

Mike Glennon

Adding value in the sawmill in an export led industry and the importance of quality, price, certification and continuity



Mike Glennon is joint Managing Director, Glennon Brothers – one of Ireland's largest and longest established sawmills. Through its plants in Ireland and Scotland, the company supplies Irish, UK and French markets with quality certified products for the construction, pallet wood and fencing industries. He is a major contributor to policy issues in the Irish forestry and forestry products industry through his involvement in the COFORD council and IBEC.

Since 1913, Glennon Brothers has been manufacturing high-quality timber products and is now the premier name in the Irish and UK timber processing industry. Through Glennon Brothers plants in Longford and Fermoy in Ireland and Windymains Timber and Adam Wilsons in Scotland, the company supplies the Irish, UK and French markets with a range of products for the construction, pallet wood and fencing industries.

Products include kiln dried strength graded carcassing, pallet and packing case material, machined whitewoods for the construction and garden shed markets as well as CLS for the timber frame manufacturing industry. Glennon Brothers operates two timber frame manufacturing companies, Dempsey Timber Engineering in Arklow, and Alexanders Timber Design, in Troon, who use home grown CLS to build innovative and environmentally friendly homes.

In October 2009, Glennon Brothers made history when it became the first timber processor in Ireland or the UK to send a shipment of timber to France. Since then, total sales to France, stand at over €15 million. Glennon Brothers remains the only timber processor, in these islands, to ship timber into the French market.

In October 2010, in recognition of their response to the catastrophic collapse of the Irish construction sector, Glennon Brothers was named Industry Entrepreneurs of the Year at the Ernst & Young Entrepreneur of the Year Awards.

In 2012, Glennon Brothers became a National Champion, in the European Business Awards.

In January 2013, Glennon Brothers was awarded a coveted Ruban d'Honneur in the 2012/2013 European Business Awards.

We are fortunate, in the timber sector, that we have a great, "green" story to tell. Every log that is processed produces approximately 50% sawn timber. However, there is absolutely no waste. Wood chips, are sold to the board mills, sawdust is sold for energy production or for animal bedding, and bark is sold predominantly to the horticulture industry.

We passionately believe in the value of long term relationships. As a family business with a flat structure, the customer is at the heart of what we do.

The timber industry is now export led and despite the worst recession in living memory, the shortage of softwood logs in Ireland means that the sawmills end up paying the highest prices for logs in Europe.

We believe that the onus is not only on the sawmills to add value but forest owners can also add value by growing quality, ensuring good access to plantations and pooling their resources to maximise timber mobility and supply.

WOOD MARKETING FEDERATION THE SOCIETY OF WOOD FINISHERS FARMERS JOURNAL

What shall we do with the timber?
Opportunities for Irish wood and wood products

06th June 2014

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- Glennon Brothers
- Irish sawmilling sector
- Adding value in the sawmill
- Importance of log quality, price, certification, and continuity of supply
- Industry Challenges

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Celebrating 100 Years



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2000 - €20M development at Fermoy (Linck sawline)




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Timber Processors



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2003 – Importing logs Scotland



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Glennon Brothers

- 3 sites in Ireland & 3 sites in Scotland
- 530 employees – direct & indirect
- €100m Turnover
- 1991 – CLS for timber frame manufacturing industry
- 1998 – Acquired Woodfab from Smurfit Group

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2005 - WINDYMAINS



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2007 - **DTE**
DRYWOOD TECHNOLOGIES



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EXPORT

2009 - Shipments of timber to France



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EXPORT

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2008 - **AW** Adam Wilson & Sons Limited



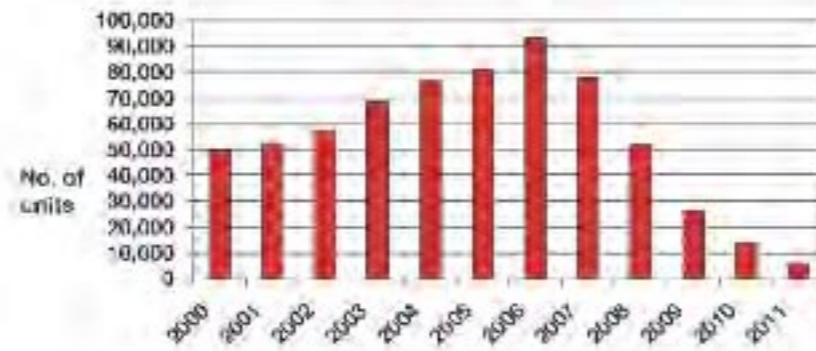
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EXPORT

2010 - Entrepreneur of the Year - Industry Winner



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Irish Housing Starts 2000 - 2011



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2012 - Longford GAA



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2012 – European Business Awards



