

timber 5

PFEIFER GROUP'S CORPORATE MAGAZINE



Issue 5
January 2017 | PFEIFER GROUP



Kundl site

Closed value creation chain

Pfeifer 4.0

A CORDIAL
WELCOME,
CHANOVICE!

Pfeifer is an excellent
training organisation

Wood and CO₂

1,000,000,000 pallet blocks

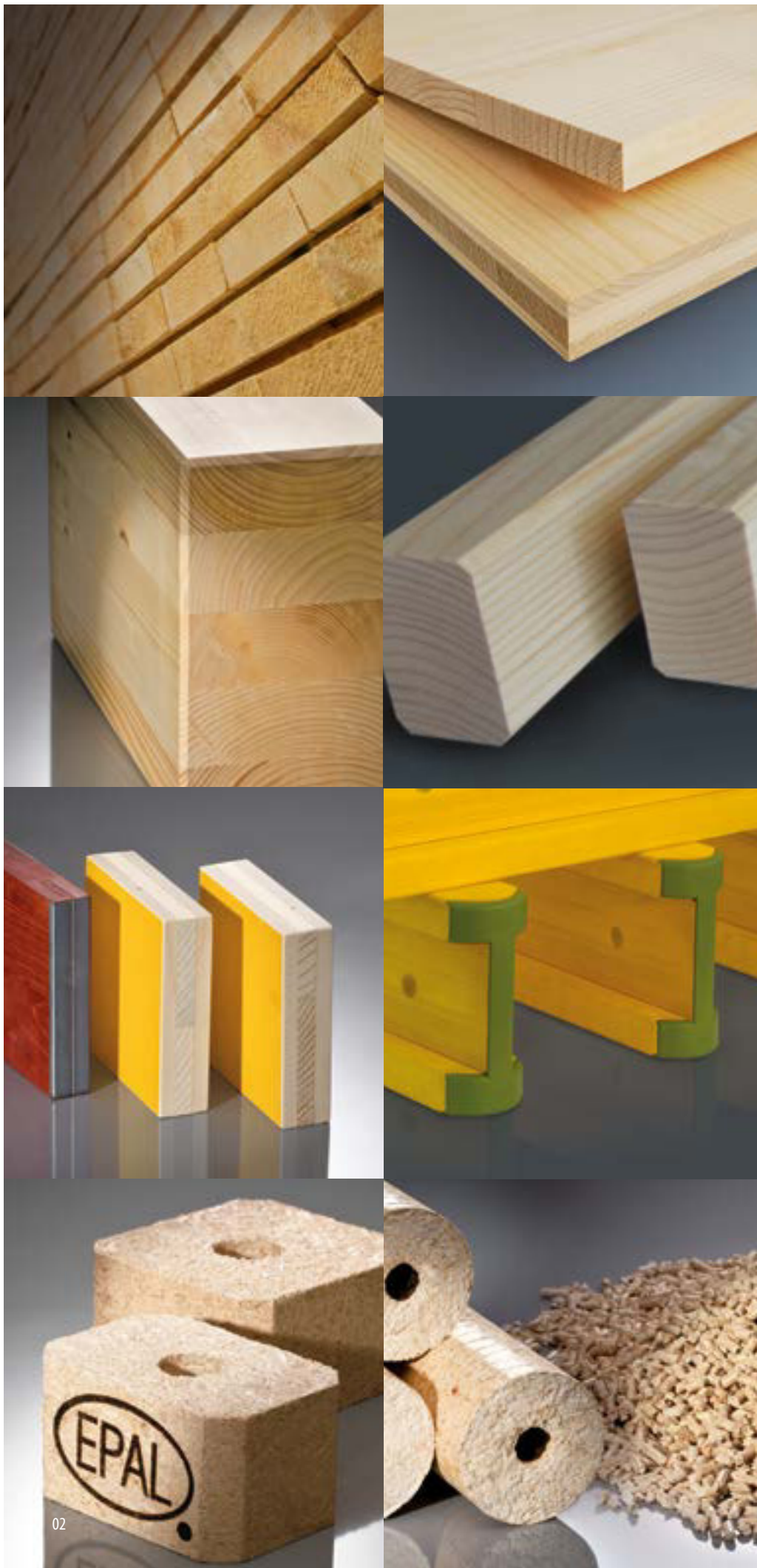


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HEALTHY GROWTH

EDITORIAL



**The chief executives of Pfeifer Holding GmbH:
Michael Pfeifer, Ewald Franzoi and Clemens Pfeifer**

Dear readers,

2016 was a turbulent year for the Pfeifer Group - and that's in an entirely positive manner. It was characterised by production records, the acquisition of a new site, investments, modernisations, awards and a memorable anniversary.

At the end of May 2016, the Pfeifer Group acquired the Holzindustrie Chanovice in

the Czech Republic. This "growth" constituted an important enrichment for us, and the purchase was a big step in the company's development. Chanovice is a perfect fit for the group. To make the new production site even more effective and therefore ensure its successful, continued development, a comprehensive investment programme was adopted.

For the first time at our sawmill sites, over three million solid cubic metres of logs were cut. It made possible a production record in trimmed timber; quantities that we have needed to supply our trimmed timber customers and processing facilities. We are very pleased about good demand for our products, mainly in our core market regions. The trend continues this year. Roughly 241 million m³ of trimmed timber were produced worldwide in 2016, 10 million more than in 2015.

Over the past several years, we have made numerous investments in our production sites. Numerous modernisation and optimisation projects have already been completed. To continue increasing competitiveness, numerous investments will also be implemented at the individual sites this year.

But all the technology in the world wouldn't mean anything without our competent and diligent employees. In that respect, we are especially pleased that Pfeifer has received the "Excellent Training Company" state award in Tyrol. Training youth has always had a great deal of importance in our company philosophy. For that, we wish to extend a warm thanks to our efficient and dedicated junior employees and their trainers!

A bit long in the tooth - but by no means sluggish - is our pressboard pallet block, which celebrated its 40th year of existence in 2016. A successful product that has been marketed together with the Dutch company Presswood International since 1998 via the EUROBLOCK distribution partnership. We owe this delightful anniversary to the pioneers in our industry. They developed the idea of pressing sawmill by-products such as shavings and wood chips, therefore creating a product that created additional value. Nowadays, the logistics industry worldwide benefits from the advantages of pressboard pallet blocks. They are unbeatable from a technical, ecological and economic standpoint. Their importance will continue to increase in the future in light of increasing freight volume worldwide.

We wish you a interesting lecture and look forward to an exciting business year with you! 🍷



FOCUS ON THE SITE

KUNDL

The Kundl site in Tyrol's Unterland has been part of the Pfeifer Group since 1978. The saw mill was purchased at that time and consistently expanded to its current size. Cutting capacity of roughly 1 million solid cubic metres of logs, production capacity of 150,000 tonnes of pellets and an annual production of 55 million kWh of bioelectricity impressively demonstrate this site's capacity.

Pelletising

Every year
150,000 tonnes of pellets
are created.

Biomass heating plants

55 million kWh of bioelectricity are produced from sawmill by-products in two power plants every year.

- 1978 Saw mill purchased by the Pfeifer Group.
- 1982 Commissioning of the chipper line
- 1996 Commissioning of the pellet production system
- 1998 Commissioning of power plant no. 1
- 2003 Commissioning of power plant no. 2
- 2005 Re-construction of high-production planing mill
- 2005 Renovation of trimmed timber sorting system

Log sorting Includes storage area

With a processing capacity of up to 40 logs per minute, the sorting facility features a considerable output.

Saw mill

Kilns


Trimmed timber sorting

Shipping/lorry processing

Planing hall including warehouse
for lamellas for glued timber

THE PFEIFER GROUP TOOK OVER THE HOLZINDUSTRIE CHANOVICE S.R.O.

WELCOME, CHANOVICE!



On 31 May 2016, the Pfeifer group has signed a purchase agreement over the acquisition of the Chanovice s.r.o. timber industry from a former subsidiary of the German Haas Group. Roughly 350 employees are working at the site at Chanovice in the Czech Republic – located approx. 50 kilometers south of Pilsen. There is a saw mill on premises with a cutting capacity of 500,000 solid cubic metres of logs per year along with the connected planing mill. In addition to trimmed timber, solid wood panels (single and multi-layered) and solid structural timber (KVH), heat and electricity are produced in a biomass heating plant. A pelletising plant completes the production systems.

SITE FOR TOP QUALITY

The site is situated at the heart of one of Europe's largest forest areas, the Bavarian-Bohemian forest. Hardly any other region of Central Europe has wood with a comparably-high bulk density. Therefore, it offers the ideal requirements for the highest product quality.

EXCELLENT INFRASTRUCTURE

In addition to the comprehensive plant equipment, Chanovice also has an excellent infrastructure consisting of halls, a power plant, drying plants, etc. For the time being, only about 30 hectares of a total of 53 hectares of land area are occupied, which offers enough free space for any expansions. All 350 employees have been assimilated by the Pfeifer Group. The Holzindustrie Chanovice will continue to exist as a standalone operation under the proven management team. The product offering was fully integrated into the Pfeifer Group, along with the solid structural timber that has not yet been created by Pfeifer. This completes the existing timber construction offering (glue-laminated timber as well as one and three-layered solid wood panels).

POOLED EXPERTISE WHEN IT COMES TO WOOD

From the core to the bark, experienced employees process the high-quality logs and ensure 100 percent added value. Thanks to its proximity to resources integrated processing and flexible machine utilisation, quick responses to customer needs can be made. Pfeifer only operates two factories in the Czech Republic with Chanovice and Trhanov. The Trhanov site has established itself as a plywood and pellet specialist; it will continue to exist and, due to its good profit situation, will be able to make investments by itself.

INVESTMENTS IN THE AMOUNT OF 35 MILL. EURO

Sawn timber sorting

The first optimisation will take place in the sawmill. By renewing the trimmed timber sorting line, the existing bottle neck can be removed and trimmed timber production volumes increased.

Formwork panel production

In the building where the glue-laminated timber manufacturing plant was previously located, a production plant for formwork panels is being built in line with the latest standards.

Pellet production

New drum dryers are being installed in addition to the existing one. Operating in combination with a silo and other presses, they will triple the production capacity to 90,000 tonnes per year.

REBRANDING, THEN INTEGRATION

From April 1st, 2017, the Chanovice site will be fully integrated into Pfeifer Group. The whole invoicing process will then be managed by Pfeifer Timber GmbH. ≡

INDUSTRY ON THE MOVE

Commentary by CEO Michael Pfeifer

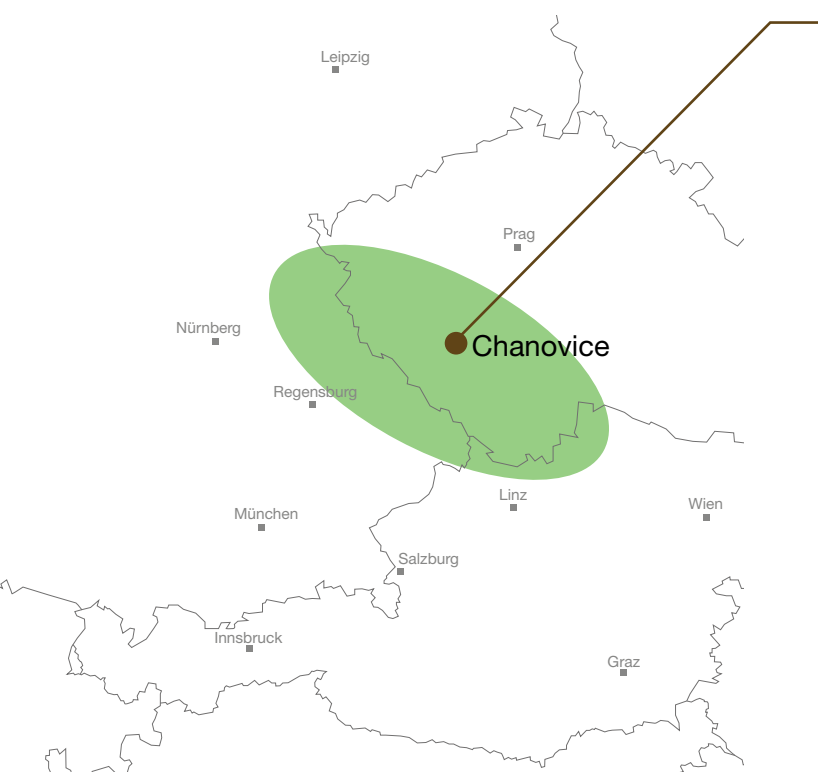


"Acquiring the Holzindustrie Chanovice is a very positive step for our company that personally makes me happy, since the site is an ideal fit in our group. This purchase constitutes an additional step on our part to consolidate and continue expanding our market position. The size of the area, the infrastructure, and the availability of raw materials offers room for additional plans, investment decisions and/or future expansions. There are currently plans to make investments in sawn wood sorting and the belt dryer.

