

HAWTHORN OPTS FOR BROWN APPROACH



FOUNDED IN 1953, EAST YORKSHIRE-BASED HAWTHORN TIMBER HAS COME A LONG WAY OVER THE LAST 62 YEARS AND THEY'RE GETTING SET TO WRITE ANOTHER CHAPTER WITH THE INTRODUCTION OF BROWN TREATED TIMBER.



Technical Manager Martyn Lowther took up the story: "We already offer standard green high pressure and clear low pressure treatments through Koppers Performance Chemicals using their Celcure and Protim

products, but we're seeing more and more demand for brown treated timber and timber products.

"Suited to softwoods such as Spruce and Pine, interest in brown stained products

such as decking and fencing is on the rise. By introducing the Koppers Performance Chemicals' Celbronze product to our portfolio, we'll have our upgraded treatment plant fully operational by early February.

"We have offered brown treatment in the past but it fell out of fashion.

Clearly it's now making a comeback," added Martyn who joined the business in 2010.

One of his first tasks was to identify a treatment partner that could provide both effective products and reliable support. Martyn is in no doubt that Koppers Performance Chemicals tick all the boxes in those respects.

"I looked at several options when I arrived here but Koppers Performance Chemicals won it hands down. The support they offer is just phenomenal and I can't praise them enough.

"They respond immediately whenever there is a problem and that's a vital consideration for any commercial operation facing possible interruptions and downtime," he added.

Hawthorn Timber supplies trade customers across much of England with a wide range of species and products such as PSE, mouldings, fencing timber and decking.

"From fencing contractors to builders' merchants, leisure parks to DIY stores we have a diverse customer base that stretches from Devon right up to the Borders.

"We hold extensive stocks of Scandinavian Redwood and Whitewood, Eastern White Pine, Thermowood, Western Red Cedar, American Oak and Tulipwood most of which is shipped directly into the nearby port of Hull.

"We have a highly efficient saw mill with the latest cutting edge timber processing machinery, a modern fleet of 13 vehicles, many of which are curtain-sided and we boast storage facilities accommodating our current timber imports, which are in excess of 100,000 cubic metres per year.

"Business is ticking over quite nicely but we fully expect demand to pick up in March with the onset of warmer weather. We sell a lot of decking and fencing products from then through until October.

"Trade has picked up significantly since the 2009 downturn. We were able to weather the storm by cutting our cloth accordingly and we are therefore in a much better position going forward", concluded Martyn.

With a turnover in the region of £25 million and 108 staff, 70 of which are focused on production, Hawthorn Timber is very much a family business that's doing things right across the board.



STAKAPAL

THE STRONG NAME IN RACKING SYSTEMS

We Design, Manufacture and Install
Call 01543 278123 or email sales@stakapal.co.uk



www.stakapal.co.uk
Betty's Lane, Norton Canes, Cannock, Staffs WS11 9NZ

