

# northwoods news

Informing the North East's forestry and woodland businesses



January 2003 Issue 5



Happy New Year from the Northwoods Office. We hope everyone had a good festive period and is looking forward to a productive and prosperous 2004. At Northwoods we are hoping to build on the successes of the past twelve months and continue to deliver relevant training and other benefits to your business.

Over the next 12 months Northwoods will be concentrating on several new and exciting projects. The Ignite programme will involve developing the UK's first qualification in wood fuel production - a rapidly expanding new market which will benefit from trained and competent individuals.

Northwoods is also looking at funding sources to create a forestry web-portal, giving a free web site and many more benefits to every business in the North East that grows, harvests, processes or uses wood. Work is also continuing into the development of the regions charcoal industry - helping to increase business performance, boost production and create opportunities for new businesses.

The funding that we've had in place over the last twelve months for Forestry Forward Northumberland has now come to an end. We will, however, be looking into new funding sources to continue to provide training grants and subsidies throughout next year, and will keep you informed of developments. We fully intend to continue organising the low-cost training we have provided over the past year and hope to have some more successes to add to the list for 2003.

Wishing you all the best for 2004.

*Neil Harrison and Ben Tansey*

## Help us to help you...

We've enclosed a questionnaire with this edition of Northwoods News, which we hope you'll take the time to complete. Only with the right information can we hope to secure the funds to support forestry, woodland, arboriculture and related businesses in the North East.

In the last twelve months Northwoods have given support and advice to dozens of business, made links between contractors and customers and provided hundreds of man-hours of training for individuals and companies working in the North East. Help us to help you by completing the questionnaire, we'll then do our best to find funding and support that you tell us you need.

What else is in it for you? Completed questionnaires will be completely confidential and will entered into the prize draw for £500 worth of gear - more details on page 3.

## Marketing your business

Come along to the Achieving Success workshop being held at Chopwell Forest classroom on the 5th of February. Written specifically for woodland, forestry and arboricultural businesses working in the North East, this hands-on workshop will provide a practical introduction to the basics of marketing and how they can be applied to our sector. The workshop will give you the techniques and confidence to get to grips with the fundamentals of marketing, and make your business more successful - however you might define success.

The competition might be there - can you afford not to be?! Contact the office to book a place. Fee: £20, including lunch and refreshments.

Course supported by:

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I don't know who you are.  
I don't know your company.  
I don't know your company's product.  
I don't know your company's customers.  
I don't know your company's record.  
I don't know your company's reputation.

**Now - what was it you  
wanted to sell me?**



**Win forestry and arb gear worth £500 - more on page 3**



The ignite wood fuel training programme is due to take off in the next few months. Ignite is an exciting new project which will

deliver a range of integrated training courses for those working or wanting to work in the wood fuel industry.

At the *Warmth and Wealth from Wood* event, organised by Northwoods at Lee Moor Farm last November, there was a significant amount of interest in wood fuel - both from potential customers and from forestry businesses wanting to know how to get involved with the industry. A number of businesses signed up on the day, and the remaining places are going fast.

Wherever you live or work in the North East, get in touch to discuss joining Ignite. We'll be running courses on *Woodfuel Systems, Woodland Management for Fuel, How to Source Woodfuel, Processing and Transporting Woodfuel, Marketing, Business Management* and a range of other indoor and outdoor workshops and seminars.

Everyone completing the programme will receive a large supply of marketing leaflets, ongoing business and marketing support, a free web site, help with accessing funding, networking opportunities, PR support, official Ignite branding and the possibility of visiting wood fuel businesses in Austria as part of the EU Leonardo exchange programme.

**So what are you waiting for? Ring us now!**

### Biomass Demo Targets Farmers

With a 30 megawatt power station expected to require in the region of 170,000 tons of wood per year, there is still a sizable shortfall in supply of renewable wood-based fuels in the North East.

The potential for rural business is substantial and a demonstration of biomass has been organised as part of a drive to increase awareness amongst farmers, which will also contribute to the Governments effort to hit their renewable fuels targets by 2010.

Co-ordinated by the EIF and Renewable Energy From Agriculture (REFA), this event is being held to encourage farmers to diversify or move into growing short rotation coppice (SRC). It is set to take place in South Yorkshire with the aid of REG (Renewable Energy Growers) who have suggested two sites for viewing.

There are currently 89 farmers interested in attending, and if this number increases the event could span over 2 days to ensure attendees spend sufficient time at the two SRC farms. There they will see first-hand what is involved in growing crops for fuel, and have any questions answered by farmers with practical experience of SRC farming.