The timber industry is always on the move. Some companies declared bankruptcy last year, others were sold. People often need to react quickly here and, if necessary, purchase quickly in order to draw economic benefits. Thanks to our group's quick and prudent actions, the continued existence of the Chanovice site was secured. We therefore offer 350 employees a secure job over the long term. For me, it's a matter of positioning our group as one of the leading companies in the European wood industry, even in the future. Therefore, we will continue to look at market development very closely.

Apart from this current new acquisition, numerous, comprehensive investments in existing sites will also be made this year. We are also continuing to fully rely on our Austrian and German factories, which are located in the middle of our core market

regions. For instance, roughly 15 million euros are being invested in Imst and Kundl for optimising the production plans and/or for infrastructure measures. A similar amount is available for investment projects in the four existing sites in Germany. Competitive pressure has increased extraordinarily over the past several years, since not only do we have competitors in Austria and Germany but also from Scandinavia to Russia. There's even huge competition from Eastern Europe, but we remain confident: Thanks to our high processing competence and motivated employees in our companies, we will withstand this pressure in the future as well!"



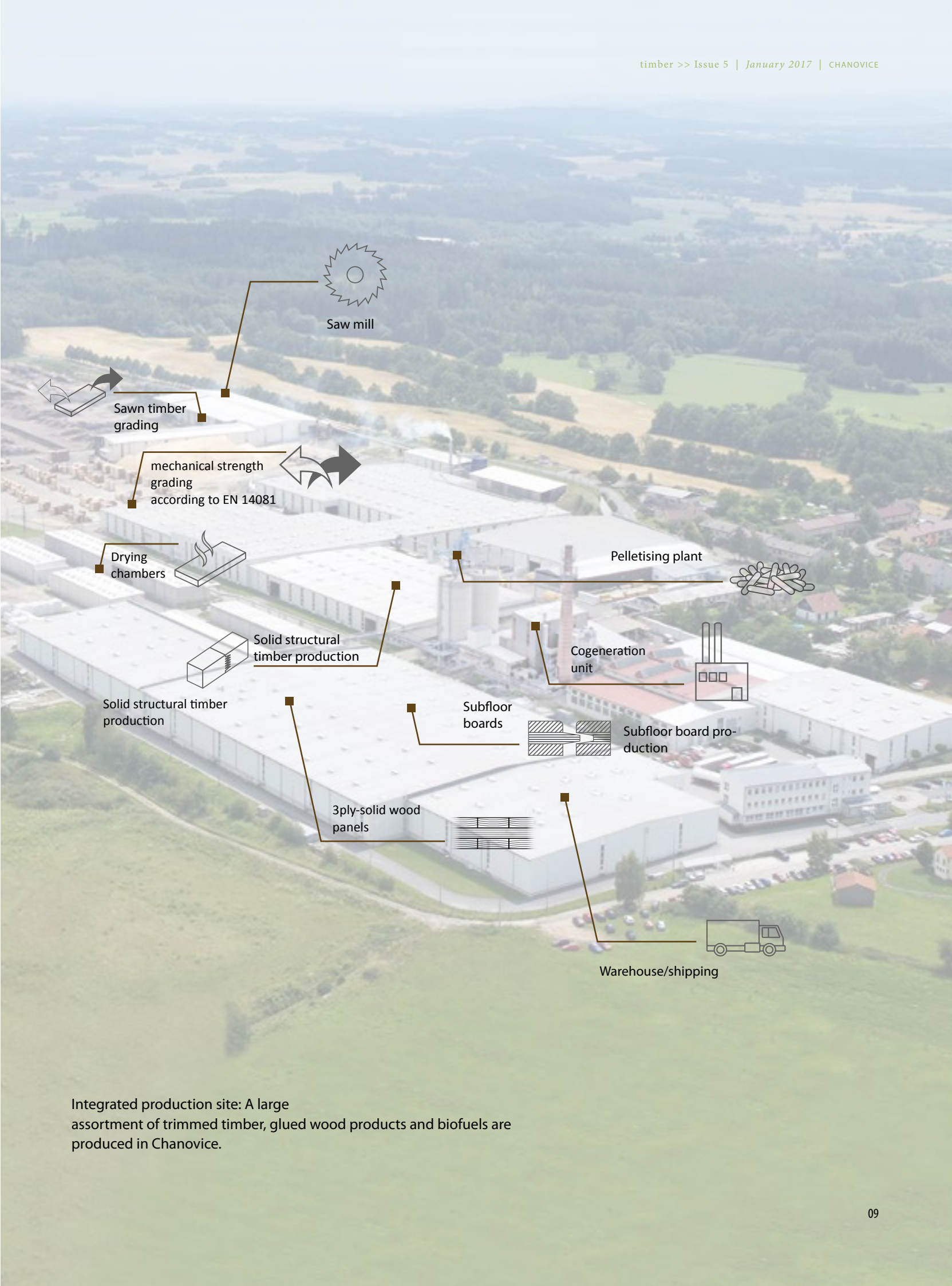
■ Signing of purchase contract 31/05/2016

■ Employees ca. 350

■ Production area 53 hectares (=approx. 100 football fields)

■ Products single and triple-layered solid wood panels, solid structural timber, trimmed timber, planed goods, Pellets

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Integrated production site: A large assortment of trimmed timber, glued wood products and biofuels are produced in Chanovice.

FULL REUTILISATION PRINCIPLE AT PFEIFER

100% CLOSED VALUE CHAIN

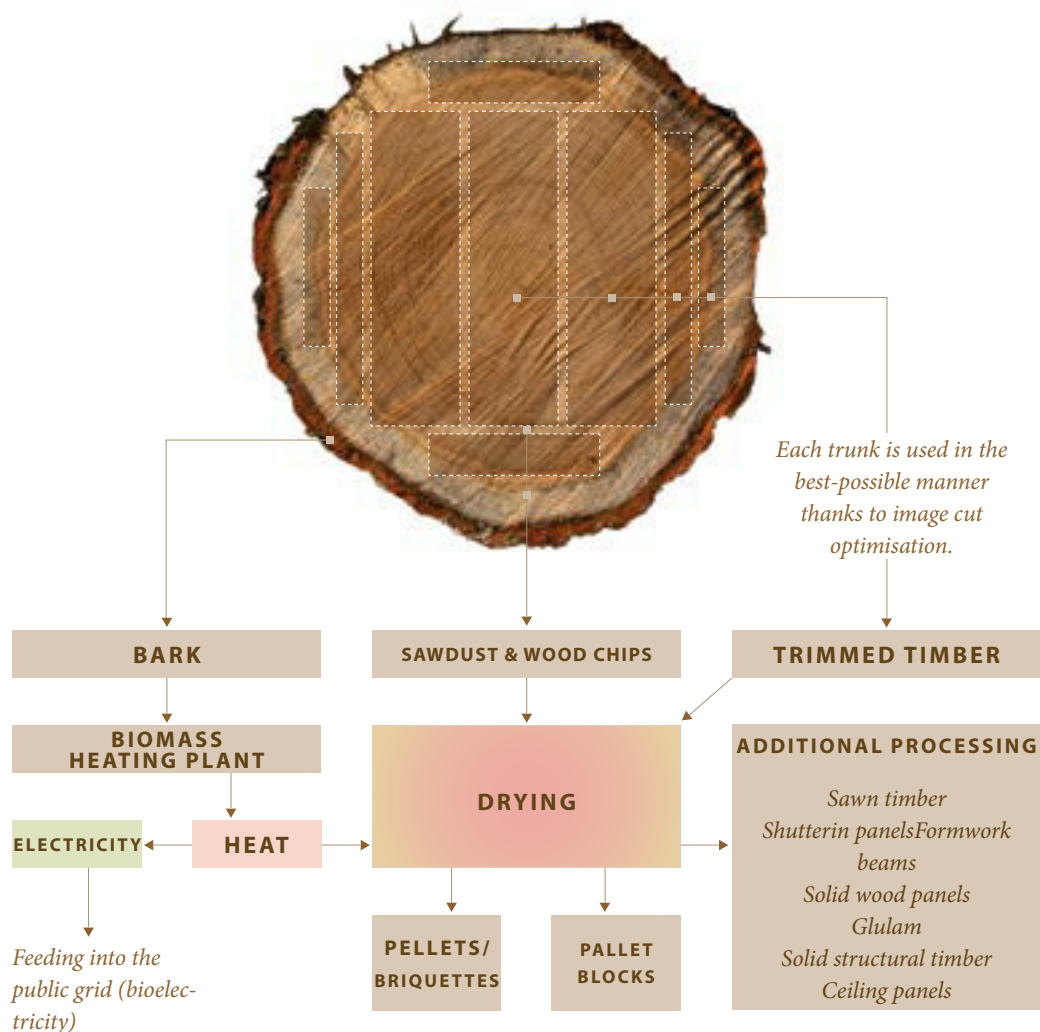
This valuable, renewable wood raw material is processed in the Pfeiffer Group 100 percent. Eight sites not only make products such as timber, timber construction and formwork products and pallet blocks – biofuels and even electricity are among the products that Pfeifer produces out of wood.

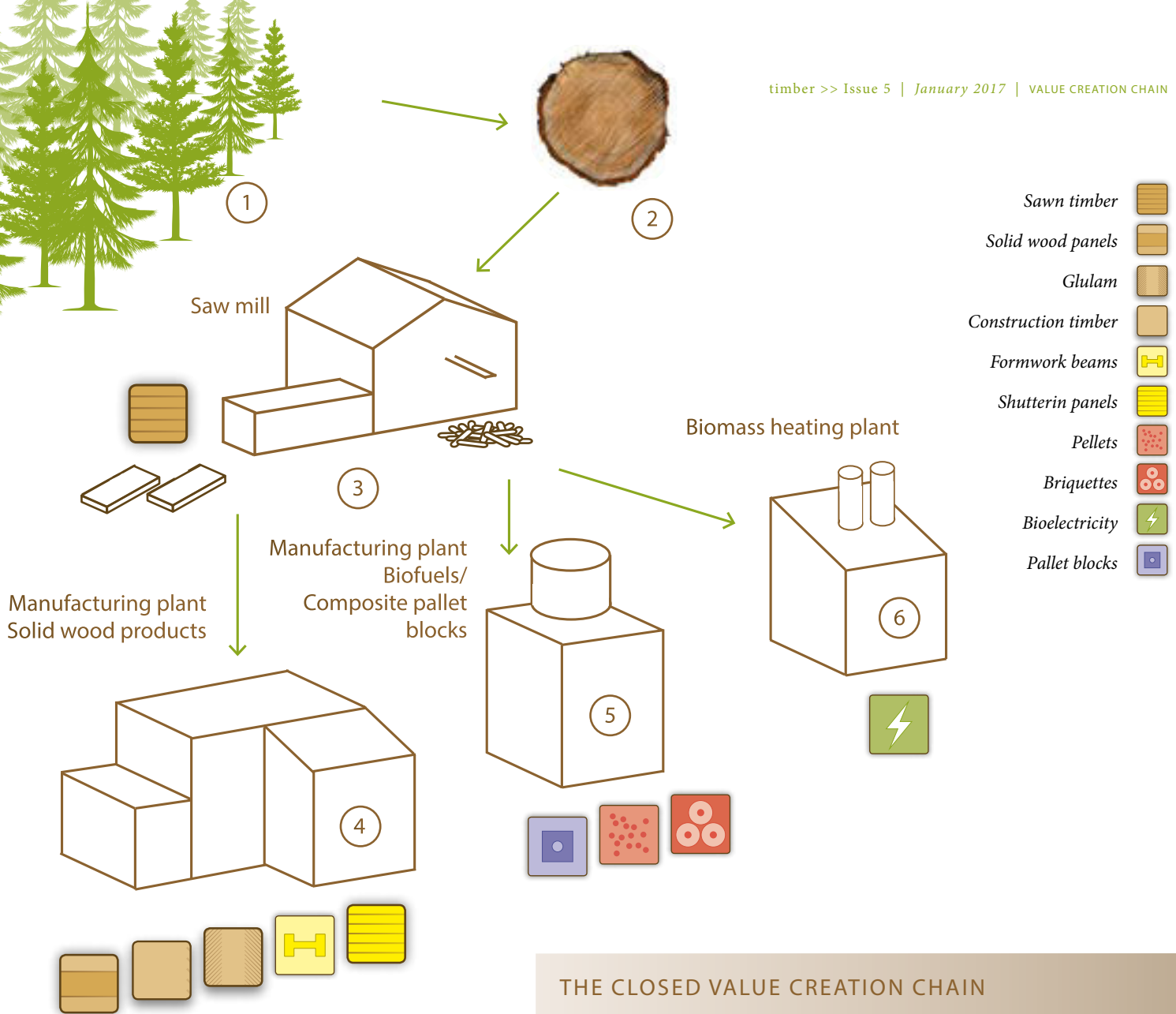
Logs are fully re-utilised at Pfeifer. In saw mills, it is milled into trimmed timber, from which glued products are in turn created. Precious raw materials are produced from any by-products that are produced in the individual manufacturing processes, such as bark, wood chips and wood shavings. Waste wood is used to manufacture pallet blocks, environmentally-friendly biofuels (pellets and briquettes) and electricity. In this manner, the value chain within the Pfeifer group is completely closed.

