

timber 4

PFEIFER GROUP'S CORPORATE MAGAZINE



February 2016 | Issue 4
PFEIFER GROUP

Training on Pfeifer's premises

PFEIFER PRODUCTS USED WORLDWIDE

Trhanov site

Investment in flexibility and quality





TABLE OF CONTENTS

01	Editorial
02	Trhanov
04	Saw mill for 530 years
06	Careers with apprenticeships
10	A huge thank you!
12	1,000 guests on 1,850 meters above sea level
16	References Timber construction products
18	At full speed across Morocco
23	References formwork products
22	Investment in ecology and efficiency
24	Trimmed timber news
25	Quality assurance at the highest level
26	Bagging specialist with top quality
28	Fit for the winter
30	The Power of Wood
31	Strong in the south
31	Excellent
31	Focus on biofuels
34	Pfeifer at the World Exhibition in Milan
36	Always on the move
38	In brief
40	Pfeifer at the Batimat Show

FORESIGHT

EDITORIAL

*Dear
Readers*



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

Allow us a look back at the past year, which began in a very turbulent way. Let us think about the windfall we had on March 31st 2015, when hurricane-force winds swept through the woods, supplying our large saw mills with plenty of raw materials. Overall, in 2015, 2.9 million solid cubic metres of round timber were cut on Pfeifer Group's premises, 10% more than last year, 2014. Around 1,000 lorries frequented our plants daily: About 580 come to our company every day, and 450 leave it loaded with finished products. Pfeifer Group copes with the resulting, enormous logistical challenges brilliantly. This paid off in 2015 as we remained competitive both in our home markets and abroad - in the North African countries, among others. In terms of production capacity and sales volumes, we can look back at a successful year.

In line with this, we have set ourselves high goals for 2016. Despite the continuing tense situation in the European wood industry and in our key sales markets, we have a positive outlook on the first half of the year. There has been some market consolidation - supply and demand fit better together again.

To continue coping with great challenges, we will maintain our proven recipe for success - an optimal interaction of purchasing, production, logistics and distribution - and optimise collaboration within the group even further.

We have the best preconditions for both a motivated and highly qualified team and high-quality products. In addition, in recent years, we have been able to strengthen and consolidate the relationship with our customers. With respect to this, we will also pursue our ultimate goal by improving our service, communication and marketing strategy, as well as through an increased presence at trade shows and customer eventorganisation.

Pfeifer products are appreciated all over the world and we are proud of this. We have planned to handle our most important sales markets even more intensively, and further expand our excellent reputation. At the same time, we want to open up new market regions. Our products feature properties such as quality, naturalness and sustainability, which continue to be the trend of our modern time.

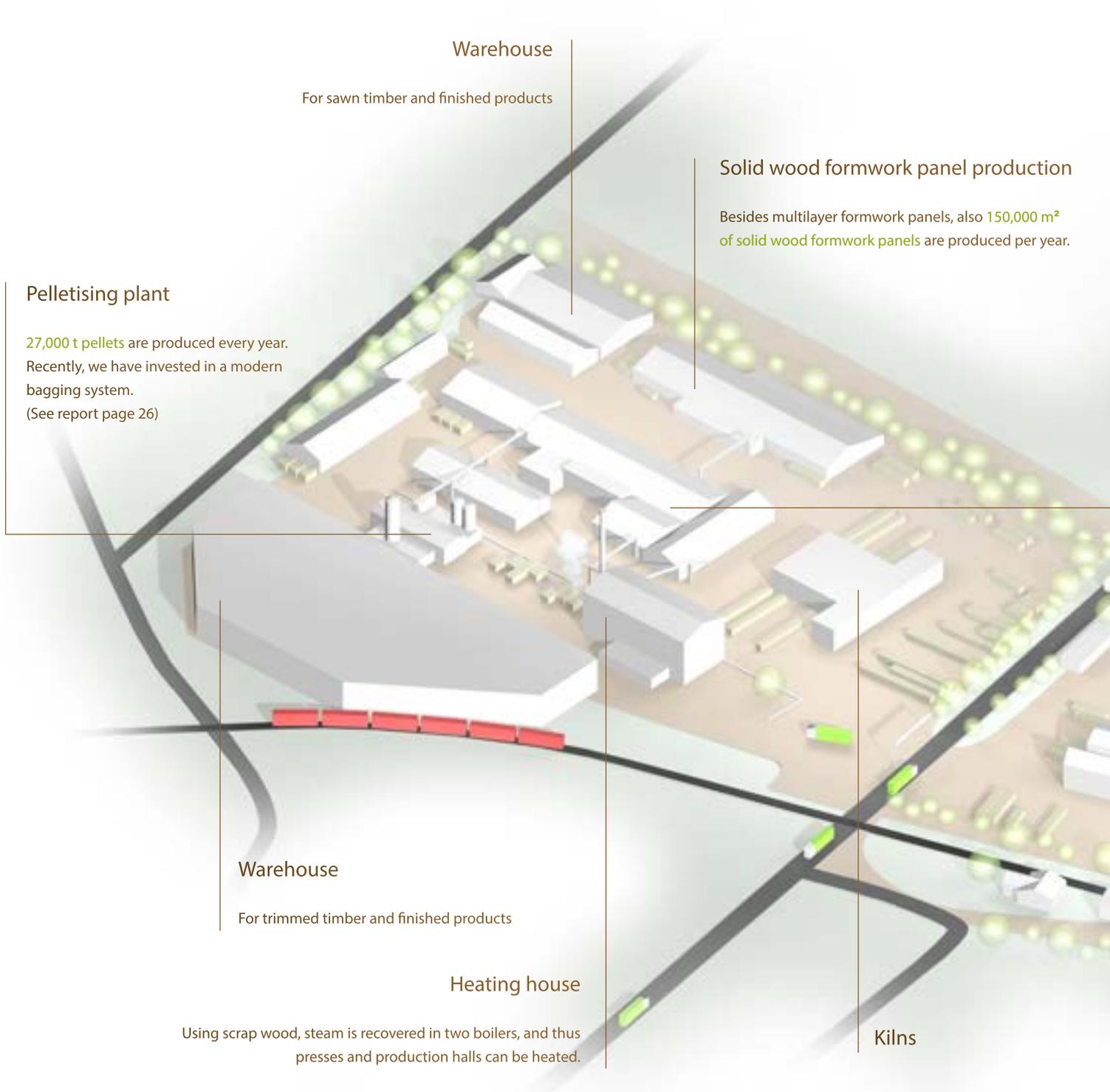
In view of the imminence of the fourth Industrial Revolution, we want to prepare for the future. Industrial digitalisation is increasingly accelerating. The real and virtual worlds are growing closer and closer together. Catchwords such as Resource Efficiency and Smart Factories mingle with leitmotifs such as Total Networking and Big Data. We are determined to go along with this trend because we see these developments as opportunities for promising innovations. In this sometimes uneasy time of change, our first priority must be utilising the existing production capacity and making the best possible use of our potential. That is why we continue investing in infrastructures, production equipment, product quality and new developments - this year, Pfeifer Group is investing around 40 million euros.

All these are the best preconditions to keep on being successful together with you, so let us have a joint vision of the future and be motivated. ☰

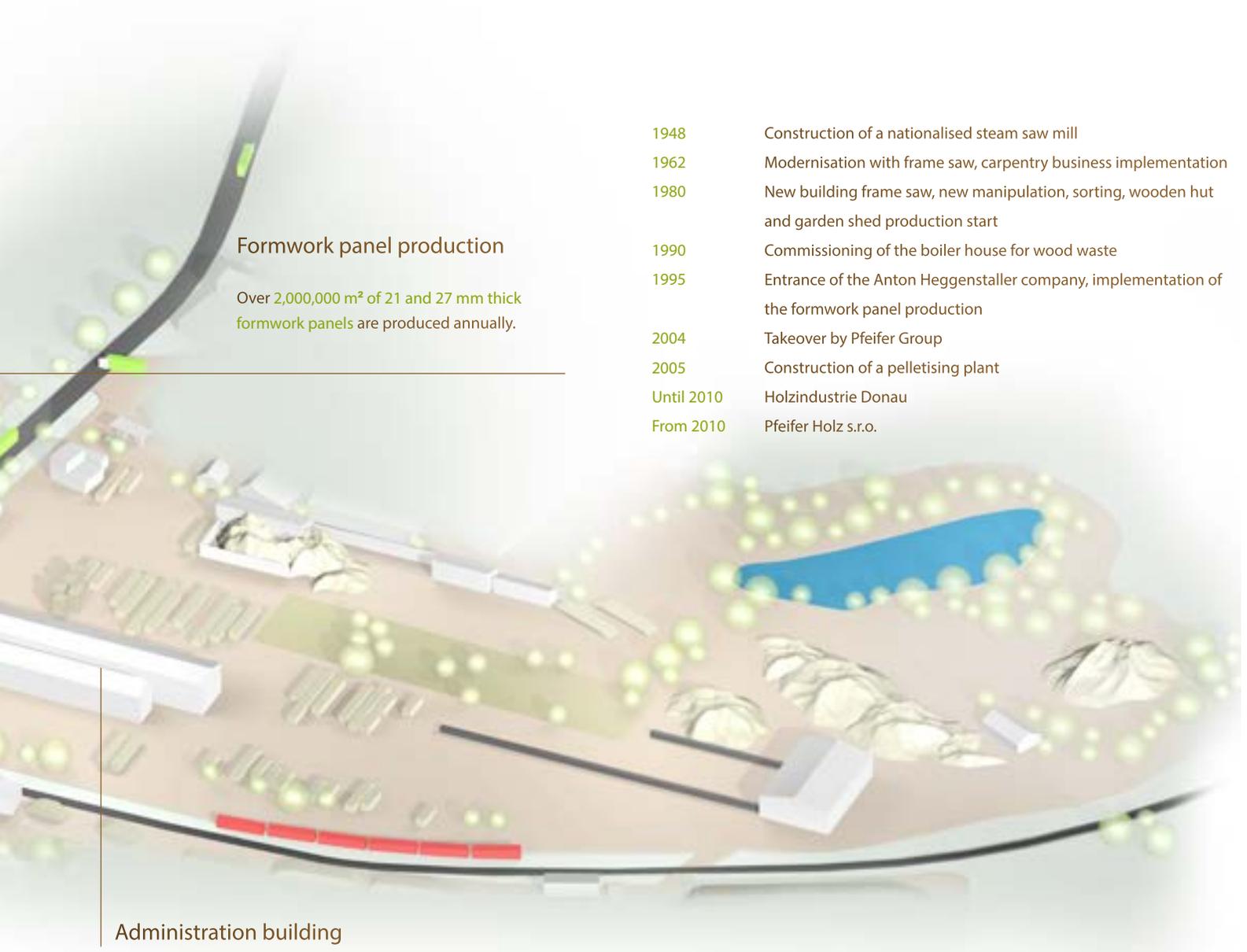


FOCUS ON THE

TRHANOV SITE



Close to the German-Czech border, there is the Trhanov production site, which was acquired into Pfeifer Group in 2004. In the Czech plant, over 2,000,000 m² concrete formwork panels are manufactured. Also at this site, the company pursues the principle of closed supply chain and 100% utilisation of the wood as a valuable raw material. Therefore, in 2005, we invested in a pellet production plant. Made of pure wood shavings, which are used in the production of formwork panels, 27,000 tons of pellets are pressed per year.



