



Severn Valley Woodworks

The story so far

1970 - 2016



Introduction

Severn Valley Woodworks is one of Gloucestershire's best kept business secrets. This £10 million pound manufacturing company is hidden away in the sleepy village of Northwood Green, down a narrow single track country lane that has visiting HGV drivers thinking their SatNavs have led them astray. Entering the site it is easy to underestimate the scale of the business. First impressions are of a relatively modest operation: some stacks of timber and a neat wooden office block. But hidden behind the stacks of timber are acres of large workshops filled with fast moving machinery and treatment works, processing huge volumes of wood.



Originally a small coffin manufacturing business, today Severn Valley Woodworks is one of the country's leading high volume wood-working businesses. The company employs around 100 staff, producing an impressive array of products that includes:

- around 70% of the UK market in crop drying and storage systems;
- a wide range of garden and landscaping products, everything from benches and arbours to bird tables and rabbit hutches;
- a timber crib retaining wall system used in major civil engineering projects;
- a range of timber framed buildings, from eco-houses to golf driving ranges;
- large volumes of machined and treated timber for cladding and decking.

The Severn Valley Woodworks story is that of its Chairman, Andrew Jenkins, and his team, who have built up the business over 45 years. It's a story of an enterprising spirit, a life time of hard work, some good luck and some bold risk-taking.

Beginnings

Andrew Jenkins was born in Lydney in 1944. His father, originally a French Polisher by trade, had come to Gloucestershire from the east coast in 1940 to take up a job as a stores manager at the Watts company in Lydney. Andrew went to the local grammar school, leaving at 16 to take up an engineering apprenticeship at the pump makers Albany Engineering also in Lydney. At Albany he met another apprentice Martin Bowring and the pair became firm friends. To supplement their wages Andrew and Martin made some money cutting up logs and selling firewood.

The early sixties was the time of the Beeching cuts to the British rail network and one of the casualties was the Severn and Wye branch line. Contractors were brought in to remove the rails, but they left many of the sleepers. Seeing an opportunity, Andrew and Martin approached the Permanent Way Engineer, a Mr Poskitt, and asked if they could clear the sleepers from a section of the line. After thinking about it, Mr Poskitt agreed: they could have the sleepers for £5, but to keep everything above board, they'd have to go and pay the money at the ticket office and bring him a receipt, which they duly did. The pair made a reasonable profit from the deal – the sleepers sold well and the site yielded a considerable amount of scrap iron the contractors had left behind.

While they were working on the site, Mr Poskitt approached the pair with a proposition: the station at Speech House Road needed clearing and for £5, as long as they demolished the building and cleared the site, they could have anything they could salvage. The pair had never seen the station, but agreed



Speech House Station

to the deal on the spot. With an advance on their wages, they managed to scrape together the £5 to pay Mr Poskitt. Then, in the evening after work, they went to see what they had bought. As they

explored the place by the light of a fading torch, they found the station to be still complete and fully furnished, as if a train were due any minute. One of the outbuildings was full of coal, which they were able to sell immediately to recoup their £5. It took them the best part of a year to clear the site, but they made several hundred pounds from the salvaged material

With their initial successes behind them, Andrew and Martin saw their future in being in business for themselves. In 1967, they left Albany pumps and purchased a sawmill at Ruspidge which they later renamed the Allaston Grove Sawmill. The pair ran the business, working well together, for three years. Then in 1970, Andrew was approached by one of their customers, Tony Lillis, who worked for Heinz. Tony was planning to



Tony Lillis

retire and buy a small woodworking business, Severn Woodworking, based at Blakeney. He wanted to know if Andrew would be interested in joining him as a partner. Tony would put up the money and provide the marketing expertise and Andrew would run the factory. It was a difficult decision, but Andrew knew that although the sawmill had been moderately successful it wasn't generating enough money to support two families – by now he had met and married his wife Ruth - and Tony's proposition might offer a better future. He discussed the offer with Martin and the pair agreed on an amicable parting of the ways. Martin went on to do well with the sawmill, later became Mayor of Lydney and he and Andrew remained firm friends.