Heating with biofuels and using bioelectricity in many private households help reduce the use of fossil fuels.

“SUSTAINABLE” WOOD

The wood that is processed at Pfeifer all comes from sustainably managed forests. Sustainability is understood here in the classical sense: No more is used than what is growing again. Non-sustainable forestry use would lead to an environmental catastrophe for coming generations. Therefore, our biggest focus is on the gentlest





and most respectful possible handling of our raw material wood. The depth of added value that Pfeifer achieves with this process is truly unprecedented. ≡

THE CLOSED VALUE CREATION CHAIN

- ① **FOREST:** The log is exclusively sourced from sustainably-managed forests.
- ② **LOG:** They are supplied from a radius of maximum 150 kilometers around the saw mills.
- ③ **SAW MILL:** With a production capacity of around 2.5 million cubic metres of trimmed timber, Pfeifer is among the leading producers in Europe.
- ④ **PRODUCTION PLANT, SOLID WOOD PRODUCTS:** Formwork beams and plywood, solid wood boards, laminated timber and solid structural timber are among Pfeifer's product range.
- ⑤ **BIOFUELS/PALLET BLOCKS MANUFACTURING PLANT:** 420,000 tonnes of pellets, 30,000 tonnes of briquettes, and 1 billion pallet blocks can be made from sawing by-products.
- ⑥ **POWER PLANT:** 295,000 MWh of bioelectricity are produced annually in the Pfeifer Group's power plants.

THE FOREST IS THE NUMBER-ONE CLIMATE PROTECTION FACTOR.

WOOD AND CO₂

Trees are natural climate protectors. They remove the greenhouse gas, carbon dioxide, from the air when growing and convert it to carbon and oxygen using sunlight. The carbon is stored in the wood, the oxygen is released into the environment once again (photosynthesis).

Let's take Austria as an example: The 35x sum of CO₂ emissions of one year is absorbed in our forests. 48 percent of the national territory is covered in forest, which makes up roughly 3.4 million trees. A total of 800 million tonnes of carbon are stored in the trees wood and the forest soil. This equals roughly 3 billion tonnes of absorbed CO₂. The forest is our largest carbon reservoir and constantly re-grows! A cubic metre of wood, in which 1 tonne of CO₂ is absorbed, is produced per second. The forest keeps CO₂ in check. When observed over the long term, a natural forest is CO₂ neutral. Even trees do not grow endlessly; rather, they die and rot sometime. In so doing, the carbon stored in the wood is released again. At the same time, new trees grow through natural rejuvenation, and these new trees collect CO₂ again. A biological balance with a more-or-less consistent carbon storage sets in. A forest left to itself will then no longer release any additional CO₂. In contrast, by caring for and using the forest, an even greater climate protector is created from this green treasure. The more forest there is, the less

CO₂ – and therefore the smaller our CO₂ footprint.

TIMBER AS A TOOL AND MATERIAL LOWERS CO₂ TWOFOLD

The photosynthesis process in the forest causes carbon from 1 tonne of CO₂ to be absorbed in 1 cubic meter of wood. This CO₂ stays out of the atmosphere until wood rots or burns. Only then does the carbon meet oxygen again and produce CO₂.

Cascading use permanently draws CO₂ from the atmosphere. The concept of cascaded use stipulates that wood is used materially in multiple steps – as a tool or construction material. Only when it's no longer possible to use it materially does wood become approved for energy production. This leads to the carbon reservoir in the timber products that originated from the forest being preserved as long as possible. Wood used in construction relieves the atmosphere of CO₂. If wood used in constructing a building has served its purpose, it can be made available for other uses, for instance when furniture is


created from an old roof. The best strategy is to keep wood in the cycle of use for as long as possible, not just environmentally in the sense of climate protection. It also has economic advantages, since there is more added value with every processing step. Wood re-grows.

Each used trunk from the forest makes room for new trees. Whereas wooden products gather CO₂, the quantity of wood consumed in products re-grows in forests and actively draws CO₂ from the ambient air. Wood as a material and building material has double the positive effect on the balance of CO₂. The more wood is used as a material and building material, the less CO₂ is released – and the smaller our CO₂ - footprint.


BUILDING WITH WOOD IS ACTIVE CLIMATE PROTECTION

In order to remove as much CO₂ as possible from the cycle of materials for as long as possible, it makes sense to package as much wood as possible into products that are as long-lasting as possible. Building with wood is the method of choice here.


Wood constructions creates a “second forest” of trees in our cities and villages. Wood replaces other building materials and prevents CO₂ from being created. Wooden houses are not just enormous, carbon reservoirs transferred from the forest, they also help produce less CO₂ in other areas. Wood replaces conventional building materials such as brick or concrete, the making of which is very CO₂-intensive and thereby avoids the emissions it produces. A square meter of external wall construction in solid wood (CO₂absorption in wood minus CO₂emissions during the manufacturing phase, for instance, approximately saves the amount of CO₂ that by contrast a comparable concrete wall construction would produce. Finally, one more effect from energetic substitution joins this effect produced from material substitution. The construction material, wood, does not need to be disposed of in a time-consuming manner; rather, it can finally be used as a source of energy and replaces fossil fuels such as coal, oil or gas. Buildings made of wood are construction methods that benefit climate protection. Life cycle analyses that regard a building’s greenhouse gas emissions from construction to maintenance to dismantling and disposal and take into account substitution effects show that 1.76 kilogrammes of CO₂ can be saved per kilogramme of used wood. The more houses made of wood, the less CO₂ – the smaller our CO₂footprint. ■



Forests absorb huge amounts of CO₂ – cultivated ones do so even more!



Forest & wood are economic drivers CO₂ savings.



1 cubic metre wood removes 1 tonne of CO₂ from the atmosphere.



Wood replaces CO₂-intensive materials.



Wooden houses absorb CO₂ like a second forest.



EXCELLENT
TYROLEAN TEACHING
OPERATION
30 young men are trained at
Pfeifer sites.



PFEIFER IS AN EXCELLENT TYROLEAN TEACHING OPERATION

The company Pfeifer Holz GmbH & Co KG was given the “Excellent Tyrolean Training Company” award for the first time – a guarantee of the excellent quality in apprentice training. Compliance with very strict requirements was verified by an expert jury and then confirmed via a resolution by the Tyrolean country registry.

COMPLIANCE WITH STRICT GUIDELINES

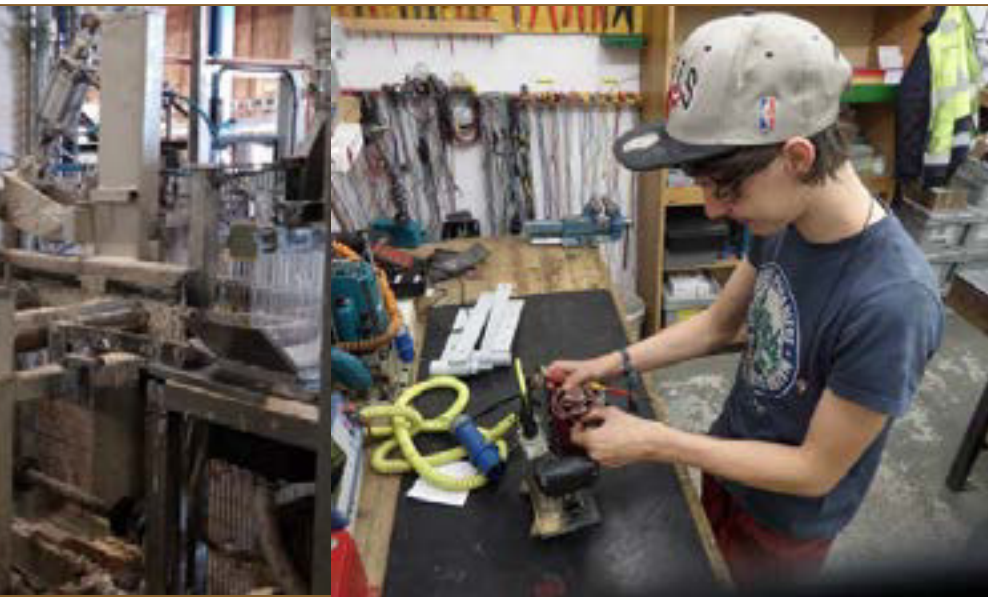
Certain guidelines must be fulfilled to preserve this rating and only he who can ensure excellent apprentice training will obtain the covered seal. Apprentice training has a long tradition at the Pfeifer company: Apprentice training traces its roots to the sons of company founder Barbar Pfeifer, who has successfully completed her apprenticeship as sawyer in the 50s last century. So that school leaves can turn into true professionals, apprentices not only complete additional professional seminars but also courses

that build their personality. During their training time, apprentices work together with highly-qualified experts from the onset to ensure such top quality. Thanks to an award system that is especially tailored to the apprentices, they can furthermore earn money as remuneration for their apprenticeship. This is how you receive cash when obtaining good grades and successfully completing the final apprenticeship examination.

TOGETHER INSTEAD OF ALONE

This year, the focus has been placed on continuing education of instructors

throughout the entire group. On 23 and 24 June 2016, a company-wide meeting of all apprentice trainers took place. The modern factory in Lauterbach and the training facilities there were visited on the first day. Afterwards, the trainees from many different places got to know each other, discussed the various job descriptions and took the time to have intense discussions on individual training content. The next day, a connection between apprentice training and the high rope course was made at dizzying heights. Not only completing a high-rope course but also training apprentices sometimes requires



courage, and difficult phases must be mastered mutually and, in the end, everyone looks forward to successfully overcoming hurdles.

THERE IS A HUGE EMPHASIS ON YOUTH DEVELOPMENT

The Pfeifer company heavily relies on talent from its own ranks, which is why promoting individual employee talent is the top priority, just like youth development. The teaching professions at Pfeifer are extremely diverse: starting with technical teaching professions such as wood technician, metal technicians or electrical technicians to the commercial realm such as training to become a business man/business woman for office management or industry business woman/business man, there are many areas of application. Teaching is based on a dual system, that means that practice and theory go hand in hand. This allows for practice-oriented consolidation of professional knowledge coupled with the transmission of expert know-how. Apprentices are taught by absolute professionals, since that's the only way that you guarantee future experts.

SEEKING APPRENTICES

As a recognised, international company, the Pfeifer company is always looking for new apprentices that are excited about

technical or commercial professions, are team players and like to show what they're made of. Not only do school leavers have an opportunity to obtain an apprenticeship post but also people that have already taken another career path before. In Austria, there is also the option of completing the apprenticeship with the ambitious school leaving examination [Matura]. The Pfeifer Group currently trains roughly 30 apprentices in many different professions and is always looking for new talent. Have we piqued your interest? Then apply for a coveted training position at Pfeifer at stellenmarkt@pfeifergroup.com ☰



Celebratory certificate presentation: National council Johannes Trattner, Sarah Kathrein, Personnel Development for Pfeifer, Michael Pfeifer, Pfeifer Management, Peter Schumacher, Director of Apprenticeship Department for the Tyrolean Chamber of Labours and Tyrolean Chamber of Commerce President Jürgen Bodenseer (from left to right)

Photo: © State of Tyrol



SPRINGBOARD INTO THE DIGITAL FUTURE

PFEIFER 4.0 – CREATE THE FUTURE

“I am interested more in the future than in the past, since I intend to live in it”. During the time of Albert Einstein where this quote originated from, the technical developments that fundamentally changed society were things such as the assembly line or the light bulb, today they are trends such as artificial intelligence, automation, digitalisation, sustainability, globalisation and urbanisation, which make all of society face great challenges.

In order to be equipped for global and widespread developments, the Pfeifer Group wants to deal with the future more than ever.

INTERNAL DISCUSSION PLATFORM

Communication between people, machine and products is already an absolute pre-requisite for successful action in the future under the buzzword “Industry 4.0”. To determine the extent to

which these developments also influence the Pfeifer group, the internal “Pfeifer 4.0” exchange platform was created. Based on this new setup, opportunities and risks for Pfeifer will be demonstrated in regular meetings and discussed and proposals will be created – freely according to the motto: Understanding contexts – pursuing ideas – developing concepts. “It will be particularly important to not shut oneself off to any unconventional



solutions”, says General Manager Ewald Franzoi.

“TIME OF UPHEAVAL”

The 22 project participants that originate from all hierarchical levels and from multiple places, are equally integrated into the team. Project management was taken over by Prof. Dr. Reinhard Prügl, owner of the Chair for Innovation, Technology and Entrepreneurship at the Friedrichshafen Institute for Family Companies (FIF). In addition to sites that are always changing, such as the Venet mountain cabin or the Bregenz lake stage, he places special emphasis on the input of external persons. For instance, there was an exceptionally-exciting lecture from creative mastermind Maks Giordano, who exceptionally presented many examples from very successful companies such as Airbnb, Facebook & co.