The event is scheduled to take place on the 29th of January but depending on demand this could change. Please call Chris Maxwell, Biomass Co-ordinator at the EIF for more information on 0191 229 1824 or email [biomass@eif.org.uk](mailto:biomass@eif.org.uk)

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# arb:north:2003

"Interesting, relevant, affordable and well communicated." "Extremely informative and relevant."  
Just some of the feedback received from delegates



arb:north:2003 was the first event of its kind in the North of England - focussing on the current issues facing arboriculture and small scale forestry businesses - insurance, health and safety, training and vehicle legislation. Judging from the extremely positive feedback and the number of bookings taken, arb:north was extremely worthwhile and could well become an annual event.



One speaker in particular seemed to generate a significant amount of interest - David Hewitt of Algarve insurance. David highlighted the reasons behind the current crisis in the insurance industry and explained how we are working together to try and minimise the effects on forestry and arb businesses. The outlook is not especially a positive one, but David did explain how in the long-term you can lower your insurance premiums - simply by making the industry a safer one; ensuring you are a safe operator and are well trained.

Adrian Hodkinson from the HSE provided some startling statistics (there are 3 to 4 deaths in arboriculture work per year, two-thirds of which involve untrained individuals) and also highlighted some of the current HSE priorities (karabiners, working from height, training and LOLER). Several other talks from Simon Richmond of LANTRA, Nick Eden (Arb Association) and Mike Braithwaite (Traffic Law Consultant) were all well received and passed on current and useful information to the industry.

Many thanks go to the main event sponsors - Stihl, Gustharts and Petzl who all brought along ranges of equipment which proved to be a very popular part of the day, and will probably be expanded for future events. Chipper and MEWP demonstrations from the wide range of equipment available at Orange Plant and from ES Access were also on display. Our apologies go to the many people who tried to book a place on arb:north - the bookings far outstripped the number of places available.



## Prize Draw - Business Questionnaire

Help us to help you by completing our business questionnaire. All completed questionnaires will be entered into our prize draw (taking place on the 2nd of March) for the following items:

- 1st - £100 voucher to spend at Gustharts.
- 2nd - Petzl 'Grillon' & 2 FDC triple-action karabiners. The top of the range work positioning lanyard & karabiner set (available only to trained arborists).
- 3rd - Petzl 'Arbas' tackle bag.  
This heavy duty tackle bag has twin carrying straps, and interior flap. Worth £45, this sack will take 23 litres of kit and years of rough treatment.
- 4th - A Petzl 'Myo 5' headtorch.  
We've got two of these to give away - arguably the best headtorch that money can buy.
- 5th - A Petzl 'Spatha' knife.  
Again, we've got two of these to give away, with a folding 3<sup>1</sup>/<sub>4</sub> inch blade, the Spatha is a superb all-round work knife.



Thanks go to Gustharts and Lyon Equipment for donating prizes.



[www.gustharts.com](http://www.gustharts.com)



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*Supporting the North East's forestry and woodland businesses*

## Training & Events in Brief

<b>Achieving Success</b> - how to sell yourself, your products and your business. This course will be of particular interest to businesses with products and/or services to sell to the public.	5 February 2004 Chopwell Forest
<b>Awareness Raising Seminar</b> - join Northwoods for a pie and a pint in Durham and find out how we can help you. Contact the office for venue details and booking.	Evening of 23 February 2004 A Pub in Durham
<b>Broadleaf Management</b> - the courses continue every two weeks in North Yorkshire looking at a variety of subjects associated with growing broadleaf trees.	January 21st; 4th and 18th February.
<b>Ignite Programme Induction</b> - kick off the Ignite programme with a session explaining the courses and support on offer.	Evening in Mid-March
<b>Forestry First Aid</b> - first aid courses set in a forestry context. The ever popular course continues.	Arranged on request
<b>Background to Woodfuel</b> - the first of the Ignite training sessions. Find out the 'what, how and where' of the wood fuel industry.	April
<b>Woodland Management for Fuel</b> - get to grips with the techniques for managing a woodland to produce logs and other fuel types.	May
<b>Sourcing Wood Fuel</b> - looking at the sources of wood fuel in the Region - arb waste, forestry residues, etc... and how to make the contacts and deals that matter.	June

www.northwoods.org.uk

## Northwoods News

This publication is distributed to over 500 individuals and businesses across the North East every couple of months. If you do not feel that it is relevant to you or if you know of someone else who may benefit from receiving it - then please let us know.

The advertisements in the publication help to cover some of the costs involved in printing Northwoods News. To find out how you can advertise your business, job vacancies, work wanted or equipment for sale, again please contact the Northwoods office on 01669 621489 or via e-mail to news@northwoods.org.uk

## Forestry First Aid Kits

Nearly 120 people have taken advantage of the Forestry First Aid training provided by ABC Response, funded through the Forestry Forward Northumberland training project. Without exception everyone enjoyed the course and found it worthwhile.

ABC Response have put together First Aid Kits - specifically for the forest industry and are selling these to individuals or businesses at excellent prices. For more information, please contact Dr. Emma Johnson on 0161 626 1364.



Northwoods is funded by :



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