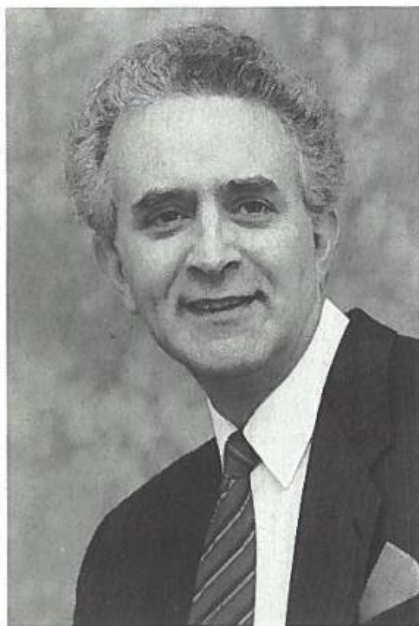




Tree Scribe

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A Member of Booker Countryside



TEF Welcomes Bob Shaw as Managing Director

Bob Shaw has joined TEF at a time of rapid change in the forestry industry – and it's a challenge he clearly relishes.

In a business where commercial considerations are becoming increasingly crucial to the industry's success, his background in accountancy, allied to an in-depth knowledge of forestry management, puts him in a prime position to steer the company through the years ahead.

Bob qualified as a chartered accountant with what is now the internationally-known company of Touche Ross & Co., but quickly saw his future in the commercial and industrial sector and joined a Glasgow-based timber company.

It was a decision which was to influence the rest of his career. From there, he joined the Swedish Match Group, a company with large timber interests, becoming the chief UK finance executive and, more importantly, making contacts which were to lead him towards his present appointment.

He joined EFG in 1978 and became group finance director eight years later. Overseeing that company's integration of several diverse elements into a cohesive forestry business provided a welcome opportunity to combine pure finance with general forestry management and, in some way, was to prove a useful 'dry run' for the current task of bringing together the operations of the two merged companies.

Bob believes passionately that flexibility and alertness in adapting to forestry's changed circumstances are the keys to the industry's future.

'Gone are the days of absentee landlords and wall-to-wall sitka,' he said. 'With the disappearance of tax incentive schemes, we have now to become much more cost-effective than before – and that presents all of us with the exciting challenge of becoming commercially-aware businessmen as well as foresters.'

Message from Bob Shaw

"A few days ago, someone commented that everything was 'stalemate' and that very few decisions would be taken before next summer. Of course, he was speaking about politics and the 1992 general election.

Business doesn't operate like that and forestry is no exception. How well we succeed depends on how successfully we can manage fundamental change within our industry.

Booker made a leap forward by merging Tilhill and Economic Forestry. We are now the stewards of a company with strong financial backing, pledged to lead the industry in terms of good forestry policy and practice. We must now seek the rewards that accompany our status.

Gone are the days when expert foresters and nurserymen needed not also to be expert businessmen. They now need to be both.

We have given fresh emphasis to the importance of our forestry marketing effort with the appointment of Len Yull as Forestry Marketing Director. Len and his

team will be creating, identifying and capturing opportunities for the expansion of the business.

We are in a different, more competitive marketplace with, perhaps, a greater breadth of business opportunity. Gone are the days when we were able simply to mention 'tax shelter' – a sort of monocultural word – to cause the investor's smile to break into a broad grin. Investment forestry can still be a money-spinner, however, and every ambassador needs to promote it vigorously.

The integration of our three nursery units under the leadership of Andrew Miller has created a business supplying 25% of the UK forest tree market, selling 35 million trees with a growing stock of 67 million trees. The business will make a major contribution to 1992 profits.

Doors of opportunity are opening in other sectors of our market as the UK strives for balance in the countryside. We shall succeed if we ensure that our quality of service cannot be undersold in terms of real value for money."

New Appointment

Len Yull has been appointed forestry marketing director with effect from January. He is presently based at Perth and will relocate his office to company headquarters at Sauchieburn, Stirling, in due course.

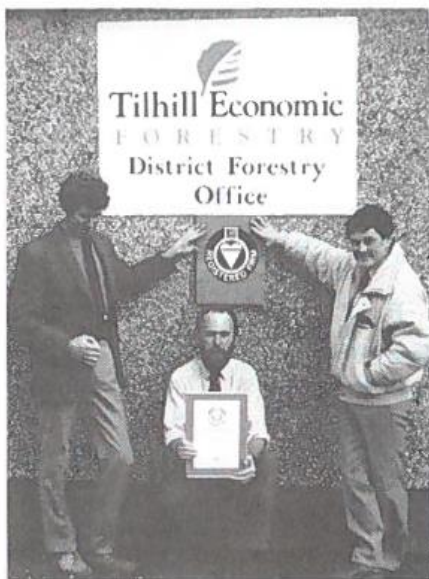
Len gained his forestry degree at Aberdeen University and spent a number of years in forest service overseas before settling into forest management back in the UK. Subsequently, his marketing skills saw him heading up the land acquisitions department of EFG with responsibility for creating marriages between land and clients, many of whom are growing trees in Scotland, the area for which Len was responsible prior to the merger.

