

LightPark facade in Slovakia

Selling predominantly raw materials and semi-finished products we often lack direct access and, therefore, a close relationship with the final end user market. However, sourcing information from this end of the market is of great importance to us to in order to ensure that we gain the inspiration to develop new product lines. DLH Slovakia, therefore, are to be applauded for supplying DLH cladding material for the highly visible façade of a new project called 'Light Park', which has recently been constructed in the Slovakian capital city, Bratislava.

'Light Park' is a superior quality, high level finishing and designer material showroom that shows how interesting and inspiring our busi-

The basic idea behind this project is to attract the best architects and interior designers to the new shop by all possible means, including, of course, our very modern and elegant facade. This photo shows the final result of our close cooperation with the investor.



Congratulations to the DLH Slovakia team for a job very well done and for the fantastic marketing material we

have gained thanks to this project. Nothing helps sales more than being able to refer to high profile projects like this.

Jerzy Karpiński



Kaufen Sie FSC-Holz!

It is a very big SIPO "FSC" tree (8,25 x 619 = 25,162 fm), promoted by a Swiss client. The log was imported by us via the harbour of Nordenham and cut in the Midgard sawmill.

Karl-Heinz Huxol



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SOCIAL PROGRAM - 2008

With a large and complex site and over 215 employees, DLH Brazil takes Health and Safety very seriously indeed. In addition to their regular on-going H&S training program, DLH Brazil designates 5 days each year as a 'SIPAT' week (roughly translated SIPAT means 'Internal Week for the Prevention of Accidents at Work'). This year DLH Brazil held its 4th SIPAT in their sports gymnasium from 25th to 29th of August with "Become Aware to Avoid Accidents" as the main theme.



The objective of this theme was to reiterate that each working day throughout the year all employees should ensure they are aware of potential hazards and conditions within the workplace and are knowledgeable of the measures needed to be followed to ensure safety.

DLH Brazil considers it essential that all staff - directors, committee members and factory workers - participate and contribute to SIPAT week. During the

course of the week guest speakers, both external and internal, gave presentations including internal theater performances created by the employees



themselves as well as by external actors. In the course of the programming we had lectures related to the following subjects: Auditory Protection; Importance of the Fire Brigade inside the Company; Sexually Transmissible Illnesses; Importance of 5S's; and a theater presentation entitled "The Age of Security".

The week's programme culminated in a firm message of prevention, safety and security within the work environment. Employees were determined that the event would be successful and educative and they were not disappointed as, indeed, it more than lived up to their expectations.

Franck Creti

Mary Orbegozo retired on 31st July

Mary Orbegozo's worked for us in the UK for 26 years, which is exceptional service, first within EAC Timber and then DLH following the merger. In the photo Steve Sullivan is presenting Mary with her retirement gift, a laptop.



Team India

As announced in *Here and Now* earlier we are pleased to advise that we have opened our DLH office in New Delhi India. Mr. M. P. Singh has been appointed sales manager and will in cooperation with our procurement offices head our sales to this vast market. Mr. Singh has formerly been acting as our agent in India so he is already known to some of you. Mr. Jagadish Mundhra, who is based in Vietnam, will together with Mr. Singh focus on the procurement of plantation teak as well as organize sales of plantation teak to both India and Vietnam (on the plantation teak as well as the African hardwood, there is quite a lot of synergy



Mr. Jagadish (left) and Mr. Singh (right)

between the Indian and Vietnamese markets). For the last 4 years Mr. Jagadish has been head of Olam's Vietnam operation. You can contact Mr. Singh on the address mps@dlh-india.com and Mr. Jagadish on the address jm@dlh-vn.com. Initially we will be focusing on African Hardwoods and Plantation

Teak, but there is also good potential for other products to this market. From February 12 -15th 2009, we will be participating with our own stand at the annual Delhi Woodshow, where we will be promoting the group's products.

Christen Møller

Nobel Prize winner visits CIB in Pokola

Wangari Muta Maathai is not a household name in our regions, but in Kenyan political, ecological and academic circles Miss Maathai is a force to be reckoned with. With a degree in biology, she became the first female African university professor and is a distinguished member of the Club of Rome and the Prince Albert of Monaco Foundation. This Nobel Peace Prize laureate has devoted her life to protecting the environment of her beautiful country and continent, by convincing her countrymen that each and every one of them bears responsibility for the biodiversity of their environment. Wangari is the founder of the Green Belt Movement and responsible for planting 30 million trees in Kenya. She is a staunch defender of women's rights



Miss Maathai in the forest of Pokola

and has an impressive following in Tanzania, Uganda, Ethiopia, Malawi and Zimbabwe. She is involved in the United Nations high commission for disarmament and continues to be at the forefront of the battle against famine and for sustainable development.

So, it was quite an honour for the CIB management and staff to receive Miss Maathai together with His Excellency Minister Djombo in Pokola on November 2nd, 2008.

Our guests could experience first-hand what sustainable

forest management entails.