The trouble with coffins: the birth of Severn Valley Woodworks

In 1970, Andrew joined with Tony as a junior partner, in what Andrew describes as a “loose arrangement”. With Tony’s money they bought Severn Woodworking, renaming it Severn Valley Woodworks. At the time the company’s main business was making coffins – around 200 a week – and it also had a small monumental masonry division. For the first couple years the business did well enough, it was profitable and the pair re-invested the money in the business, more than doubling its capacity. But Andrew and Tony were finding that making coffins wasn’t the easiest of businesses. It was a highly competitive market and the company was an awkward size; too big to be just a local provider but not big enough to compete at a national level. As a result, the pair decided to re-align the business and focus on supplying timber products to industry. Tony used his contacts from his previous career to knock on the doors of blue-chip companies such as Heinz, British Timkin and GKN, and gradually they started to pick up orders for pallets, crates and other products.

Dowels: Mining an opportunity

Severn Valley’s big break came in the early seventies. The old Severn Working company had employed a sales manager in London, whose brother-in-law worked for an explosives company, ECP, involved in the mining industry. ECP were working with British Coal to implement a new mining method called “Controlled Cut” which involved injecting resin into the coal seams before they were mined. The technique used wooden rods or dowels, about 8’ long and the thickness of broom handles, to insert the resin into the coal face. The rods stayed in the coal as it was mined, so were effectively consumables. As result of the ECP connection, British Coal asked Severn Valley if they could make the dowels. Being a positive guy by nature, Andrew immediately said “Yes, no problem” and then set about figuring out how to do it.



Workers with one of the British Coal dowels

Making the dowels would have been a straight forward proposition except that they had to have one square end and this wasn't something Andrew could do on his existing machinery. Phone calls to all his usual suppliers failed to yield a machine that could do the job. After a lot more ringing around he finally found a company in London that thought they had a machine that might be able to make the dowels. Andrew jumped in his car and drove down to view the machine. On arrival, when he asked to see the machine, the owner pointed at a small dusty sack in the corner. When Andrew looked inside he saw the machine was in bits, but taking a flyer, he paid £25 for it and headed back to Gloucestershire. Back at Blakeney, with the help of his maintenance engineer, Tony Waddington, he managed to re-assemble the machine and, with some modifications, get it to make the dowels. Over a period of a couple of

months, the company completed a sample order of 500 dowels for British Coal. The samples were accepted and in a “*We’re going to need a bigger machine*” moment, British Coal promptly ordered 500,000 of the dowels.

Andrew describes himself as a “fag packet engineer” and together he and Tony Waddington sketched out the design of a machine that could make the dowels in the sort of volumes British Coal required. After a lot of research, Andrew found a company in the Lake District who reckoned they could make the machine to his and Tony’s design. Andrew placed an order for the £16,000 machine and waited. And waited. Weeks later the news from the Lakes was not good: the company had assembled the machine but could not get it working satisfactorily. After another month and a lot of to-ing and fro-ing, the machine still wasn’t working. Andrew finally lost patience and arranged for the machine to be delivered as was. After a lot of work he and Tony Waddington managed to get the machine working. With further improvements and by running double shifts they were able to increase production to 3,000 dowels a day. British Coal rolled out the Controlled Cut technique to all its pits and demand for the dowels soared. At its peak, Severn Valley Woodworks made just short of a million dowels a year and the work accounted for over 80% of the company’s business.

1980 – The three legged stool

Andrew often likens Severn Valley to a stool and the number of business lines as the legs on the stool:

“As we entered the eighties, our stool had three legs on it: one very strong one, the dowel business, and two much weaker ones - the coffins which we wanted to finish with and industrial packaging which we wanted to grow. So, the stool wasn’t as stable nor as strong as we would have liked”

The partners could see that the writing was on the wall for the mining industry and that the dowel business wasn't going to last forever. So, developing the industrial packaging business was going to be imperative. In the late seventies they had started working with a company called Controlled Packaging Services (CPS) who supplied companies like IBM and the MOD. Through the early eighties Severn Valley did more and more work for CPS and the relationship between the two companies became closer and closer. At one stage, Andrew helped CPS set up a woodworking facility in Wiltshire.



Aircraft propeller crate for Dowty Rotol

Buying the company

By the early eighties, Tony Lillis was well into his seventies and felt it was time to retire. Consequently, he started to look at ways of selling the business. As a result of the original “loose arrangement” at the start of the partnership, Andrew only owned a small proportion of the shares in the business and didn’t think he was in a position to buy Tony out. So, the pair approached CPS to see if they would be interested in buying the company. After some thought, CPS made Tony an offer for Severn Valley – part of the deal involved Andrew joining CPS as their Manufacturing Director. But the offer wasn’t high enough for Tony who turned them down and as a result the sale was put on the back burner.