“We are currently in an exciting time of

upheaval”, said Franzoi in conclusion: “This is why we must not miss the right time to keep up – and this time is precisely now!”



STRONG IN THE NORTH

OLD LADY WITH A LOT OF MOMENTUM

At the Uelzen Pfeifer site, extensive investments for optimising customer services and ensuring competitiveness were made.

The group's northernmost site, Uelzen (DE) was put into operation in 1991 and acquired by Pfeifer in 2005. Uelzen therefore celebrated its 25th anniversary last year. A lot has been done since then: One year after the acquisition – 2006 – the existing saw mill was modernised, which allowed for timber production quantities to be significantly increased. In 2008, a biomass heating plant was put into commission. In the meantime, the capacities speak for themselves: 165 employees process 480,000 solid cubic metres of pine into trimmed timber and pallet blocks each year. In addition, 55 million KWh of bioelectricity were created. A delightful record was achieved in 2015: So much packaging trimmed timber has not been sawed in a year before. This increase in output can mainly be attributed to optimisations by then-plant manager Georg Walcher. Mr. Walcher is currently further south and responsible for the Unterbernbach site. In the Fall of 2015, the factory was transferred to Uwe Herold, who was able to continue this level of production and expand it further in 2016.

MODERN PACKAGING STANDARDS

Additional investments were made in Uelzen in order to continually increase the level of service for customers: With the help of the newly-installed kilns, the prod-

uct range was significantly expanded. The chambers have a yearly drying capacity of 35,000 cubic metres of trimmed timber. Even drying smaller batches can be done in two separate chambers. To that end, mainly low-temperature heat from the existing biomass heating plant is used; even energy from the plant's gas condensation is used.

This now creates the ability to offer trimmed timber according to ISPM 15. This import requirement represents an international standard for plant-healthy measures in wood packaging in worldwide goods transport. The wood in the centre must be constantly heated to a temperature of 56 degrees over a period of 30 minutes. This happens using technical drying, which has the additional advantage of preventing mould infestation.

MORE STORAGE SPACE

In addition, a tent hall was set up for intermediate storage of the dried trimmed timber and where the wood can be stored and protected from the effects of the weather. The hall has an area of 1,600 square metres. It can be dismantled without a great deal of effort and re-constructed on-site at another site. Flexibility is retained in Uelzen when it comes to future investments. ■■■



New kilns at the Uelzen site



Tent camp hall for dried timber



The group's northernmost site: Uelzen (D)



Record cut 2015: So much round wood has never been cut at the site in one year, namely 480,000 solid cubic meters.

EUROBLOCK VERPACKUNGSHOLZ GMBH

1,000,000,000 PALLET BLOCKS FOR 100,000,000 PALLETS

A wide product lineup, high international presence and years' of experience in producing pressboard blocks are among EUROBLOCK's strengths.

EUROBLOCK Verpackungsholz GmbH was founded in 1998 as a distribution partnership for trimmed timber packaging. Partners are Pfeifer Holz GmbH (DE) and Presswood International B.V. from Ermelo (NL). Both companies each have a 50-percent share in EUROBLOCK. The advantages offered by this German-Dutch joint venture to all who need and/or produce professional packaging solutions are obvious: extensive expertise and therefore ideal support, high-quality services and optimised products. All in all, EUROBLOCK sells over 1 billion pallet blocks per year. This means that more than 100 million pallets are manufactured every year using EUROBLOCK's pressboard pallet blocks. Product reliability has the topmost pri-

ority – the manufacturing process is subject to the strictest requirements and is continually inspected by quality control employees. EUROBLOCK products are produced at four production sites in Germany and the Netherlands. Three productions are integrated into a saw-mill site, one is a pure pallet block production plant. Ideal logistical support of customers throughout all of Europe and overseas is possible from these sites. To ensure ideal cooperation, 7 sales sites are furthermore operated. ■

Material

Natural conifer wood and prepared old wood shavings are

Manufacturing

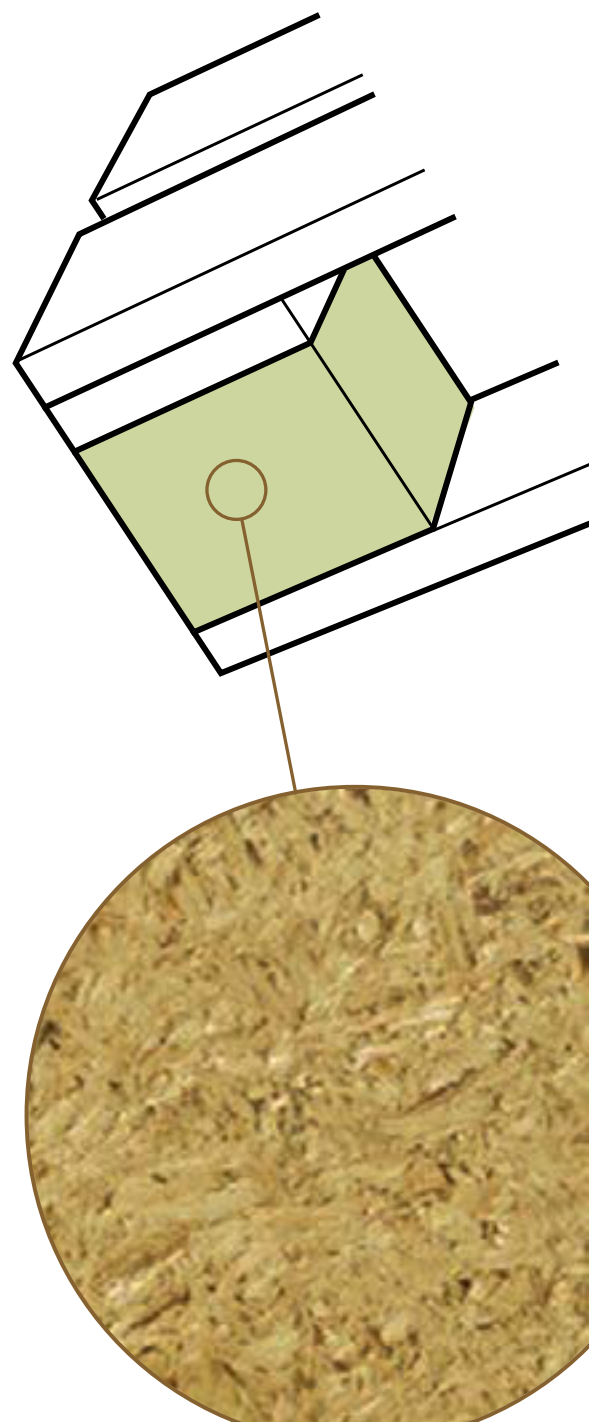
When the glued chips are grouted under high pressure and high temperatures, homogenous, high-quality wood material is created.

Use

Pallet blocks in conjunction with the advantages of boards made of grown wood (deflection and elasticity) produce high-quality pallets.

Multitude of dimensions

EUROBLOCK pallet blocks and packaging timber are available in many different dimensions - for all sorts of pallets and wood packagings.



- ≡ High nail retention
- ≡ Long lifetime
- ≡ Consistent quality



- ≡ No cracking
- ≡ Requires little space when storing
- ≡ Low need for repairs



- ≡ "No solid wood" material as per international guidelines for handling wood packagings – ISMP 15
- ≡ No SIREX treatment required.
- ≡ No mould or insect infestation



- ≡ Environmentally-friendly wood product made of natural conifer shavings and/or old wood/recycling material
- ≡ free from FCKW
- ≡ Biodegradable



- ≡ No drying costs: The remaining moisture after production is at approx. 10 percent.
- ≡ Size accuracy which consistent moisture
- ≡ Dimensional stability during temperature fluctuations



- ≡ Very good operational security during automated pallet manufacturing and ready-to-install into computer-controlled high-bay warehouses
- ≡ improved productivity
- ≡ No investment in cross-saw and plough systems
- ≡ No waste, no scrap

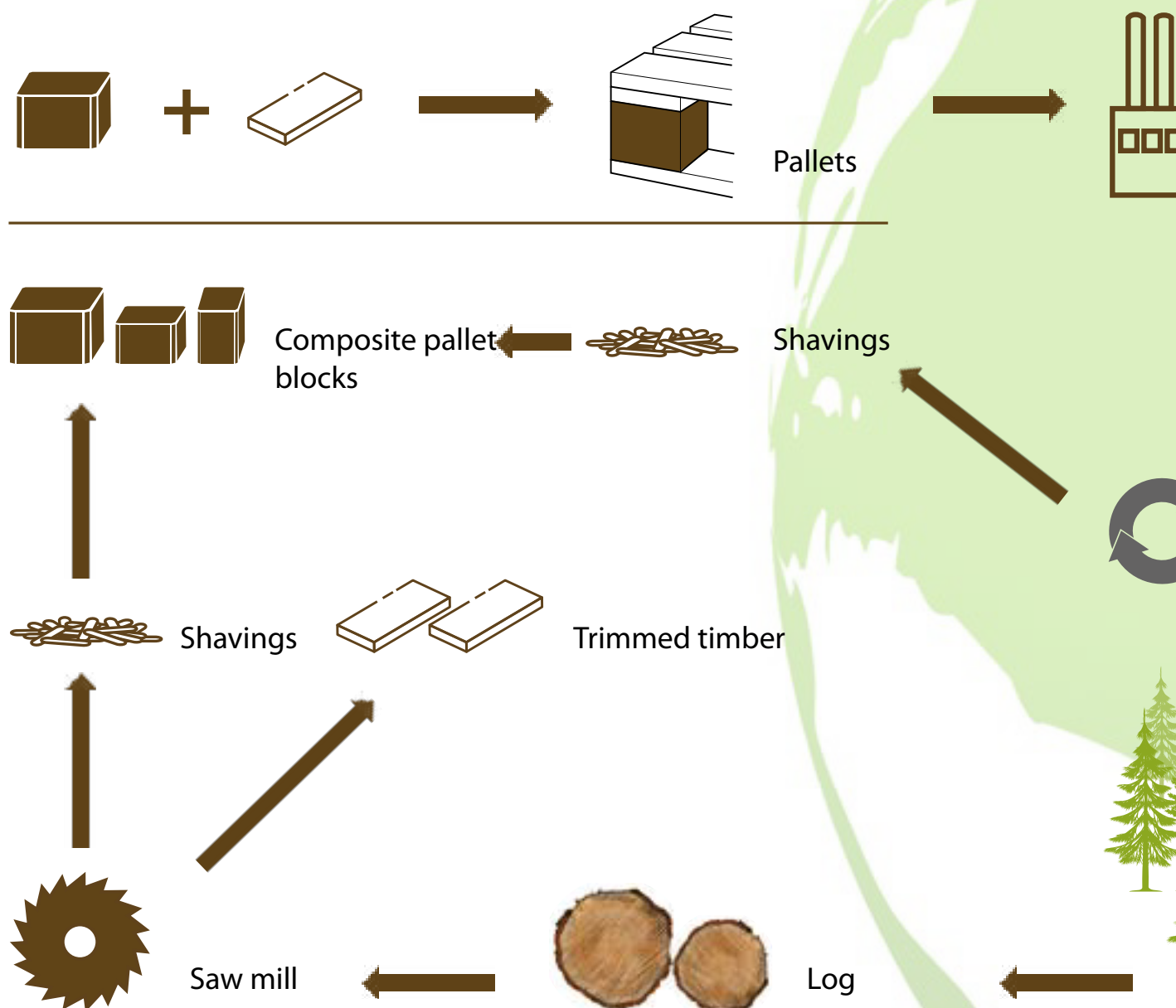


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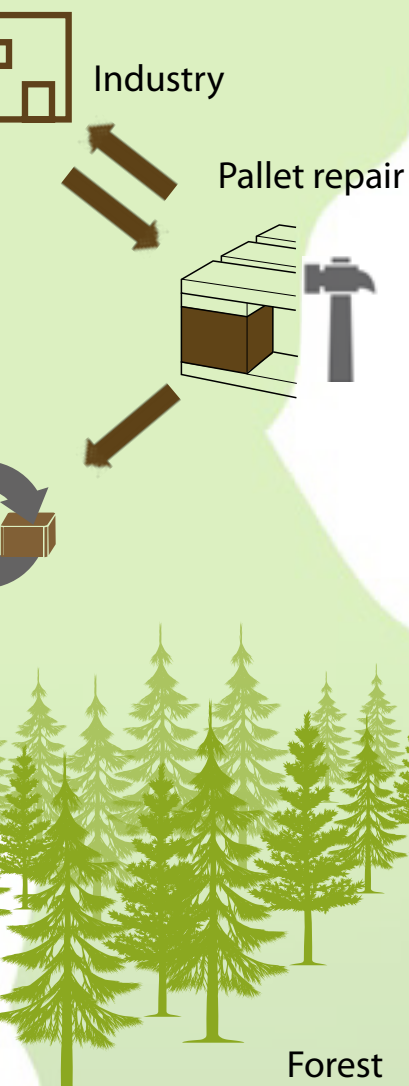
The pressboard pallet



Over 1.5 million solid cubic metres of logs per year



t block - a great idea, is 40 years old!



are currently used by EUROBLOCK pallet blocks.



