



BUILDING CONNECTIONS



A.W. Jenkinson
FOREST PRODUCTS



INTRODUCTION

Allan Jenkinson's highly successful companies form one of the UK's leading timber and forestry-related businesses, serving a wide range of customers across the rural industries and large-scale wood processing sectors. Formed in the late 1960s, today A.W. Jenkinson remains a family-owned business that is committed to building and maintaining close, long-term partnerships with its suppliers, customers and contractors; ranging from well established corporates to smaller companies that are looking for a secure and stable trading relationship.

Richard Palmer MICFor, Commercial Director

Building from his early days as a small local supplier of sawdust to farms, over the past 40 years Allan has developed the business to a point where today, the group handles in excess of 2.5 million tonnes per annum of wood-related products.

To service its extensive range of major name customers across the UK, the group is constantly driving to develop new, mutually profitable relationships with suppliers in the forestry, sawmilling and timber manufacturing industries.

AWJ purchases low grade roundwood, sawdust, woodchips, bark and arboricultural arisings, as well as recycled fibre, joinery offcuts and green waste material.

AWJ's services link forestry, sawmilling, wood processing, construction and demolition sectors with the demands of panelboard and paper manufacture, renewable energy generation, agriculture, amenity, and horticulture markets in an environmentally responsible cycle that makes maximum use of the world's limited resources and finite fossil fuels.

The group's processing, trading and related services are underpinned by a large in-house haulage and logistics operation backed up by a modern fleet of specialised vehicles. AWJ owns and operates in excess of 300 vehicles, with over 200 sub-contractors also under permanent hire to the business' transport team.



Richard Palmer

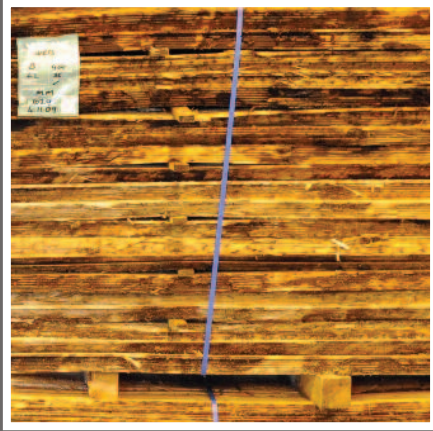


WHY A.W. JENKINSON?

In order to meet the increasing demands of its rapidly growing client list, A.W. Jenkinson Forest Products is constantly building effective new relationships with all types and sizes of suppliers of wood and timber co-products. AWJ maintains supply lines of feed stocks 365 days a year; allowing businesses to maintain production whatever the weather. A.W. Jenkinson services businesses throughout the UK; from the Scottish Highlands to Central London and beyond into Europe.

- **Year-Round Operation:** *AWJ always has a market for your material - whatever the volume, whatever the product, no matter what time of year.*
- **Small or large volumes:** *Whether yours is a small tree surgery business, a recycling site, a sawmilling or processing company, or a large-scale forestry operation; A.W. Jenkinson wants to talk to you.*
- **AWJ are interested in all forms of wood fibre, sawdust, woodchip and recycled timber:** *Whatever you have to offer, if it's made of wood AWJ are interested in acquiring it.*
- **Softwood and Hardwood:** *AWJ buys both hard and softwood material; essentially there isn't a tree growing in the UK that we don't have a use for.*
- **AWJ products are good for the environment:** *The group's services link forestry, arboriculture, sawmilling, wood processing and recycling sectors with the demands of pulp, paper and panel manufacture, energy generation, agriculture, horticulture and amenity markets in an environmentally responsible process that makes maximum use of the world's limited resources.*
- **Transport Provided:** *Whilst A.W. Jenkinson is happy to receive third party deliveries, normally most of its suppliers prefer to use the group's own logistics; a highly efficient operation responsible for over 1,000 vehicle movements a day, operated from the group's numerous facilities at strategic locations around the UK.*





Fencing Products.



Sawn Timber.

The Whole Tree

Hardwood or Softwood, any species, all qualities; A.W. Jenkinson Forest Products make use of every part of the tree. Green material can go to compost; roundwood to woodchip and shavings; stump material, branches and twigs to biomass; slabwood, offcuts and trimmings to panel board; and bark to horticulture and amenity uses.



Branches, topwood and stumps recovered for biomass.





Sawdust for animal bedding, panelboard and biomass.



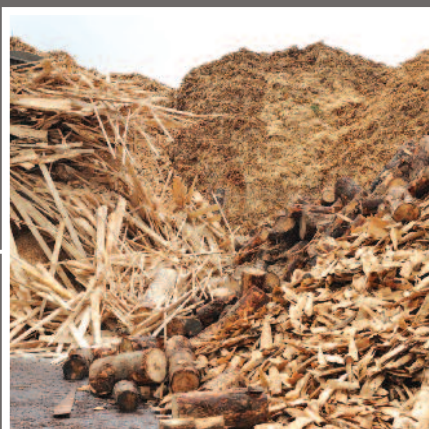
Wood shavings for equestrian, poultry and livestock.



