

# Appendix 1A

## Linhay Hill Quarry Material Flow chart

## **E & JW GLENDINNING LIMITED – PRODUCTS, MARKET AREA, SUPPLY CHAIN & MATERIAL FLOW**

### **SUPPLY CHAIN FOR ALL SITES**

- Supply Chain value is analysed in Economic Report which will be submitted as appendix in application and will form part of Socio-Economic chapter.
- Total annual value of supply chain for local sourced suppliers (identified by postcode from purchase ledger) is £6 million.
- This annual value excludes nationally sourced expensive inputs such as cement, bitumen and fuels.
- For example - multitude of mechanical and electrical engineering, plant and transport parts, steel, sub-contract crushing & screening, vehicle MOTs, products from other local aggregate and sand operators, hauliers for products (especially at Pigsdon Quarry where all external deliveries are provided by hauliers) and agency staff. Sub-contract services such as civil engineering/construction, parts and plant & engineering fabrication (eg pre-cast moulds, conveyors), facilities servicing (eg weighbridge and other weigher calibration, gardening), small tool suppliers, PPE and cleaning. Technical services for IT, auditing, legal, planning, insurance etc, typical corporate requirements.
- Many hundreds of local west country and county-based suppliers.

### **LINHAY HILL QUARRY, ASHBURTON**

- All products sold in main conurbations of Exeter, Torbay, Teignbridge, Plymouth and surrounding towns. Asphalt, Blocks, Agricultural Lime sold throughout wider county, into Cornwall, Dorset and Somerset.
- Predominantly bulk deliveries, but also ex-works collection and a small amount of retail for paving and block products.
- Customers: Many local county-based building firms Local Authorities, national contractors, regional contractors, house builders, builders' merchants, utilities, farmers, other manufacturers (eg British Ceramic Tile), consumers.

### **PIGSDON QUARRY, NEAR BUDE, CORNWALL**

- Supplies HAS asphalt aggregates and dust to onsite asphalt plant and to Linhay Hill, also sold externally to Cormac and other asphalt producers in Cornwall and Devon, eg Tarmac-CRH and Lafarge-Holcim.
- Local market area in north and east Cornwall and north Devon for other products.
- Customers: Cormac and South West Highways, local builders and construction companies, farmers, hauliers who merchant Pigsdon's quarry products.

### **EMBANKMENT ROAD, PLYMOUTH**

- Pre-cast concrete products sold throughout Devon and Cornwall to merchants and garden centres.
- Direct sales to regional housebuilders and utility companies and Local Authority, ex-works collection service.
- Predominantly bulk deliveries, but also ex-works collection and a small amount of retail for paving products.
- Ready Mix Concrete delivered, ex-works collected and sold in Plymouth and surrounding conurbation, including Saltash in east Cornwall.
- Transfer of pre-cast products to Linhay Hill for onward sale.

### **KENTON PLACE, EXETER**

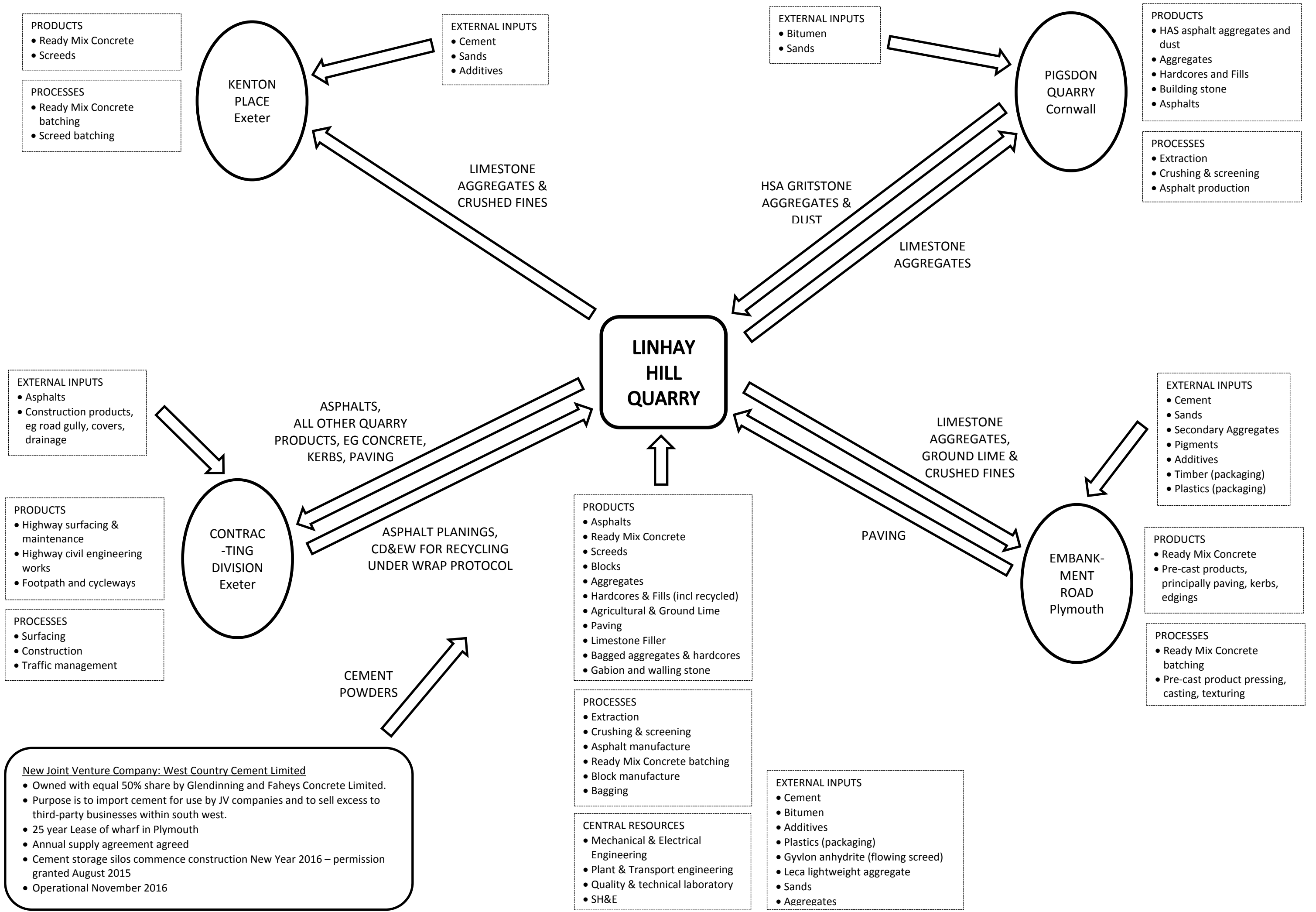
- Ready Mix Concrete and screeds to local Exeter and surrounding conurbations, screeds can travel further to wider Devon and into Somerset.
- Direct sales to national and regional construction companies, regional housebuilders, utility companies and Local Authority, consumers.
- Ready Mix Concrete and screed delivered, ex-works collected and sold.