"Seehaus Forelle", Ramsen (D)

PELLETS IN USE

Wood is the most important energy source of the future, because unlike petroleum or natural gas, wood re-grows and is therefore one of the supporting pillars of energy use in Europe, which builds on CO₂ neutrality and independence from fossil fuels. A model example for the use of wood energy is the "Seehaus Forelle" hotel in Germany. timber magazine spoke with the owner and the pellet suppliers.

"SEEHAUS FORELLE" (DE)

Mr Maier, your hotel, the "Seehaus Forelle", has a long and interesting history...

JÖRG MAIER: Yes, actually! In the 18th century, a blacksmith's shop was operated near today's hotel by the picturesque Lake Eiswoog. To that end, the water was dammed up in order to draw out enormous quantities of mechanical force and energy. It developed into one of the largest iron smithies of its time under industrial magnate and aristocrat Ludwig von Gienanth, who had purchased the entire area. It was exactly at this time that the hour of our



From left to right: Sebastian Proske (Pfeifer Timber GmbH), Jörg Maier ("Seehaus Forelle"), Sigrid and Hansjörg Wagner (Wagner GmbH)

you see, this history and adherence to tradition are significant parts of our company philosophy.

"Seehaus Forelle" hotel's birth had stricken, since Gienanth's grandma came up with the idea of creating a residential estate and an inn, which began operating around 1870 under the name "Forelle", because at the time people ran trout farms. We are proud of these historical roots, which is why we continue to use it in the current name, "Seehaus Forelle". And, of course, we still cultivate trout in front of the inn for our restaurant's regional cuisine. So,

It is truly a beautiful story. How do you and your team express this ideology to your guests?

JÖRG MAIER: Our lived history and the regionality of the operation are important cornerstones in our endeavour to make guests satisfied and happy all-around. Our employees provide just this joy and well-being during their work here in the form of openness and cordiality to our guests. We give this the utmost importance, because the customer is king for us and we support our employees by training them on how to deal with him in a friendly manner. Our employees know that each and every one of them is a crucial part of our company philosophy and is responsible for bringing our message to customers as well. This is why our people enjoy a correspondingly-high level of personal responsibility, since only by showing our employees trust and appreciation does a good business function. My employees even call themselves “Forellers”, which shows the extent to which they identify themselves with us and feel that they are a part of our company spirit. You can’t really ask for more than that as a boss!

It’s not everyday that you see fairness and partnership as you experience it in a partnership...

JÖRG MAIER: We not only embody this mentality towards our employees but also with our partners, such as suppliers. Everyone should feel good with us, because only then can a fruitful business relationship arise for both sides. For instance, out of fairness, we only hire regional businesses - from craftsmen to shampoo suppliers for hotel rooms and fish and vegetable producers for our kitchen to the pellets for our heating. Everything comes from our region. Of course, the best and most well-known proof thereof are the trouts at our front door, which enrich our menus and which are highly-esteemed by our guests. In my view, this precise regionality constitutes a very important and significant factor for our success and popularity, because we ourselves are a part of this region and have a mutual solidarity.

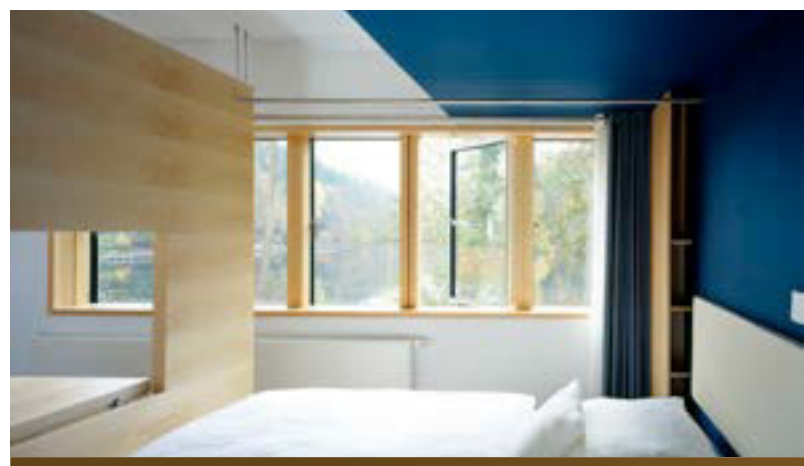
But a pellet heating system is very modern. How does that fit your company philosophy, which is shaped by tradition?

JÖRG MAIER: First of all, a pellet heating system fits our principle of regionality, since we obtain our pellets from neighboring suppliers, the Palatinate pellet dealer Wagner from Grünstadt. The pellet heating system also matches the special site of our restaurant and hotel business by Eiswoog and the associated fish farm, since we also place a high level of importance on sustainability and ecology, even when heating. Furthermore, we are a partner company of the Palatinate Forest Natural Park biosphere reserve, which is why we also feel committed to the natural park and nature. This why 10 years ago, we very knowingly opted for a pellet heating system for both the main building and cultivation, the “Haeckenhaus” and for a separate forester’s lodge. We want to work and live with nature, not against it, which is why we also integrate the cultivation as best we can into the existing historic building of the old inn

and into the surrounding area. For instance, an old pig sty has been converted into an oasis of peace with a wellness studio, and a room with an idyllic environment and star lookout was created in the old forester’s lodge. History and modernity actually tolerate each other very well when they are under an ecological aspect that is also found with us, and as we already mentioned, everywhere: in the origin of food to the procurement of the heating material. One can also do a lot for nature in a dark cellar, by replacing, as we have done, the old oil heating system with a modern, environmentally-friendly pellet heating system. That is also in line with the ecology principle that we live down to the last detail, thereby completing the circle. The need for warmth is particularly very high in a hotel with restaurant for operational purposes, and a lot of CO₂ can be saved by using renewable energies – compared to our old oil heating system, it’s 80 tonnes of CO₂ per year! Therefore, we feel good when heating with wooden pellets, because we know that our fuel comes from sustainable and regional forestry that is in harmony with nature. A contemporary, modern facility is simply important for our business in order to ensure the inventory and positive development of a gastronomy and hotel business from a quality and economic standpoint. To that end, good ideas,



Eiswoog with “Seehaus Forelle” hotel-restaurant and Eistalbrücke



View from the “alcove room”



Pfeifer pellet delivery by the Wagner company

qualified personnel and permanent tangible assets are required – e.g. in buildings, building services and exterior systems.

What are your experiences with regard to the costs and cost-effectiveness of a pellet heating system?

JÖRG MAIER: When I look back upon these ten years in which we use wood pellets for heating, I can say that we made the right decision, 100 percent. Since then, we have been able to save tremendously in heating costs. In an intercompany comparison in Rheinland Pfalz, we had roughly 20 percent lower energy costs than an average hotel operation of the same size.

What other advantages to a pellet heating system have you discovered?

JÖRG MAIER: Of course, what's especially great for us is that a pellet heating system is a fully-automated heating system that runs fully trouble-free and only entails very little maintenance work. Woodchip heating would have also been a conceivable alternative, but it is very high-maintenance, and we would have required very extensive warehousing capabilities for the fuel. Wood pellets are a compressed fuel and make do with less space. Of course, a pleasant effect for our guests is the elimination of that permanent, unpleasant smell of oil. Such an aroma in the rooms simply did not fit our ecological body of thought. Seen in this manner, we freed ourselves from fossil fuels in the same way we freed ourselves from the Earth's sources of conflict caused by oil and from all other geopolitical influences, such as the complex dispute situation in the east by installing a pellet heating system. It feels good

to no longer depend on a fuel that is imported from faraway lands and needs to be transported here. Wood pellets are the future for us and another building block in our company philosophy of regionality that is in harmony with nature.

I now invite the representatives of your pellet supplier, Mrs. Sigrid and Mr. Hansjörg Wagner from Wagner GmbH to join us. Welcome! Please tell us how you got into the wood pellet business 15 years ago.

HANSJÖRG WAGNER: As entrepreneurs, we have a large responsibility – not just towards our 20 employees but also towards the environment. Our company is already at the fourth generation and it surely makes one ponder about how future-proof products are as well as business improvements. In my view, we are required to assume shared responsibility for our common environment and protecting natural resources in our business areas of container service, recycling and fuel trading. Until 2002, the heating oil trade was our core business when it came to fuels. In addition there was – quasi out of old tradition – a merely modest business saleswise with solid fuels. The heating oil trade and, accordingly, company sales have nevertheless been significantly decreasing for years due to energy-saving measures on the part of customers and the current availability of grid gas in every village in the region here. So we had good reasons to look at additional, future-proof business ideas for the fuel business.

Mrs. Wagner, in your view, how have jobs changed in the "age of the pellet"?

SIGRID WAGNER: The biggest change is that our customers now have a greater need for advising. There is a great amount of value on background information with regards to environmental friendliness and the cost-effectiveness of heating systems. This is why we are heavily involved in special topics about customer advising, delivering and storing wood pellets both in sales and in logistics since the beginning of the pellet business, and we continually refine these competencies with our employees. This allows us to consistently offer versatile advising, because compared to oil or gas-based heat protection, there are always new findings and developments that need to be implemented in customer conversations and overall in the market when it comes to the relatively-young pellet sector. Our experiences as one of the first pellet retailers in Rheinland-Pfalz are of great use for us and our customers. The advising topics and need to advise along with the appropriate personnel use in sales and logistics already differ greatly from the mineral oil trade. Even after years have passed, customers are still interested in additional developments and the advantages of heating with renewable wood pellet fuels and express this interest in a pleasant and knowledgeable manner. Our working radius has also changed with the pellets. Whereas we exclusively deliver heating oil to nearby areas, our three pellet vehicles are on the go in a range of up to 100 kilometres due to our current, extensive customer base. Ideal tour planning and quick reaction

times are, of course, the top priority here. Our guiding principle is: "Quality is a priority for us", and we implement this throughout the entire supply chain of our pellet business.

Mr. Proske, I also welcome you to our discussion as representative of the Pfeifer company. You are responsible for the sale of Pfeifer pellets in Germany. Where do the pellets that are delivered to "Seehaus Forelle" come from and what special characteristics and advantages does your company offer as a pellet producer?

SEBASTIAN PROSKE: The pellets for the "Seehaus Forelle" specifically come from the Pfeifer saw mill in Hessian Lauterbach, which the Pfeifer Group put into operation in December 2012 and which has a production capacity of 70,000 tonnes of pellets per year. Thanks to the strong partnership with the Wagner company, we are able to ensure high supply reliability in this region. The raw material for the "Seehaus Forelle" pellets also come from this saw mill – as is the case in all five of Pfeifer's pellet factories, which collectively achieve a production capacity of 420,000 tonnes per year annually. This consistently provides seamless supply. Supply reliability and regionality at Pfeifer are mainly founded on short transport routes. The wood that we process comes from a range no greater than 150 kilometres. But Pfeifer not only scores points with quickness, but also with transparency in the origin of raw material, namely from certified and sustainable forests. Furthermore, the energy footprint of wood pellets is simply exemplary.

Now, even the quality of the pellets is exemplary, as Mr. Maier can surely tell you. How do you achieve such a high level of quality?

SEBASTIAN PROSKE: In addition to our meticulously-precise, internal quality management, many different testing institutes are, naturally, behind it, such as the German Pellet Institute (DEPI) or Holzforschung Austria [Wood Research Austria], who also seek to maintain and ensure our high level using active quality assurance. And last but not least, the special pellet logistics from the Wagner company is responsible for the fact that the delivered wood pellets consistently meet these high standards. We at Pfeifer are proud of the fact that the use of wood pellets is practiced sustainability, we take part in renewable energies and we make a contribution to the environment by providing the region with environmentally-friendly wood pellets that are of exceptionally-high quality.

That is a fitting closing remark! We would like to cordially thank everyone for this informative conversation! ■■

PELLETS, NATURAL PRODUCT

Pellets are made from wood chips that are produced in saw mills when wood is cut. Your high level of heating comfort is due to the fact that the wood pressings are standardised and ENplus-certified and reach automatic wooden central heating systems or domestic stoves. Pellets are handled loosely or as bagged goods. A tonne of pellets is equal to the calorific value of roughly 500 litres of heating oil.

PELLET FACTS

CO₂-SPARWELTMEISTER

There are no environmentally-friendly fuels. It quite vividly illustrates a comparison: If you replace an oil-powered, low-temperature boiler with an average consumption of 3,000 litres of heating oil per year with a modern pellet heater, one saves 8.5 tonnes of CO₂ with just one system. Compared to a new gas boiler, a pellet heating system can help one reduce three times as much CO₂ and, compared to an oil-fired boiler, even ten times as much. The only way that one can save the most CO₂ in a household is by switching from a boiler for fossil fuels to modern wood energy.