Len's appointment reflects the importance of forestry marketing to the continuing success of the company. His enthusiasm, combined with his well-known commitment to forestry, make him an ideal ambassador for the industry.

'I have no doubt,' said Bob Shaw, 'that his leadership in the marketplace will bring increasing rewards to the company.'

● As a result of Len's appointment, Martin Wilkinson will, in addition to his duties as forestry operations director, be responsible for forestry in Highland Region, beginning in January.

FLYING THE KITE. . . .



The coveted BSI kitemark can now be displayed in TEF's Dunoon, Oban and Fort William districts.

The quality assurance registration, which more and more companies are striving to achieve, is for the supply and erection of vehicle safety fences, an activity in which EFG had a long involvement before the merger.

'Registration under BS5750, which guarantees clients a recognised standard, was in response to a tendency by local and district authorities to limit tendering to those companies with certification,' said Highland regional director Len Yull.

'It also reflects Booker Countryside's overall policy of being recognised as an organisation which operates to the very highest professional standards.'

Flying the kite. From left, Dunoon-based deputy district manager Tom Pierson and Oban district foresters Ian MacKenzie and Colin McDonald display the hard-won kitemark.

Business Booming in the Midlands

Business in the new East Midlands district has developed strongly since it was launched as a district proper at the beginning of the year, after being a sub-office of Anglia for the preceding ten months. It is now located on an estate at Normanton, near Bottesford in Nottinghamshire where the landlord, Newark Storage, was keen to have the company on the site of a 32 hectare farm woodland scheme which is being executed over a three-year period.

The work being undertaken by the district

includes the full range of consultancy, management and contracting services, much of it based on administering and implementing farm woodland planting from three to 32 ha., and harvesting and marketing timber both on traditional estates and for national land agents. An interesting contract handled recently was for the National Trust to plant and maintain fruit and screening trees at Sir Isaac Newton's home at Woolthorpe by Colsterworth.

Fire Fighters

Tom McLellan and Stuart Wilkie, from Inverness and Aberdeen districts respectively, attended a one-and-a-half day training course run by Grampian Fire Brigade in the use of helicopters for fire-fighting.

The helicopter has undoubtedly 'come of age' in fire-fighting in Scotland and a course like this one helps to train foresters to be in a position to help with both planning and control during the early stages of a fire. It also illustrates how an integrated system of fire-fighting using a helicopter can save time, improve fire-fighting efficiency and be cost-effective.

In particular, the course covered the safe movement of personnel and gave sufficient training and direct involvement with the helicopter for awareness of the stringent safety requirements for boarding and leaving the aircraft.

Course participants also had the opportunity to see a wide range of fire-fighting equipment such as high-pressure hoses, which are similar to car wash systems and are very efficient in the use of water, and flexifire-dams, which are totally self-supporting, with a built-in collar and made from heavy duty material.

Prizewinning Pine



Forestry assistant Elis Wynne with the award-winning 48-year-old Scots Pine.

South-east England district won no fewer than two first and two second prizes in the South of England Agricultural Societies Woodland Competition. In addition, the entry of a P48 Scots pine from The Warren at Eridge, and pictured here with forestry assistant Elis Wynne, won the Evelyn Challenge trophy for the most outstanding entry in the competition.

NUCLEAR



Extraction work in progress at Trawsfynydd

North Wales district describes TEF's involvement of the local nuclear

As part of Nuclear Electric's improvement works at Trawsfynydd Power Station, the North Wales district of Tilhill Economic Forestry have been successful in winning two large contracts for landscape improvement works around the station.

The initial contract involves the clear-felling of over four hectares of unstable 30-year-old Lodgepole Pine in a woodland owned by Nuclear Electric, adjacent to the station. The long-term plan is to clear-fell the whole woodland and restock with native broadleaf species. Of this initial four hectares, most is adjacent to the boundary fence, and security of the station is also a consideration in the decision to fell here first. The balance is windblown Pine on the wettest part of the site. The operation includes chipping of the residues, since burning-up adjacent to the station is unacceptable. Work to date has proceeded well, and some three hectares have been felled and extracted.

Following commencement of the initial contract, a subsequent contract for restocking of the woodlands with native broadleaves was put out and TEF were again successful in tendering. This restocking work, together with coppicing of retained trees, will provide a softer backdrop to the power station, and it is hoped to have this area established before it is necessary to fell the remainder of the woodland, thus minimising the environmental impact in this important area of the

TREE AID

A raffle at the forestry managers' meeting at Stansted in June raised £160 for Tree Aid.