### **CONTRACTING DIVISION, EXETER**

- Provide highway surfacing, maintenance and civil engineering construction services throughout Devon and into areas of Dorset, Somerset and Cornwall.
- Customers are Local Authorities – Devon, Teignbridge, Torbay, Plymouth, Exeter, South Hams, DNPA, directly and via sub-contract frameworks. National and regional construction companies, housebuilders, schools, other private organisations (holiday parks), consumers.

### **NOTE - NEW JV COMPANY**

- Established this year with purpose of importing and storing for distribution cementitious powders to JV company (Glendinning and Fahey's Concrete) and potential to double volume of import to sell to third-parties.
- Aim to be operational November 2016.
- See box in flow chart.



- PRODUCTS**
- Ready Mix Concrete
  - Screeds
- PROCESSES**
- Ready Mix Concrete batching
  - Screed batching

- EXTERNAL INPUTS**
- Cement
  - Sands
  - Additives

- EXTERNAL INPUTS**
- Bitumen
  - Sands

- PRODUCTS**
- HAS asphalt aggregates and dust
  - Aggregates
  - Hardcores and Fills
  - Building stone
  - Asphalts

- PROCESSES**
- Extraction
  - Crushing & screening
  - Asphalt production

- EXTERNAL INPUTS**
- Asphalts
  - Construction products, eg road gully, covers, drainage

- PRODUCTS**
- Highway surfacing & maintenance
  - Highway civil engineering works
  - Footpath and cycleways

- PROCESSES**
- Surfacing
  - Construction
  - Traffic management

ASPHALTS,  
ALL OTHER QUARRY  
PRODUCTS, EG CONCRETE,  
KERBS, PAVING

ASPHALT PLANINGS,  
CD&EW FOR RECYCLING  
UNDER WRAP PROTOCOL

CEMENT  
POWDERS

**LINHAY  
HILL  
QUARRY**

- PRODUCTS**
- Asphalts
  - Ready Mix Concrete
  - Screeds
  - Blocks
  - Aggregates
  - Hardcores & Fills (incl recycled)
  - Agricultural & Ground Lime
  - Paving
  - Limestone Filler
  - Bagged aggregates & hardcores
  - Gabion and walling stone

- PROCESSES**
- Extraction
  - Crushing & screening
  - Asphalt manufacture
  - Ready Mix Concrete batching
  - Block manufacture
  - Bagging

- CENTRAL RESOURCES**
- Mechanical & Electrical Engineering
  - Plant & Transport engineering
  - Quality & technical laboratory
  - SH&E

HSA GRITSTONE  
AGGREGATES &  
DUST

LIMESTONE  
AGGREGATES

LIMESTONE  
AGGREGATES,  
GROUND LIME &  
CRUSHED FINES

PAVING

- EXTERNAL INPUTS**
- Cement
  - Sands
  - Secondary Aggregates
  - Pigments
  - Additives
  - Timber (packaging)
  - Plastics (packaging)

- PRODUCTS**
- Ready Mix Concrete
  - Pre-cast products, principally paving, kerbs, edgings

- PROCESSES**
- Ready Mix Concrete batching
  - Pre-cast product pressing, casting, texturing

New Joint Venture Company: West Country Cement Limited

- Owned with equal 50% share by Glendinning and Faheys Concrete Limited.
- Purpose is to import cement for use by JV companies and to sell excess to third-party businesses within south west.
- 25 year Lease of wharf in Plymouth
- Annual supply agreement agreed
- Cement storage silos commence construction New Year 2016 – permission granted August 2015
- Operational November 2016

- EXTERNAL INPUTS**
- Cement
  - Bitumen
  - Additives
  - Plastics (packaging)
  - Gyvlon anhydrite (flowing screed)
  - Leca lightweight aggregate
  - Sands
  - Aggregates