



Tree Scribe

The House Journal of Tilhill
Economic Forestry Limited.
A member of Booker
Countryside.

RETIREMENT OF MANAGING DIRECTOR

“THIRTY-TWO years may be a long time in any industry but time has certainly flown in timber. There is such breadth to the timber industry. It has brought constant excitement and challenge. A material that is sound for construction, decorative for furnishing, durable for all sorts of packaging and essential to the growth of the media and communications industries, certainly suggests a broad industrial base. At the same time its amenity value is incalculable to the well-being of mankind. Not many materials have such a strong appeal!

Since leaving the accounting profession in 1962, I have been in timber merchanting, in packaging, in the particle board industry, in the construction industry and, finally, back to the roots in forestry - all wood based. It has been challenging work on both the financial and the management sides. I have worked through the years with many excellent colleagues and shall always be grateful for their support. Together, we have built good businesses with a strong reputation in their fields.

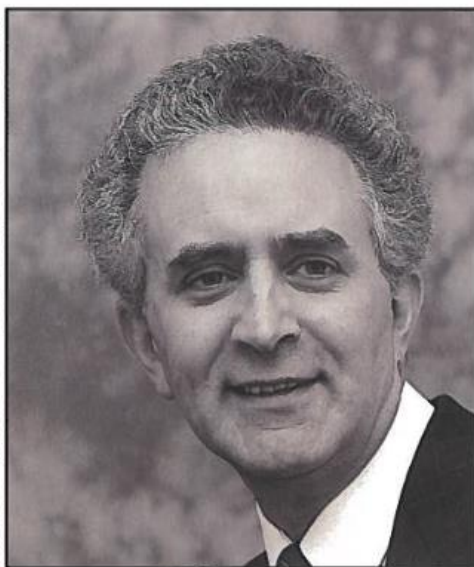
Among the most fulfilling work was undoubtedly forestry when we were able, year after year, to attract significant capital into a young industry, laying down timber feedstock from the private sector for the bulk timber markets of the present era. It was a great pity that political and fiscal whim encouraged the now infamous Lawson budget of 1988 to deal a severe blow to commercial afforestation.

It was clear that virtually no attempt had been made by government to understand the industry and its integral parts or how it is brought together for the benefit of the nation. Yet again an entrepreneurial and resourceful industry had to regroup, restructure its products and bring fresh ideas to the market. This it has done admirably and I am delighted that TEF has played a leading part.

I shall follow the fortunes of the industry with great interest. The demand for timber will never diminish. Indeed, there is strong evidence to suggest that demand will increase in a country with ideal conifer-growing conditions, with state-of-the-art industries and with insatiable UK and overseas markets.

I believe that, increasingly, the various sectors in the supply line will come closer together. That can only be good for all of us.

1995 will see TEF become the forestry arm of Booker Countryside's new trading status and my sincere good wishes follow you all as I hand over the reins to Peter Johnson, Booker Countryside's Chief Executive. ”



Bob Shaw looks back on 32 years in timber

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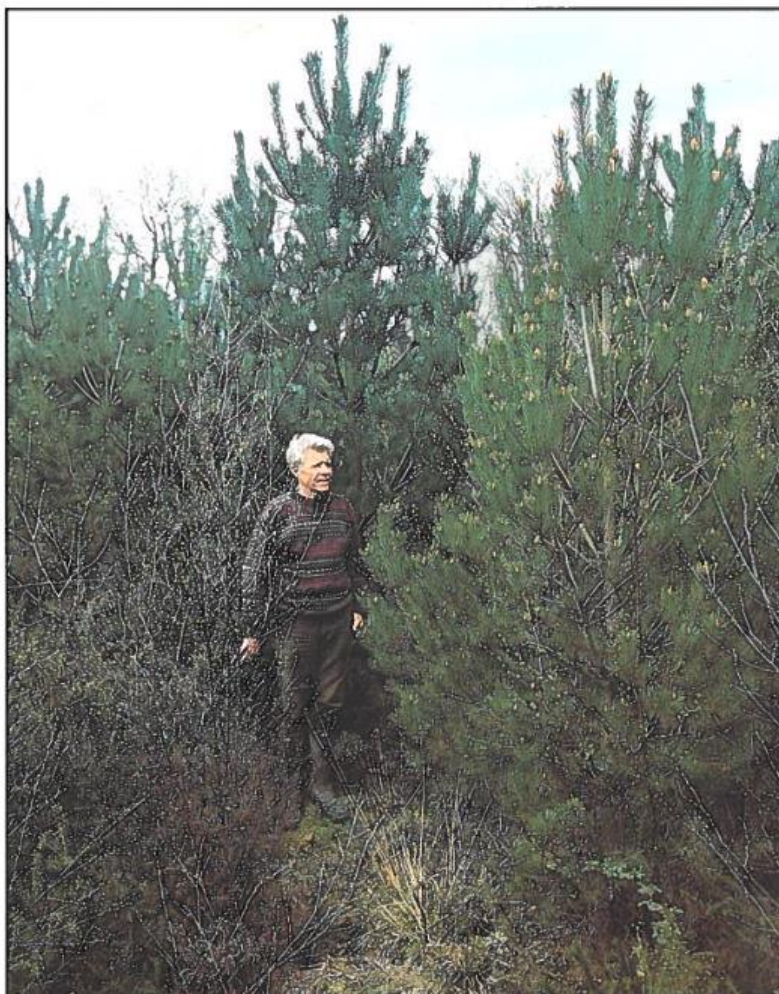
8 Managers in
conference at
Lancaster

