

# HARDWOOD IS THE HEART OF EVERYTING WE DO



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#### WE

40 years of experience.
Product experts
and professionals.
Global presence.

#### **HEART**

We have grown up with wood. We are passionate about wood. We know all about wood.

#### WOOD

High-quality hardwood. 45+ different types of wood. 30+ countries and 6 continents.

# HARDWOOD IS THE HEART OF EVERYTING WE DO

Global Timber is a well-established and independent supplier of hardwood.

At Global Timber, we are hardwood experts and specialists. We have grown up with wood. We know quality wood and we are passionate about our business.

With representation in Africa, America, Asia and Europe, we ensure quality and optimal logistics on all continents, even in countries where this is challenging.

It is our mission is to provide wood of the highest quality, while helping preserving our global forests through various environmental certifications.

## EXPERIENCE, VISION & PASSION FOR HARDWOOD

Global Timber is an independent, Danish-owned company with three partners in our management. With individual competencies and years of experiences in global trading of hardwood, they represent a great team with a profound knowledge about the business of hardwood.

Our market position is based on product accessibly with Northern Europe's largest stock of hardwoods.

"It takes many years to achieve the desired quality, but our buyers have the right competencies for developing trust-based relationships and for maintaining these through professional collaborations." Understanding the culture of a particular area is part of Global Timber's ethical foundation and business model.

All of the partners have extensive experience, a shared vision for Global Timber and are passionate about hardwood.



The partners and management team of Global Timber.

From left: CEO Anders Bizer, Creative Director Kasper Fredsted & Søren Vinther, Sales Director, Scandinavia.

## CORPORATE STRATEGY

Global Timber Group was founded in 2018, when buying and building our new company Headquarters began. GT Group has its purpose of collecting all global timber activities within one organization. Channeling the corporate strategy for the business, has given the company a clear synergy on all levels.

**GLOBAL TIMBER GROUP** 

The GT Group gathers four independent companies.

The Estate Company, which focus is investment and capital holding regarding the build and maintaining of GT HQ and all related activities.

The core of our business is Global Timber. All we do, all we work for, lays within the foundation of Global Timber. We started with Global Timber and build our company expansion around our solid foundation.

In 2013 we opened a representative office in Asia and giving our success, in 2018 we established the office as an independent corporation.

Fredsted Floors is the creative outlet of Creative Director Kasper Fredsted's own passion and vision for the future. Bringing a responsible sourced piece of hardwood into an architectural construct is Fredsted Floors' main proposition. Fredsted Floors is 90% owned by Global Timber Group and 10% owned by Thomas Bak, whom with Kasper Fredsted manage the Fredsted brand and employees.

#### **CREATING SYNERIGES**

With a corporate strategy in place under Global Timber Group and the build of our company headquarter, the corporate identity reflecting our business has been connected in a visual identity, creating synergy on all levels.

Our strong DNA and new corporate identity is a clear strategy, positioning us as a market leading corporate corporation.

Our **vision** is to bring a sustainable piece of nature into people's life.

Our **mission** is to ensure sustainability in worldwide hardwood forestry and to continuously provide our customers as their preferred trading partner through knowledge, innovation and customer value.

#### **GLOBAL TIMBER GROUP**

est. 2018

GLOBAL TIMBER
ESTATE COMPANY

FREDSTED
FLOORS

a/s GLOBAL TIMBER

GLOBAL TIMBER AISA Sdn Bhd

Established a/s Global Timber is founded in 2006

by Lars Munch Christensen, Kasper Fredsted & Peter Bæk

Owned by & CEO, Anders T. Bitzer

management Creative Director, Kasper Fredsted

Sales Director Scandinavia, Søren Vinther

Equity Capital $xxx \in$ Assets $xxx \in$ Anl. turnover $xxx \in$ 

All public information and numbers from 2020



## THE COMPENTECES OF GLOBAL TIMBER

Our primary role is to be an inspiring and innovative link between your purchase, the forest and the sawmills around the world. We guarentee you an optimization of your purchases, a competitive price, delivery reliability and agreed quality.

differentiation in ways of communicating our product and brand.

Cultural awareness is another. These two lays the foundation for further growth and success of a local company winning global market shares.

#### **DEDICATED TEAM**

Our team of competent and dedicated employees is always ready to give you the best guidance and best customer experience.

Our employees are a key-factor for the success of our business. Being a trader specialized in hardwood, the knowledge and expertise of our people are very important

#### INTERNATIONAL WORKING FORCE

Our employees are represented by nationalities like German, Malaysian, Vietnamese, Romanian, Chinese and Danish. Having a diverse team implies thinking and acting globally.

Diversity is important for our business to thrive, as it also gives us many advantages. One of them is access to market

## BUILDING OUR IDENTITY

Building our business' around a sustainable material and possessing a deep knowledge to the inherent qualities of hardwoods and its full potential for continuously use. Our two companies' headquarters is clattered with own import, not only for the purpose of showcasing wood in architecture, but a clear statement of what we do.