The Blakeney works

Eighteen months later the sale was back on the agenda and Tony asked CPS if they would like to submit a new offer. This time the answer was a straight “No”. In the meantime, Andrew had gone on holiday to Tenerife with an accountant friend. He mentioned his predicament to his friend who promptly came up with a scheme for Andrew to finance buying Tony out. It involved Andrew re-mortgaging his house and taking on a substantial amount of debt, but the accountant was convinced it would

work. On his return, Andrew discussed the proposal with Tony, but the outcome was that there was still a significant gap between what Andrew could afford and what Tony would accept. After a lot of discussion the pair came up with a compromise in the form of a delayed payment scheme for the difference. Now, all Andrew had to do was sell the scheme to the bank.

A few weeks later, Andrew and his accountant friend presented the scheme to an array of the bank's directors. It was a long and gruelling meeting at the end of which the directors retired behind closed doors to make their decision. When they finally re-emerged the answer was a disappointing "No". More than a little dejected, Andrew said his goodbyes and left the building. As he was walking to his car one of the directors caught up with him:

"Listen" he said "We were actually quite impressed with your scheme. It's smart - in fact it is very smart. It's just that we weren't convinced by your accountant friend. If you can get the scheme endorsed by one of the major accountancy firms, we'll say yes."

This is exactly what Andrew did. It cost over £50,000 in fees, but he got the endorsement and the bank agreed to the financing.

In late 1986 the deal went through and, in a fifty-fifty partnership, Andrew and his wife Ruth became the owners of Severn Valley Woodworks.

"Make sure you have your best coat and shoes packed away somewhere safe, because if this goes wrong we'll be left with only the clothes we're standing in."

Andrew Jenkins to his wife Ruth, on buying the company

Challow

At the time he bought the company, Andrew's stool had two strong legs: the dowel business, which was going through a final hurrah as the remaining pits were prepared for privatisation, and the packaging work for CPS. Shortly thereafter a third leg came in the form of Challow Agricultural Products. The company made crop storage systems and wooden buildings, but they wanted to close their manufacturing facility to allow them to concentrate on design and marketing, and were looking for a supplier to take on the work.



Challow crop storage products

Severn Valley proved themselves capable of manufacturing the pre-fabricated sections of false-floors, ducts and walls that made up the storage systems and won the business. However, after two years the owners of Challow announced they wanted to sell the business. Convinced of the opportunities in the agricultural market, Andrew made what he thought was a reasonable offer for the business. The company had all but accepted his offer and were about to sign on the dotted line when Andrew was informed a second buyer had appeared and made a very much higher offer. As a result the deal was off. Feeling more than a little sore at the last minute retraction and puzzled how the new buyer could have come up with such a high valuation for the company, Andrew wrote the episode off to experience.

However, a couple of weeks later, Andrew received a phone call from a rather chastened Director at Challow. It turned out that second buyer had

misread Challow's balance sheet, substantially overvaluing the company, and on discovering his mistake was now rapidly trying to extricate himself from the deal. Consequently, the Director was calling to ask Andrew if would be prepared to re-submit his offer. With more than a little *schadenfreude*, Andrew re-submitted his offer and in 1989 the sale went through.



Challow timber buildings

The purchase of Challow proved a pivotal move for Severn Valley in more ways than one: Firstly, it took the company into a major new market that included crop storage systems, agricultural buildings and even golf driving ranges. A few years later, it would lead the company to set up a subsidiary in Germany.

Secondly, with Challow, came four people who would make a major difference to Severn Valley in the coming years: Robin Simpson (who had been with the company since leaving school), Dawn Williams, Mary Draper and Les Tilling. Later, Robin Simpson would become a Director of Severn Valley.



The Challow team today: L-R Robin Simpson, Debbie Hancock, Mary Draper and John Draper

Permacrib

In 1990 Andrew was approached by the Phi Group a company that marketed a timber retaining wall system called Permacrib. Developed in New Zealand, the Permacrib system is based on a structure of interlocking cradles made from treated timber that are then filled with stones to form a retaining wall. The Phi Group were looking for a UK supplier that would be capable of producing the large volumes of treated timber components, under license from the New Zealand parent company.



Severn Valley was able to demonstrate it could produce the components to the requisite quality and treatment standards, and won the business. In the coming years, Permacrib would grow to be a very substantial part of Severn Valley's business.

Welvent

Shortly after buying Challow, Severn Valley was contacted by Welvent, another large player in the crop storage market. Like Challow, Welvent were looking for a company to take on their manufacturing. The tie up worked well and Welvent became a major and much-valued customer for Severn Valley.