DOMAT/EMS (CH)

SALE OF CONSTRUCTION RIGHTS TO THE CANTON OF GRAUBÜNDEN

With the goal of creating a sawmill in Domat/EMS (Canton of Graubünden/Switzerland) together with further wood processing, Holzindustrie Pfeifer AG had acquired two construction rights in addition to the appropriate factory halls in 2011. Many different projects and variants were prepared over the past several years and conscientiously tested in close collaboration with the canton of Graubünden, the Domat/Ems community and the forest owners. In addition, concepts were created for providing the saw mill with logs in a manner that makes sense economically, e.g. in collaboration with the ETH Zurich. Pfeifer holding General Manager Ewald Franzoi was personally involved in numerous negotiations and talks for the project; nevertheless, politics, forest owner representatives and the Pfeifer did not reach a mutual outcome, which would have ensured successful execution of the project.

POSTPONED IS NOT ABANDONED

After years of efforts, the Pfeifer company brought a temporary end to this project and decided to resell the construction rights to the Canton of Graubünden and cede these to them. "In light of the current situation with raw material prices, no sustainable, economically-successful saw mill can be created and operated in Graubünden from our perspective", argued Franzoi in defense of this decision. Another industrial use of the affected area is intended and Pfeifer does not wish to stand in the way of this

region's economic development and hinder cantonal efforts in another direction.

THE COURSE HAS BEEN SET

Nevertheless, Pfeifer has not fully shelved the construction of a saw mill in Graubünden, since the efforts of the past years for collaboration with Graubünden's forestry management would have finally had something positive, explained Franzoi. "The opportunity for and willingness to implement a sawmill plus further processing is generally there in Graubünden, just not at this time", says Franzoi, "But possible in the future if there continues to be pos-

itive developments with respect to our endeavours." Seen from this angle, Franzoi – in close collaboration with Pfeifer's legal department, represented by Kathrin Köll –, was able to proactively make an agreement with the Canton of Graubünden on keeping 8 hectares free in the Domat/Ems area for creating a Pfeifer saw mill with a subsequent processing centre. ■





NEW TECHNOLOGY FOR GREATER EFFICIENCY

TWO-PHASE CONVERSION PROJECT COMPLETED

At the Pfeifer site in Unterbernbach in Bavaria, additional measures for improving the performance of the saw mill were tackled after optimisations that had been done.

The plant's performance has been incrementally increased at performance-relevant areas of the entire trimmed timber sorting facility thanks to replacement and new investments. The currently-installed slab timber sorting facility originated from 1987 and has since then been continuously in operation, mostly continuously in two or even three layers. Despite its good technical state, the system was no longer able to withstand the increasing requirements, which is why General Management made the decision to gradually ramp up the technology to the required service level.

To keep the effects caused by massive technical intervention in production as low as possible, the renovation was planned in two phases. The first step –renovation of site goods packaging and the complete control unit – was implemented according to plan and in a timely manner in August 2016 as part of a two-week operational

standstill. During this time, the packaging line, package manipulation system, control system for the entire system, installation/uninstallation and the electrical system and evaluation routes were renovated and/or installed.

In addition to greater technical performance of the sorting/packaging system, the efficient motors have a positive impact on energy costs. But by no means is the system's fortune depleted: The new packaging line was designed in such a manner from a performance standpoint that future optimisations envisaged for the saw line can be performed. A basic requirement for it is a significant reduction of maintenance and repair costs, which was also able to be achieved by replacing heavily-stressed machine parts. Georg Walcher as a site manager was responsible for implementing the measures in the legal time frame. Through precise preparation and planning, all work

was able to be completed on time. This continues to ideally fulfil the requirements for Mr. Walcher and his leadership crew in order to securely lead the site into the future in a way that is easy on resources and focused on performance.

OPERATIONAL SAFETY ENSURED

When it comes to all technical refinements and economic advantages, however, numerous advantages are mainly created for personnel as well after these basic improvement measures. This produces significantly-greater operational security and better ergonomic conditions. All safety mechanisms reflect state-of-the-art technology. ■



1959

THE IMST SITE THROUGHOUT THE AGES

In 1948, Barbara Pfeifer founded a saw mill in Imst (A). The Pfeifer Group's headquarters is still located there to-day. Over 400 employees are employed at the site in the Tyrolean highlands. In addition to formwork and timber construction products, high-quality biofuels are also created. The pictures show the site at Imst's Fabrikstrasse in the years 1959, 1983 and 2016.



2016



1983



1983

INVESTMENTS IN THE FUTURE

NO EXPENSE OR EFFORT SPARED

Pfeifer has tremendously improved its competitiveness with large-scale modernisation measures at its Austrian sites of Imst and Kundl and the German site of Unterbernbach.

In Winter 2015/16, the green light was given for many different improvement, replacement and modernisation measures at the Pfeifer sites in Imst, Kundl and Unterbernbach to improve the efficiency of the systems there and improve competitiveness. An initial summary of this investment turned out extremely well. "Everything is going according to plan and within the intended time and financial framework", says General Manager Clemens Pfeifer. These activities were introduced in Imst at the end of 2015: The laying station was renovated into a solid wood panel factory with 4.5 million euros (see report in "timber", Issue 4). Since the renovation works have ceased in January 2016, the central area of the panel production area can be operated in an automated manner, which tremendously increases efficiency during production and immensely reduces the workload for employees.

There is a lot new in Unterbernbach

A lot was also optimised in Unterbernbach: The trimmed timber packaging system and control unit were completely renovated in the saw mill (cf. report on page 30 of this issue). In addition, comprehensive optimisation projects were now able to be completed in the pallet block fabric, which caused performance to significantly increase (since then, the block factory has consistently been operating in a four-shift system) – while complying with all environmental standards at that. Even in the saw mill, the efficiency of the saws was increased while reducing costs at the same time – an additional measure from 2013's optimisation of the profiling line.

Hi-tech in Kundl

Energy consumption and thereby costs are crucially lowered by installing a tubulator of an automated conveyor belt that transports the saw by-products from the saw mill to the pelletising system. This device is funded by the European Union (EU) as an environmentally-friendly device.

Furthermore, project "RGK K3" is fully underway. The effectiveness of the PHC (power-heat coupling) will be considerably increased in this framework and the necessary energy for the new, additional belt dryer will thereby be made available. For the first time, it will allow for an increase in pellet production capacity to 150,000 tonnes per year and therefore the processing of all residual wood produced at the site. All these measures should be completed by the end of the first quarter of 2017.

We would like to extend a huge thanks to the responsible plant managers who, together with their teams, have made sure that the measures took place smoothly. Mr. Dietmar Seelos in Imst, Mr. Georg Walcher in Unterbernbach and Mr. Walter Embacher in Kundl!

PRAISE FOR ENVIRONMENTAL ACTIVITIES

EXCELLENT CLIMATE PROTECTION

Pfeifer Group was awarded by the Austrian Federal
Ministry of Agriculture and Forestry for “Competence in
Climate Protection.”

Climate change is no longer a utopia because its effects are already visible on our entire planet. Effective counter-measures are urgently needed at both political and economic levels. Climate protection is the keyword - by now a subject on everyone's lips. This problem can only be alleviated by gearing our social and economic system towards energy efficiency and sustainability. However, such an undertaking can only be achieved if more and more people play an active role in shaping up this transformation process.

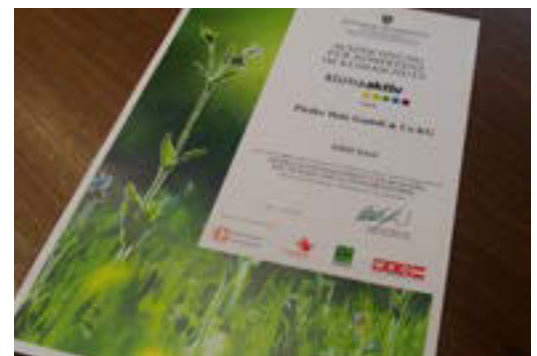
CLIMATE PROTECTION AS AN OPPORTUNITY

A strong impetus in this direction was provided by a “Klimaaktiv” (climate-friendly) initiative, launched by the Austrian Federal Ministry of Agriculture, Forestry, Environment and Water Management in 2004, which, as part of the Austrian climate strategy, is committed to active climate protection through the implementation of relevant measures and the rapid, extensive introduction of climate-friendly technologies and services into the market. In so doing, and thanks to the fact that, in this initiative,

climate change is seen not only as a threat, but primarily as an opportunity for reorientation, “Klimaaktiv as a climate-friendly philosophy builds a bridge between politics, economy and society in the form of a modern governance approach, thus impacting so strongly on the economy and our everyday lives. This initiative is keen to bring energetic project partners on board. One of them is the non-profit association “Österreichische Energieagentur” (Austrian Energy Agency) which implements target-group oriented actions in the fields of building & renovation, energy saving, renewable energies and mobility, fully in line with the “klimaaktiv” approach.

PFEIFER AS A “KLIMAAKTIV” MOBILE PARTNER

Also Pfeifer Group - as a “climate-friendly” mobile partner within the framework of the action and planning programme “Mobility management for enterprises, building contractors and fleet operators” - actively promotes climate protection by making a major contribution to the reduction of CO₂ emissions in the atmosphere. The “climate-friendly”, mobile initiative shows



ways in which companies can dramatically contribute - without major restrictions - to mitigating climate change by using energy-saving, clean and climate-friendly vehicle fleets or means of transport. Despite this, one-third of total energy consumption is attributable to transport in Austria. This not only affects our wallet but, above all, also our climate and environment.

Easier said than done: As a first step in this direction, three diesel-powered forklift trucks were replaced by electricity-operated vehicles, whereby CO₂ and particle emissions into the air could be significantly reduced and diesel consumption set to zero. Further electrical forklift trucks are being purchased. Forklift trucks operate in two shifts performing 2,900 operating hours per year. This exemplary measure was honoured by the Federal Ministry of Agriculture and Forestry by awarding Pfeifer Group for its outstanding “Competence in Climate Protection”. ■



NEW TECHNOLOGY FOR GREATER EFFICIENCY

AT THE TOP OF ITS CLASS IN HANDLING TIMBER

With the new Sennebogen 730 from the current E-series, the Pfeifer Group in Bavarian Unterbernbach successfully relies on the new generation of pick & carry material handlers from the Sennebogen brand. The 730 is used for all tasks related to log manipulation. It makes full use of its strengths with its comfortable ranges and compact dimensions. Pfeifer produces roughly 560,000 m³ of trimmed timber each year at its site in Bavarian Unterbernbach. Sennebogen's green material handlers from Straubing (D) mainly move the raw materials from the log yard.

HIGH FLEXIBILITY AND MOBILITY

Driver Rupert Mahl is now sitting on the new machine and is excited about the Sennebogen 730 E's ease of use and performance: "During my shift, I move roughly 30 km along the sorting strand at the log yard. Thanks to the turnable upper carriage, I can empty the boxes directly in the driving direction and easily manoeuvre between the lumber stacks." The automatic driving direction detection system also

aids him. It allows for consistent forward driving irrespective of the direction in which the upper carriage is turning. Softwood between 3.6 and 5.1 m of length with diameters of up to 90 cm are processed at Pfeifer in Unterbernbach. Combined with the 2.0 m² Sennebogen log grabber, the log is taken out of the boxes and stacked up to 10 m high.

The new addition in the machine park is equipped with a 168 kW diesel motor and with all-wheel drive. Compared to other machine designs, such as wheel loaders, which were also used at Pfeifer until recently, the advantage of pick & carry machines is obvious, and it has won Pfeifer over: There will be no need for elaborate manoeuvring and the 11 m equipment makes it possible to stack up high laterally from the lanes. Thanks to its powerful motor, the machine is not only quick while on the go, but its stable and robust undercarriages with a pushing shovel furthermore offer a high level of stability.

UNOBSTRUCTED VIEW

As a true pick & carry handling machine, Sennebogen has also moved the boom attachment point to the back in the new 730. This allows for the machine's center of gravity to be located centrally above the rotating assembly under load. It's not only easy on the materials but furthermore allows for a smaller counterweight. The machine therefore remains compact and agile and needs to accelerate and brake

less weight. This is reflected in the low fuel consumption. Another advantage for the driver is an unimpeded view to the right from the cabin. In addition to its elevated position, the maXcab cabin with a sliding door is equipped with a camera system to always keep the machine's surroundings in view. The massive base frame, a strengthened mobile undercarriage, ram protection and the full protective grating on the cabin contribute to man and machine's safety.