CONGRATULATIONS TO:

- * Paul and Georgie Billin on the birth of their first child, Alice Rosalie, earlier in the year.
- * Richard and Nicola Sochacki on the birth of their fourth child, James Robert, on 31 July.
- * Simon and Suzanne Jeffreys on the birth of their first child, Henry, on 5 August. (Certainly a productive year for the East Midlands District!)
- * Julian and Katherine Ohlsen, Yorkshire District, on the birth of Gabrielle on 28 October 1994.
- * Congratulations to Murray Ure, Stirling District and Simon Hart, Investment Marketing Scotland on winning the annual John Clegg & Co forestry golfing trophy with an outstanding performance. None of us, however, saw the champagne!
- * Congratulations to Angus Dixon, Inverness District on receiving an award of merit under the Scottish Forestry and Woodlands Awards presented by the Scottish Secretary Ian Lang and His Grace the Duke of Buccleugh at this years Royal Highland Show.

WELCOME TO:

- * Mark Hudson, East Midlands District office, to expand business in Lincolnshire. Mark previously worked for Tilhill in Sussex and Yorks before becoming woodland manager on a Hertfordshire estate in 1984. Mark is an NDF, ICF and is a local scout leader.
- * Also to Sharan Eve, Secretary at Wessex District), Bill Dixon, Forester (Inverness) and Forestry Assistants Gavin Brown (Dunoon) and Robert Herbert (Yorkshire).



Jack Richardson-Brown, of Wessex District, is pictured amongst Scots pine whilst judging the Plantation Classes for the Devon County Show.

Having been on the Forestry Committee for a number of years, Jack was appointed one of two judges, who were required to judge six classes, each with a hardwood and conifer section, the youngest being four years old up to final felling.

Bearing in mind the diversity of sites and ages, the suitability of species used and the efficiency of the whole operation economically, it was a difficult task. However, the winners were eventually selected not only for their commercial and environmental qualities, but their good silvicultural practices.

The trees pictured above were planted in 1968, achieving four metres in eight years, grown by Lord Clinton Estates who won the Newman Trophy for the best overall plantation.

A GUARANTEED TREE CROP FOR FREE

TEF has recently introduced the FARM WOODLAND GUARANTEE (FWG) scheme, designed to take the risk out of tree establishment.

On appropriate schemes the company guarantees approval by the Forest Authority of the satisfactory establishment of a farm woodland - or repays the grants. The package means that, generally, no bills are payable by the farmer or owner. Work is compensated by the grants available.

If the area is suitable the company will plan a scheme with the farmer or owner, will apply for grants on their behalf and will

undertake the agreed works for five years or up to an approval and payment of the second instalment of the Woodland Grant Scheme (WGS) planting grant, all under a simple contract.

There are now prospects for creating valuable woodlands with a positive cashflow in the early years and offering the prospect of longer term tax free capital gains. At the same time amenity, sporting and conservation value is enhanced by careful planning and creative landscaping.

Details of the scheme are available from any of TEF district offices.

For Hollywood – read Fort William

THIS year, it would seem that the bulk of the world's film industry has, or is about to descend on Fort William. Christopher Lambert arrived first to film the latest Highlander film, followed by Mel Gibson making 'Braveheart' about the life of William Wallace. Liam Neeson stars as Rob Roy in a film of the same name. There are strong rumours that Michael Caine and Ted Danson are to make films here later in the year.

What's this to do with Forestry? The West Highland District have been awarded a contract to supply material for the props in both 'Braveheart' and 'Rob Roy'. So far, approximately £100K of timber, stone, turf, heather and sundry foliage has been used by both these films.