Formwork panel production

Over 2,000,000 m² of 21 and 27 mm thick formwork panels are produced annually.

- 1948 Construction of a nationalised steam saw mill
- 1962 Modernisation with frame saw, carpentry business implementation
- 1980 New building frame saw, new manipulation, sorting, wooden hut and garden shed production start
- 1990 Commissioning of the boiler house for wood waste
- 1995 Entrance of the Anton Heggenstaller company, implementation of the formwork panel production
- 2004 Takeover by Pfeifer Group
- 2005 Construction of a pelletising plant
- Until 2010 Holzindustrie Donau
- From 2010 Pfeifer Holz s.r.o.

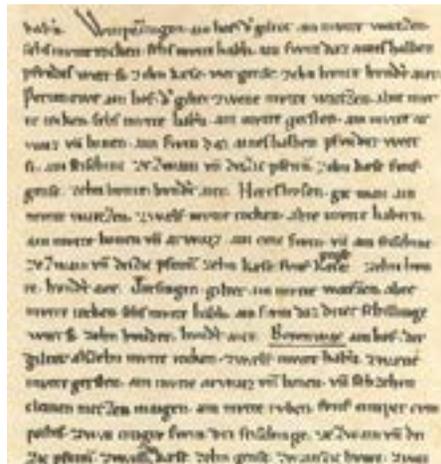
Administration building



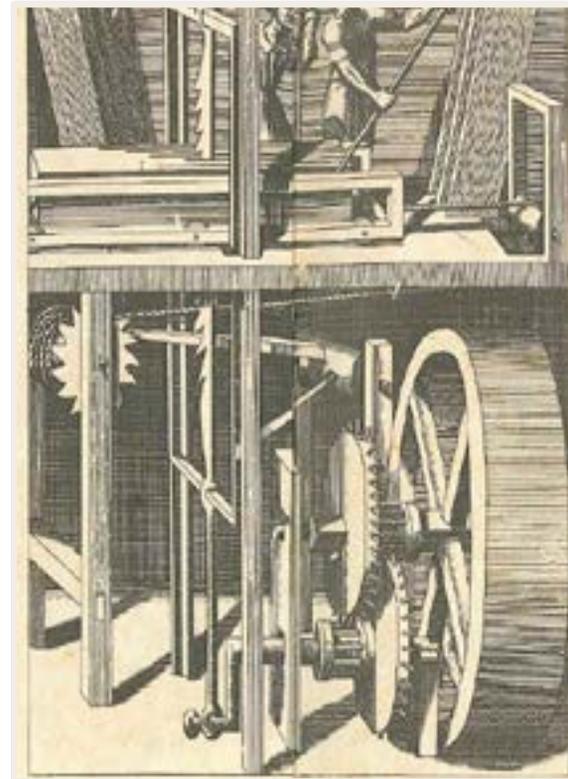
UNTERBERNBACH SITE

SAW MILL FOR 530 YEARS

The site in the Bavarian Unterbernbach has been part of Pfeifer Group since 2005. With this acquisition, not only was the direct sales position strengthened in Germany but, with Anton Heggenstaller GmbH, a company with a long history in wood processing took over. Already in the 13th century, the mill on the river Paar appeared on the records of the then rulers. Round wood has been processed into trimmed timber for 530 years. Today, 930,000 cubic metres of solid wood can be cut at the site. From the saw mill by-products, around 220,000 m³ of pallet blocks and 150,000 tonnes of pellets are obtained per year. 75 million kWh of green electricity are annually produced in the biomass combined heat and power station.



In this excerpt from the "Urbar" (a sort of land register) of the Bavarian Wittelsbach dukes from the year 1237, the first mention of the Unterbernbach mill (Berenwac) appears along with the simultaneous indication of the compensation paid to the Aichach Tax Office by the miller for the legal right of use.



Around 1600, a mechanical saw ("a cutting mill to cut wood on it") with wheel, driving mechanism and cable for power transmission performed sawing as a contemporary frame saw.

The site today:

- ≡ Personnel: 240 employees, including 14 trainees
- ≡ Log yard: 2 grading stations with sorting strand, 66 boxes with a storage capacity of 25,000 cubic metres roundwood
- ≡ Saw mill: Output, 700,000 cubic metres of cut product in a 2-shift operation
- ≡ Drying: 25 drying chambers divided into three blocks, drying volume: 7,000 m³ per week
- ≡ Scrap wood drying: 4 belt dryer with a production capacity of 36 tonnes per hour
- ≡ Pelletising plant: 8 presses in two separate lines, production capacity: 150,000 t pellets per year
- ≡ Composite pallet block production: 13 presses incl. 2 cutting-to-size saws, production capacity of 650 m³ per day
- ≡ Power plant: 50 MW plant with flue gas condensation, turbine 9.8 MW of electricity



The workforce in around 1906

From the mill to modern timber industry

- 1237 The mill located in Unterbernbach was first mentioned in 1237, which is evidenced in the Wittelsbach dukes' records.
- 1486 Mention of a log frame saw with water drive
- 1638 Mention of a flour, oil and saw mill
- 1855 Takeover of the site by Paul Heggenstaller. At that time, the mill was driven by seven water wheels.
- 1876 Handover to Anton Heggenstaller
- 1941 Sawmill with a cutting capacity of 1,500 cubic metres per year
- 1955 Increase of the cutting capacity to 5,600 cubic metres per year
- 1962 Decommissioning of the flour mill
- 1967 Cutting capacity: 24,000 cubic metres per year
- 1972 Cutting capacity: 41,000 cubic metres per year, compressed wood patent registration
- 2005 Takeover by Pfeifer Group, major investments at the v.a. site in pelletising and a power plant
- 2012 Integration of Anton Heggenstaller GmbH into Pfeifer Group



Mill and saw mill in 1855



View from 1906



Mill in 1916



Mill, saw mill, planing mill and panel factory in 1951



The site in 1985



The Unterbernbach site today

TRAINING ON PFEIFER'S PREMISES

CAREER WITH AN APPRENTICESHIP

Pfeifer Group displays quality awareness and sustainability thinking not only in its products but also in training young people. Oskar and Fritz Pfeifer, sons of the company founder Barbara Pfeifer, successfully completed their apprenticeship as saw workers already in the fifties of the last century.

Since that time, much has been done not only in business but also in the apprenticeship & training field. Within three generations, the Pfeifer family business has developed into one of the leading companies in the European timber industry. In particular, this is a credit earned by our employees. Quality awareness and customer orientation are at the centre of our company philosophy, as well as promoting the talents of our employees as much as possible. Sustainability determines our actions - not to mention in-house training. Therefore, promoting youth is particularly dear to us. We are proud to be able to offer secure future prospects in a consolidated company to around 25 young people as part of an apprenticeship at our Austrian and German sites.

VERSATILE GUIDANCE

In Austria, young people who complete apprenticeship are called "Lehrlinge" (apprentices), whereas in Germany "Azubis" (trainees). Two different names for the

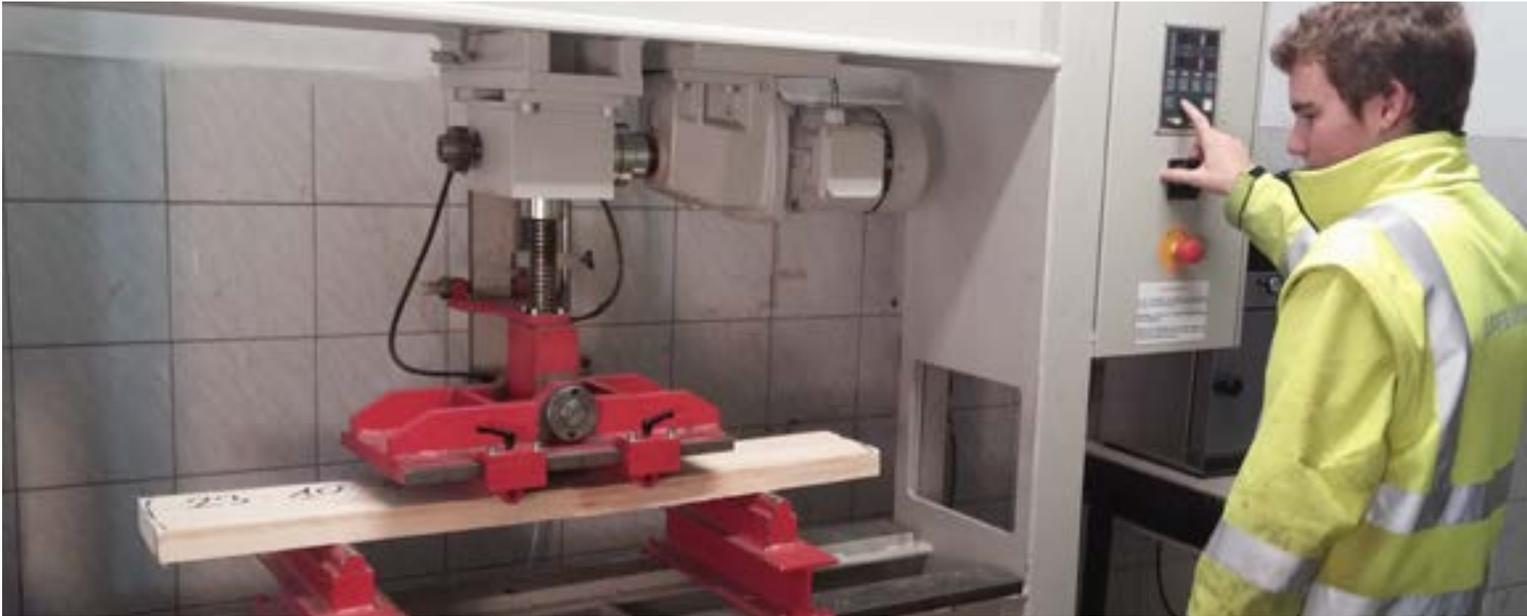
same content. What is, however, slightly different in Austria and Germany is the training offer: At our Tyrolean branches, there are three types of apprenticeship at Pfeifer: Wood engineer (3 teaching years), metal engineer (3.5 teaching years) and electrical engineer (4 teaching years). At the German Unterbernbach, Lauterbach and Uelzen sites, young, motivated people can, for example, complete the three and a half year apprenticeship and become industrial mechanics. In Unterbernbach and Lauterbach, there is also the opportunity to learn the wood working mechanic profession (3.5 teaching years). Further skilled trades with the same period of apprenticeship are industrial electrician (Unterbernbach) and mechatronic engineer (Lauterbach). The training for industrial management assistant and office management clerk, which can also be learnt in Unterbernbach, lasts three years. In this case, it is possible to shorten teaching time depending on the completed educational background.



