

Newsbeat

Excellent Construction Products • Made in the UK

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New Website



See www.naylor.co.uk

New products



New product launch - XtraFire interlocks. A single cast solid concrete unit



MetroDrain LC - less carbon content, more sustainable, less environmental impact

Recycling initiative



Naylor has been working with Anglian Water on converting scrap potable water pipes into MetroDrain LC

Family business award



We won the "Family Business of the Year" Award in the prestigious Connect Yorkshire awards



MetroDrain moulded fittings



MetroDuct Class 1 ducting - facilitating the use of renewable energy e.g. solar, wind, EV etc

Long Service Awards



Congratulations to Emma Burkinshaw & Ian Ellel (25 years) & Wayne Burgin (40)

New buildings at Cawthorne



£13m of capital investment over the last 48 months has included £5m on a new 4,000m² plastic manufacturing plant

Chief Executive's Comments



We've again been faced by plenty of challenges over the past year. Thankfully, the pandemic seems to be behind us and shipping rates and raw material supply lines have normalised. But there are still dark clouds: inflation remains high, interest rates have increased, a cost-of-living crisis has eroded consumer spend and whilst energy prices have settled down, this is at double previous levels, with considerable day to day volatility as markets respond to developments in the Ukraine.

As a business, we remain committed to heavy investment in our factories in support of our ambitious growth plans- capital investment last year was over £6m. However, in the absence of a crystal ball, long lead times on capital equipment are a major issue. Where opportunities arise to increase sales or launch new products, we want to be able to react quickly- but this is no longer possible: we find ourselves having to decide what kit we need...not next year but the year after- in a very uncertain world. Despite the challenges, we have continued to invest in plant and equipment across the group.

Individual Naylor businesses have faced specific issues. Our Gardenware and Fencing businesses have both suffered something of a post-pandemic hangover: if the lockdown period was one where holiday funds were spent in Garden Centres and on Fencing works, since then, both businesses have been abnormally quiet. Against that, our businesses which are more exposed to Infrastructure spend have held up well and overall, we have continued to make progress and remain very much in forward gear.

We have spent much of this year talking about succession, and I am pleased that we have a plan- with Naylor Drainage developing autonomy and a NextGen management team to underpin an ambitious growth plan and Naylor Concrete Products and Naylor Specialist Plastics joining forces to forge their own identity.

DRAINAGE

Drainage has continued to grow under MD Richard Edwards. The business has 4 Divisions- Cawthorne Plastics, Methil, Gardenware and Clay.

Cawthorne has resembled a building site for much of this year, with a £5m building programme in full swing. The footprint of the new buildings will be over 4,000 m². Phase 1- our PVC plant is complete and was opened in early July. This houses the Tuffpipes equipment now relocated from Burnley. The

Tuffpipes range- PVC ducting and industrial pipe- is an excellent fit with our existing business, allowing us to offer our customers a comprehensive range of PE & PVC duct and drain.

Phase 2- including relocation of 2 lines & Wombwell's injection moulding business-

is underway, with completion planned before the end of December; phase 3- including commissioning of a brand new Hegler corrugator line- is planned to complete in March 2024.

Scotland has been a particular highlight, with the commissioning of two new extruders; a new Hegler line will be commissioned in early 2024.

Our Clay businesses- have had mixed fortunes- we have made some progress with Denlok jacking pipe sales but

Gardenware progress has been held back by poor market conditions as commented on above.

CONCRETE

Our Concrete Products businesses comprise the Lintels and Precast



Edward Naylor's 2 year term as President of the British Ceramic Confederation (BCC) came to an end in June

businesses (White's) at Barugh Green and the Concrete Fencing business at Garforth. Welcome to Paul Whyte who joins us as Divisional Managing Director; his predecessor Paul Cartwright had an eventful 12 months, overseeing stage 2 of the automated Barugh Green extrusion plant, the launch of XtraFire (a new one-part fire resistant lintel) and the relaunch of the Garforth security fencing business. We have made good progress in Lintels and Precast sales, although Fencing has been held back by poor market conditions.

SPECIALIST PLASTICS

Specialist Plastics has also made good progress under the stewardship of joint MDs Julie Lambert & John Grice. The business now comprises 3 sites- Tipton, Wombwell and Gainsborough.