The company has supported Tree Aid since its inception. It was founded in 1988 by a group of concerned foresters and others connected with the UK wood industry to help villagers in the Sudano-Sahelian zone of

GREENING



dd.

manager David Owen vement in the 'greening' ear power industry.

Snowdonia National Park. Careful landscape of the site has been carried out by Adrian Lisney and Partners, who are also supervising the work.

In addition to the restocking work, there is some planting adjacent to the new dam, recently completed, which retains Trawsfynydd lake. The old dam was showing signs of structural weakness and had to be replaced. The lake is important for cooling purposes at the power station, and for supply to the Maentwrog Hydro Electric Station, as well as being an important landscape feature in the area.

Planting around the dam is particularly sensitive, since the gorge below is a Site of Special Scientific Interest. Planting will, therefore, be with stock grown from locally-collected seed, and grown specifically for this contract by a number of local nurseries. The planting is to be contained in deer fencing to protect the plants from the local feral goat population (which has had a devastating effect on a number of similar plantings in the area).

Nuclear Electric's programme of improvements and development associated with the Visitor Centre, currently under construction, and a series of nature walks being opened and constructed around the station is to be admired, and will greatly improve the local amenities. TEF will, of course, be making every effort to be involved in any further work on these projects.

Africa to establish tree nurseries, dig wells and provide irrigation.

Current efforts are concentrated on the village of Misiktab on the east bank of the Nile where a woodlot is being successfully established to cater for local fuel and house-building needs, and the charity's honorary director John Fletcher has promised to keep TEF up-to-date with the Misiktab project.

People and Places

Paul Billin has joined East Midlands District as Deputy Manager, he graduated with a degree in forestry at Bangor in 1981. His first forestry job was with a small harvesting and marketing company in the north of England before joining EFG in 1983 covering woodland management and contracting in Kent and East Sussex. After a five-year break as an estate head forester, he returned to EFG to build up forestry contracting in the East Midlands and, following the merger, worked briefly for EFG landscaping.

Simon Jeffreys joined TEF in the East Midlands in October as forestry assistant after spending the previous three years as an estate forester at Baynards Park, Surrey. He gained a B.Sc. in Rural Environment Studies at Wye College, University of London, followed by a postgraduate year at UCNW, Bangor, achieving an M.Sc. in Environmental Forestry.

Ann McNeish joined TEF East Midlands District in August as district secretary, bringing with her wide experience in secretarial work. She is married with two small children and, in her spare time, helps her husband with their livery business, breeding and preparing thoroughbred horses for racing.

Welcome to Elizabeth Andrew, who has joined Aberdeen district as secretary.

Baxter Cooper, senior wildlife officer (Highlands), has been appointed an honorary fellow of Edinburgh University's Faculty of Science and Engineering.

The appointment is in recognition of his work in the Institute of Ecology and Resource Management's Division of Biological Sciences. It involves Baxter in giving two lectures a year to students and the supervision of an honours student undertaking a

project on the impact of deer on natural regeneration.

After 31 years with the company, Ron Manser has retired from South-East England district. He will be missed by all at the Crowborough office for his great sense of humour, story-telling abilities and for his wealth of local knowledge and history.



Farewell to Ron, pictured here at his retirement party with his wife Norah and district manager, Peter Middleton.

Robin bows out

It is with great regret that we have to report that Robin Sym is having to retire as manager of the Greenhills Nursery as a result of his recent illness. Robin is making steady and encouraging progress, and continues to show the remarkable courage, determination and cheerfulness which have been the hallmarks by which we have known him.

Robin joined the company in 1983, taking over from John White when he retired in 1990. During this time, Robin has made a significant contribution to the expansion of the nursery and successfully undertook the difficult transformation to a more complex mix of conifer and hardwood species and a wider customer range following the significant changes brought about by the 1988 Finance Act.

ROW FOR CHARITY

David Millbourn of TEF rowed 105 miles in October with his father to raise money for the Cystic Fibrosis Research Trust. Between Oxford and London, they survived autumnal gales and showers, large waves from motor cruisers, and collisions with a bridge and Ratty's island (of 'Wind in the Willows' fame). They had to navigate 33 locks and row ten miles on the Tideway to finish at Putney. David, whose cousin has the disease, was delighted with the support and generosity of everyone in TEF. More than £3,000 was raised from company and private sponsorship, as well as collections along the route.



Heroic rowers. David and his father during their marathon fund-raising row.

Congratulations to . . .

Richard Sochacki of East Midlands district and his wife Nicola on the birth of Alexander on November 15. . . .

. . . John McGlade of Aberdeen district and his wife Lorna on the

birth of their second son Ewan at the end of August. . . .