Trainees Verena Durner and Matthias Schwaiger with instructor Franz Mair.

DUAL POWER

Training during an apprenticeship period is mainly based on a dual system, which guarantees an optimal professional basis. In this case, "dual" means that training takes place on two parallel tracks: on one hand in the company, on the other in a classroom at a vocational school. In this way, theory and practice can be best



Jack Gilsing while performing a bending test.

linked. This mix of company and training centre apprenticeship schemes provides a practically-oriented, in-depth consolidation of expert knowledge in combination with the provision of expert know-how. While German trainees have almost all their school leaving examinations (Abi) in their pockets, apprentices in Tyrol benefit from the model "apprenticeship with school leaving examination (Matura)", whereby tertiary education facilities are also open to graduates.

BEST OF BEST

In all in-house training programmes, our motto is: "The best can be learnt only from the best!" Our apprentices are taught by absolute professionals to become part themselves of the circle of these experts in the future. To ensure high quality also in this respect, when selecting trainers, we attach great importance to the fact that they are constantly updated in their specialist fields. Some of our tutors are themselves members of audit committees, such as instructors Patricia Fiorella and Franz Mair in Germany. Only someone who is enthusiastic about progress can also motivate young people and inspire to achieve peak performance.

ADVANCED COURSE OFFERINGS

A bonus scheme unified in Austria and Germany as part of Pfeifer's training programme ensures uniform transparency, whereby special services are taken into account both in the vocational school or during apprenticeship exams. For the very zealous ones, there is even the possibility of getting free-of-charge forklift licenses. On the other hand, should someone have problems in theoretical training, then we offer tutoring. We organise not only seminars on various topics concerning young people, such as the risks of cigarette, alcohol or drugs abuse, but our apprentices also attend preparation courses for the final apprenticeship examination. If after successfully passing the apprenticeship examination thirst for knowledge has not yet been satisfied, we support successful trainees financially and over time so that they can complete master training. Best examples of this are currently Roman Flühr and Sebastian Schmid, who have started master training in mechatronics.

WORK IS FUN

At Pfeifer, fun and pleasure are not missed out. As a matter of fact, common trips are organised to allow trainees to know each

other better and also get in touch with other sites. But our junior employees' creativity knows no limits. Every year, a special highlight at the Christmas party in Unterbernbach is a theatre performance which local trainees rehearse with great commitment. Of course, an essential role is also played by the family and social environment of our apprentices. Therefore, parents' evenings are held, where also relatives, friends and acquaintances can get an idea of our company.

FROM APPRENTICE TO CEO

Pfeifer Group's versatility provides our trainees in all respects with an ideal environment for promotion and career opportunities. The best example is former apprentice and current managing director Michael Pfeifer. Other successful examples are Hannes Friedrich, an estimated in-house all-rounder, who since his educational beginning in 1980 has served various positions, from work preparation head to site manager. Dietmar Seelos joined the company as an apprentice in 1986 and is now responsible for around 400 employees as Imst site manager. Sandra Koch completed her training as an industrial management assistant in Unterbernbach

and now heads Germany back office staff. An equally brilliant example is Mr. Christian Siegl who has successfully completed his training as an industrial mechanic and is now deputy head of mechanical maintenance at the Unterbernbach site. Also Gregor Triltsch began in 1997 as a trainee and today heads the trimmed timber distribution department. Susanne Parth and Christine Brunner completed their educational path as office clerks with Pfeifer in 1991 and 1995 respectively, and are now estimated and experienced employees active in their fields in Imst and Kundl.

These successful employees show that the phrase "Apprentices are our specialists of tomorrow" is really experienced in our company.

JUST TRY OUT!

Are you now interested and do you want to have a try yourself in Pfeifer? Then we look forward to having you with us for a few trial days or as part of the student internship programme. Mutual acquaintance is very important not only for a soon-to-be apprentice, but also for the company. Because with us, you are challenged and encouraged not only during the trial days, but during the entire training period. In principle, all young people who want to professionally use their handicraft skills and are interested in wood applications are welcome in Pfeifer's team! ☰

IN AN INTEVIEW



Jack Gilsing is training as a wood engineer in his first year at Pfeifer Group's Imst (A) site.

timber: Why did you apply for the open apprenticeship of wood engineer at Pfeifer?

JACK GILSING: The wood engineer apprenticeship has really appealed to me on the Job Fair. Since the Pfeifer company is one of the few enterprises in the Tyrolean Oberland to offer this training, I immediately applied for it. For two weeks I became acquainted with my future tasks and important contact persons in two different areas in Imst. And then I was certain that I wanted to learn the next three years here.

timber: What tasks does your training involve and/or which departments will you go through during your apprenticeship in the Pfeifer company?

JACK GILSING: During my three-year apprenticeship, I will pass through three different areas: the glue-laminated timber plant, bio panel plant and saw mill. I am currently working in the glue-laminated timber plant and run different quality controls such as bending and glue tests autonomously almost every day. Likewise, I already know how to sort, stack, dry and store the various trimmed timber products. At the same time, during my training, I learn to use the main machines.

timber: What is the most fun in your training?

JACK GILSING: My work is very varied. I have already been assigned different tasks that I can carry out on my own. Likewise, I appreciate the good working atmosphere.

timber: What is the most demanding aspect of your training?

JACK GILSING: Wood working and processing combined with areas of mechanical engineering and quality management require an extensive knowledge and high level of craftsmanship.

timber: What have the personal highlights of your apprenticeship been so far?

JACK GILSING: I liked the parents' evening very much because we apprentices were able to present some key points of the company and show our families, relatives and friends some of the work pieces prepared by us. Another highlight are the regular external visits from various school groups. We apprentices get the opportunity to present ourselves and our training to large groups of students.



Franz Mair has been employed and responsible for mechanical maintenance training at the Unterbernbach (D) site for 29 years now.

timber: Please report briefly on your career with Pfeifer.

FRANZ MAIR: I started in 1987 as shop fitter with Pfeifer predecessor Heggenstaller, and cared for apprentices already at an early stage. After my master exam I took over the workshop as head mechanic, always placing a great deal of attention on our trainees!

timber: Are you a full-time instructor?

FRANZ MAIR: In addition to training, I am employee organisation head in Unterbernbach and in charge of mechanical maintenance.

timber: How many trainees have been trained by you at Pfeifer?

FRANZ MAIR: Autonomously responsible for 50 young people, a task in which it has always been important for me to treat everyone individually.

timber: For how many trainees are you currently responsible?

FRANZ MAIR: Currently, 5 industrial mechanics.

timber: What do you like in particular about your job as instructor?

FRANZ MAIR: The best thing I like is moulding young people into adult skilled workers who have a great future in our company ahead of them!

timber: Why should a young person opt for training at Pfeifer?

FRANZ MAIR: Because young people are trained in a very competent yet familiar way.

timber: What do you attach importance to when dealing with a trainee?

FRANZ MAIR: To me, it is important that young people are willing to learn, honest and good team players.

timber: What kind of takeover opportunities are there after the apprenticeship?

FRANZ MAIR: After passing the examination, all trainees are still kept in the company for at least half a year, and then we try to find these young skilled workers a suitable job in the company.

timber: What are the special features of training at Pfeifer?

FRANZ MAIR: I try to create a community of clerks, electricians and industrial mechanics with joint activities such as a forest exploration, various trainee events and the joint creation of a Christmas party, because who experiences the benefits of team work in youth, will support it also later on.

PFEIFER

TRAINING FACTS

Training occupations

Imst and Kundl (A)

- ≡ Wood engineer (3 years)
- ≡ Metal engineer (3.5 years)
- ≡ Electrical engineer (4 years)

Unterbernbach (D) *

- ≡ Industrial mechanic (3.5 years)
- ≡ Wood working mechanic (3.5 years)
- ≡ Industrial electrician (3.5 years)
- ≡ Office management clerk (3 years)

Lauterbach (D) *

- ≡ Industrial mechanic (3.5 years)
- ≡ Wood working mechanic (3.5 years)
- ≡ Mechatronic engineer (3.5 years)

Uelzen (D) *

- ≡ Industrial mechanic (3.5 years)
- ≡ Industrial management assistant (3 years)

We are looking for young people who:

- ≡ Are willing to learn new things
- ≡ Go with energy to work
- ≡ Dskilled in handicraft
- ≡ Have basic computer skills (MS Office)
- ≡ Are able to communicate and team players

We offer:

- ≡ A varied and exciting range of assignments
- ≡ Comprehensive technical support during training
- ≡ A pleasant working atmosphere
- ≡ Ongoing advanced training
- ≡ Premiums in case of very good school performance

* Possibility of reducing the period of apprenticeship

LONGTIME EMPLOYEES

A HUGE THANK YOU!

As part of the Christmas celebrations at the Kundl, Imst and Unterbernbach sites, longtime employees were honoured last year. The management thanked them for their tireless effort, diligence and conscientiousness.



Unterbernbach site: from left to right: Ulrich Eckmayer, Angelika Hoffmann, Asir Öncü, Anton Asam.

Today, company allegiance, loyalty and integration are unfortunately no longer taken for granted in our fast-paced time. All the more so, we are really pleased when our employees feel so comfortable with us that they stay with us for decades - more than 20, even 30 years. This fact speaks well also for Pfeifer's philosophy, which is characterised by strong employee orientation and motivation thoughts, among other things.

KUNDL (A):

At this year's Christmas party of the Kundl saw mill, four longtime employees occupied centre stage as each of them has remained loyal to the site for 25 years now.

"I am particularly pleased that four ethnic Turkish employees worked a total of 100 years in our sawmill in Kundl," said CEO Michael Pfeifer in his celebratory speech, pointing out that Turkey has also become a very important market for the company in the meanwhile. "Only in 2015, we delivered 200 lorries of formwork beams to Ankara and Istanbul" said Pfeifer. Hüseyin Cibikci was the first of the four to begin work at the Linck line in our sawmill in Kundl on September 3rd, 1990, and is now and was then a reliable and versatile employee in the capping area. If additional hands are needed, Mr. Cibikci

also helps in other areas, such as packaging, for short periods. His colleagues appreciate him for his diligence and commitment: "He is always there when you need him!" On November 13th, 1990, he was followed by Cihan Tasdemir who took over as a capping colleague. Mr. Tasdemir was already broadly oriented at that time, and after a few years changed and joined in the forklift fleet as a driver. Today he carries out this activity accident-free, dutifully and competently and is also responsible for lorry loading and kiln filling. In the company he is simply considered one of the best forklift drivers. The third component of the trio is Eyüp Candir. He also started his career at Pfeifer in 1990, more precisely on November 28th. Since then, he and Mr. Cibikci have been an unbeatable team in the Kundl sawmill. Things could not be imaginable in the Kundl saw mill community without Ilyas Yildiz, who joined the site on December 10th, 1990. To date, he has carried out work at this site with commitment and accuracy.

