The built-in uncertainty of demand in private forestry is more difficult to deal with," says Robin, "but that's what gives the job its challenge."

SOUTHERN



Ian Bryant



Douglas Lamont



Ann Greenman

Company appoints new managers



Oliver Barnsley

Ian Bryant has joined Tihill as computer manager based at Greenhills. After graduating from the Academy of Computer Training in London, Ian worked for Chloride Standby Systems Ltd. as a computer programmer and then, following a short period as systems engineer with Hampshire Computer Systems Ltd., he worked as systems manager for the Pascon Group of Companies, involved in the construction industry. Ian's interests include angling, folk guitar and sky diving.

Oliver Barnsley became the new manager of the Longly Treatment Plant in January following the departure of Theo Marsh. Before moving south, Oliver was abm in Cowal and Bute.

Mike Whitfield transferred in November as amb to the Marches branch from Scottish Central Landscape branch.

Douglas Lamont has joined Anglia branch North as a forester on successfully completing the SCOTEC forestry diploma course. Before going to Inverness, Douglas worked with the Forestry Commission after beginning his working life in marketing in the coal and oil industries.

Ann Greenman has joined South West branch as secretary in the Frome office. She replaces Linda Clarke who left to return to legal work.

Peter Raines and Phil Hewitson have been promoted to contracts managers for Anglia branch South and South East branch respectively. In their new positions, Peter and Phil will be responsible for promoting and implementing the landscape services of their branches.

ROOMS FOR EXPANSION

SCOTTISH Division CENTRAL LANDSCAPE branch has moved into new accommodation, created as a result of general expansion at Old Sauchie.

The new suite was built in a former hay loft, with access from an existing office stairway. Attention to detail by the architect blended the exterior finish carefully and attractively with the existing building.

The work was carried out over a three-month period by the local firm of A. R. Campbell (Construction) Ltd. and the Christmas office party celebrated the opening of the new premises.

The improved space and more congenial surroundings have enabled the office organisation to be much better planned to cope with the ever-increasing volume of landscaping business.

Congratulations

● To Keith and Hazel Jeddere-Fisher on the birth of Samuel, weighing 8 lbs. 10 oz. brother for Hannah, on February 22.

● To Steele and Lesley Houghton on the birth of a son on Good Friday, brother for Joy.

● To East Yorks branch forester Mark Hudson who has passed his NDF and been promoted to assistant branch manager.

CONTRACTS ... CONTRACTS ...

SOUTHERN DIVISION

● ANGLIA branch North has won forestry contracts totalling £24,979. The London Brick Company Limited of Bedford awarded an £18,182 contract for erecting rabbit fencing and planting, and Redland Aggregates of Willington, Bedford, awarded a £6797 contract to supply and plant transplants.

● Hertfordshire County Council has awarded ANGLIA branch South two contracts worth a total of £42,400 for planting, hedging and three years' maintenance on the A4147 East-West link road at Hemel Hempstead and for tree and shrub planting, seeding, turfing and maintenance at Clothall Road School, Baldock.

A £21,900 contract has been won from the BBC for fencing, tree planting, grass-seeding and maintenance at the Brookmans Park transmitting station at Hatfield and the London Borough of Waltham Forest awarded four contracts totalling £16,300 for tree and shrub planting, seeding, turfing and a year's maintenance.

The branch has also won a £14,300 contract from the North East Thames Regional Health Authority for tree and shrub planting and maintenance at the Royal National Orthopaedic Hospital in Stanmore, Middlesex and another, worth £11,300, for tree and shrub planting and seeding at NAPP Pharmaceuticals Limited of Cambridge.

● BERKSHIRE branch has won a £19,570 contract from Laing Management Contracting Limited for soft landscaping work at Larkhill Garrison near Salisbury.

● CENTRAL LANDSCAPE branch has won contracts totalling more than £150,000.

Berkshire County Council awarded a £44,009 contract at Bracknell which includes two years' maintenance and the Department of the Environment awarded a £24,001 tree-

planting and maintenance contract for work at Aldershot Military Town.

Further contracts came from Marples Ridgeway Building Limited for planting, seeding and maintenance at Kingscroft Farm, Havant, value £21,103; Hampshire County Council for work at Alver Valley, Gosport, value £18,728; Condor Southern Limited, for work at new telephone area offices in Aldershot, value £10,667; HMSO for plant replacement, interior planting and maintenance, value £5893 and from Lloyds Bank Staff Pension Fund for landscaping Worton Grange Industrial Park, value £15,000.

● MARCHES branch has won a £39,500 contract from Clwyd County Council for roadside tree and shrub planting at Wrexham and another for £9900 for tree planting round a sandpit for Tarmac Roadstone Limited.

● SOUTH EAST branch has won contracts totalling £122,555, the largest of which is for £48,000 for advanced structure planting at Thamesmead for the GLC.

Blue Circle Industries PLC awarded two contracts, worth £18,555 and £13,000 respectively, for screen planting at their Broadness Marshes site and for tree planting at Holborough Works.

Rugby Portland Cement PLC awarded the branch a £20,000 contract for landscaping the Cliffe Industrial Estate at Lewes; Lesser Land awarded a £15,000 "design and build" contract for its exclusive new office development at Crabtree Park, Worth, Crawley, and the naturalist Peter Scott awarded an £8000 contract for fencing and forestry planting on a reclaimed landfill site at Pendell.

● SOUTH WEST branch has won contracts totalling £28,356. They include landscaping of a refurbished hotel in Exeter, value £6400; tree screen planting on extractive works at Chipping Sodbury, value £5600; landscape work to the grounds of a council repair depot in Dorchester, value £5080; tree screen planting on a sand pit at Wareham, Dorset, value £4456 and similar work at gravel pits near Ringwood, value £3825 and at Malmesbury, value £2995.