Woodchip for paper, panelboard, biomass, landscaping and amenity.



Bark for landscaping, amenity, horticulture and other specialist applications.



Slabwood and offcuts, converted to woodfibre for panelboard and biomass.



Penrith Tipper Fleet



Lockerbie Mixed Fleet



Craven Arms Walking Floor Fleet



Tetbury Walking Floor Fleet



Penrith Walking Floor Fleet



Penrith Chipliner Fleet

Swindon Walking Floor Fleet



Lockerbie Mixed Fleet



TRANSPORT

A.W. Jenkinson's extensive transport capability was originally established to meet Allan's personal commitment to match the collection and delivery standards with the high levels of efficiency across the business. Today the transport division has expanded to become a keystone of the company's ongoing position as the recognised UK sector leader; forming a unique selling point for customers who not only require volume, but also long-term round-the-clock logistics reliability.



Bo'ness Walking Floor Fleet



Penrith Timber Fleet



Newbridge-on-Wye Walking Floor Fleet



Logging Vehicles:

Throughout 2010 and 2011, A.W. Jenkinson is investing heavily in a new fleet of skeletal units for transporting roundwood direct from forestry sites. Servicing both the company's own needs and the requirements of sawmills, the units, which have the excellent ground clearance necessary for forestry site collections, also feature trailer-mounted cranes for self-loading.

Articulated Lorries:

Centred on Volvo FHs and Scania Rs, the large A.W. Jenkinson articulated fleet is primarily twinned with the walking floor and chipliner trailers used for carrying raw wood, chips, sawdust, compost and recyclates. A number also tow the traditional curtainsided trailers used to deliver packed and palletised goods to the end user.

Small Units:

A.W. Jenkinson's fleet of smaller vehicles offer the extra manoeuvrability required for accessing remote farm sites, combined with a significant carrying capacity - allowing large volumes of bedding products to be transported along even the smallest of country roads.



IMPORT AND EXPORT

Formed in Spring 2010, Stobart Biomass Products Limited is a joint venture between A.W. Jenkinson Forest Products and Stobart Group PLC. The new company combines AWJ's expertise and long experience within wood-based industries with Stobart's unrivalled logistics resources to fully develop the opportunities provided by the new generation of low carbon power stations. Building on A.W. Jenkinson's early successes within the biomass sector, Stobart Biomass is closely focussed on the huge new business potential of utilising low grade recycled fibre and other waste for energy generation in the future.

In addition to supplying the domestic market, the company is widely active in shipping material to a growing number of biomass users across Scandinavia and Europe. Road transport from the supply points to load ports around the UK is provided by the A.W. Jenkinson and Eddie Stobart fleets.



■ **AWJ Imports and Exports:** When required, the Company draws on its well established trading links with Europe and Scandinavia to balance UK supply and demand for bark and virgin wood products.

■ **Stobart Biomass:** The new venture is developing biomass streams centred on low grade recovered wood and black bag waste; processed into recycled fibre (RCF) and refuse derived fuel (RDF).

■ **Exporting Biomass:** Stobart Biomass exports large volumes of biomass fuel to well established markets within Europe and Scandinavia. Dependent on vessel capacity, today the Company is already dispatching between one and five shipments per week.





BARK

A.W. Jenkinson Forest Products is the UK's largest manufacturer of chipped bark. The group is responsible for producing a significant quantity of the material marketed in the UK. Chipped Bark is supplied as branded product, bagged for a number of major name retailers, or supplied in bulk by the truck load to the landscaping market. The material; which is sourced from debarking lines at sawmills and other wood processors; is screened and further chipped where necessary, and then bagged on modern fully automated lines.

Jenkinson businesses supply general landscaping and garden mulches and also produce a variety of specialist chipped bark products, including soft surface dressings for play areas, ornamental barks for decorative borders and premium quality products for pathways and top dressings. Bark fines join the compost blend to generate peat-free and peat-reduced growing media.



SHAVINGS

In addition to its wood chip, sawdust and bark products, A.W. Jenkinson has invested heavily in the handling and collection of dry wood shavings generated at a growing number of major UK sawmills. Shavings are blown directly into AWJ's specially adapted static trailers which are then transported to the Company's state-of-the-art baling facility at Penrith.

AWJ also produce shavings by planing round virgin timber into large white flakes at the Clifton site in Cumbria. This material is dried and screened, and then mixed with the sawmill shavings to produce a high quality blend which is baled nearby at Penrith ready for distribution into the UK's equestrian, poultry and pet bedding markets.





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