IMST (A):

In Imst, crying with one eye and laughing with the other, we said goodbye to two

deserving employees who spent together over 40 years of service there. The first of the two is Elisabeth Lanbach, who started work in the then newly constructed form-work panel plant on April 22nd, 1991. Until her retirement on October 31st, 2015, she was employed for 24 years by Pfeifer in Imst. Almost a legend in Imst is Reinhard Kolb, who began work as a lorry driver in the local Pfeifer plant on May 2nd 1991. In this function the trained mechanic was mainly responsible for the delivery of solid wood panels. Even foreign missions were not uncommon and were performed by Mr Kolb in an absolutely reliable and experienced manner. The main destination was Switzerland, where he delivered for 18 years regularly. Together with his remaining trips, Mr. Kohl drove about 125,000 kilometres with his lorry and brought a total of approximately 3,700 loads safely to their destinations. In the process, he incredibly covered as many as 2.25 million kilometres. After 18 years of service, Mr. Kolb looked for a new challenge in the company and found it in the glue-laminated timber production, where he moved in 2010 and accomplished absolutely reliable services until his retirement on January 1st, 2015.

On the occasion of the numerous service anniversaries, local celebrations were organised by Franz Mair and the trainees in an especially solemn and affectionate manner. ≡



Unterbernbach site from left to right: Johann Buchard, Gernot Horneß, Andreas Hager, Franz Mair, Ewald Franzoi, Thomas Hauchwitz, Jessica Reiner, Katharina Sebalj



Imst site from left to right: Bernhard Pfeifer, Michael Pfeifer, Reinhard Kolb, Clemens Pfeifer

UNTERBERNBACH (D):

But the true Pfeifer's "veterans" are from the Unterbernbach plant, Bayern. Although 37 long-service awards were conferred at this year's Christmas party, we can only bring a small selection of honorees here. Anton Asam celebrated his 35th service anniversary, for which he of course received a special tribute by the company management. But also Ulrich Eckmayer, Angelika Hoffmann and Asir Öncü have already spent 30 years of service in Unterbernbach. Sinan Yigit has already diligently served Pfeifer for 20 proud years. Jörg Matthias, Remzi Pekel and Christian Siegl leave behind 15 working years in the company. Johannes Faigl, Martin Glas, Gerhard Reindl and Franz Seitz were awarded for 10 years of loyalty.



Kundl site: from left to right: Cibikci Hüseyin, Tasdemir Cihan, Candir Eyüp with wife, Yıldız Ilyas with daughter



Imst site: from left to right, Brigitte Kammerlander, Elisabeth Lanbach, Michael Pfeifer



THE ROOF OF THE MOUNTAIN RESTAURANT ON THE ARLBERG (A) MUST WITHSTAND THE HIGHEST LOADS

1,000 GUESTS ON 1,850 METERS ABOVE SEA LEVEL

ABOVE SEA LEVEL

The construction of buildings in the High Alpine region is a true masterpiece of civil engineering. Good specimens combine high functionality with a pleasant ambience. At the same time, fire protection and hygiene regulations must be complied with. Last but not least, the alpine weather is a challenge for construction. In St. Anton am Arlberg in Tyrol, one of the largest mountain restaurants was renewed in one of Austria's most popular ski resorts at 1,850 metres above sea level. At the "Gampen" mountain station, an impressive new building has received



The rafters can withstand
720 kg/m² snow load.



up to 1,000 guests daily since early December 2015. If you direct your gaze upwards from the inside, you will discover a wooden structure which actually looks rustic - but this shape can only be implemented with modern laminated wood. The construction and carpentry company AT Thurner Bau has purchased Pfeifer Holz's glulam. Both companies are from Imst, 40 km away. Yet the supplier was in no way only chosen due to its geographical position. The hundreds of rafters required in quality for use in visible areas ideally originated from Pfeifer's modern production based on a surface scanning system.

WHEN THE 14 METRE-PURLINS MAY BE ONLY 12 METRES LONG...

Even for the experienced master carpenters in alpine construction of AT Thurner the mountain restaurant was a challenge. Under a roof surface of 2,700 m², the building offers space for three restaurants and a bar. The architectural firm Jäger from the provincial capital Innsbruck designed a spacious building in typical Alpine gable style. Due to the large size of the facility, nine



gables were implemented. This limits the height to 14.5 m - and gives the building a silhouette that is not unlike the mountains in the background. The up to 12 m high walls are made of reinforced concrete. The workers built them after demolishing the existing building in spring 2015. Then, the carpentry team took over. The roof rests on a classic purlin and rafter construction. The purlins are anchored in the walls and - as in the guest room - supported by glued-laminated columns. The largest span width of the purlins is 14 m - which certainly posed a challenge.

The purlins embedded in reinforced concrete walls and resting on columns are up to 1.2 m high are up to 1.2 m high

It was only possible to transport a maximum of 12 m long elements by truck," explains construction manager Alfred Jeitner. The engineers solved this problem with Gerber beams. Another major challenge was the snow load. On the winter sports mecca Arlberg, this is calculated as 720 kg/m² (for comparison: in Munich it is expected to be 115 kg/m²). Multiplied by the roof surface, the result is a total calculation load of 1,944 t of snow. This results in a lot of wood.

RAFTERS SIZED 12 X 28 CM OR 12 X 32 CM

At a first glance at the architectural design, Jeitner knew that a "slightly larger" project was instore for the 50-man carpentry team. The timber list was sent to the glulam decorator Pfeifer. "I've been in the business for 17 years. We always buy our laminated wood from Pfeifer. With them, there are no problems at all," explains Jeitner. On the contrary: Demands for glue-laminated timber have steadily increased and its quality improved over the past decade and a half. An optical scanner, experienced staff and a joinery plane provided the necessary visual quality in the Pfeifer plant. 500 m further east, the glue-laminated timber elements produced according to the list were cut in Thurner's joinery factory. The most common rafter sections were sized 12 x 28 cm and 12 x 32 cm. The purlins measured from 24 x 40 cm up to 24 x 112 cm.

The engineers refrained from using metallic compounds almost completely. "We prepared the rafter-purlin connections with dovetails. Gerber beams are also pure wood to wood connections," explains Jeitner, who was also responsible for the static pre-dimensioning of the roof. The employees always ensured careful handling of the wooden surfaces. In the winter season, no dents or scratches should be visible in the

high-quality laminated wood. Rafters, purlins, columns and smaller parts were wrapped in foil and packed. A three-axle truck took them in over 25 trips on a highway, through road and forest road to 1,850 metres above sea level. The material was stored on the construction site.

ALSO SHINGLES ARE MADE OF WOOD

Over the rafters the carpenters applied planed spruce formwork panelling. Insulation was obtained with polyurethane panels. On top there is an OSB panel, flamed waterproof with bitumen. This creates a warm roof, which shows wood in its bottom view. That wood has to be displayed also on the outside, almost goes without saying. The roof



Inside the roof is supported by almost filigree-looking glued-laminated timber columns.



Shortly before completion, it became clear how well the gable roof fits the landscape.

was covered with wooden shingles.

DIRECT YOUR GAZE UPWARDS

Conclusion: Anyone who spends a day of skiing on the Arlberg should plan a refreshment break at the Gampen mountain station. Not just to warm up, but to absorb the combination of aesthetics, efficiency and quality of this structural wood construction. Four Tyrolean enterprises - Pfeifer Holz, AT Thurner Bau, Architect Jäger and the Arlberg cable cars as the client - made it possible. ≡



"One of the biggest challenges was the length of the components. Transport was limited to 12 m."

ALFRED JEITNER // Construction manager

PFEIFER GLULAM

The production of glulam in Tyrol has a long tradition. Pfeifer Holz began dealing with it in Imst already in 1988. The raw material comes from the company's own saw mills. 2013, the glulam plant was completely modernised. New core components of production are two high frequency presses. This technology allows the highest flexibility in the production of cross-sections and lengths. So orders can be flexibly and accurately processed and consignments assembled according to customer requirements. All slats are checked for solidity. This allows producing high-strength glue-laminated timber girders. Pfeifer produces GL24, GL28 and GL32 as standard. After sorting and finger jointing in a continuous press, the slats are glued with a MUF adhesive. The quality requirements are constantly rising - also because more and more glue-laminated timber is installed in visible areas. As before, wood defects are still remedied with manual work. Knotholes and resin pockets are milled by trained staff and replaced with wood patches. For finished goods, Pfeifer specifically ordered the construction of a scanner which monitors every square centimetre on four sides.