Tipton and Wombwell have continued to make progress, manufacturing bespoke extrusions for a variety of businesses and industries; Wombwell has also had a record year for sales of ventilation duct and agility/activity tunnel sales. Our gland moulding business (formerly D&B)

will continue on Wombwell site, but our other injection moulding activities (internal supply of couplings etc to Drainage) will relocate to Cawthorne towards the end of this year.

Our Gainsborough business, Naylor Technical Solutions has continued to grow sales of Novoform Permanent Formwork; it has also been involved in supply of ventilation packages to a variety of mining and tunnelling projects.

The last 12 months have again been challenging for us all, and I would like to thank our employees- as well as our suppliers and customers- for their support during another a difficult period. The economic outlook isn't great- high inflation, rising interest rates, a cost-of-living crisis, but we have a good team and are well placed to weather the storms of the coming months and years.

With best wishes
EDWARD NAYLOR

2022/23 Highlights

Group Sales- £77.7m: up 11%- despite our withdrawing from the Densleeve market- helped by:

- Increased selling prices (passing on increased costs)
- The acquisitions of D&B & Tuffpipes & a full year of Gainsborough

Operating Profit (before abnormals/interest/tax): £6.7m

- A steady improvement on last year's £6.3m, but well behind the £8.2m budgeted

£6.2m of capital investment (last year £5.7m)

Big investments across all our sites including downpayments on new Hegler lines for NPP & Methil, a new NPP chiller system & Prensoland 2 at Barugh Green

2023/24 Budget

Group Sales- £83.6m: up 7%, with new product launches benefitting NPP & Methil

Operating Profit (before abnormals/interest/tax)- £7.5m, with all 3 divisions benefitting from recent investment & new product development work

£6.8m of capex including new lines for NPP & Methil & site development work at Cawthorne

EHS (Environment, Health & Safety)

With the new addition to our team of Craig Smith focusing on the Concrete sites; the EHS team continue to work with the operational teams to move forward safety on our sites. The new style hazard spotting cards were launched this year to encourage employee participation. These Performance Improvement Cards allow anyone to raise concerns or suggestions, anonymously if they prefer; and the cards are then used to feed back actions taken or progress on those actions. They are not only used to raise safety concerns but also productivity suggestions, quality actions, welfare ideas and any other thoughts for improvement. These cards have been embraced by the team with a steady flow of suggestions being put forward.



Over the past year our focus on environmental matters has increased with investment in new solar panels in Wombwell and investigation into other such systems across the businesses; feasibility studies being conducted at Cawthorne on heat recovery and ongoing energy efficiency projects.

We have several new Mental Health First Aiders who have been trained up this year; and refresher training for our existing team, strengthening our support across the group and we continue to publicise campaigns by Mind, Lighthouse as well as driving our own initiatives to highlight the requirement for us all to take time to talk and support each other.



Following analysis of the accidents on our sites, it was identified that a high proportion of our accidents resulted in injuries to hands and fingers and therefore we decided to run a Safe hands campaign. This highlights hazards resulting in hand injuries around manual handling, machinery and blades and ways in which we can prevent such accidents occurring and make sure that our teams go home safely.



KEREN McBRATNEY

We have been producing Carbon Footprint & Environmental Performance Declarations for our Drainage & Lintel products



Naylor Concrete Products received four Certificates of Merit in the MPA Health & Safety Awards



Sarah & Zoe collected an award at BCC's annual Pledge Health & Safety Conference



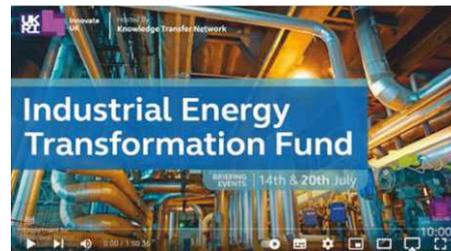
Alex Farrer gave a presentation on Naylor initiatives towards net zero at the BCC Net Zero Conference in Stoke



We completed a third solar panel installation - 1750 m² of panels at Wombwell, capable of generating up to 1180kwh of electricity/day. This- combined with previous installations at Cawthorne & Barugh Green gives us a combined total of 0.7 megawatts of on-site renewable energy capability



Use of our EV charging points is increasing



As part of our drive towards net zero we received a grant under the IETF Fund for a thermal battery/heat recovery project

We supported Time to Talk Day – the nation's biggest mental health conversation which was run by Mind & Rethink Mental Illness



Fruity Friday in June was another of our Health & Wellbeing initiatives



... as was Brew Monday in January- our 3rd year of participating



Our Greenwise initiative aimed to help Naylor employees minimise their carbon footprint



An IOSH Training programme included representatives from every division..with a 100% pass rate!