"Creating an architectural material statement of high character, underplaying the core of our business."
Anders Bitzer, CEO

Global Timber shares headquarters with its sister company Fredsted Floors, which offers high-end products in quality wood and stone for architectural spaces. The overall concept, housing the two distinctive companies under same roof, is rooted in their shared passion for the raw hardwood material.

#### AWARD NOMINEE ARCHITECTURE

The joint headquarter was nominated for the Danish Office Building of the Year 2020. "A clever design example of bringing two companies together who have a common business area."

#### **CREATING SYNERGIES**

Reinforcing existing values of an old industrial building serving a new purpose.

Establishing our new company headquarter we are prepared for possible future growth

Arriving at the headquarter, all facades have its own distinctive appearance. Embracing every detail even in the exterior of the building, showcasing own products in innovative installtions. The original rough concrete wall of the warehouse is painted in a custom brown-black colour and large gluelaminated mahogany cladding is installed on the whole facade facing north.

Creating an obvious synergy from the warehouse' 10.000 square meter "black box" shaping a strong fundament to the contrary transparent and simpler office building.

Boulding our headquarter this distinctive, was a natural extension to our company's core product assorment.



## WE ARE GLOBAL

Global Timber operates on the global market. We are the largest stockiest of hardwood in Northern Europe and we trade wood globally.

From our Asian office, international Global Timber agents cooperates with selected and leading sawmills worldwide.

We are specialist in logistics on all continents. We act professionally and take social responsibility in all whereabouts.

We continuously strives to maintain our reputation as a highly respected and trustworthy partner for both our suppliers and our customers worldwide.





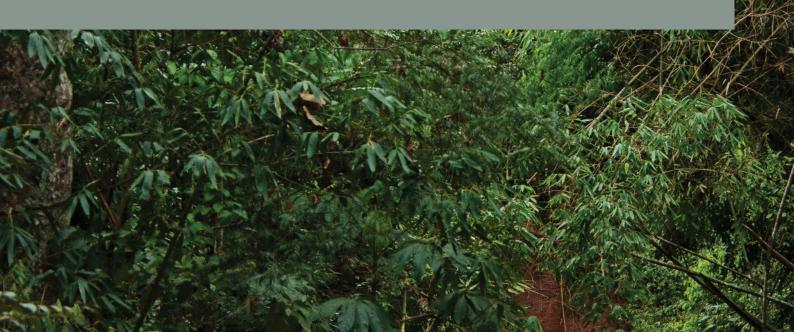
**EUROPE** 

ASIA

WORLD

The foundation of our core business is our extensive
Europe stock.

Global Timber Asia in Kuala Lumpur is our Asian subsidiary handling all our eastern activities Our global sourcing network is our advantage, in trading full container loads worldwide



### NORTHERN EUROPE'S LARGEST STOCKIST OF HARDWOOD

Our very extensive range of quality hardwood has been carefully selected from sawmills around the world. From our warehouse in Aarhus, Denmark, we supply hardwood to the woodworing industries throughout Scandinavia and large parts of Europe.