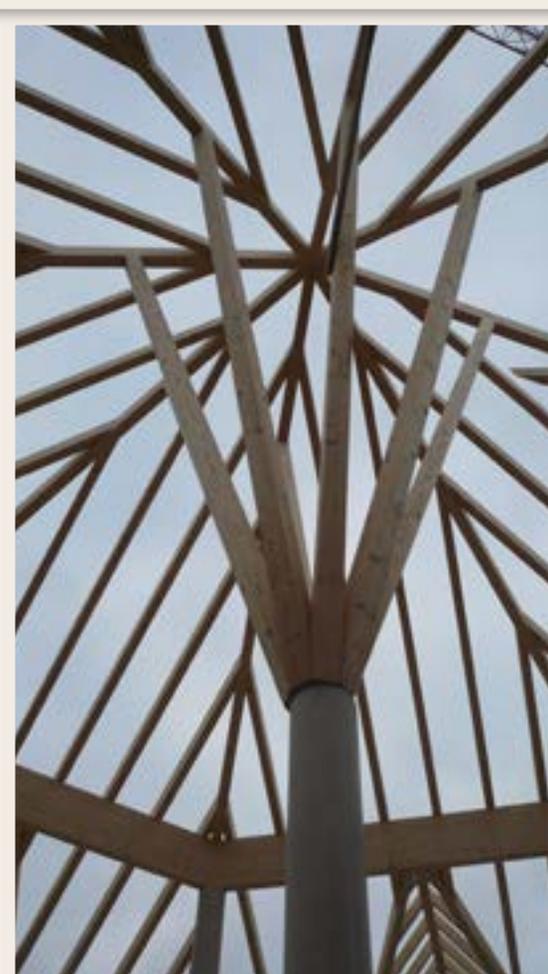
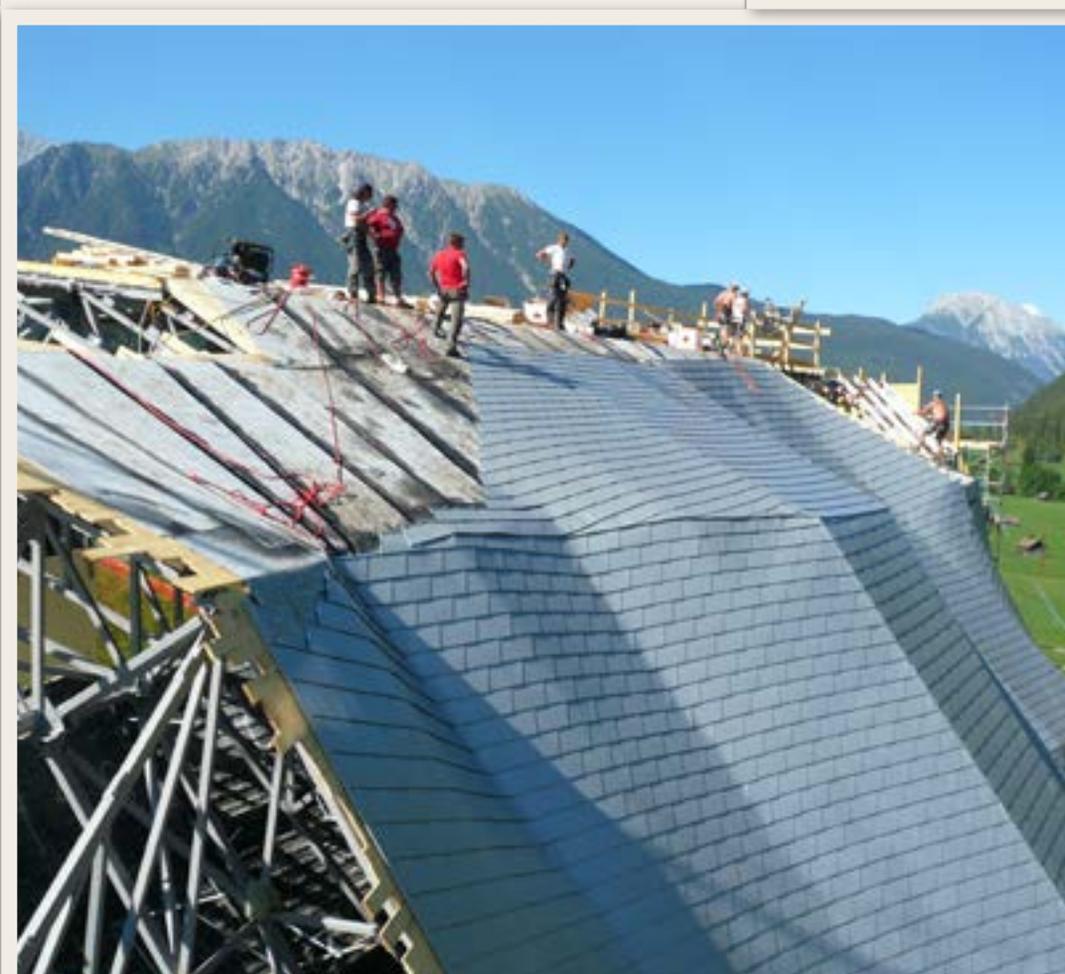


The two high frequency presses in Pfeifer glulam production area.



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Products for
timber
construction



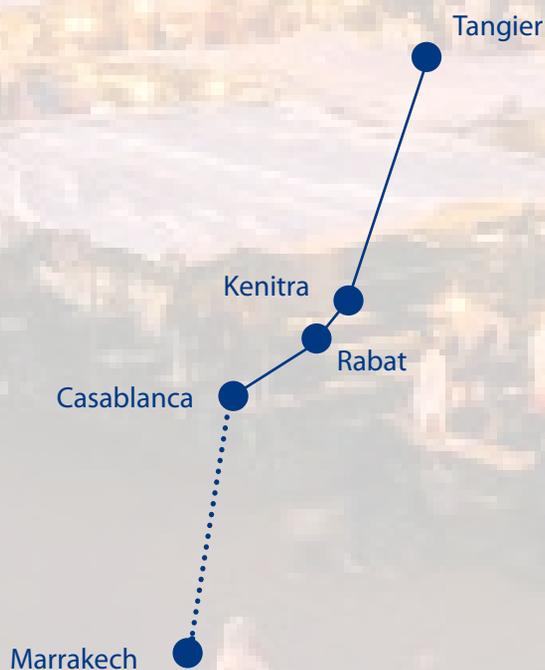


AT FULL SPEED ACROSS MOROCCO, PFEIFER'S PLANKS CONQUER THE WORLD

IN AFRICA, THE FIRST HIGH-SPEED TRAIN OF THE CONTINENT WILL BE BUILT -

USING FORMWORK PANELS AND BEAMS BY PFEIFER

Speed rail line "Tangier - Casablanca - Marrakech"
Operating speed: 320 km/h
Commissioning Section 1 by 2018



Pfeifer's decades of experience in the production of high quality formwork panels and beams pays off once again. Since 1971 the company has been successfully producing these items. After an intensive development and testing phase, Pfeifer presented PF20plus which is still lighter, stronger, safer and more durable than any of its predecessors. After Germany, Switzerland, the Netherlands, Turkey, Colombia, the United Arab Emirates and Singapore, this has now attracted the interest of Morocco too! Overall, Pfeifer's formwork products are used in the construction sites of over 100 countries.

TRADITION, POTENTIAL AND RELIABILITY

In construction, formwork panels and beams have a long tradition, since their applications are very versatile. Panels are used not only to plank walls and ceilings, but more and more often in bridges and tunnels as wells. With a production capacity of 8 million metres of formwork beams and 6 million m² formwork panels, Pfeifer is one of the most powerful manufacturers of concrete formwork products worldwide. But not only the potential counts - a continuously consistent quality and permanent delivery capacity are equally major certainties at Pfeifer. No matter whether at airy mountain heights in Switzerland or at Dubai busy airport (the world's sixth largest airport in the world) - Pfeifer products are ideal for all circumstances, purposes and conditions.

KEY ROLE IN MEGAPROJECT

This is now proven by Pfeifer also in Africa: Our formwork products are going to prove their suitability as part of a spectacular and impressive project in Morocco, namely the construction of the first high-speed train in Africa. At a speed of 320 km/h, this high-speed train will roar through Morocco and connect major cities in the country directly and quickly. By 2035, 1,500 kilometres rail line shall be laid here. The first 350 km

section will be the Tangier - Casablanca route, which is to be put into operation before 2018. In the near future, this route will be one of many others opening up wide regions within the "Atlantic Line." Auch Rabat, Essaouira, Agadir und Marrakesch shall be connected. An evolution will also be the "Trans Maghreb line," which is expected to connect to Oujda in the north east and to Algiers and Tunis. For this purpose, also all stations will be modernised.

DRIVING FORCE FOR THE ECONOMY

Back in 2007, France's former President Nicolas Sarkozy and Morocco's King Mohammed VI signed an agreement for the implementation of a high-speed rail link between the cities of Tangier and Marrakech. And now, eight years later, the project is finally becoming a reality. To the delight of the local population, because currently a trip from Tangier to Casablanca on the ancient route lasts as many as four and a half hours. With the new high-speed trains, travellers will need only half as long. Thereby, also the number of passengers is expected to increase from the current two millions to six to eight millions, especially thanks to the tourism traffic. Modernisation in this area is essential for Morocco to increase the competitiveness of the national economy and promote social development.

RAILWAY TRANSPORT ON THE RISE

Morocco rail network is very well developed compared to other African countries. A total of over 2110 km railway line runs through the country, of which 1284 km even electrified. The trains reach a maximum speed of 60 kilometres per hour. However, there is an urgent need to expand the network, because only from 2003 to 2011 passenger railway transport increased on average by 12 to 14 percent million passengers. Expectations are high as to what remains to be done in Morocco! ☰



In use: formwork beams by Pfeifer in the construction of the first high-speed train in Africa.





REFERENCES
Formwork
products





THE SOLID WOOD PANEL PLANT IN THE IMST (A) SITE WAS MODERNISED AND REBUILT

INVESTMENT IN ECOLOGY AND EFFICIENCY

Since 1985, single and multi-layered solid wood panels have been produced in Imst (A). Now, the production facilities were modernised and the sealing station in production renewed. With the conversion of the plant, a conversion of the panel format also occurred. The 3-layer solid wood panels are produced wider - the standard measure has changed from the previous 2.0 metres to the present 2.05 metres. As a further consequence, there are also plans to produce new panels with thicknesses of 50 to 60 millimetres. The secret of the high-quality processing of upmarket panel materials still lies, however, in the combination of exact wood drying with highest sorting standards. Meanwhile, the Imst site has a production capacity of 2.5 million m² of solid wood panels per year, which makes it one of the leading manufacturers in Europe. Naturally, also in Imst, Pfeifer remains faithful to its principle to completely further process raw materials. For this reason, all raw materials are from the company's own saw mills; as a result, Pfeifer closes the value chain and achieves a 100 percent processing and use of a valuable and sustainable natural resource such as wood within the group.

ECOLOGICAL AND HIGH QUALITY

In this sense, in Pfeifer, sustainability and environmental friendliness, which are reflected in the choice of modern ecological techniques among other things, are assigned an equally important role along with quality, which is always consistently high thanks to systematic checks of quality assurance from round wood through to finished panels. In order to also maintain this level of quality in line with environmental protection, productions undergo periodically an external quality control through the Development and Testing Laboratory for Wood Technology (EPH), Dresden. Likewise, it can also be factually proven that the wood comes from sustainable, well-managed forests and responsible sources. The PEFC and FSC certification schemes offer us additional signals that environment and quality are equally important for Pfeifer.

DEMAND FOR VERSATILITY

However, wood is not only the most environmentally friendly construction material - it binds, as has been proved, long-term CO₂ greenhouse gases, thus significantly reducing emissions into the atmosphere - but also the one with the longest tradition in the construction industry. What makes this raw material so successful is

its versatility, which is questioned in new and advanced materials. Wood and wood construction are the latest trend. Especially in today's time, when catchwords such as ecology, sustainability and energy efficiency are on everyone's lips, solid wood panels provide versatile solutions for modern wood construction and high-quality interior decoration.

BEST PROPERTIES

With properties that are impressive in many areas - from technology to handling, up to emotional aspects - the solid wood panels from Imst have conquered the market: Through multilayer crosswise gluing, they are rigid and dimensionally stable. Exact drying (8% ± 2%) and the professional processing of the top slat and middle layer prevent panels from cracking. Thanks to their relatively low weight, panels feature high tensile strength, which allows them to be used in versatile ways and further processed. Because of standardised formats and qualities, they can be made available at any time and at short notice. Natural materials ensure a comfortable indoor climate and coziness. And finally, a balanced surface image obtained by careful sorting makes them also aesthetically valuable. ≡



The new sealing station in Imst solid wood panel plant.