Wombwell took part in the national No Mow May campaign which encourages the growth of Spring wild flowers



A swarm of bees on Cawthorne site needed professionally relocating...

Drainage - Cawthorne & Methil



Cawthorne upgraded its chiller system to permit further growth



Roadway resurfacing work took place at Cawthorne



Two new extruders were commissioned at Methil



The Methil team hosted tables at the Lighthouse Scotland East(2) & Scotland West (1) dinners



Our clay division refurbished one of our 2 intermittent kilns at Cawthorne; the kiln is used in Denlok jacking pipe production



Concrete & Drainage had a joint stand at the NMBS exhibition in Coventry



We exhibited at the Cereals show



... and at FloodexUK



We exhibited grass grids & pots at The Landscape Show



Our Clay team supported local sculptress Natalie Woodcock with a large ceramic sculpture



Our haulier Woodlands took delivery of Naylor liveried vehicles

Denlok



Denlok was exhibited at the Peterborough No-Dig exhibition

Gardenware



We again exhibited at Glee, the flagship trade show for our Gardenware business



Our factory shop launched its first digital billboard advert



March saw some snow-related disruption at Cawthorne

Concrete



Our new modular office arrived at Barugh Green



Barugh Green site invested in a new water recycling system which saves around 8,000 litres of water per day



Phase 2 of Barugh Green's Lintel extrusion project was successfully commissioned - a further 2 lines were added



We exported a container of mesh fencing to St Lucia



We also launched XtraFire- a single cast solid concrete unit with a fire rating of up to 240 minutes. XtraFire lintels can be cut to length on site without adversely affecting their fire resistance

Our new website went live in January naylorconcrete.co.uk



Garforth's Paul Atkinson clocked up 25 years' service

We launched our new e-commerce Security Fencing online shop: naylorproductsonline.co.uk



Garforth building work was completed & production sheds commissioned



We opened a new retail centre for sales of security fencing

Garforth has a smart new office following refurbishment of a building on the site formerly occupied by AO Logistics



We sponsored the Association of Brickworks Contractors awards dinner and also took a table at the Brick Awards



We supplied 4.3m high Sealwall precast sectional tank units to a waste water project in Norfolk



We launched a standard range of Rockwall concrete retaining walls & corner units available in heights, 1, 1.5, 2 & 2.5 metres



Naylor Fencing joined the Association of Fencing Industries (AFI)

Specialist Plastics



Tipton took delivery of a new Davis Standard extruder & a 160mm spiral mandrel die head



Gainsborough supplied HS2's Victoria Road tunnelling site with a temporary ventilation system



Wombwell & Gainsborough also joined forces to produce a complete temporary ventilation package for the West Ruislip to Euston HS2 sections

Gainsborough manufactures GRP pipe for air ventilation - including 3m long x 610mm diameter pipe for British Gypsum; each one weighs 31kg



Our Agility Tunnel division sponsored Mia Steedman & Rosie . . . who promptly qualified for Team GB!



Our dog agility tunnels were rated Excellent on Trustpilot!



Our Agility Tunnels were used as part of the Foal Farm project on Challenge Anneka

Naylor Agility launched a new Agility Barrel



People Matters



We signed up as a Disability Confident committed employer ensuring our recruitment process is inclusive & accessible



Cawthorne's Hannah Dempsey graduated from Sheffield Hallam with a first-class degree in Business Studies



Congratulations to Sarah Irmison on passing her ITOPS (International Trade Operations & Procedures) with a merit



Our HR Director Corina Cato was featured in the Yorkshire Life International Women's Day feature of inspirational women in business



We supported Horizon Community College in Barnsley with work experience placements including raw material testing



The Year 7 STEM Club of Barnsley's Horizon Community College visited Wombwell



We again supported the Get Up To Speed (GUTS) careers fair

Wedding Fever

Dave Jenkins married Natalie - May 2023



Masimba Chitakunye married Lindsay - September 2022



Paul Wood married Louise - September 2022

Dean Crossland married Carol - July 2023

Retirements



Mick Cox retired



... as did Wombwell's Phil Farthing ... after 31 years' service



... and also Naylor Clayware's Nick Balfour & John Beale ... after a combined 88 years!