. . . and Graham Chalk of Cheviot district on his marriage to Trish Rodger on September 20, and Graham's promotion to deputy district manager at Thirsk.

THE BERKELEY REAFFORESTATION TRUST



Workers preparing seedlings in the Trust's nursery at Kisan Nagar in Nepal.

The Berkeley Reafforestation Trust was established in 1987 and raises money to support carefully selected projects around the world, educating people in the importance of tree planting and helping them to establish tree planting schemes which they themselves will quickly have the capacity to administer without the presence of foreign personnel. It currently finances projects in Ecuador, Nepal and The Sudan, and is in the process of developing a new project in Madagascar.

The Trust has received considerable support from Economic Forestry Group, its clients and its employees. Now that EFG Forestry has joined forces with Tilhill, the Trust welcomes this opportunity of explaining its activities to a wider audience in the forestry world.

Donations from individuals to The Berkeley Reafforestation Trust are collated into block grants to finance particular small scale village forestry and tree planting schemes in their entirety. Donors are kept informed in detail of the progress of their specific project in their particular villages during the period that they covenant or make annual donations to the Trust. They receive precise information on how their money is spent and need not feel that they have contributed negligible sums to the amorphous coffers of a major charity.

The contribution of trees to the economies and ecologies of many of the world's poorest countries is critical, yet the forest resource is being depleted at

an alarming rate, with negligible or inadequate replacement planting. Trees in these countries are generally an essential source of fuel, fodder, fruit and building materials. They provide shade for men, animals and crops, and stabilise fragile soils subject to erosion and desertification.

The purpose of The Berkeley Reafforestation Trust is to promote tree planting and effective tree management internationally as a means of combating land erosion and degradation, rural poverty and ecological and environmental deterioration.

Huge quantities of money have been wasted over the years on ill-conceived projects in what is a highly sophisticated area of 'development'. In evaluating individual projects, the Trust gives particular attention to sociological factors – the acceptability of the project to the local community and the perception of the benefits to be derived by the ordinary local inhabitant. These factors are of as much significance as physical ones – the suitability of the site for tree planting, the potential water supply and the choice of tree species.

The Trust is currently raising money for a second project in Nepal to fund the establishment of three tree nurseries in a remote area in the north east of the country. Those interested in further information and in making a donation should contact: Rodney Portman, The Berkeley Reafforestation Trust, 3 Harley Gardens, London SW10 9SW. Telephone: 071-370 1965.

R.F.S. VISITS TEF AT WORK IN WALES

Forty-two members of the Royal Forestry Society were given a tour in July of the young Llanbrynmair forest in North Wales, guided by district manager David Owen, supported by regional director Ian Ledger and forester Simon Graham.

With over 2800 hectares under TEF management in the vicinity, the RFS welcomed the opportunity to see and discuss sensitive issues involved in large-scale, production-orientated, upland afforestation.

A cross-section of opinion was expressed, some lamenting the, hopefully temporary, moratorium on such schemes, while others were concerned at the loss of too much heather clad hill land. TEF's successful reconciliation of the two was illustrated by the well-stocked Spruce blocks interspersed with retained moorland sheep grazing and the many conservation 'gem sites' retained within the forest matrix.

A range of establishment techniques, such as ploughing and ripping, transplant selection, heather control and fertilizer application were seen and discussed, together with examples of sensitive landscape design, incorporating appropriate areas of open space and measures to preserve water quality.

Jim Hudson, from the nearby branch of the Institute of Hydrology, described the permanent water-monitoring systems built at the centre of the forest, and outlined the results to date of their long-running work on the relationship between forests and water. It reassured local managers that their present controls on drainage and measures to regulate water hardness will help to alleviate some of the criticism of such large-scale tree planting.

SCHOOL GIFT

The gift of more than 2,000 trees and shrubs has guaranteed success for a Scottish school's innovative environmental project.

Webster's High School, in the Angus town of Kirriemuir, was struggling to finance an ambitious scheme to create an educational resource right on its doorstep by planting up a two-acre area of woodland – until TEF in Forfar stepped in with an offer of free trees, along with stakes and protective tubes, ready for planting in October.

The gesture was greeted with enthusiasm by the school, which is aiming to combine improvement of the area's visual appeal with the provision of a natural habitat for use by pupils in their studies.

INVERNESS

Inverness district has now re-located its office near Inverness to Dunain Lodge, Dochgarroch. The office is staffed by assistant district manager Mark Banham, forester John Wood and secretary Helen Lawson.

The office at Loch Oire, Elgin, also remains open and is staffed by forester Angus Dixon and secretary Nicola Marshall.

District manager Tom McLellan says that both offices provide the local service that clients have enjoyed for a long number of years, and the facilities from which the staff can provide an efficient and comprehensive service.