SOLID WOOD PANELS FROM PFEIFER

Since 1985, mono- and multi-layer solid wood panels for a variety of applications in modern furniture, interior design and wood construction have been produced at the Imst site. With a production capacity of 2.5 million m² of solid wood panels, Pfeifer is among the leading manufacturers in Europe.

NEW:

- ≡ **FORMAT:** The width standard size has changed from the previous 2.0 m to 2.05 m
- ≡ **THICKNESS:** New panel thicknesses of 50 to 60 mm



SAWN TIMBER

WITH A PRODUCTION CAPACITY OF OVER 2 MILLION M³, Pfeifer is one of the leading manufacturers of sawn timber in Europe. In the sawmills, sawn timber in various dimensions and planed goods are always in stock to be optimally used by the customers on the short term.

NEW IN ASSORTMENT: PINE SAWN TIMBER

- ≡ German pine (pinus sylvestris) from sustainably managed forests
- ≡ Interesting range of panel manufacturers, coffin manufacturers, wood garden and in export
- ≡ Meaningful alternative to spruce non-visible area
- ≡ Economical product with high strength and good impregnating properties
- ≡ Artificially dried to 16% (+/- 2%) or as required, including phytosanitary certificate, dry dimensions preserved
- ≡ Incision mit modern Linck chipping line
- ≡ Clean parquet effect, exact capping on both sides
- ≡ Dimensions: Thickness 22 - 150 mm; width 75 - 305 mm; length **4,0** / 3.6 / 3.0m

TEAR-RESISTANT FABRIC EXPORT PACKING

- ≡ Extremely tear-resistant
- ≡ Diffusion-open on one side
- ≡ Safe protection against sun and humidity

Uelzen (D)
270,000 m³

Lauterbach (D)
600,000 m³

Unterbernbach (D)
560,000 m³

Imst (A)
40,000 m³

Kundl (A)
580,000 m³



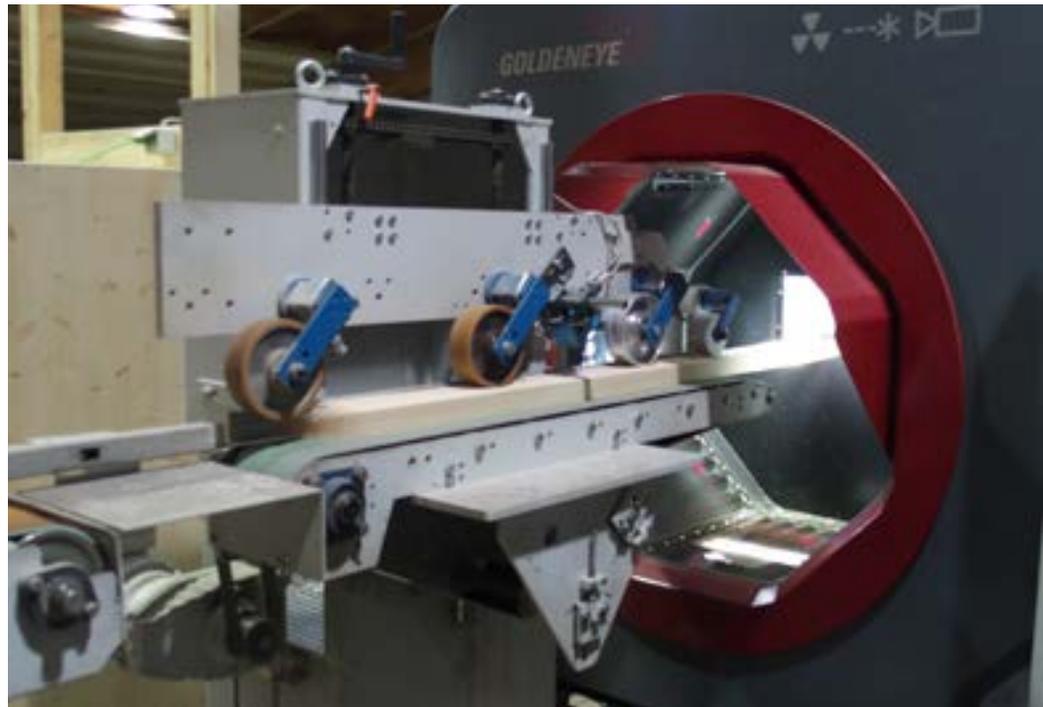
FORMWORK BEAMS

QUALITY ASSURANCE AT THE HIGHEST LEVEL

In the production of concrete formwork products, quality and flexibility are Pfeifer top priority. The new generation of formwork beams takes these principles fully into account - and not only that: After an intensive development phase and under strict test conditions, Pfeifer has finally succeeded in adding an absolutely revolutionary formwork beam to its range, the PF20plus. It is more stable, secure and durable than its predecessors and in addition also lighter! This makes it particularly versatile - from ceiling boards to wall, bridge and tunnel formwork through to work platforms.

A LASER THAT SEES ALL ERRORS

To improve the product quality, a latest generation scanner was installed in 2015 - Microtec 706. The combination of 4 colour cameras (detection of surface quality), a Viscan scanner (measurement of dynamic modulus of elasticity), an X-ray scanner (evaluation of bulk density/solidity) and an FMI system for non-contact wood moisture measurement enables optimal quality check. The features of the beam wales that so not meet high requirements are thus recognised. Then the scanner transmits data directly to the chop saws which precisely detect any degraded spots. As a result, the consistent high quality of Pfeifer formwork beams is guaranteed. ☰



The PF 20 plus formwork beam

"With the scanner, we can
guarantee continuous,
consistently high quality of
our formwork beams."

DIETMAR SEELOS // Site manager



PELLET SACKS FROM TRHANOV

TOP QUALITY BAGGING SPECIALIST

At the Trhanov (CZ) site, 27,000 tonnes of pellets have been produced per year since the end of 2005.

Not far from the Czech-German border - about 15 km north east of Furth im Wald - is the production site Trhanov, which was acquired in 2004 by Pfeifer Group. In the Czech plant, about 2 million square metres of concrete formwork panels and 27,000 tonnes of pellets are produced every year. When panels are produced, large amounts of dry wood shavings are generated. Wood is a very valuable resource and it is worth using it 100 percent as far as possible. Therein lies the future. To implement even there the full recovery principle prioritised by Pfeifer, 27,000 tonnes of pellets have been annually produced in Trhanov since the end of 2005 in a newly built facility. Just because exclusively dry wood shavings generated during production are used to manufacture pellets, a consistently high quality of pellets is ensured. Investment has also been made in a new, highly advanced bagging system. With this new facility, the Trhanov site is highly flexible and can respond to individual customer requirements in the shortest possible

time. Slender, broad sack formats are possible. With this move, Pfeifer responds to a growing demand for sacks in Germany and Italy. "Providing the customer with top quality as well as offering them an all-round good service is our mission." Thanks to the geographical location of our plant directly on the German-Czech border, Bayern and large parts of central Germany can be reached quickly and at low shipment costs. With this new bagging system, individual customer requirements can be addressed, and thus an increased level of service offered to our customers," said sales manager Tobias Schindler. ■

"With this new bagging system, individual customer requirements can be addressed, and thus an increased level of service offered to our customers"

TOBIAS SCHINDLER // Sales manager







NEW PELLET SILO AT THE LAUTERBACH SITE

FIT FOR THE WINTER

Pellets have been produced at the Hessian Lauterbach saw mill site since December 2012. Saw mill residues (saw dust and chips) are further processed, thus increasing the creation of value. Already in the first production year, 65,000 tons of pellets were produced and sold at a regional level. Through high reliability and quality, as well as with a good marketing structure, a sound market positioning could be reached. Precisely Pfeifer's marketing strategy - Business to Business (B2B) - namely selling pellets only via fuel retailers and not to end consumers, has been well received by the market. By intensively developing the company's customer base with major strategic partners in recent years, it has been possible to better use capabilities and increase production quantities. So, in Lauterbach, saw mill residues could be further processed to wood pellets and pallet blocks to a large extent. However, with higher production volumes also seasonal and infrastructural tasks increase. Especially in severe winters, it is important to guarantee security of supply for pellet heaters in case of a strong demand for wood pellet fuel. To better compensate for seasonal market fluctuations, Pfeifer invested in Lauterbach in another pellet silo. With up to 8,000 tonnes of storage capacity, preparations are made for the

coming winter. The construction of the second silo could be organised in such a way that there were no adverse effects for truck loads of wood pellets. In late September last year, construction work on the second silo could be completed and the latter put into operation. ☰

"Since December 2012, the new pellet production has gone well at our Lauterbach site. Already in the first year of production, about 65,000 t of wood pellets could be produced and sold.

SEBASTIAN PROSKE // Biofuel Area Sales Manager Germany

THE POWER OF WOOD

A Dutch study compared the environmental impacts of wood and plastic pallets

 <p>WOODEN PALLET</p>	 <p>PLASTIC PALLET</p>
<p>RENEWABLE The wood comes from sustainably managed forests.</p>	 <p>NOT RENEWABLE Plastic is made from petroleum.</p>
<p>LOW ENERGY CONSUMPTION For the production of a wooden pallet, 0.11 kWh of electricity are consumed.</p>	 <p>HIGH ENERGY CONSUMPTION For the production of a plastic pallet, 34.04 kWh of electricity are consumed.</p>
<p>€ 15,000.- The environmental impact in Euros of a wooden pallet over 100,000 trips. (Service life)</p>	 <p>€ 20,000.- The environmental impact in Euros of a plastic pallet over 100,000 trips. (Service life)</p>
<p>REPAIR IS POSSIBLE Wooden pallets can be repaired and reused.</p>	 <p>REPAIR IS NOT POSSIBLE Plastic pallets can not be repaired. Broken pallets must be replaced with new ones.</p>
<p>RECYCLING wooden pallets: 33%, e.g. as particle boards or wood chips COMBUSTION (energy recovery) Wood: 67%; reduces global warming WASTE 0%</p>	 <p>RECYCLING plastic pallets: 5%, e.g. as granules COMBUSTION (energy recovery) Plastic: 85%; fosters global warming WASTE 10 %</p>

A WOODEN PALLET CAUSES BY 25% LESS POLLUTION IN THE COURSE OF ITS LIFE CYCLE THAN A PLASTIC PALLET.