The company's social commitments with regard to hospital, schools, the pygmy radio project and in many other fields, made a great impression on Miss Wangari Maathai.



DLH-Netherlands at "Hout 2008" timber fair

DLH-Netherlands attended the "Hout 2008" timber fair in Rotterdam. The objective of the timber fair, for DLH Nederland, was to introduce our new group logo and the wide range of products available within the DLH group. DLH Nederland presented themselves as an importer with a wide variety of timber products, supplying both the industry nationally and local timber traders.



On the picture at the right (the one holding the DLH folder) is our colleague Frank Teeuwen (DLH Nederland).

Products were classified in three groups; logs, sawn timber and semi-finished products from DLH's own production facilities. Products such as sauna laths, marine timbers, Steamwood, iDeck and iDeck by Twinson got a lot of attention. DLH also participated

the architectural days on Monday and Tuesday during the fair. Architects from all over Holland, who visited the fair, were led past the DLH stand, where they were informed about the possibilities of FSC

certified timbers for all purposes. Furthermore, much explanation was given to all sorts of customers who wanted to be informed properly on certification or verification. The new DLH certification

and verification guide was a great support in this. After 5 days, we can conclude that the "Hout 2008" timber fair was a great success.

Kurt Masui

DLH-Belgium at "Green Expo" garden fair



Once more, DLH-Belgium's crew was present at the well known "Green Expo" garden fair.

This fair focuses on the professional outdoor business and is organised every 2 years in Gent (Belgium) over a 3-day period (28-30 Sept). A must for every professional gardener and landscape architect. This year our booth was a few square metres bigger and looked very smart. The focus was on ideck, iclip, ifix, ideck by Twinson and SafeGrip.



Carin Smet at our stand.

Samples of the different finished outdoor products were displayed to allow visitors to "touch & feel" our

range. Potential customers were very enthusiastic, especially about iClip and iDeck by Twinson. After 3 busy days we closed the fair with a very positive feeling and are already receiving the first reactions.

Kurt Masui

Procurement Projekt (GPO)

Based on observations from the Inventory Monitoring Project the past year, it has been decided to implement a global project to improve the communication and efficiency in our general supply chain.

The project has the goal to identify optimisation measures in the process from forest/ external supplier to our customer.

The focus is concentrated around a web based IT platform in which the sourcing sites and distribution sites will be connected system wise. The IT platform is based on and can be connected to the GTS system but it can also be operated outside the GTS system

This platform has the work title Global procurement office (GPO) and will be a virtual central function to share all information and avoid double work in our supply chain process. The model has taken inspiration from the existing African Procurement Office (APO) in Basel.

The basic idea is that a sales order in a distribution site will trigger a purchase entry in the GPO solution (all commercial negotiations with

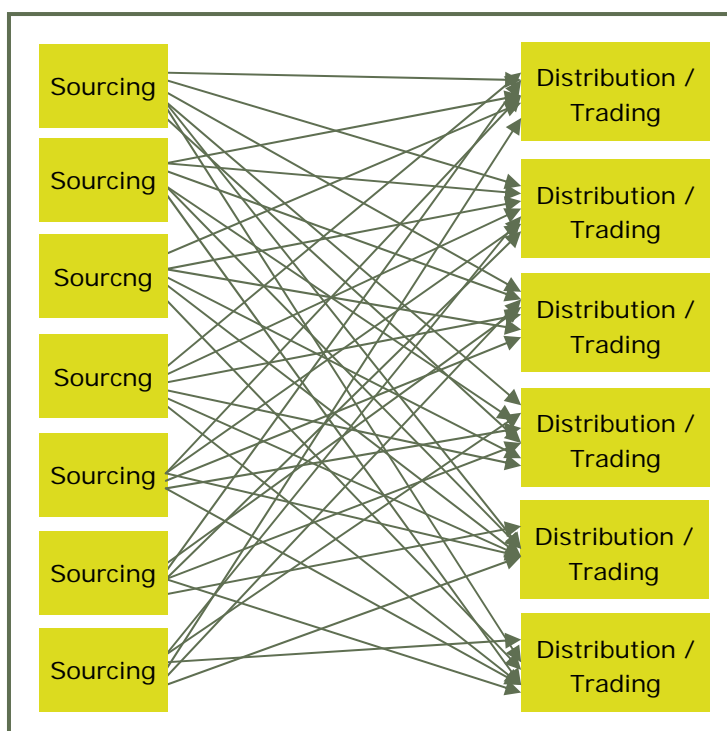
suppliers will however take place as today). This purchase entry will in the system communicate with the relevant purchasing office enabling the local purchaser to place the order with an external supplier. The GPO IT platform will thus be used to register all relevant information throughout the procurement process

until the goods have been shipped and all relevant details specified in the system including the invoice. The same will apply to all transportation booking and processing. Once the goods have been sent off, usually when loaded onto a vessel, the distribution entity will take over

the responsibility and will close the transaction based on the data listed in the system by the sourcing unit.