The photograph shows part of the set of 'Braveheart'. Built in Glen Nevis, it is supposed to be Stirling in the late 13th and early 14th century. Sandy McPherson says that they have used a little artistic licence, as his school was, in fact, on the opposite side of the river in those days. The fort on the hill would approximate to the present Old Sauchie, although with fewer Englishmen in residence.

As with all films, everything has had to be delivered yesterday, and Jon Walker has managed to do a superb job locating, producing, and delivering everything required on schedule. Both film crews were extremely happy with the company's performance, indicating that they will recommend us for supplies to any future films.

There is no truth in the rumour that we supplied the box for Mel Gibson (5'4") to stand on to bring him up to the 6'2" of William Wallace!



Certificate of support for our volunteers

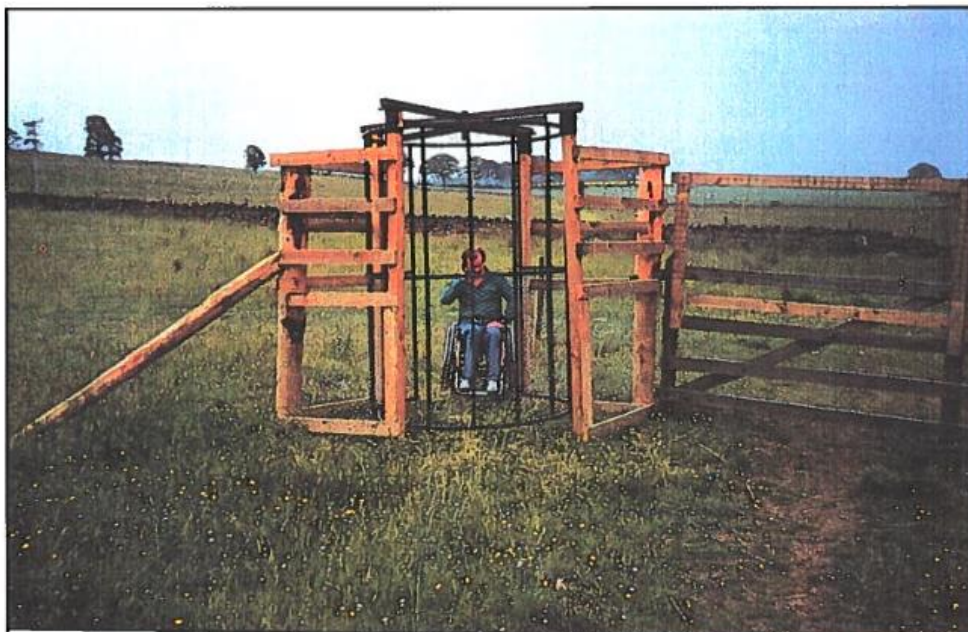


LEN YULL, TEF's Marketing Director at Old Sauchie, is pictured receiving the company's National Employers' Liaison Certificate from The Secretary of State for Defence, the Rt. Hon. Malcolm Rifkind, MP, at the reception and opening of Inchdrewer House, Edinburgh, earlier this year.

The National Employers' Liaison Committee (NELC) was formed in 1986 to win and maintain the support of the employers of those who wish to serve in the Volunteer Reserve Forces - the Territorial Army, Royal Naval Reserve, Royal Marine Reserve and Royal Auxiliary Air Force. Out of this aim came the possibility of improving retention within the Reserve Forces through the mutual understanding between the military chain of command and the employers.

At the outset of the NELC campaign, it was decided to award a Certificate of Support, signed jointly by the Secretary of State for Defence and the Chief of the Defence Staff, to each company which positively indicated their support for the Volunteer Reserve Forces and recognised the mutual benefits - a profitable partnership - which business derives from the free training and management development provided within the various Volunteer Reserve units. Over 3,600 firms throughout the UK have now "signed up".

Local employer awareness has been significantly improved by certificate presentations, unit open days and the very successful Exercise Executive Stretch for civilian employees of supportive employers.



BT rewards disabled access innovation in Aberdeenshire

A SCHEME in Aberdeenshire to design a gate which allows wheelchair and pedestrian access to countryside sites, but prevents entry by animals and motorbikes, has won the Scotland regional final of the BT "Countryside For All" project.

The prototype for the Booker Countryside Rotagate has been developed, in consultation with disability groups, by Ellon-based Tilhill Economic Forestry, who recognised the need for a gate which could be used easily by wheelchair users. BT "Countryside For All" is a national project aimed at establishing standards and guidelines to make the countryside more accessible for disabled people.

