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Photo: www.weinig.de



PUIDUKODA
www.puidukoda.eu

Newsletter 1/2015

February 2015

Puidukoda: Wood for Life

You are reading the third Puidukoda newsletter.

We want to keep our clients and partners up to date with what is going on in the company.

This newsletter includes product news as well as information on recent investments made by Puidukoda.

Enjoy reading it!

Puidukoda team



Photo: Kubija Hotelli SPA building, Võrumaa, Estonia

See more on our web-page: www.puidukoda.eu/en/references

Come to the Fair!

MADERALIA SELECCIÓN 2015

Trade Fair in Spain

In February, Puidukoda will be attending the **Maderalia Selección 2015** trade fair in Valencia, Spain.

This is the first time for Puidukoda to attend a fair in Spain.

At this fair, Puidukoda will be present mainly with indoors products.

The fair takes place from 10 - 12 February 2015.

You can find the Puidukoda stand at pavilion 8, Stand no. 1.

More information:

<http://fimma-maderalia.feriavalencia.com>

Trade Fair in Poland

In March, Puidukoda will be attending the **BUDMA 2015** construction fair in Poznan, Poland, which is one of the biggest international annual construction fairs in Eastern Europe.

It is our sixth time to participate at the Budma fair, and this year is our third time to attend as Puidukoda Polska.

Puidukoda Polska is a Polish-Estonian joint company founded in January 2012, and it represents Puidukoda on the Polish market.

In addition to our Polish sales team, the Estonian representatives are also present at the fair.

The fair takes place from 10 - 13 March 2015.

You can find the Puidukoda stand at pavilion 7 A, Stand no. 1.

More information: www.budma.pl

The logo for BUDMA, featuring the word "budma" in a bold, lowercase, yellow font with a black outline, set against a white background.

New Siberian Larch

Siding profiles

In January 2015, we added new siding board profiles with narrow rhomboid shape to our product selection. This profile shape is currently widely used in modern architecture in Central and Western Europe. We keep limited amounts of these products available at our warehouses in following sizes: 22 x 70 mm, 28 x 70 mm and 28 x 145 mm; length 4.0 m.

For further details, please contact our sales managers.



Waxed interior Siding

In addition to regular paints, stains and lacquers, we have also started with industrial waxing. Wax as a traditional finish has been used in interiors for a long time, but until now, it has been only applied by hand. Industrial waxing has been gaining popularity in Scandinavia for a couple of years, and we have now caught up with this trend.

We are using a water-based interior finishing wax, Teknowax by the Finnish manufacturer Teknos, which has a standard shade of white, but it can be toned according most common translucent color charts.

In the waxing process, boards are sanded, then a layer of wax is applied on our high-pressure spraying line; after the drying oven, special polishing brushes, which provide an evenly smooth and silky finish, polish the boards.

When compared to other surface treatments used in interiors, waxed surfaces are natural, warm as well as very easy to clean and durable.

Waxing is our least costly surface finish for interior siding, as the waxing process is considerably simpler and quicker than other methods for treating interior siding boards.

For specific price quotes and samples, please contact our sales managers.



Cost effective A-quality interior Siding

We have recently introduced a new product, A-quality 12 x 120 mm interior Siding Boards with PTGV profile, made of Nordic Spruce from selected suppliers, and with a very competitive square meter price – even comparable to MDF panel prices.

It is being produced and sorted according to Puidukoda's A-quality standards, which sets limits to the size of knots and resin pockets. In addition, all boards with knotholes, split knots, in-grown bark or colour changes are being rejected.

Since this product is being kept in stock, it is possible to fill orders for minimum one pack.

For specific price quotes and other information, please contact our sales managers.



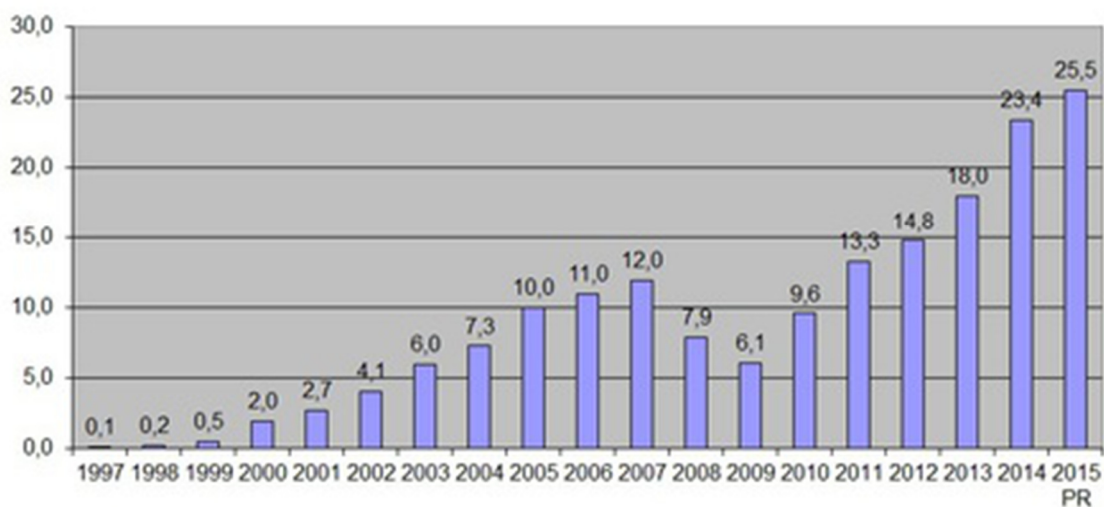
Puidukoda's results 2014 and plans for 2015