This life cycle analysis (LCA) was carried out by the Dutch Institute for Building Biology and Ecology NIBE (Instituut voor Bouwbiologie en Ecologie). This presentation is only a summary of the results. The full report can be requested by sending an e-mail to the following e-mail address: epv@wispa.nl



PALLET BLOCKS AND PACKAGING TIMBER FROM EUROBLOCK

Euroblock Verpackungsholz GmbH is a distribution partnership for composite pallet blocks and packaging timber. The partners are Pfeifer Holz GmbH with headquarters in Unterbernbach/Germany and Dutch Presswood International B.V. from Ermelo/Netherlands. The advantages offered by this joint venture to all who need and/or produce professional packaging solutions are obvious: extensive expertise, high-quality services and optimised products. With 30 years of experience in the production of composite pallet blocks, customer requirements can be optimally met. With four delivering plants in Europe, Euroblock provides its customers the best security of supply. No matter whether packaging timber or composite pallet blocks - our customers expect timely and reliable delivery. Around 550,000 cubic metres of packaging trimmed timber and 900,000 cubic metres of composite pallet blocks are sold per year.

For further information:
euroblock.com

STRONG IN THE SOUTH



Thanks to the Sperandeo Timber Agency, Pfeifer products are now highly valued also in the south of Italy. Years of partnership and reliable cooperation are bearing fruit.

It is common knowledge that the temperament of the Italians is passionate. Not only, as also in the cooperation between Pfeifer and the Sperandeo Timber Agency in Pompei, southern Italy, things are hotting up - and it has been so for years! This Italian company was founded in 2008 and is in charge of marketing Pfeifer products in the regions of Lazio and Campania with continuously increasing success. In doing so, the Sperandeo Timber Agency supervises an area in the size of around 30,000 square kilometres for Pfeifer. The owner and founder is Giovanni Sperandeo, who has been active in the timber business as a commercial agent for 25 years and has a correspondingly high level of product knowledge and expertise.

COOPERATION IS WORTH GOLD

The Sperandeo Timber Agency is one of the most respected agencies in Italy in this area, last but not least for the professionalism and best market expertise of its owner and employees. Together they were able to increase Sperandeo Timber Agency's turnover from year to year. In this sense, Pfeifer is the ideal economical supplement. With the power of condensed professional competence, this relationship could be improved steadily over the years, and the cooperation between the two companies has now led on both sides to excellent results and synergies: The distribution of Pfeifer Group's high-quality products has immensely increased Sperandeo Timber Agency's reputation in Italy, so that both play a major role in the Republic, and Pfeifer Group has continued to expand its market opportunities in Italy thanks to Sperandeo Timber Agency. In this sense, for a large company like Pfeifer working together with a well-structured sales agency abroad is worth gold. We are really proud of Sperandeo Timber Agency, our reliable and competent partner!

EXCELLENT

TOP MARKS FOR PFEIFER GROUP

The international credit agency Dun & Bradstreet (D&B) awarded Pfeifer Holz GmbH & Co KG the highest mark 1 for the 6th time on 30.11.2015 in the wake of the "Rating Certificate." According to D&B, therefore, only 5% of the total Austrian companies have an equal or better credit rating score. The D&B Rating Certificate is thus a quality sign for the economy and represents maximum reliability and stability. According to D&B, this certificate confirms the holder as a trustworthy and attractive business partner who has a stable company situation and an excellent payment record. Knowing who our customers and suppliers, as well as what their payment behaviour and economic situation look like, are important decision criteria in a globalised economy, in times of crisis such as now.

That this award was conferred to our company by D&B - the world's leading provider of business information - this year for the sixth year in a row, is something we are particularly pleased with. We are therefore also proud that we can show our suppliers via an independent institution that we are a stable company and our business partners can rely on us. Reliability and stability have been central points of Pfeifer's philosophy for decades.



Certificate for the highest credit score Pfeifer Holz GmbH & Co KG was awarded rating 1 from D & B for the 6th time in a row.

AWARD FOR COMMITTED TRAINEES

Particularly committed trainees in companies and vocational schools were honoured on 21/01/2015 by Councillor John Tratter and District Chairman of the Chamber of Commerce of Imst (Tyrol, Austria), Mr Josef Huber. We are very pleased that Ms Raphaela Huber (training in the third year as an office management clerk) received a token of appreciation. Warm congratulations to Ms Huber, her instructor Dietmar Ludescher and all the employees involved in their success!



From left to right Johannes Tratter, Dietmar Ludescher, Raphaela Huber and Josef Huber

FOCUS ON BIOFUELS

70 participants took up the invitation to the 2nd Pfeifer Pellet Forum

The 2nd Pellet Forum of Pfeifer Group, that took place on the Imst site on October 9, was once again a great success. Around 70 customers from Austria, Germany, South Tyrol and Switzerland took part in this informative event and took the opportunity to gather detailed information on Pfeifer Group's biofuel and pellet production on the Imst, Lauterbach, Trhanov, Unterbernbach and Kundl sites. On the eve, participants agreed on a cozy conference dinner within the event in which the exchange of experiences and networking for the benefit of favouring biofuels were not to be neglected.

INTERESTING LECTURES

After a welcoming address by Michael Pfeifer, the CEO of Pfeifer Holding GmbH, who presented also the Imst site, various experts and industry insiders gave lectures on controversial topics in the field of heating. For example, Matthias Kreidl, CEO of Kreidl GmbH, explained the audience the how cheap and environmentally friendly a domestic fuel should be for us to upgrade to it. John Dobelke, the managing director of HMP Horbacher Horbacher Mühle Transport GmbH impressed the audience with a very well prepared cost calculation for a pellet silo vehicle. After a short coffee break, it was Martin Behr's turn from the wood energy centre Olsberg, who gave a lecture on the influence of storage space geometry and the filling process on wood

pallet fine fraction and length distribution. Afterwards, the glue-laminated timber plant and the pellet production area were visited. The successful event duely finished with a pleasant lunch. ☰





PFEIFER AT THE WORLD EXHIBITION IN MILAN

Austria can breathe easily! The Austria Pavilion under the slogan "breathe.Austria" developed into a magnet for visitors at the Expo in Milan.

On Thursday, September 17, about 200, mainly Italian customers followed Pfeifer's invitation to the Milan World Expo. With the overarching theme "FEEDING THE PLANET. ENERGY FOR LIFE," the World Exhibition organisers have underlined the importance and timeliness of supplying the world's population with food and energy. Similarly great was also the international interest in this event in which, covering an area of 1 million square metres, 145 countries and international organisations took part. More than 20 million visitors were counted. Within the exhibition, people, institutions and nations across all borders should be given an opportunity to work on the global challenges of the future, in addition to developing and also presenting solution models for this.

PERSPECTIVE-RICH AUSTRIA PAVILION

Last year, the EXPO offered Austria the opportunity to present its cultural identity, social perspectives and especially its environmental and economic performance and versatility to an international audience. In this sense, in the Austria Pavilion, visitors could drop all externally imposed ideas and sniff Austria's true character out. Finally, the air quality in Austria is one of the most significant features of the country. Also we from Pfeifer were enthusiastic about the idea to convert an exhibition area of several hundred square metres into a forest with a regular seasonal cycle. With this true-to-original domestic forest of trees and shrubs, Austria created a sensual experienceable example for climate protection, because air and atmosphere are not only vitally important for the whole humanity but for the entire planet. Air is

not just a means of livelihood, it is also an information carrier, energy producer and resource. This sustainable relationship between humans and nature was highlighted very clearly in Austria Pavilion so as to demonstrate Austrian technical expertise in this area and address future problems about using the air raw material at the same time. After all, the Austria Pavilion was voted the most beautiful of this year's EXPO - followed by Kazakhstan in second place and the United Arab Emirates in the third. And rightly so, in our opinion, although we have visited some impressive pavilions such as Kuwait, Mexico, China Vanke and Italy/South Tyrol.

WOOD - CONSTRUCTION MATERIAL NO. 1 AT THE EXPO

It is particularly pleasing that many other countries relied on natural building materials, which was shown by the fact that 70

Around 200 visitors took up Pfeifer's invitation to the Milan World Expo.

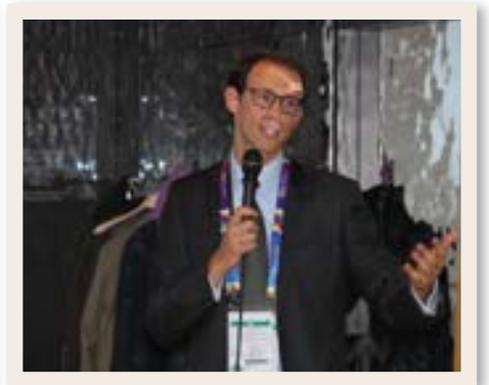


percent of the EXPO pavilions are made of wood - many of them from Austrian wood. Within the past year and a half, around 85,000 cubic metres of wood products were installed on the EXPO grounds.

3,000 cubic metres of trimmed timber, three-layer solid wood panels, glue-laminated and concrete formwork panels for the construction of the pavilions of Spain, France, Italy, Germany and Switzerland were supplied by Pfeifer. All in all, the day at the EXPO in Milan was an unforgettable and very impressive experience for Pfeifer delegation. A special acknowledgement is also due to Business Delegate Deputy of Austria Chamber of Commerce Philippe Kupfer, for his lecture on the bilateral relations between Austria and Italy. At this point, a heartfelt thank you also to the team of breathe.Austria, who treated us with numerous Austrian delicacies in the Austria Pavilion. ☰

A FOREST CREATES A FRESH MICRO CLIMATE AS A NATURAL AIR CONDITIONING SYSTEM

The Austria Pavilion in Milan linked buildings and environment as an integral contribution: Through large-scale planting of forest land on an area of 560 m², breathe.austria created a complex network of relationships including people, the environment and climate. The forest obtained in just a few months works as an air power station: Together all plants produce fresh oxygen for 1,800 visitors per hour. At the same time, they absorb carbon dioxide - every day a total of 92 kg.



ALWAYS ON THE MOVE

PFEIFER'S LOGISTICS MANAGER HERBERT STÖCKL IN AN INTERVIEW

Pfeifer's products are delivered in 100 countries around the world. In light of the great logistical expenditure, the area can only be led by a man who is an absolute expert in this field. As Pfeifer Group's head of logistics, Herbert Stöckl is responsible for the entire in-house transport management and delivery logistics. He discussed with "timber" how he and his team are coping with this enormous challenge and what the goods movement patterns will be like in the future.

timber: Mr. Stöckl, how long have you been Head of Logistics at Pfeifer, and what are your main tasks?

HERBERT STÖCKL: This is the ninth year that I have been in charge of logistics management with Pfeifer Group, and it is in fact never boring. My tasks are so diverse and exciting - because it is important to always keep an overview. Transport is of course based on the vehicle fleet, which must always be up to date with enough vehicles and equipment available. With regard to this, the purchase of new large machines is sometimes essential to be able to make all deliveries on time. My department, however, is not only responsible for arranging loads - therefore for all incoming and outgoing products - but also for organising internal logistics at the various sites, thus ensuring, for example, that there are sufficient forklifts on a site, and so on. For our international clientele, it is also necessary to handle all customs formalities so as not to waste time. Depending on the relevant transport means - which must not necessarily be lorries - further tasks, such as rail logistics planning or container planning in case of overseas deliveries, may arise. Logistics has grown along with Pfeifer for little less than the ninth consecutive year.

timber: What has changed in the past nine years in which you have been in charge with logistics management?