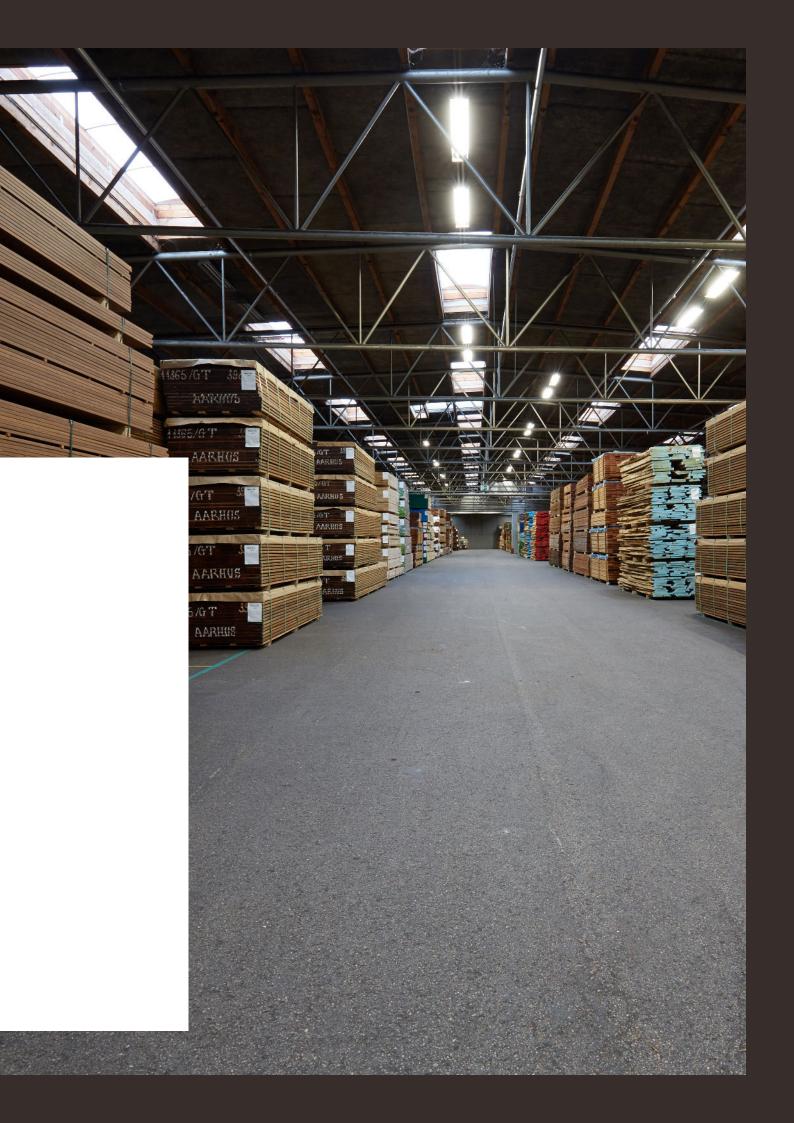
Global Timber has established personal and trust-based relationships with our suppliers worldwide. We rely on quality, service, honesty and care for the environment. Together with wide product accessibility from our warehouse, we guarantee our customers quality products delivered on time and at competitive prices.

On our local European market, we deliver and supply sawn hardwood to industries like furniture, kitchen, moldings, windows and the maritime industry.

About one third to fourty percent of our European sales are timber decking for the wholesale industry.

Our central warehouse stocks the market's most sought-after types of wood and dimensions, and we continuously adapted our range to meet customers' needs and requirements.

We have a strong presence in many locations around the world where our own specially trained staff operate, all of them possessing extensive hardwood industry knowledge and experience.



# THERE'S NOTHING LIKE THAT FEELING YOU GET WHEN EXPLORING

In 2013 Per Friis Knudsen established an office in Petaling Jaya, close to Kuala Lumpur, from where he has developed hardwood trade in Southeast Asia, notably in Indonesia and Vietnam. He also sells hardwood in Malaysia and Thailand.

Global Timber Group's origins began in Denmark in 1974. Today, the company is established in Asia and its head office is located in Denmark.

Our focus on tropical hardwood species has taken us to remote and challenging areas in Africa, South America and Southeast Asia. Places where hardwood industry expertise is an absolute must.

We have worked with our suppliers for many years and are extremely familiar with their operations and the way they work.

Approximately 50% of Asian sales are generated from American hardwood, of which the majority is white oak.

The remainder is generated from European hardwood and logs, of which about 90% is certified. About one quarter of Global Timber's total revenue comes from Asian sales

"Asia has always been a part of our business but the rapid development of our office in Malaysia shows our commitment to the region. In a sense, we have followed our European customers here, because they and we believe that we need to have a large presence here in a market that will be important for us in the future."

From our office in Kuala Lumpur, we market and provide long-term supply to our customers in the Asian region in both high-volume programmes and smaller orders. The office markets our hardwoods from Europe, the Americas and Africa



Global Timber Asia Chief Executive Officer, Per Friis Knudsen

# WE DELIVER TIMBER FROM THE LOWEST VALLEYS AND THE HIGHEST PEAKS

Global Timber Asia Sdn Bhd, located in Malaysia.

Our Asian office, offers a full range of quality hardwood from six continents. We have been operating since 2013 and we now count a large force of flexible and customer-oriented staff-members in Asia.

Global Timber Asia offers wood-based materials, including logs, boules, beams, sawn timber and veneer in more than 40 different types of hardwood from all over the world, purchased on six continents, mainly from Europe and North America, but also from Africa and South America

In our Asian region we work highly with establishing long term relationships with our customers and suppliers in order to understand their needs and supply chains. This ensures our customers receive deliveries on time and at competitive prices.

We are proud of our reputation as a highly respected, dependable and reliable cooperating partner.

#### **FAR EAST ACTIVITIES**

Since 2013, we have successfully entered the Southeast Asian market as a trustable partner connecting sawmillers and forest owners in Europe and the US to their export markets.

Our team cross offices' work closely together and combined we supply excellent expertise in national and international trade, within sustainable hardwood.

We focus on adding value to an excellent supply chain with strategic placement of our team. Our sales team are located close to customers and our procurement team are close to our suppliers. Our Asian team are responsible for their own respective business areas and strive to develop the overall vision for Global Timber even further.

We are striving to pursue next level by constantly innovating our work processes to deliver best product and experience to our customers.