Puidukoda turnover for 2014 reached 23.4 million euros and sales volume exceeded 78000 m3. In comparison to 2013, we increased the sales volume by 17%. We have enjoyed a steady growth of sales volumes for past 4 years and we intend to keep up the pace.

Estonian market covered about 33% of Puidukoda sales turnover in 2014, the remaining 67% we exported to 22 different countries all over the world. Amongst others also several new markets, like USA, Cyprus and Greece.

In 2015, we intend to further broaden our export markets and strengthen our positions in the existing markets. To support this growth, we have already invested and plan further investments into new technologies and mechanisation – both in the plaining production and in the value adding processes.

MIL EUR



New production line by Weinig

In May 2014, Puidukoda began a complete reorganization and renovation of one of the main two production lines.

The first stage in May 2014 was replacing the entire sorting and packaging solution. We installed a new bundling station provided by System Hall from Sweden, also new bundle tying equipment and a new shrink-foiling machine from the German packaging specialist Fischer. The new sorting and packaging solution allows us to be considerably more flexible in packaging options that we can offer to our customers.

The second stage in December 2014 was the replacement of planing machine. The new planing machine was provided by Waco Jonsereds, the Swedish subsidiary of the Weinig Group, specializing in heavy duty industrial equipment. Our brand new 9-spindle full-CNC Waco Hydromat 3500 planer enables swift changes of settings and excellent surface quality with fast working speeds of up to 200 m/min.

The investment totalled over 1 million euros. This investment means faster delivery times with an improved product quality for our customers, and increased production efficiency with modern and ergonomic production environment for us.

You are most welcome to visit us!



See more on our web-page: www.puidukoda.eu/en/technology



Customer profile: Puumarket

Puumarket is an Estonian company specialised on selling wood and wood materials, with six sales warehouses in larger towns all over Estonia – Tallinn, Tartu, Pärnu, Rakvere and a central warehouse and logistics-distribution centre in Jüri.

Puumarket has over 23 years of experience in wood materials sales and a constantly expanding product range. On this day the selection they offer is widest in Estonia; Puumarket has also been working for years with several Scandinavian customers, to whom larger orders of wood and construction materials are put together and transported to the desired destination.

Puumarket's product range includes:

- *Unseasoned sawn timber,
- *Kiln dried sawn timber KD 8-10%,
- *Kiln dried sawn timber KD 16-18%,
- *Calibrated timber,
- *Strength graded timber,
- *Impregnated sawn or planed timber and Decking,
- *Glued laminated beams and details, finger jointed timber,
- *Interior panelling and exterior cladding,
- *Solid wood flooring,
- *Four sides planed timber
- *Wall and bench boards for sauna,
- *Mouldings



During the last 7 years, Puumarket has grown to become one of our biggest customers and resellers in Estonia. The selection of Puidukoda's products in Puumarket stores is diverse and mostly available from stock.

Puidukoda is a production company, we are servicing only industrial customers and resellers, and for this reason we are glad to direct all construction companies and private customers to Puumarket stores, where they are able to purchase the Puidukoda product of their choice in the quantity they need and all that with professional customer service.

We see Puumarket as an important partner in product development and organizing various sales campaigns. Puumarket is also a good mentor for designers and architects, as it frequently organizes training workshops featuring the industry specialists and suppliers, including Puidukoda.

Why is it good to be a customer at Puumarket?

- *The widest wooden materials product range in Estonia
- *General construction materials from basement to roof
- *Sales specialists help you find the construction materials most suitable for you
- *Transportation of purchased materials directly to the construction site
- *Personal consultation
- *Price information is available in real time in the vast product catalogue at the website
- *Price queries and orders can be made directly from the website

More information on web-page: www.puumarket.ee



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In case you would not like to get Puidukoda's newsletter in the future or you would like to add someone to the list please inform about it by e-mail:

info@puidukoda.eu

