

Danzer

Facts & Figures

Danzer is a producer of primary hardwood products; value added wood products and related services.

PRODUCT RANGE

- Sliced wood
- Sawn wood
- Timber and logs
- Services, Specialties (Vinterio, Linea, 3D-Veneer)

51 % of the revenue is made with sliced wood,
37 % of the revenue with sawn wood,
12 % of the revenue with logs, custom solutions and services.

Danzer products are not sold to end users but to manufacturers, distributors and component producers.

Danzer is organized by business units for products and regions; every business unit runs its own production and sales operation.

ORIGIN OF RAW MATERIAL

59 % North America
34 % Europe
6 % Africa
1 % other regions

MARKET POSITION

- Largest producer of decorative veneer worldwide
- Among the top ten producers of lumber in North America

For comparison: Annual consumption of wood worldwide: 3.5 bn cubic meters

- half of that is used for energy
- 1.8 bn cubic meters are used industrially

Danzer processes about 260,000 cubic meters annually; this equals 0.014 % of the global harvest for industrial use

OPERATIONS

- 1,600 employees worldwide
- Sales 2018: 202 million Euros (2017: 210 million Euros; 2016: 197 million Euros)
- 2018 Danzer sold to 79 countries; the top ten countries contributed 78 percent to total sales:

USA	26.8 %
United Kingdom	17.0 %
China	7.7 %
Canada	6.2 %
Germany	6.0 %
Austria	4.7 %
Mexico	2.8 %
Poland	2.4 %
India	2.1 %
Slovakia	2.1 %
Total Top 10	77.6 %

- 10 production sites
- 19 sales offices
- 17 warehouses
- 18.000 hectare of timberland in North America

DANZER IN EUROPE

4 production sites
7 sales offices
7 warehouses

DANZER IN NORTH AMERICA

6 production sites

9 sales offices

8 warehouses

DANZER IN ASIA

3 sales offices

2 warehouses

HISTORY

1932: Karl Danzer begins as a broker specialized on high quality veneers.

1949: Inauguration of the veneer plant in Reutlingen (Germany) marking the beginning of the industrial activities of the company.

1999: First Danzer slicer VS4000 starts operation

2006: Launch of the new wood surface Danzer Vinterio

2007: ISO 14001:2004 standards procurement certification followed by FSC (2009)

2008: Acquisition of 3D-Veneer company Reholz GmbH

2013: Installation of a curve saw for optimized yields even from crooked logs

2013: Start of sliced deck layer production for hardwood flooring

2014: Introduction of first hardwood Log Scanner

2017: Opening of newly converted Danzer slicing plant in France with first automated veneer stacking