Once the GPO is implemented in all sourcing sites, we will obtain the important transparency in our global business that was the initial goal for the GTS implementation. This will mean that we will be able to have a global overview of all open orders, move most data entries (registrations) to the data source

Present sourcing network



(procurement office) and eliminate double work. This should enable us in better controlling the many large distribution inventories around the world as it will be much easier to follow the order cycle and thus optimise in the distribution.

The first step of this project will be to take Brazil as a first trial to complete all analysis and implement the needed changes before we move on to the remaining sourcing areas. The experiences in Brazil will be combined with analyses in the Danish distribution and trading areas.

This way we can ensure that the new structure and concepts are tested and proved durable before we involve any other sourcing sites in the project. It is too early to set a fixed date for go

live, since we do not have the full overview of the needed development of the solution. Having said that, the plan looks as follows (with the present knowledge):

- The preliminary date for to go live in Brazil is 1st June 2009. The analysis to be made in Brazil will commence on location in week 50 2008.
- A full roll-out to all sourcing sites during the rest of 2009.

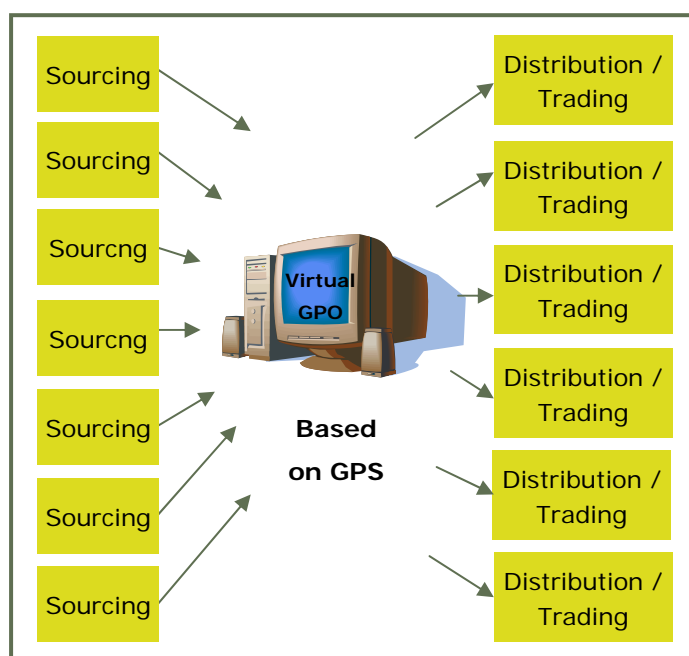
The project has already been started up in some of the corporate functions and a project team has been appointed. Project manager for the project is VP Controlling Jan Erik Løwe, whilst the other participants are VP Supply Chain Henrik Larsen and Process Advisor Mette Sørensen.

One of the main preconditions for this project is an Executive Board decision that the so called sourcing sites will from 2009 be considered cost centres and their performance will be measured on

new key performance indicators which are in close relation to the main tasks for these entities.

Jan Erik Løwe

Future structure based on GPO



What is your question?

We would like to answer your most burning questions in "Passion for Wood" and "Hard Talk". If you have a burning question please forward it to peter.e.jonassen@dlh-group.com or maria.winther@dlh-group.com. We will



then find the right person to answer the questions and publish the answers in "Passion for Wood" or "Hard Talk". We can not guarantee you an answer, but we will do our utmost.

Peter E. Jonassen

Eins, zwei, drei...Gsuffa!



*From Left: (Men) Uwe Grabau, Thomas Meier, Andreas Olloz, Helmut Brümmer, Stéphane Glannaz, Robert Hunink, Wolf-Rüdiger Kühns.
 From Left: (Women) Gisela Schopferer, Christina Van't Dack, Régine Heissler, Natalie Graf, Victoria Hodzic, Anja Baumann.*

If you have never spent five hours in a tent with 7000 other people, of whom a serious percentage had probably more beer than blood running through their veins, you would have to wonder what all the fuss was about. We, at tt Timber International, decided to find out for ourselves why the 175th Münchner Oktoberfest was expected to attract more than 6 million visitors this year. Decked out in Dirndls and Lederhosen (and looking mighty handsome, indeed), we trampled our way into the Hacker Festzelt on the Wies'n in the late afternoon of the opening day of the Oktoberfest. Immediately, we joined in a five hour sing-and dancemarathon, working up



a healthy thirst and appetite, which we quenched with many a Mass (1 Litre) of beer and portions of roasted chicken that would have impressed Obelix. And it was fun! Time flew by. Before we knew it, we had raised our glass for our last Prosit der Gemütlichkeit. With a heavy heart (and head) we said goodbye to our many new acquaintances from all over the world, from Tanzania to Ukraine. So, if you ever get the chance to spend five hours in a Münchner Festzelt with 7000 other people, grab it! It is well worth it.

Christina Van't Dack

*Seasons greetings
 and a happy New
 Year to you all*



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