Lingward

After Welvent, another opportunity in the crop storage market came in 1999 in the form of Lingward. A competitor to Challow and Welvent, Lingward was a well established player in the market. However the owner, Bill Bampton, wanted to close his factory to release the site for re-development and he approached Severn Valley to explore the

possibilities. In due course a deal was agreed that saw Severn Valley buying Lingward, the plant and machinery moving to Blakeney and Bill Bampton remaining in a sales and marketing role for a short period.

From restaurants to wood: Simon Brown

In 1990 with the acquisition of Challow and organic growth of the other work, Severn Valley was becoming a substantial business. It soon became clear to Andrew that he was spread too thinly and he needed to strengthen his management team. In particular he recognised his strengths lay more in engineering and processing and he needed someone to improve the “*front of house*” marketing and sales. But the question was who to bring on board?

The person Andrew found was his son-in-law, Simon Brown. Simon was born and brought up near Burford. He left school at 16 to join the Savoy Group, where his training saw him working at some of the most prestigious hotels in London including Claridges, The Berkeley and Simpsons. It was while working as a chef at Simpsons that he met Judy, Andrew’s daughter, who was working as a wine waitress. Simon went on to take up more senior roles in the premium hotel trade, while Judy moved into contract catering with Gardner Merchant. Andrew not only liked Simon as a prospective son-in-law but was very impressed with his management skills and in the late eighties asked if he would be interested in coming to work at Severn Valley. At the time Simon was focused on pursuing his career in hospitality and turned down the offer.

After marrying in 1990, Simon and Judy’s ambition was to run their own pub or hotel. Before committing their money to buying a place, they thought they should test whether they could actually work together and, rather on the off chance, applied as a couple to run a steakhouse in Leybourne, Kent. Somewhat to their surprise they got the job and for the next three years ran the steakhouse successfully. However, in 1992, when Judy became pregnant, continuing to run the business as a couple with a young baby looked increasingly untenable.

It was at this stage, that Andrew asked again if Simon again would be interested in joining Severn Valley. This time Simon agreed, with the proviso that if things didn't work out, they would not let it affect their relationship as a family. The couple's first daughter Stephanie was born in 1993 and the following year Simon started work, learning the ropes, at Severn Valley. The following year, Judy also joined the company, working part-time sharing the administration and HR responsibilities with her mother. Today, Judy is a major shareholder in the company and works full-time with responsibility for HR matters and production of the Hutton range.



Simon Brown and Andrew Jenkins



Severn Valleys' timber comes from sustainable sources from around the world, including Scandinavia, South East Asia and South America.





The company's CNC joinery centre is used for machining complex frames





Severn Valley has three high capacity pressure vessels for treating large volumes of timber





The Lydney works is set up for high-speed timber machining.



Moving to Northwood Green

In the 1980s one of the challenges of the dowel business was that Severn Valley had to hold large stocks of Keruing timber imported from south-east Asia. The business did not have space for the stock at Blakeney, but Andrew was able to come to an arrangement to store the timber at Calders and Grandidge, which ran a timber treatment works at Northwood Green near Westbury-on-Severn. This arrangement continued for a number of years with Calders not only storing the Keruing, but carrying out much of Severn Valley's timber treatment.

Then in 2000, Andrew was called into a meeting with the Calders' MD who told him that, as part of a rationalisation by its parent company, the Northwood Green site would be closing in a week's time. This presented Andrew with two significant problems: where to store the Keruing and what to do about the timber treatment, which was critical to the Permacrib business. His first question to the MD was whether Severn Valley could rent part of the site in the short term. The answer from the parent company was "No". Then Andrew asked if he could buy the site. This time the answer was "Make us an offer".



One of the Calders and Grandidge sheds

The next problem was coming up with a value for the 17.5 acre site. At the time, farmland was around £2,000 an acre, but as a brown field industrial/development site its value could be significantly more. A further complication was that the site had been heavily contaminated by the chemicals used in the timber treatment process and at this stage Andrew had no idea how much the remediation would cost. *"I didn't know whether to offer £5,000 or £500,000."* he confesses. And time was against him – Calders had only given him only a few days to come up with an offer. As he drove to the meeting with Calders, Andrew was on the phone to Simon, still trying to decide what offer to make. By the time he drove into the Calders car park, they had settled on £50,000. The offer was accepted, subject to Andrew, accepting full liability for the contamination.