HIGH RELIABILITY

For the responsible director of maintenance at Pfeifer in Unterbernbach, Klaus Klemm, the high level of reliability and good experiences with existing machines were the crucial factors in opting for the new generation of material handlers. Last but not least, the service friendliness and the clear structure of the green machines are quality characteristics that cannot be rated highly enough, says Klemm. The machine is supervised by the responsible sales and service partner, Fischer & Schweiger, who also deals with regular services of additional Sennebogen material handlers at the Unterbernbach site. ☰

FULLY-AUTOMATIC LOADING SYSTEM SAVES TIME AND MONEY

LOADPLATE FOR LAUTERBACH

After Imst, Kundl and Unterbernbach, now Pfeifer's site in Lauterbach can benefit from the advantages of the fully-automated LoadPlate loading system.

Until now, two people and two forklifts were being use for loading a container in Lauterbach. The preparation time alone for loading often lasted several hours. In addition, loads may be damaged by forklifts or exposed to weather effects such as rain, snow or wind, which further delays work.

LOADING WITH THE LOAD PLATE

Using the fully-automated LoadPlate loading system, such scenarios will finally be a part of the past in Lauterbach. The loading operation for standardised, non-modified cargo areas such as sea containers, trucks and trailers is performed in one process - in one shot, so to speak. But not only does loading but also unloading take place in a timely and cost-optimised manner, since they can be performed on standard platforms with standard equipment using a single move.

TIME IS MONEY

Irrespective of which cargo is transported where, the actual process lasts less than five minutes with the LoadPlate. Even the lead time is enormous, since the load is can be prepared on a plate outside of the container and only one person and forklift truck is required for that purpose. During loading, an extremely-thin underlay easily slides into the cargo room – without a large amount of leeway above – and does not need to be tilted or move using

forklifts, which prevents damage to the goods. Even the cargo room can be used and filled much better, since the LoadPlate can be positioned inside the cargo room without any problems.

FOR EMPLOYEES AND THE ENVIRONMENT

The most important thing is: No person needs to stay inside a container, which greatly increases work safety. At the same time, employees benefit from the fact that there is less bodily work associated with the loading process. The fact that the LoadPlate can be use in an exceptionally energy-efficient manner benefits the environment and the CO₂ emissions can therefore be significantly reduced compared to ordinary loading processes. ☰

Accepting the new "LoadPlate" at the Lauterbach site



3,423 605,000

The world's largest trade show:

- ≡ 3,423 exhibitors from 58 countries
- ≡ Roughly 580,000 visitors from 200 nations
- ≡ Record area of 605,000 square meters

EXHIBITION DATES 2017/2018

Munich (D) > BAU

16 - 21/01/2017

Dubai (AE) > Dubai Wood Show

07 - 09/03/2017

Milan (I) > MADE expo

08 - 11/03/2017

Arezzo (I) > Italia Legno Energia

24 - 26/03/2017

**Verona (I) > Forum Holzbau (Timber
construction forum)**

12/05/2017

Hannover (D) > Ligna

22 - 26/05/2017

Paris (F) > Batimat

06 - 10/11/2017

**Cologne (D) > Branchentag Holz (Timber
industry day)**

14 - 15/11/2017

Verona (I) > Progetto Fuoco

21 - 25/02/2018

580,000

BAUMA 2016

SUCCESSFUL PARTICIPATION IN THE WORLD'S LARGEST TRADE SHOW

3,423 exhibitors on 605,000 square meters of area of
580,000 visitors at the bauma, the world's leading trade
show for construction machines, building material
machines, construction vehicles and construction devices.
bauma is a global driver of innovation, success generator
and marketplace.

“bauma” combines the entire width and depth of the construction industry as the only trade show worldwide. A visit will become a lasting experience. The Pfeifer Group was also represented in January 2016 with a trade show stand and received visits from numerous customers from all around the world. Visitors are at first informed about formwork products (plywood and formwork girders), which are sold by Pfeifer in roughly 90 countries on Earth.

TRADE SHOW BREAKS ALL RECORDS

With 580,000 visitors, the current record was broken by 9 percent. After Germany, the top 10 most represented visitor nations were Austria, Switzerland, Italy, France, the Netherlands, Great Britain, Sweden, the Russian Federation, Poland and the Czech Republic. A total of 3,423 exhibitors – 1,263 national and 2,160 international companies – from 58 countries presented their products, developments and innovations. The percentage

of international exhibitors had never been higher at 63 percent.

RECORD DEMAND

Klaus Dittrich, Chairman of the Board of the München trade show, was excited: “The participants' feedback was incredible. Visitors' willingness to visit was significantly higher than expected. Many exhibitors were even discussing record demand at bauma 2016. This signal is more than positive precisely against the backdrop of current times. Johann Sailer, Chairman of the Professional Association of Construction Equipment and Building Material Equipment in the German Engineering Federation (VDMA), sees it the same way: “bauma is the ideal platform for presenting forward-looking novelties with an immense radiance throughout the entire world. In 2016, the world's largest construction trade show, Impulse, also contributed to our industry's continued growth.” The next bauma will take place in Munich from 8 - 14 April 2019.☰



PFEIFER INTRODUCES AN ISO 50001-COMPLIANT ENERGY MANAGEMENT SYSTEM

ENERGY MANAGEMENT SYSTEM, ISO 50001

René Svatek is responsible for energy management at the Pfeifer Group's Austrian sites and responsibly executed the introduction of a new ISO 50001-compliant energy management system in the company.

Mr. Svatek, are you an "energy manager" at Pfeifer. What is that exactly?

RENÉ SVATEK: As an energy manager, I gather and assess energy consumption data, develop relevant key figures such as kilowatt hours per solid cubic meter of cut log, heat consumption per square metre of dried trimmed timber and much more; I continuously pursue improvement measures that I myself control as well. In the course of this, I consistently invite company employees to make energy-saving suggestions, which they happily do. Thus, it's mainly about implementing and maintaining the system. That means that the area of energy management not only includes the implementation of technical measures but strategic and organisational concepts are also important here in order to control energy consumption and continuously improve energy-related consumption. Energy management is generally useful for every company, irrespective of the size of the company and industry, since it doesn't necessarily have to be introduced as a standalone area but can also be integrated into an existing management system. Furthermore, it makes sense, since it puts into operation the organisational framework for permanent optimisation of energy flows. Not only are cost savings gained but a significant contribution to the environment and

climate protection is made.

How long have you been working for Pfeifer?

RENÉ SVATEK: I have been working for the Pfeifer Group as Director of Technical Procurement since May 2012 and have also been responsible for energy purchasing, among other things. This also produces the interface for technical procurement, because we don't need to purchase energy that we don't need at an expensive price either.

What special abilities does one need in order to oversee this complex area of responsibility?

RENÉ SVATEK: An engineering background is definitely advantageous. For instance, I have studied process and environmental technology. This is why I was entrusted with energy management as well by the Management, in addition to my job in technical procurement.

What environmental challenges do companies and their energy managers face nowadays?

RENÉ SVATEK: Pressure on the company in this area is enormously high and environmental regulations and laws are becoming increasingly stricter. Therefore, as an energy manager, you are required to consistently look for new and efficient, systematic approaches for analysis and optimisation in the energy field. Such a model, for instance, is the energy management system pursuant to ISO 50001, which provides the company with a framework for continuously implementing improvements in the energy field.

What exactly is ISO 50001?

RENÉ SVATEK: ISO stands for "Internation-



**ENERGY MANAGER - AN
INTERVIEW WITH RENÉ SVATEK**

al Organization for Standardisation". Many different standardisation organisations have combined under this name in order to, for instance, offer businesses specific guidelines when it comes to energy management. One such guideline at the international level is the EN ISO 50001, which identifies energy management that is consistent with this standard. However, it does not contain any guidelines on how the individual energy consumers should be weighed and/or analysed; that is up to the company. It solely represents the nominal condition. ISO 50001 is also used on a voluntary basis, that is to say, there is no obligation for certification. One and a half years ago, we at Pfeifer have decided to make our Austrian sites compliant with this standard in addition to our German sites. Since then, numerous improvements and optimisations have been carried out. After the inspection audit, which took place at the beginning of

July 2016, we received the certificate.

How was this standard specifically introduced at Pfeifer?

RENÉ SVATEK: To do so, it was necessary to systematically record the entire energy cycle in the company along with all systems and processes: Where does the energy come from? What will it be used for? Where is it going? To answer these elementary questions, energy data was viewed, which determines significant energy consumers or analyses energy costs. Based on this comprehensive surveying, we can then make specific suggestions for energy-saving measures in specific areas in order to start implementing them and subsequently checking them. Here it was particularly important to also take into account energy policy interests and energy-related legal guidelines. Even raising awareness among and training company employees in technical energy aspects was crucial for monitoring, correcting and preventing internal measures. At this point, I would like to mention that it is not possible to introduce and maintain the management system without the cooperation of everybody in the company. I would like to extend my warm thanks to all those who have contributed and will contribute constructive ideas.

How does such an energy evaluation happen?

RENÉ SVATEK:

An important point in the initial evaluation of a company's energy situation is determining the energy sources being used, such as lighting, vacuum, heating, production systems, etc. In so doing, it is also necessary to refer to previous recordings and evaluations in order to be able to assess future energy consumption. The company's energy billings and internal energy notes, such as meter count notes and measurement protocols, are very informative as well. Of course, one has to first find out where these recordings are stored and/or who is responsible for them. The level of detail of this information is only very low at the beginning; energy consumption data is often only available at all as aggregate values. However, this "Initial Review" allows

for the substantial energy consumers to be filtered out, for instance, according to the percentage of energy consumption, energy costs and/or state of the art with regard to energy efficiency. Developing energy flow diagrams that transparently display energy consumption with regard to energy sources and uses exceptionally makes sense here as well. Inspections of the relevant areas and, if necessary, conversations with and/or instructions from responsible employees are necessary for direct on-site surveying. All this in the end produces a list of goals for improving the company's energy efficiency and measures to achieve it, with materiality being the deciding criterium. However, such a energy assessment must not be a one-time occasion; rather, it must be repeated regularly and repeatedly re-documented. Specification of the intervals, however, is at the company's discretion; ISO 50001 does not provide any certain intervals here.

All of this sounds like a lot of effort! How can this be profitable for Pfeifer?

RENÉ SVATEK: In addition to raw materials, personnel and logistics, energy continues to be one of Pfeifer's cost items. Therefore, optimisation pays off due to financial reasons alone. In addition, ecological interests are always a priority for us. We as an international company have a great responsibility towards it and see it as our duty to budget our energy resources in the best manner possible and to the benefit of the environment.

Thank you very much for these informative insights! ☰



As the first company of the Austrian timber industry, Pfeifer Holz GmbH & Co KG has voluntarily had an energy management system ISO 50001 certified and had itself successfully certified by TÜV in Hessen. Six of the Group's sites in Austria and Germany are currently working according to this standard. The objectives are to reduce energy consumption and reduce environmental pollution such as greenhouse gases.



Pfeifer's company headquarters in Imst (A) is heated with a modern pallet boiler – efficiency data is also determined regularly here

GLUE-LAMINATED TIMBER - PRECISION MATERIAL FOR MODERN TIMBER CONSTRUCTION

TIMBER WITHOUT LIMITS

Glue-laminated timber is glued timber in the same grain direction and consisting of at least three board layers. It is mainly used in timber engineering or in high static stress.

Timber is one of the oldest materials in human history. The carpenters in Ancient Egypt were already appreciating this natural raw material as construction material. In order to use it as ceiling lining in residential houses, in the form of pillars in places and temples or for panelling ships, one made do with gluing boards with a small cross section. For instance, this technique was also applied when making sarcophaguses, which allowed for any growth irregularities to be balanced out and the swelling and shrinkage behaviour of wood to be counteracted.

OTTO HETZER, TIMBER CONSTRUCTION PIONEER

This technique was developed in the 19th century: Curved beams can now be produced by gluing individual board laminations. This made it possible to overcome natural limitations caused by tree height and trunk shape. In the English city of Southampton, you can find a prime example of this process: The roof truss of the King Edward VI School's assembly hall, constructed in 1860, consists of such glued, arched trusses and is the oldest support structure of this kind. This process was finally perfected by Weimar carpenter Otto Hetzer. He glued multiple, in-

dividual cross sections, which prevented rotations or cracks of thin-walled wooden cross sections. To that end, he developed a high-strength glue with which the wooden slats were pressed together under pressure and thus permanently connected to each other in a rigid manner. The recipe for this glue is not exactly described in the patent that was filled out for this invention. Hetzer only passed along the composition upon acquiring the licensing rights. It is assumed, however, that this glue was based on a milk protein, a casein glue. However, such binding agents are no longer used nowadays due to lack of resistance against moisture. However, the so-called Hetzer carrier had revolutionised wooden architecture. They were even used for creating the German railway for the world exhibition in Brussels in 1910. This construction's support structure consisted of two-hinged frames with a summit of 14 metres and a steel drawstring 8,20 metres high. The wooden roof had a considerable span of 43 metres.

