



# PRESS RELEASE

May 2<sup>nd</sup>, 2018

## Lumber and Flooring Deck Layer Sales Drive Growth **Danzer Brand Grows 6.5 % in 2017**

Dornbirn, Austria. Danzer, a hardwood company focusing on wood from temperate forests in the Northern hemisphere reports sales of EUR 210 million in 2017; a 6.5 % growth rate after sales of EUR 197 million in the year 2016. The product category contributing most to the growth is flooring deck layers, even with the capacity additions at Danzer France mid of last year not yet fully effective in 2017; sales of flooring deck layers increased by 19 %. Danzer's North American lumber sales grew by 10 %.

### **Sales to China increased**

In 2017, Danzer shipped logs, sawn and sliced hardwood to 76 countries. The top 10 countries accounted for 77 % of sales and were, in this order: USA, UK, China, Germany, Canada, Austria, Slovakia, Poland, India and Czech Republic. Sales to most countries stayed at comparable levels to 2016. Sales to China increased by more than 30 % with largest growth in North American lumber and high-end specialty products.

### **Demand for sliced wood continuously high**

52 % of the primary hardwood products sold by Danzer in 2017 were sliced, 29 % sawn; the remaining 19 % of Danzer's sales in 2017 were logs, specialties and services. The capacity addition in France increased Danzer's production capacity by 20,000 m<sup>3</sup>. The new production line is heavily automated and uses 6 robots to simplify and optimize the production process. In North America, Danzer started to use synergies in procurement and production between sliced and sawn products by starting up a small lumber production line at its Edinburgh, Indiana facility.

### **Top species: Oak and Walnut**

Danzer sold close to 200 different hardwood species, in 2017. 59 % of the sales were North American species, 34 % European, 6 % African and 1 % from other regions in the World. The top 10 species accounted for 82 % of sales. Top three selling species were European Oak, American Walnut and American White Oak, followed by Hard Maple, European Ash, American Black Cherry, American Red Oak, American White Ash and Sapelli.

## **Facts Danzer**

One of the world's largest producers of decorative hardwood

Founded: 1932

Holding company located in: Dornbirn, Austria

Production facilities: 4 in Europe, 5 in North America

Sales offices: 7 in Europe, 8 in North America, 3 in Asia

Product range: veneer, lumber, timber and logs, specialties (Vinterio, 3D-Veneer)

Sales 2017: 210 million Euros

Supplies customers in 76 countries worldwide

Employees: 1,600 worldwide

## **Wood as a sustainable material**

Danzer continuously invests in modern technologies and processes to ensure optimal use of hardwood – a precious resource – and keep waste to an absolute minimum. Wood is a sustainable natural material. The company adheres to strict due diligence procedures when it comes to procuring its hardwoods. Danzer is FSC® and PEFC® certified.

## **About Danzer**

Danzer is a leading quality hardwood company with production facilities in North America and Europe. It has approximately 1,600 employees and services customers from 18 sales offices worldwide. Founded in 1932, Danzer is managed by a third-generation family member. The company owns and sustainably manages forests in North America and produces sliced veneer, lumber and innovative value-added wood products for decorative purposes. Danzer products are used in high-quality furniture, kitchen cabinets, cars and other applications.

[www.danzer.com](http://www.danzer.com)

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