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Adding Value in the Sawmill

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Irish Sawmilling Sector



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Adding Value in the Sawmill

- Log Scanning & Yield
- Kiln Drying
- Grading
- Planing
- Treatment

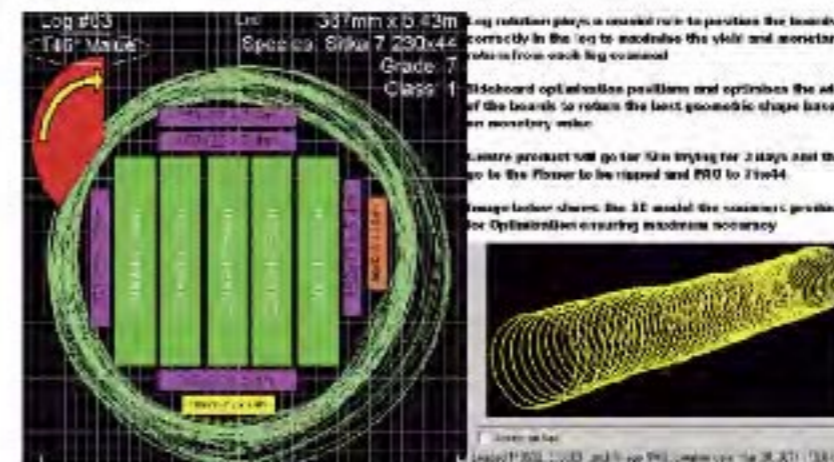
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Irish Sawmilling Sector

- 5 large & 3 medium – represent over 90%
- Invested €200 million – modern, efficient, customer focused.
- Employs 2,500 people – majority in rural areas.
- 2012 Combined output – 1.2 million m³
- 80% of round wood supplied by Coillte.
- Main Supplier board mills & energy sector.
- All major Irish sawmills are FSC certified.
- 2012 exports – €73 million.

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Log Scanning & Yield

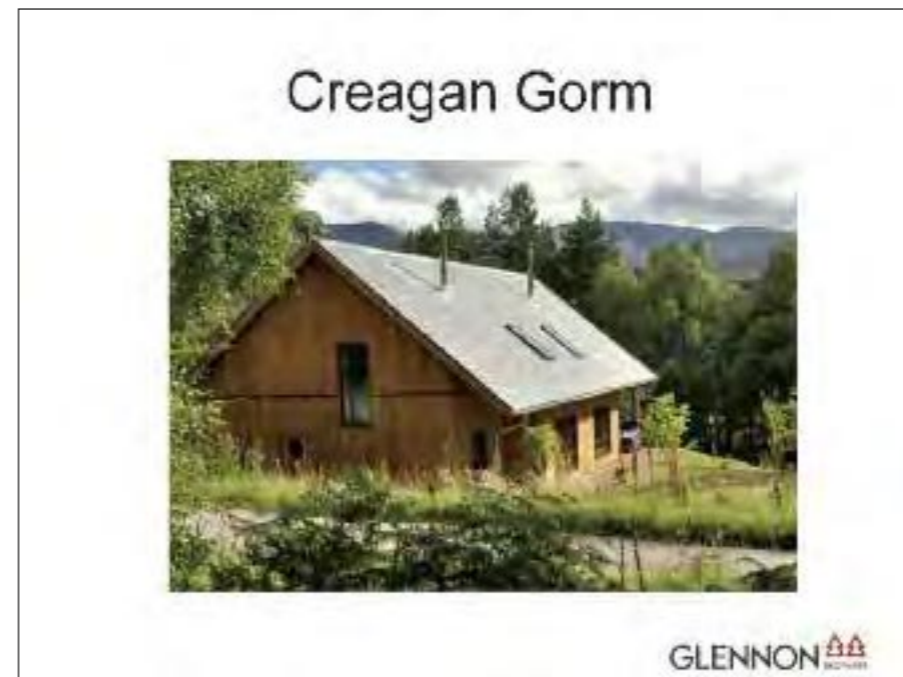


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Home Grown CLS



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Cladding



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Certification



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Certification

- FSC or PEFC
- Glennon Brothers first certification in 2000.
- Credible link between responsible production and consumption of forest products
- Promotional tool for major builders merchants.

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Industry Challenges

- Future of Coillte
- Harvesting and Haulage
- Supply issues

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Future of Coillte

- Possible sale of felling rights
- Potential merger with Bord na Mona
- Review of Timber Sales System

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Harvesting and Haulage

- Flexibility of supply chain
- Carcassing for 5 distinct markets
- Potential loss of export markets

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A World Class Sector

- Grow trees twice as fast
- Robust & resilient processing sector
- Increased softwood production
- Remove barriers to wood mobilisation
- Lets work together


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Supply issues



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Thank you



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Supply issues

- Shortfall in planting targets
- Deficit in Coillte NRV
- Softwood log shortage
- Log quality – breed from the best
- Log prices – Threat to the industry

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