GLUE-LAMINATED TIMBER IN TREND

Since this time, production technology in industry and carpentry operations have taken part in a rapid advance and contin-

ually developed itself. In workshops, computers are now fixed components next to the machines and are now indispensable as superordinate control devices. As a result, today many CNC (Computerised numerical control)-controlled assembly systems are used. Clearly-defined, tailor-made materials are essential for a trouble-free production run and are also defined and demanded in many different building approval regulations. This is precisely where the strengths of glue-laminated timber lie: It is ideally suitable for all construction variants and is indispensable in modern building construction. Glue-laminated timber is not only impressive with its economic and technical advantages, but it is also extremely valuable from an ecological standpoint. ☰

SALT WAREHOUSE (D)



MUESLI PRODUCTION HALL (A)



TIMBER WAREHOUSE (D)



Versatile in use and reliable in the portfolio: Numerous buildings substantiate the qualities of Pfeifer's glue-laminated timber.

TRAINING IS PART OF THE RECIPE FOR SUCCESS

DISTRICT ADMINISTRATOR VISITS “THE SAWS TO UNTERBERNBACH”

Together with mayor Hans Lotterschmid and economic consultant Daniela Eder, district commissioner Dr. Klaus Metzger visited the plant in Unterbernbach and was impressed: “This scale, this economic power – it is imposing and I wouldn’t have expected it like this!” It was mainly the business’s training activities that the district commissioner found impressive.

“Roughly 250 employees are employed in Unterbernbach”, said general manager Gernot Horneß, of which 11 are currently apprentices in commercial and business professions. “Training is a very important factor for the future of the company and gaining a foothold in the region”, agreed Horneß and Franz Mair, trainer and works council chairman. “A few years ago, we still had difficulty filling our training spots, but now it’s a whole different story.” Advertising for the training operation was conducted via training trade shows in the region and directly to schools as well. Training positions for the professions of wood processing engineer, industry mechanic, industrial electrician along with seller for office management will be offered in Unterbernbach and they are now very coveted. “The apprentices feel well with us and also pass it on to their circle of friends and family”, says Mair. One long-standing tradition, for example, is that Mair – a passionate theatre player himself – has organised the Christmas party with the trainees and, to that end, rehearsed a theatre piece for them with a high level of dedication. “And we offer good development opportunities”, said Horneß: From apprentice to

manager – there are many examples thereof at Pfeifer. Mair began working as a fitter at the Unterbernbach plant in 1987.

COMMITMENT TO THE SITE

Plant manager Georg Walcher explained the processes during the tour through the operation: “The core piece is our saw mill, in which 700,000 solid cubic metres of wood per year are processed.” The trunks would circle the Earth more than once if they were placed alongside each other. Horneß: “Pfeifer feels good in Unterbernbach, we have invested heavily and will continue to do so. We modernise and expand – into new technologies and environmental protection”. Investments amounting to 7 billion euros have been completed in 2016. “That is a commitment to the site”, says the General Manager. The company would also assume social responsibility on site, for instance, by supporting youth work in clubs. ☰



After the joint tour through the Pfeifer plant in Unterbernbach (from left): District administrator Dr. Klaus Metzger, Mayor Hans Lotterschmid, district economic consultant Daniela Eder, climate protection expert Charlotte Martin-Stadler, plant manager Georg Walcher, general manager Gernot Horneß and trainer and works council chairman Franz Mair

Image © Aichach-Friedberg district administration, Wolfgang Müller

IN BRIEF

**“TIMBER DAY” IN CHANOVICE**

On Saturday, 17 September 2016, “Timber Day” took place at the newly-acquired Chanovice (CZ) site. The company Haas has been organising this festival for more than 20 years. The Pfeifer Holding GmbH’s management takes advantage of this opportunity to present the Pfeifer Group and the site’s future plans to our new employees, their family and the people of Chanovice. At the same time, Tanja Haas-Lensing officially handed over the company to CEO Michael Pfeifer using a symbolic key handover. We look forward to a successful future at the Chanovice site!

COMPANY-WIDE MEETING OF ALL APPRENTICE TRAINERS

On 23 and 24 June 2016, the first company-wide meeting of all apprentice trainers took place. The factory in Lauterbach and the training facilities there were visited on Thursday. In the afternoon, the trainees got to know each other, discussed the various job descriptions and took the time to have intense discussions on various training content. On Friday, a connection between apprentice training and the high rope course was made at dizzying heights. Training apprentices sometimes requires courage, and difficult phases must be mastered mutually and, in the end, everyone looks forward to successfully mastering hurdles. We hope that you had fun with this exchange!

**NEW APPRENTICES ON SITE
UNTERBERNBACH**

8 vendor for office management apprentices, industrial mechanics and electricians for operating technology began their training at Pfeifer Holz GmbH in Unterbernbach on 1 September 2016. On the first day, the new trainees received an insight into the company before they began in their departments the next day. We wish everyone a good time during their training with us in Unterbernbach!

IN BRIEF

TRIBUTE TO LONG-TERM EMPLOYEES

Unterbernbach (D)	
Andreas Schiffmann, Sergej Bacharev, Samet Yigit, Samuel Deuster, Gernot Horneß, Piyami Pinarci, Vitaly Nazarenko, Bernhard Wenger, Arif Türk	10 Jahre
Ismet Avdyli, Fikret Yalcinkaya, Wolfgang Schamberger, Josef Gerstmeir, Monika Schreck, Andreas Walter, Kornelia Siegl, Frank Schelinski, Evelyn Harlander, Tobias Lechner	15 Jahre
Holger Hammer, Sigrun Herzinger, Duran Oencue, Roman Ertl, Hubert Schäffer, Tanja Rail	20 Jahre
Robert Hirschinger, Andreas Härdrich	25 Jahre
Josef Sigl, Josef Eidelsburger	30 Jahre
Karl Gamperl, Anni Breitsameter	35 Jahre
Martin Krammer	40 Jahre
Uelzen (D)	
Tim Barrenschée, Olaf Escher, Marcel Günzler, Rainer Emmerich, Maxim Reinhardt, Janine Hesseling, Andre Kreker, Mario Lange	10 Jahre
Joachim Machwart, Florian Kühn, Frank Meyer, Ingo Goldyn, Marco Dralle, Frank Prasse, Joachim Pinnow, Alf Scheeper	15 Jahre
Dieter Thielbeer, Rolf Fuhrmann, Ingo Friedrichs	20 Jahre
Hans-Heinrich Hähl, Diethelm Lepert, Frank Becker, Horst Schwerma, Ingo Peters, Udo Schab, Herbert Springer, Karsten Gottschalk, Maik Jacobs, Tilo Göhlke, Michael Arndt, Gaje Gruber, Ralf Günther, Martin Loch, Rolf-Dieter Müller, Dirk Schwerma, Anja Schulze	25 Jahre
Imst (A)	
Baran Zenon, Bochenski Andrzej, Beate Gabl, Susanne Parth, Pedras Tadeusz, Erika Rudig, Robert Wydrzycki	25 Jahre
Seit vergangenem Jahr im Ruhestand: Brigitte Jenewein (17 years seniority), Lucia Neuner (21 years seniority), Zygmunt Witka (16 years seniority)	
Kundl (A)	
Christoph Ampferer, Biler Yilmaz, Norbert Eder, Marian Malik, Jozef Sternal, Sieradzki Leszek	25 Jahre
Trhanov (CZ)	
Marie Chmelíková	26 Jahre
Janu Kohout, Ján Kováč	33 Jahre
Miroslav Chmelík	40 Jahre
Seit vergangenem Jahr im Ruhestand: Jaroslav Schweiner (48 years seniority)	

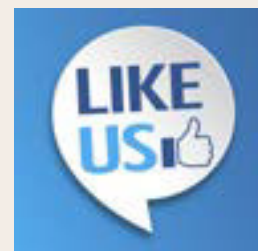


NEW COMPANY VIDEO

From the forest to loading high-quality wooden products. The new Pfeifer Imagefilm impressively presents the company. See for yourself at: pfeifergroup.com/en/imagevideo

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IN BRIEF

“HOT” TOPICS OF THE FUTURE

H.E.A.T.S. (a German abbreviation for heating, energy, exhaust gas, technological innovation, renovation) is the name of THE annual event of the Austrian chimney sweep's federal congress, which took place this year at the Innsbruck Congress from 21 to 24 September. Pfeifer also demonstrated corporate responsibility with regard to this explosive topic of the future and – together with proPellets Austria – was present at this important event with a booth. During the course of this, Pfeifer was not only able to gain favour with the numerous visitors with its offerings of biofuels such as pellets and briquettes, but also arouse a great deal of interest in renewable fuels in personal conversations and discussions with experts. “It was an interesting experience for us to exchange our expertise with other industries and experience innovations first hand”, said CEO Michael Pfeifer. In this manner, many contacts were made and new partners were accepted into the company network.



Florian Singer (Pfeifer Holz), Christian Plesar (federal guild master-deputy chimney sweep), Michael and Michelle Pfeifer (Pfeifer Holz), Christian Schlagitweit (pro-pellets Austria), KommR Peter Engelbrechtsmüller (federal guild master, chimney sweep) and the Tyrolean state guild director Franz Jirka (from left to right)

EMPLOYEES OF PFEIFER HOLZ UNTERBERNBACH RUN FOR A GOOD CAUSE

On 18 September 2016, a team with 19 participants competed at the Aichach competed at the company charity run and collected 356 euro with 356 completed laps. The money – together with the donations from other participating companies – benefits the Aichach “Bürger helfen Bürgern” [citizens help citizens] civic trust. Participants demonstrated their sportsmanship when it began to rain during the starting signal.

They did not let slippery cobblestone nor completely-soaked lap tickets stop them. It also didn't matter that the runners and walkers were completely soaked to the skin after a few laps. All in all, the 137 participants ran the 500-metre lap 2,684 times and therefore collected 2,684 euros in donation money.



PASSION FOR TIMBER



LEGAL NOTICE

Publisher: Pfeifer Holding GmbH, Fabrikstraße 54, A-6460 Imst, pfeifergroup.com

Graphics & Design: Pfeifer Timber GmbH

Editorial team: Pfeifer Timber GmbH

Editing & text optimisation: DINotext & Lektorat, Mag. Sonja Knotek (<http://dino1049.wix.com/dinotext>)

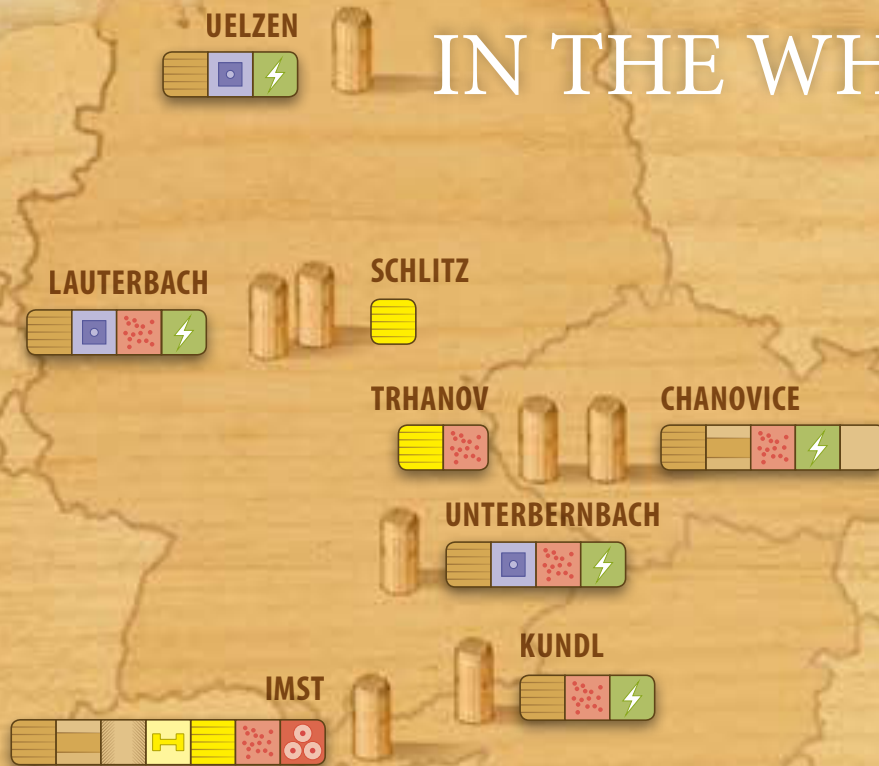
Photos & graphics: Deutsches Pelletinstitut, The European Biomass Association (AEBIOM), proHolz Austria,

Messe München, Archiv Pfeifer Holding, Archiv EUROBLOCK, Andreas Schatzl, Landratsamt Aichach-Friedberg, Wolfgang, Land Tirol, West Werbeagentur, Markus Geißler, Shutterstock, Gerhard Berger

Print: Printing house Pircher GmbH, A-6430 Ötztal-Bahnhof

From the heart of Europe

IN THE WHOLE WORLD



Sawn timber



Solid wood panels



Glulam



Construction timber



Shutterin panels &
Formwork beams



Pellets & briquettes



Pallet blocks

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