

13

YEARS

1890-2020

NAYLOR
INDUSTRIES

NAYLOR

Excellent Construction
Products

13
YEARS
1890-2020



Made in the UK

Introduction from Edward Naylor



Edward Naylor
CEO

It is with considerable pride that I introduce this short commemorative history of the Naylor Group. Fourth generation family businesses are a fairly rare breed and to get this far, our business has had to withstand its share of challenges: two world wars, fires, personal tragedies, coronavirus and any number of economic downturns – we meet the challenges of the 21st Century with great optimism for the future.

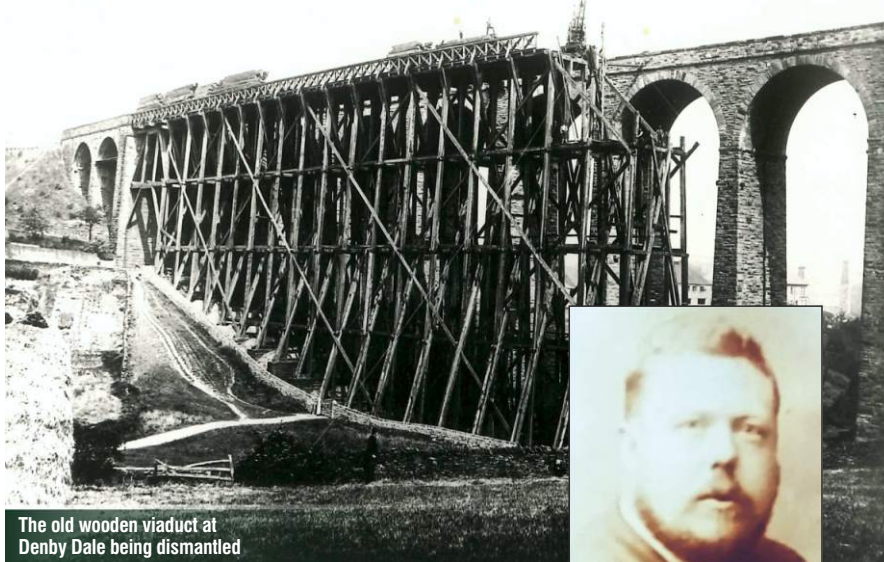
Whilst we are long-standing, we have no intention of resting on our laurels: today's management team is just as focused on growing the business as George Wilfred Naylor was back in 1890. We continue to innovate and

diversify- after all we want the business to be here in another 130 years!

Many individuals have contributed over the years and I would particularly like to thank our employees for their hard work, and our customers, suppliers and other stakeholders for their support, all of which have helped us achieve this landmark.

CLAY DRAINAGE | PLASTIC DUCTING & DRAINAGE | CONCRETE PRODUCTS
BAND-SEAL | GARDENWARE | ENVIRONMENTAL | SPECIALIST PLASTICS

130
YEARS
1890-2020



The old wooden viaduct at Denby Dale being dismantled



George William Naylor who built the viaduct

Naylor Industries 130 years of expertise and craftsmanship

Naylor Industries plc, based at Clough Green, Cawthorne, is a long-established, leading British manufacturer of building and

construction products, including clay and plastic pipes and concrete products. We are proud of our reputation for quality products and personal service.

With well over a century of expertise and craftsmanship, Naylor is committed to investing in the continuous development of its people, its technologies, and in skills for the future. A highly skilled team in South Yorkshire, Fife and the West Midlands have helped to position Naylor Industries plc as the market leader it is today, exporting globally.

Naylor was founded in 1890;

those familiar with the company today would probably consider it Barnsley to its core. But the company actually started life 'over the border' in West Yorkshire. Naylor actually owes its existence to the Denby Dale viaduct, over which Sheffield to Huddersfield trains still travel today. The viaduct was built in 1880 by George William Naylor (1847-1888), a contractor to the emerging railway industry. The contract signed in 1877 proved problematic, taking two years to complete and not opening until 1880. But despite the difficulties in construction there was an unexpected fringe benefit; foundation works had identified the presence of substantial clay deposits which in 1890 allowed George's 20-year old son George Wilfred Naylor (1870-1932) to set up a clay pipe works adjacent to the viaduct; the rest, as they say, is history.

Ceramic pipes had been introduced to Britain as long ago as Roman times. Though the technology had never been forgotten, it was only the late Victorian era, with its belated enthusiasm for public health via clean water supplies and separate sewerage systems, that created a huge demand for pipes, and harnessed the power of industry to provide them.

Naylor's early manufacturing processes bore all the hallmarks of the industrial revolution:

steam boilers and coal-fired beehive kilns; pipes were salt glazed and the company also manufactured filter tiles for many of the early sewage treatment works. Early prestigious contracts included the supply of pipes to the new Manchester Royal Infirmary in 1905, and the supply of filter tiles to the Barnsley Sewage Works in 1907. From its very earliest days the firm set its sights on international opportunities. In 1906, Naylor pipes were approved by the Crown Agents, and soon thereafter the company began exporting to schemes across the then Colonies. It is a testimony to both the enduring properties of clay pipes and the quality of initial output that much of Naylor's early production is still in service today, well over a century later.