The Northwood Green site circa 2000

Andrew's next challenge was finding the £50,000. His bank wasn't interested in making loan against the site until he could produce a certificate of decontamination. So, Andrew borrowed the money from a friend, Edmund Dorman. The plan was that Andrew and Edmund would set up a company, Northwood Green Estates, to develop the site as an industrial estate, with Severn Valley renting the part they needed. However, before any of this could take place, the site had to be decontaminated, a process that involved removing and treating a large amount of soil. The final bill for clearing up the site would come to over £100,000.

Once the bill for the decontamination was paid, it rapidly became apparent that Andrew and Edmund didn't have the capital to develop the site. At this point they came up with a Plan B - Severn Valley would sell the Blakeney site and move its entire operation to Northwood Green. The proceeds from the sale of the Blakeney site, for which there was a ready buyer, would be used to buy the site from Northwood Green Estates, thus paying off the loan from Dorman. This is what happened and at the end of 2000, Severn Valley moved lock, stock and barrel to the Northwood Green site.

Today, after more than fifteen years of continuous investment, the site bears little resemblance to the one purchased from Calders and Grandidge. There are now over 75,000 square feet of covered machine shops and warehousing, new offices and acres of hard-standing.

Another important event in 2000 was the arrival of Anthony Sterry. An electrical/ mechanical engineer Anthony came to Severn Valley from the Watts company at Lydney to take up a role in maintenance. However, due to his aptitude and drive he rapidly moved into a production management. His skills and enthusiasm in this role would lead to him being appointed a Director in 2004



Judy Brown



Anthony Sterry

On the edge

They say that part of building a business is about biting off more than you can chew and then learning to digest it. As Severn Valley entered 2001 it was struggling to digest its purchase of Northwood Green site, together with the previous company purchases. As the year wore on, it rapidly became apparent that the company was over-extended and wasn't generating sufficient cash to support its borrowings. The situation continued to deteriorate, until it became obvious that the Company was going to run out of money and Andrew felt he had to inform the bank that the business was no longer viable.

However, before giving up, the family agreed to at least try asking the bank for help. After a lot of head-scratching they came up with what they believed was a viable business plan based on an additional £50,000 of borrowing and presented it to the bank. After consideration, the bank turned them down – in their view the business plan was not viable as £50,000 would not be sufficient to save the business. However, they thought that with £80,000 the business would be viable, and this is what they agreed to lend.

On returning from the bank, Andrew spent an entire weekend preparing a day-by-day cash flow plan for the next six months that would ensure the company would stay well below its overdraft limit. Thereafter, Andrew and Simon stuck to the plan religiously, reviewing it on a daily basis.

One thing that wasn't helping was the structure of the business. Under the Severn Valley umbrella there were now seven separate companies each with its own financial structure and accounts. This arrangement was taking up a good deal of management time and incurring a lot of professional fees. In 2001, Andrew decided to bite the bullet and go through the complicated and costly process of merging all the companies into a single entity. Just in case the process wasn't complicated enough, he took the opportunity to change banks at the same time.

These three things; the discipline of the business plan and cash flow, rationalising the structure and changing banks, are what Andrew credits with saving the business and laying the foundations for the future.

As if the previous two years had not been challenging enough, in 2002 there was a serious fire at the Northwood Green site that resulted in the loss of half a building and a sawdust handling plant.



Aftermath of the 2002 fire

Hutton

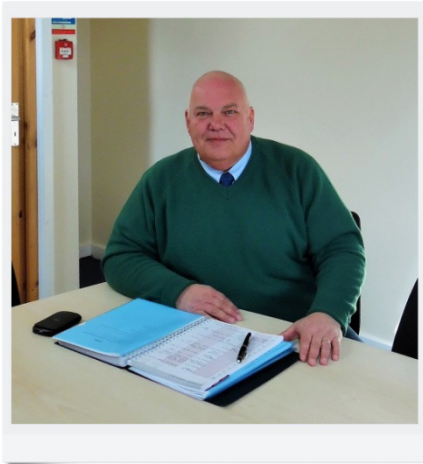
In 2001 one of Severn Valley's nail suppliers contacted Simon Brown and asked:

"Do you want to buy a barrel business?" The supplier knew the owner of the business and was aware he was selling up, but couldn't tell Simon much about what the company actually did. Simon was intrigued enough to call the owner to find out more. When he got through, before he could find out more, he was abruptly told the business had been sold and the owner wasn't interested in further discussions. With no harm done, Simon thought no more about it.