Obituaries



Granville Bull 1942-2022

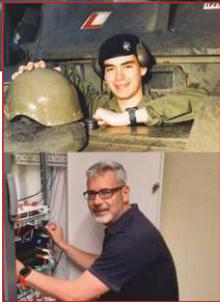


Dave Jenkinson 1967-2022

Avril Swann 1954-2023, Bill Cocking 1930-2023 and Jeffrey Halford 1958-2022



Naylor have been a proud supporter of the Armed Forces Covenant since March 2021



Training



Investigations training at Cawthorne



Excel training took place at Wombwell



Plan Grow Do delivered core sales methodology training to our Cawthorne & Concrete sales teams

Births



Marcie – mother Natasha Toyne, Gainsborough



Isabella – father Jamie Nixon, Cawthorne



Toby – father David Mellor, Wombwell



Susie – father Matthew Hobbs, Barugh Green



Hudson – father Andy Dick, Methil

Milestone Birthdays



Rachel 50th



Edward 60th



Andrew 50th



Anthony 40th



Mark 40th



Piotr 60th



Leon 30th



Dave 60th



Matt 30th

New Starters



New starter lunches resumed around the group

Central Services - Wombwell



Beverly Saunders



Matthew Sprague



Kara Sutton

Drainage - Cawthorne



Darren Cockayne



Robert Eastwood



Bailey Fuller



Krzysztof Gasior



Peter Hill



Georgina Hopkinson



Darrell Leonard



Phillip Poulter



Jack Slater



Shaun Watson

Also:

Lyndon Allott
Wade Banks
Oliver Bergan
Desmond Board
Robert Burd
Katie Chapman
James Exley

Emily Fowler
Mark Hara
Stuart Hopkins
Jay Ledger
Robert Mack
Dale Penketh

Adam Pugh
Connor Rushforth
Robert Slack
Billy Swann
Neal White
Neil Willetts

Drainage - Scotland

John Comrie, David Hamilton & David Lindsay

Gardenware



Andrew Brook

Concrete Products - Barugh Green



David Jenkins



Rebecca Newell



Christopher Clarke



Craig Smith

Concrete Products - Garforth



Joshua Scott, Mark Steele, Andrew Johnson, & George Butterfield,

Specialist Plastics - Wombwell



Jodie Beever



Keeley Gough



Adrian Firth



Tara Wilkins



Ian Pickerill

Also:

Alex Barradell
Ryan Davies
Russell Deering

Briony Fearn
Samuel Flude
Matthew Heeley
David Hobson

Darryl Kay
David Mellor
Becky Woodcock

Specialist Plastics – Injection Moulding



Bailey Granter



Nicole Hawley

Also:

Callum Greenwood

Specialist Plastics - Tipton



Sandor Voda

Also:

James Atkins
Michael Butler
Mark Hollis

Technical Solutions - Gainsborough

Thomas Boswell
Laura Morris
Jack Plant
Gareth Sandrey
Ben White
Katherine Woodyard

and another thing . . .



We sponsored Doncaster Cricket Club ...



... Kennoway Star Hearts ...



... Deerne Valley Archery Club ...



... Halesowen Swimming Club ...



... and Autograss Racing



Barugh Green received a visit by well-known YouTuber, PJ Audits



August social media activity focused on Yorkshire day...



Edward Naylor gave a presentation on the history of Naylor to the BMF Forum in February



The BMF/BMN top 100 supplier influencers listing included our Edward Naylor



Cawthorne site appeared on the BBC's Look North programme



Edward Naylor participated in the BusinessDesk.com round table in Sheffield



We took a coach of Barnsley FC fans to Wembley for the play-off final vs Sheffield Wednesday



We sponsored a game at Buxton FC



The Social Club trip to Owlerton took place on 24 June



Helen Jowitt also represented the company at the Barnsley FC bowling event



We received a certificate of appreciation from Watermeadows Hedgehog Rescue



A group of Naylor ladies attended an International Women's Day event at Wentworth Woodhouse.

We have continued to sponsor the Ceramic prize at Holmfirth art week- a huge fund raiser for Macmillan



A rather motley collection of Xmas jerseys was on display across our sites raising money for local Hospices



Our charity Golf day raised over £7k for the Lighthouse charity

We supported Barnsley Hospice's Chocolate Bouquet fundraiser - & were delighted to contribute towards the £9500 raised to support the Hospice



We donated some pipes to Whitby Wildlife which were used in a large project to refurbish their Badger & Fox areas



The Naylor bakers raised £500 as part of the Macmillan cake morning