Speaking on behalf of TEF, Nick Ananin said, "We are delighted to have received such a prestigious award which will enable us to publicise our woodland facilities and inspire other countryside providers to develop good practice in improving access for disabled people."

Tilhill Economic Forestry have received a plaque in recognition of their achievement. Our congratulations to Nick!



*A fine
example
of the
wetlands
created
for
wildlife*

Raise your flagons to Ashkirktown Estate

ASHKIRKTOWN Estate Woodlands have won this year's Dulverton Flagon, private forestry's most prestigious award.

The estate, owned by Mr Tom Walker and managed by Borders District, totals 360 hectares of which two-thirds is now woodland.

Ashkirktown Estate was bought in 1988 as a depleted stock farm with some arable land. Since then, dramatic improvements have been made – 225 hectares have been planted with trees with the commercial forestry occupying the estate's hill ground with

almost 18 hectares of amenity woodland scattered throughout the farmland.

These woodlands are planted in a 50/50 mixture of broadleaves and conifers. More than 5000 metres of hedgerows have been planted around the woodland using seven different species. Edge treatments of the new woodland areas have been designed to accommodate viewpoints along the right of way. Special woodland edge habitats have been included around Ashkirk Loch – which is an SSSI – and Ashkirktown Shiels Loch.

Walkers and horseriders have access to the property by well-marked footpath, forest roads and ridelines maintained for the purposes.

Further observation hides are being built to watch wildlife such as raptors, badgers and roe deer.

Nest boxes are being provided to attract species ranging from flycatchers to barn owls. A newly-created loch provides winter grazing for large numbers of wintering wildfowl, particularly widgeon.

The estate was described by the judging panel as a first class example of how modern commercial forestry can meet all the demands of nature conservation, landscape design and public access without sacrificing financial viability.

Conservation and amenity issues have been at the forefront of planning and design. Scottish Natural Heritage and university botanists are monitoring loch and wetland areas and they advise that there are over 100 species of birds using the estate, including many breeding birds. Not surprisingly, Wildlife Manager Peter Kirk is an expert on birdlife.



Keeping the ride lines clear

Equine sponsorship 1

Horse trials



TEF sponsored a fence at this year's Cornbury Park Pedigree Chum horse trials, one of the major one-day qualifying events for the Badminton three-day horse trials.

Cornbury Park was the site for the 1994 Country Landowners Association Game Fair and Chilterns district manager, Stephen Smith, now manages the estate's 800 hectares of woodland.

Most of this area is classified both as an SSSI and a national reserve, but has been virtually untouched for many years.

Equine sponsorship 2

Carriage driving

AS a result of an approach from our client, Mr Ron Hancock – himself an experienced carriage driver – TEF sponsored the Friendly International Carriage Driving Competition which formed part of the Riding for the Disabled World Championships (held in Britain for the first time) at Hartpury College, Gloucestershire.

Our support related to the provision of the six timber hazards which formed part of the cross country carriage driving competition in which ten teams took part from all over the world.

Her Royal Highness The Princess Royal, president of the RDA, performed the opening ceremony.

Andrew Jennings organised the company's contribution and presented the medals to the winners.

The German competitors won the team event with England a close second and USA third. Mary Grey from Maine, USA, won the individual event.

TEF received good publicity throughout the competition, our contribution generating considerable goodwill. Each of the beautifully-built hazards was referred to by the commentator as the "Tilhill Question", "Tilhill Maypole", etc.



HRH The Princess Royal performs the opening ceremony



The Tilhill Maypole



The arrival of The Princess Royal



The Tilhill Question

MANAGERS IN CONFERENCE

Everything stops for tea. From left: Colin Blyth (Stirling), Martin Craig (Eskdalemuir), Graham Heath (South Wales), Peter Johnson (chairman) and Stuart Wilkie (Aberdeen).



THE third management conference of TEF was held once again at Lancaster when the full Board of Directors, two invited guests and about 40 delegates attended.

The conference had been delayed some months in the anticipation of a government announcement regarding the Forestry Review. This, however, was deferred and the conference proceeded in June with a full programme.

Outstanding achievements in 1993 were recognised with Dumfries and Galloway District picking up first prize in the performance league. North Wales District were the runners-up.

The company chairman, Peter Johnson, outlined "The Booker way ahead" with Bob Shaw introducing company performance and prospects. Afternoon sessions were held by four working groups and useful feedback was received on the four topics:

- * *Business development following the Forestry Review*
- * *Improving client contact and increasing investment*
- * *The career path in TEF*
- * *Reward for professional management in a multi-branch business*

Decisions have been made and implemented as a result of a very useful and productive conference.



Useful conversation at lunchtime



Awaiting the start with anticipation!