HERBERT STÖCKL: During this time, Pfeifer group has grown tremendously in terms of sales volumes and turnover - and continues to grow! This demands a great deal of work from me and my team in the field of transport logistics, and we must always keep it rolling. In 2015 alone, the incoming and outgoing freights amounted to approximately 220,000 loads at the seven production sites, which means around 450 to 500 truckloads of outgoing goods and about 400-450 incoming freights a day. Given this volume, our focus is on ensuring a high degree of reliability and environmental sustainability while acting according to economic



"With intermodal transport, we achieve an annual CO₂ saving of 1,540,635 kg."

HERBERT STÖCKL // Head of Logistics
Pfeifer Holz GmbH & Co KG

criteria. Along these lines, reaching agreement is an extremely complex task which absolutely involves all of us - all the more so as Pfeifer wants and has to increase the efficiency of both rail logistics and intermodal transport systems.

timber: Could you briefly explain the term "intermodal" to our readers?

HERBERT STÖCKL: In principle, it is a multi-layered transport chain in which one and the same loading unit is carried by at least two different transport modes. Intermodal transport can also be called, so to say, piggy-back transport if a lorry is transported, for example, by rail over a certain distance.

timber: How many Pfeifer's rail shipments are intermodal? Can you maybe give us a few numbers with regard to this?

HERBERT STÖCKL: Yes, with pleasure! At the moment, Pfeifer transports around 2,000 loads per year in an intermodal way - namely transport units with a total weight of 54,000 tonnes. In comparison, about 550,000 tonnes are annually transported in block trains or single wagons - totalling around 420 block trains per year.

timber: What do these figures mean viewed from an ecological standpoint?

HERBERT STÖCKL: With intermodal transport, we achieve an annual CO₂ saving of 1,540,635 kg. In doing so, in the entire rail logistics including block train and single wagon transport, we avoid emitting as much as 20 million CO₂ into the atmosphere. This is really an enormous quantity!

timber: Why is this environmental awareness, obtained by shifting transport to rail, such a primary ambition for Pfeifer?

HERBERT STÖCKL: As we from Pfeifer are committed to processing wood as a sustainable raw material, ecological criteria play a very important role in all our considerations and, of course, in the field of transport management in particular. Yet, despite that, transporting goods by rail represents the only possibility to cope with the ongoing internationalisation of our sales markets and the permanent increase in the quantities delivered - our products are just the latest trend! We supply around 4,000 customers in 100 countries around the world - in this connection, also overseas transport plays an increasingly important role.

timber: Do you maybe have any facts and figures at hand relating to overseas transport as well as ship loads or containers?

HERBERT STÖCKL: Over the past year 2015, Pfeifer Group shipped a considerable amount of trimmed timber, planed goods and

concrete formwork products. Shipments were mainly carried out with containers via northern ports, as well as with complete ship loads, for example, from the Port of Nogaro in Italy. As regards containers, in 2015 goods were shipped in 9,550 twenty-foot equivalent units (TEUs). I am sure that these volumes will continue to rise in the coming years, though.

I see in both areas a very clear trend towards an increase.

timber: At the moment, however, there is still a clear predominance of lorry transport services.

HERBERT STÖCKL: You are right. Currently there is no other way - and it will surely remain so for some time although, as far as lorry transport is concerned, we have occasionally already reached our capacity limits at our sites. The operating subsidiary in Kundl is currently frequented by 250 incoming and departing lorries every day. This situation is unsustainable in the long run, therefore a shift from road to rail must take place. This trend cannot be stopped. In rail logistics, there is great potential for volume increases. Let me just quote the share of rail shipments with respect to the total volume: it currently amounts only to 10%. With around 6 million tonnes of total deliveries, about 550,000 tonnes of goods - mainly round wood, trimmed timber and saw dust - are transported with block trains or single wagons. Then there are 2,000 intermodal loads representing 55,000 tonnes per year.

timber: This changeover from road to rail is therefore clearly pursued by Pfeifer - and how about water?

HERBERT STÖCKL: Where it makes sense, yes! Of course, in this endeavour, we want by no means forget the core markets in our area on which we continue to focus. But we also keep on promoting a better use of alternative transport routes, such as rail or water, where they are supposed to bring benefits. This is simply our duty - for economic and ecological reasons. Our primary aim is building a rail connection at each of our sites - which we will also implement in the medium term.

timber: And what goals have you set in logistics at short notice?

HERBERT STÖCKL: Even at short notice, economical awareness and cost-effectiveness play of course an important role. In this connection, load volumes must be necessarily used properly. As regards internal logistics, we are replacing, for example, an increasing number of diesel-powered forklift trucks with electric forklifts at our plants. So it is all just a matter of time!

timber: Mr Stöckl, thank you for this informative interview!



MERRY CHRISTMAS, PIA! // Every year at Christmas... not only does Baby Jesus come, but Pfeifer Group makes a financial contribution to charitable causes as well. This year, the Caritas in Augsburg - more specifically, Pia - will appreciate our donation. The daughter of a longtime employee of Pfeifer suffers some driving restrictions due to her disability. Pfeifer Group is proud to be in a position to contribute to the disabled-friendly conversion of Pia's first car. We wish Pia all the best, a lot of fun with her new vehicle and of course Merry Christmas!



2,000,000 M² FORMWORK PANELS// Already on December 16th last year, the team at the Trhanov site was delighted to boast an annual production volume of 2 million m² of formwork panels - an absolute record!

**JOSEF FALCH
IN RETIRE-
MENT** // Mr Josef Falch, president of the Agricultural Cooperative



Landeck, is going into a well-deserved retirement at the end of this year. On Wednesday, December 2nd 2015, Mr Falch was solemnly greeted goodbye in the presence of Mr Michael Pfeifer, his successor and other Pfeifer staff during a dinner. His achievements in the field of pellet trade will have a long-lasting impact. Indeed, Fach was instrumental in building up Pfeifer's pellet distribution network in Tyrol 14 years ago. We therefore thank him for his reliable and profitable cooperation and wish him all the best and above all health in his new life!



PORTO NOGARO SAWN TIMBER DELIVERY // End of 2015 6.000 m³ of sawn timber where loaded in the Italian port of Porto Nogaro for the Algerian market.

IN BRIEF



FRENCH ARCHITECTS AS GUESTS IN IMST (A) //

During a visit to Garmisch-Partenkirchen, the 21st International Wood Construction Forum sent a delegation of French architects to visit Pfeifer's Imst site. After greetings,

CEO Michael Pfeifer and Pfeifer International Sales Manager Ibou-Kebe Diouf presented the company before starting an extensive plant tour in Imst with the guests. Afterwards, the French group was also taken to visit the AT Thurner Bau company, also resident in the area. As a leading company in South Tyrol, AT Thurner Bau is one of the largest employers in the Imst district. Master builder and CEO Ing. Josef Huber and wood conduction leader Richard Strolz presented the latest projects of AT Thurner Bau on this occasion. This informative day came to an end at Imst Agricultural Centre, which is also closely linked with Pfeifer: For the construction of the building, Pfeifer's products (glue-laminated wood and solid wood panels) were used. Ing. Reinhard Winkler, CEO of Braunvieh Austria, led the French visitors through these premises and explained the transregional significance of the agricultural centre. For example, 7,000 breeding animals of the bovine species are marketed in 50 countries per year. The main markets are Austria, Italy, Russia and Turkey.

13TH BRANCHENTAG HOLZ IN COLOGNE // On November 3rd and 4th 2015, the 13th Branchentag Holz of the entire German Timber Trade Federation took place on the grounds of the Cologne trade fair. Pfeifer Group was present at the fair as an exhibitor in a well-attended stand.



PASSION FOR TIMBER – PASSION FOR SPORTS

// Also this year, several sports-minded teams from Pfeifer came together to give their best in the Tyrolean company race in Innsbruck on September 19, 2015. The 5.3 km through the city centre of Innsbruck were perfectly mastered by all our runners. This event showed once again that team work in our company is not just a slogan, but a real experience.



PFEIFER GROUP AT THE 4TH WOOD CONSTRUCTION FORUM ITALY //

Pfeifer Group was present with a stand at the "4th Wood Construction Forum Italy," which took place in Verona May 22nd 2015. Over 50 customers took up Pfeifer's invitation and were very impressed by the varied and interesting lectures.

The Wood Construction Forum Italy has established itself as an important industry meeting-place, and also this year was very well attended. Sustainable and energy-efficient constructions are the latest trend in Italy. The importance of wood construction is constantly increasing. With regard to this, with an annual demand for around 600,000 m³ glue-laminated wood, Italy has a leading position in Europe. We look forward to the next Wood Construction Forum in Verona on 11/03/2016!



PFEIFER AT THE 2015 BATIMAT SHOW



With around 2,600 exhibitors, the "Batimat" fair in Paris is one of the most important construction fairs worldwide. The five-day fair was visited by 360,000 people, more than ever before. Although there were more visitors from France, the significant increase is however due to international guests.



EXHIBITION DATES 2016

Köln (D) > Roof + Timber International

02. From 02 to 05.02.2016

Lagos (NGN) > Africa Build

From 16.02 to 18.02.2016

Verona (I) > Progetto Fuoco

From 26.02. to 28.02.2016

Banagalore (IN) > Indiewood

From 25.02. to 29.02.2016

Verona (I) > 5. Int. Wood Construction

Forum 11.03.2016

Dubai (VAE) > Dubai Wood Show

From 04.04. to 06.04.2016

Teheran (IR) > Project Iran

From 24.04. to 27.04.2016

München (D) > bauma

11. From 04 to 17.04.2016

Nantes (F) > Carrefour Int. du Bois

From 01.06 to 03.06.2016

Nürnberg (D) > Fachpack

From 27.09 to 29.09.2016



LEGAL NOTICE

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

Graphics & Design: Pfeifer Timber GmbH

Editorial team: Pfeifer Timber GmbH

Photos: TEAM.BREATHE.AUSTRIA, Pfeifer Holding archives,
Euroblock archives, AT Thurner Bau

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

From the heart of Europe
IN THE WHOLE WORLD



- Sawn timber 
- Natural and solid wood panels 
- Glulam 
- Formwork beams 
- Formwork panels 
- Pellets 
- Briquettes 
- Bioelectricity 
- Pallet blocks 



Sawn & planed timber



Natural & solid wood panels



Glulam



Formwork panels & formwork beams



Pellets & briquettes



Pallet blocks & packaging timber

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