PRESTIGE PROJECT

SOUTHERN Division Central Landscape branch will be entering a prestigious scheme for next year's competition for awards by the British Association of Landscape Industries.

The project, at Ranks Hovis McDougall's new group headquarters at Windsor, is the largest "design and build" contract in a series the branch has worked on recently.

In May 1983, Tilhill was invited by Edginton, Spink and Hyne, the architects, to compete for the first phase of planting, which involved the central courtyard. The client considered it very important that this should be completed before the building was occupied in September, 1983.

Having won the initial £20,000 contract, the branch was requested to finalise the plans for the courtyard and to design the larger remaining areas, using the same planting rates confirmed in the competitive tender and worth a further £70,000.

Work commenced on site in late July 1983, with the planting of 5000 shrubs immediately around the building, plus 1800 cubic metres of turf to form the main lawn in front of the building.

Unfortunately, the planting coincided with the start of a prolonged drought, with temperatures in the '80s and no rainfall for two months. Extensive watering was necessary, including at weekends, to foster the establishment of the new turf and plants.

The man to whom the scheme owes much of its success is the branch's assistant contracts manager David Cox, who was responsible for the design and close supervision of its implementation. Unusually for such an important project, he was given a free hand in the design but liaised closely with the architects to complement their original architecture with equally imaginative landscaping.

The location of the building and site largely dictated the main composition of the planting. Room for the site was created by the demolition of several old buildings and left the new offices overlooking the untidy backs of its neighbours and open to unrestricted views from outside. This problem was overcome by mass planting of shrubs and trees following the boundary which, as they develop, will create privacy within the grounds.

This screen planting includes evergreens such as *Viburnum tinus* and *Prunus laurocerasus* set against the boundary with lower decorative shrubs forming beds in front. Standing above the evergreen shrubs are groups of hollies and lilacs together with dominating trees such as *Acers* and *Aesculus*. Towards the front of the screen planting stand various specimen trees, including *Catalpa*



David Cox (right) and landscape general foreman Gordon Glenville in the grounds of RHM's Windsor headquarters.

bignonioides (Indian Bean Tree) and *Davidia involucrata* (Handkerchief Tree).

The wide variety of species used — more than 120 species of shrubs and 20 types of trees — aims to give the client a broad range of plant forms, foliage and textures, and results in different plants being in flower throughout the year.

The high planting density and extensive use of groundcover plants will make for rapid establishment and long-term low maintenance which was a requirement of the client.

The building itself has provided many opportunities for interesting landscape design, with interior planting, balcony enhancement and roof gardens over underground car parks.

On retaining walls bordering access to the underground car parks *Junipers* and *Virginia Creepers* drape over the brickwork while *Wisterias* climb on higher levels.

Perhaps the most striking feature of the design is seen on entering the reception hall where, facing the entrance, is a large bed of interior plants growing against four 20-foot-high tinted glass windows which frame the courtyard beyond. Plants of similar appearance have been located on either side of the glass to give the illusion of the planting continuing uninterrupted from the interior into the courtyard beyond.

With the planting completed, the emphasis is now on maintaining the site, keeping the 5000m² beds weed-free and cutting the 3000m² lawns every week.

New mill for Dumfries

JAMES JONES and Sons Limited of Larbert, Stirlingshire, one of Scotland's oldest and largest sawmilling companies, with six sawmills in Scotland and one in Yorkshire, has announced the construction of a large new sawmill at Dumfries.

CAPACITY

With a single shift capacity of 25,000 cubic metres per annum, the mill will produce sawn timber primarily for the UK construction market and will draw its raw material from the rapidly growing forests of South Scotland.

The mill, to be supplied by AB AK Eriksson of Sweden, will be the first of its kind in the UK to use the computer controlled reducer / Quad bandsaw with a three-pass facility. Start-up is scheduled for autumn 1984.

HANGAR

Subject to planning permission and lease, the new sawmill is to be located at Heathhall, Dumfries, in a hangar leased until recently by the Scotcross Group and, with a number of other sawmills already in operation in various parts of the region, this will mean that the region now has more than sufficient sawmill capacity to cope with the timber output of the region for the foreseeable future.

Indeed, for a period it may be necessary to import wood into the area to supply the increased capacity.

FALL OF PROUD OAK



Timber cutter Bryn Powell is dwarfed by the massive girth of the diseased tree.

AN OAK near Dorking in Surrey, which must have been a sapling at the time of the Plantagenets some 600 years ago, was felled recently by Central branch.

Though apparently in good shape, with healthy foliage and a well-balanced crown, the magnificent old tree could not be repressed when two fungi were found — *Ganoderma*, which renders trees liable to root and stem breakage at the base and *Inonotus* which renders branches liable to snap.

Auger boring revealed extensively decayed heartwood at ground level and at four metres above the ground, and identification of the fungi was confirmed by the Forestry Commission research station at Alice Holt.

CONSIDERED DANGEROUS

So, instead of being merely pruned, as the local district council officer first inspecting the tree had originally recommended, the tree was considered dangerous and had to come down.

Felling was a tricky operation taking a team of tree surgeons five days. The crown was completely dismantled before felling the main stem. Although in private grounds, the tree was situated close to a road which had to be closed during working hours for safety reasons.

The butt log which measured almost six feet in diameter at breast height and was 16 feet long, was too decayed to interest a timber buyer. Instead, it was cut up and sold to a local firewood merchant along with an estimated 20 tonnes of cordwood.

The considerable amount of sawdust produced during the operation was put to good use in a nearby stable.

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