A year later the owner got back in touch with Simon – the sale had fallen through and the company was back on the market. It turned out the main business of the company, Hutton Industrial Containers, was recycling large plastic drums used in soft drinks production. However, a smaller part of the business was involved cutting up old oak barrels from the whisky trade to make planters that were sold through garden centres and the



Mole Valley Farmers chain of agricultural merchants. It was this latter activity that was of interest to Severn Valley as it offered a route in to the garden centre trade, a completely new market for the company. So, in 2003 Andrew and Simon agreed to purchase Hutton and set about developing it as a brand under the Severn Valley umbrella.



David Twigg

Another very significant event in 2002 was the arrival of David Twigg. David came to Severn Valley with wealth of experience in timber sales. As well as upgrading Severn Valley's approach to sales and marketing, David would make two major contributions to the success of the company. Firstly, he took the lead in developing Severn Valley's sales of bulk machined and treated timber to independent builders merchants. This business would grow to become a significant proportion of the company's turnover. Secondly, he took on responsibility for developing the Hutton brand. From a modest start, this would see the company develop a wide range of garden products – everything from arbours to slate roofed bird tables and garden sheds. To capitalise on the agricultural market through Mole Valley Farmers, David also introduced a range of animal housing products. David would join the Board of Severn Valley in 2004.

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Hutton products today

Lydney

By 2005 Severn Valley was starting to feel the constraints of the Northwood Green site. Due to its position at the end of the local grid, there was a limit to how much power the factory could draw, restricting the amount of machinery they could install. Planning constraints also restricted the hours that could be worked at the site, so it wasn't possible to introduce a night shift or weekend working. Consequently, the company was starting to run out of production capacity.

In 2007, Permacrib landed a very large contract for a civil engineering project in Italy and looked to Severn Valley to produce the material. With the Northwood Green site pretty much at capacity, the company leased a 15,000 sqft unit at Lydney to take on the bulk manufacturing. In due course, Severn Valley delivered over 280 truckloads of wooden cribs to the Permacrib project. In 2013 Severn Valley purchased the Lydney site.



Lydney works



The Lydney team today

In 2012, work started on a new office building at the Northwood Green site. Apart from the groundworks, the whole project of designing, erecting and outfitting the building was done in-house.



The aim of the project was partly to provide some much needed office space, but also to showcase the company’s capability for wooden buildings. Prior to this, Severn Valley had been involved in producing and erecting timber framed buildings for a number of years. Under the Challow brand they had built a number of wooden cabins, garages and agricultural buildings, and over 60 golf driving ranges. More recently the company had supplied precut and machined timber to a number of clients for a range of timber-framed and “Passivhaus” energy-efficient houses.

In 2015 the company erected a major new storage building at the Northwood Green site and installed a substantial number of solar panels on the shed roofs.

Present Day

Today, Andrew Jenkins is happy with the shape Severn Valley is in. With crop storage systems, the Hutton range, Permacrib, bulk timbers and timber houses, the company has five healthy and diverse business lines. The company is in a good position financially and has been investing steadily in new plant and machinery. Looking to the future, the main thrust of Simon and Andrew's strategy for the next few years is steady growth and consolidation; continuing to develop and expand the existing product lines, upgrading the buildings and machinery at Northwood Green and paying down some of the debt and building up greater reserves



The Directors of Severn Valley Woodworks at the 100th Board Meeting, 21st March 2013. Left to Right Robin Simpson, Simon Brown, Andrew Jenkins, Anthony Sterry and David Twigg

The company is an immense source of pride for Andrew and he is delighted with the way Simon and his fellow Directors are running it. Walking around the Northwood Green and Lydney sites with Andrew is like accompanying a child in his very own sweet shop. He retains a huge and infectious enthusiasm for the engineering involved, taking great delight in explaining how the machinery and processes work. His enthusiasm for the engineering is only matched by his affection for his staff, many of whom have been with the company for three decades or more.



Andrew remains as Chairman of Severn Valley and still does some of the timber buying, but is now semi-retired and working towards handing over ownership of the company to the current Directors. From sawing up old railway sleepers to building one of the country's major woodworking firms, it has been quite a journey and Andrew Jenkins will leave a very impressive legacy.



“I've had a fantastic life, I wouldn't change five minutes of it. I've had some great opportunities and been very lucky to work with some wonderful people.”

Andrew Jenkins, Chairman, Severn Valley Woodworks



severn valley
woodworks

Produced by Tim Barnes, Gloucestershire Business Stories