The new viaduct was completed in 1880



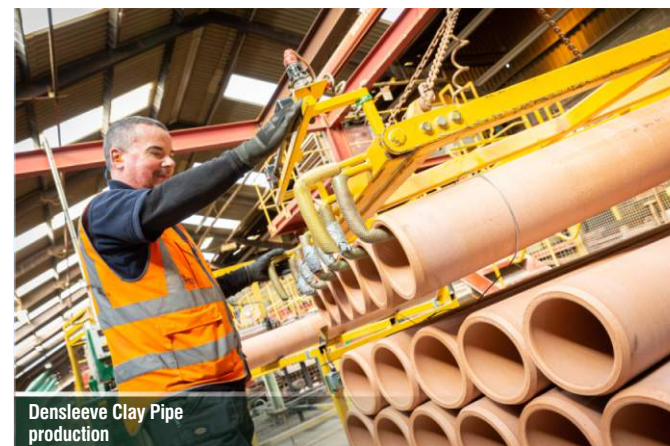
A coal fired beehive kiln



Wombwell
Extrusion Hall



Twin Wall
Ducting



Densleeve Clay Pipe
production

In its early years, Naylor was one of many small-scale pipe manufacturers: at one stage there were six clay pipe works within an eight mile radius. The business modernised and expanded after 1945 to meet the post-war construction boom, and in 1948, as part of its

growth, the company acquired local competitor Actons Stoneware Ltd at Cawthorne; Naylor had arrived in Barnsley.

The Actons site was larger than Naylor's Denby Dale site and had substantial adjacent clay reserves. Increasingly, Naylor's operations moved to Cawthorne. The year 1961 saw Europe's first continuous tunnel kiln built at Cawthorne, and in 1986, the first roller kiln was built. The Denby Dale site, which latterly manufactured fittings rather than pipes, was finally closed in 1993.

The death of Allan Naylor (1935-1993), who had been Managing Director since the early 1960s

marked something of a crisis for the company. The recession of the early 1990s had seen a steep decline in turnover which had resulted in substantial losses being incurred. The current CEO, Edward Naylor, then aged 30, left his job as a City accountant and took the helm - the fourth generation of the Naylor family to run the business. He has since overseen a period of investment and diversification during which the business has quintupled in size; the Naylor Group today has a turnover approaching £60m, five sites and around 400 employees.

Today, some 130 years after the firm's formation, clay pipe production remains important to Naylor. The clay pipe's longevity means that it remains a popular sewerage material but the

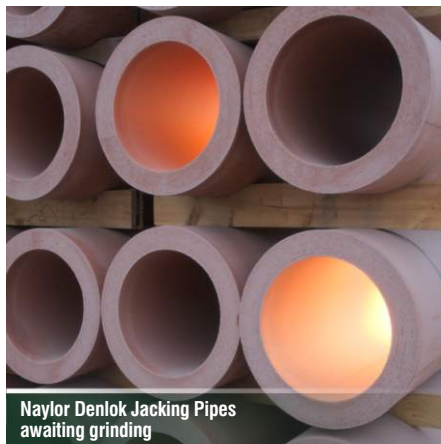
maturity of the UK's sewerage network and new competitor materials have reduced domestic sales opportunities, leading to the company's increased international focus. Naylor clay pipes have over the years been sold into 65 different markets, including countries throughout SE Asia and Australasia. The development of Band-Seal, a flexible connector system and high performance clay pipe systems- Denlok, a high strength clay pipe for trenchless (no-dig) installation and Thermachem, a corrosion resistant pipe for the chemical and process industries have been key to export growth and helped the company win export awards such as the Insider Yorkshire Exporter of the Year 2013 and the EEF Exporter of the Year 2015.



Denlok
jacking pipes

Naylor's clay manufacturing infrastructure - kilns, extruders, presses and dryers - is exceptional, and this has allowed the company to develop a substantial new business: the Yorkshire Flowerpot Company, which is now the UK's largest manufacturer of clay garden pots. A complementary range of high-quality imported products from Europe and Asia allows the company to provide a comprehensive offering to some of Britain's most prestigious garden centres. The company's factory shop at Cawthorne is a popular destination for local gardeners who can buy seconds and discontinued lines at bargain prices.

Clay products are, however, only part of the Naylor story, and recent decades have seen Naylor launch and develop new product areas. The most long-standing of these is the company's pre-stressed concrete lintel business which was founded in 1965 and has operated in Ossett since the 1980s. In 2015, that factory has relocated closer to the company's roots, following the acquisition of a nine-acre site at Barugh Green, Barnsley. Most recently the business acquired precast manufacturer White's Concrete and now offers a range of agricultural panels, retaining walls and tanks.

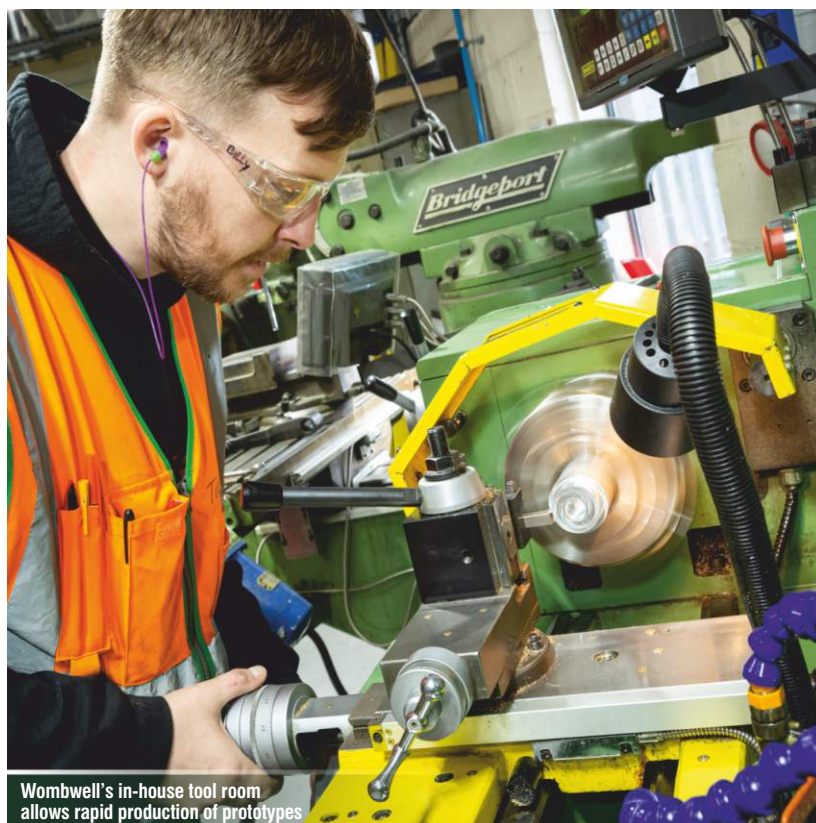




Methil
pipe extrusion up to DN300



HRH Duke of Kent unveiled the new £5.5m
large diameter extrusion line in 2018



Wombwell's in-house tool room
allows rapid production of prototypes

Naylor's largest area of activity today is the manufacture of corrugated plastic pipe for the construction, utility and agricultural markets; the Cawthorne plastics factory alone can manufacture up to three miles of pipe an hour. In 2000, the company acquired its first extrusion line from machinery supplier Hegler and began manufacture of Twin Wall Ducting and Land Drainage. Rapid growth followed, including the acquisition of a £5.5m large diameter line in 2018, which permitted Naylor to manufacture Twin Wall Drainage up to DN1050 for the first time. These products are not only made in Barnsley but also in Scotland following Naylor's 2004 acquisition of Argival Plastics, which today operates as Naylor Scotland in Methil, Fife.

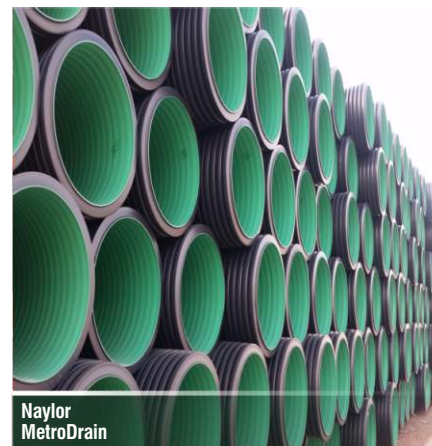
In addition to standard corrugated plastic pipe products for the building and civil engineering industries, Naylor also offer a bespoke extrusions service, making plastic tubes and profiles from 8mm-315mm for a wide range of industries, as well as smooth bore ducting for the existing customer base. The acquisition of Tipton based Rateoval in 2007 was the first step in the development of this division, Naylor Specialist Plastics; the business has since grown rapidly following the acquisition of Wath-based Amco Plastics in 2014, and its relocation to larger premises at Wombwell. The development of an in-house tool room incorporating CAD technology, 3D printing & CNC lathes allows us to offer a rapid prototype service.



As a long-standing family business, Naylor seeks to involve its employees in decision making. Elected representatives from every site sit on a consultative Employee Forum whose Green Team is helping increase energy efficiency and move the company towards zero

waste to landfill; the Naylor Action Tracker suggestion scheme has generated thousands of great ideas. Naylor is looking to the future with a lively group of apprentices gaining knowledge and experience which will be invaluable in the coming years

and with active training programmes covering all employees and sites.





Recognition of the company's recent growth and progress has come in the form of regional exporter, national HR (CBI) and other business awards. The company was crowned best British SME in IMechE's prestigious 2008 Manufacturing Excellence Awards, was the Regional Winner in HSBC's 2014 Global Connections competition and was the National Winner of Winners in the EEF's Future Manufacturing Awards in 2015: Edward Naylor was the recipient of the EEF's National Leadership Award in 2018. 130 years after its founding, Naylor is in good shape and looking to the future with great optimism.