The Director and asian management team of Global Timber. From left: Director Per Friis Knudsen, Sales Manager O'My Tran, Supply Chain Manager Trinh Hansen and Sales Export Director Henrik Stenshøj



### OUR GLOBAL SOURCING NETWORK

Our global sourcing network is our advantage, in trading full container loads worldwide.

#### **OUR GLOBAL WORLD**

Being a leading player in the worldwide cross-border hardwood trading market we strive to be the preferred partner to both our customers and our suppliers.

The Global Timber team comprise excellent professionals and outstanding logisticians. We know how to source the right product for the customer. We inspect loads before shipment, we have trusted partners worldwide and our sourcing network benefits our customers in all our markets.

Our product portfolio comprises a wide range of hardwood species of high quality for different solutions in the hardwood industry and we operate worldwide.

We source in a sustainable manner and we constantly travel the world to ensure that our suppliers manages the forests and does business accordingly to the legislation and certifications acquired.



Global Timber is an active and committed member of the Danish Timber Federation, which prescribes its members to source wood on sustainable principles and to control the environmental responsibility of their suppliers. That is why we also are a proud ambassador at Denmark's timber portal – træ.dk

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We have a vested interest in taking care of nature, because it ensures the source of our wood remains intact.

As a modern, global company, we strive to be leaders in social responsibility, in humane ethics and sustainable conduct in all of our processes – in our native Denmark and around the world.

As ambassador for timber in Denmark, we support Træ.dk's work to disseminate well-documented knowledge of the world's most environmentally friendly raw material.



## WE ARE PROUD OF OUR SUSTAINABLE APPROACH

As a modern, global company, we are leaders in social responsibility, human ethics and sustainable conduct in all of our processes – in Denmark and around the world.

We have a vested interest in taking care of nature because it ensures the source of our wood remains intact.

We are proud to help preserve our forests globally through important environmental certification programmes. This contributes to better conditions for the forests and a future-proof environment focusing on CO2 emissions.

We want to provide righteous conditions according to CSR in local areas worldwide. We source from licensed log-suppliers and we support sustainable forestry.





## WE MAKE A POSITIVE DIFFERENCE

Wood improves the indoor climate for millions of people around the world.

## WE ALWAYS TRADE RESPONSIBLY

Global Timber is FSC® and PEFC™ certified and meets EUTR requirements.

## SUSTAINABLE QUALITY

When you choose hardwood, you obtain a quality product that lasts forever.



# RESPONSIBLE SOURCING AND ENVIRONMENTAL POLICY

Global Timber's environmental policy is based on respect for our natural resources and on the importance our forests have for the climate – for current generations and for future generations

We actively work to operate and maintain sustainable forestry. We ensure that trees are felled legally, in accordance with international standards, local regulations and legislation in our partners' countries.

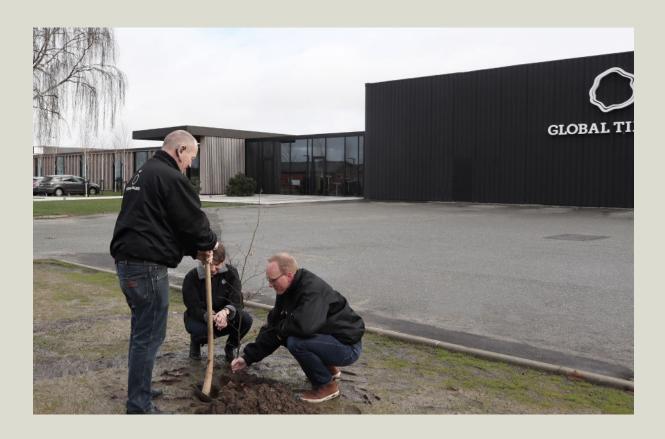
Global Timber is an active and engaged member of the Danish Timber
Trade Federation, which requires that its members source wood based on sustainable principles and that they inspect their suppliers to ensure that they are environmentally responsible.

Global Timber recognises and supports the Forest Stewardship Council® (FSC®) and the Programme for the Endorsement of Forest Certification schemes<sup>TM</sup> (PEFC<sup>TM</sup>).

Global Timber is FSC® certified. We are also PEFC-certified. Furthermore, we have implemented the EU security system that prevents trade in illegal timber.

We ensure our products meet EUTR requirements and that we can provide advice and guidance relating to other trade requirements we also comply with. We respect human rights, comply with occupational health and safety regulations, are engaged in anti-corruption and enter into partnerships that care for the environment, people and nature.





# WE MAKE A POSITIVE DIFFERENCE

At Global Timber we work with the most sustainable raw material available – wood! Plant it, it grows. Cut it down, and it can be used and reused, both for inside and outside in different installations. Wood makes a positive difference, as it both absorbs CO2 during growth and stores it when used in constructions.

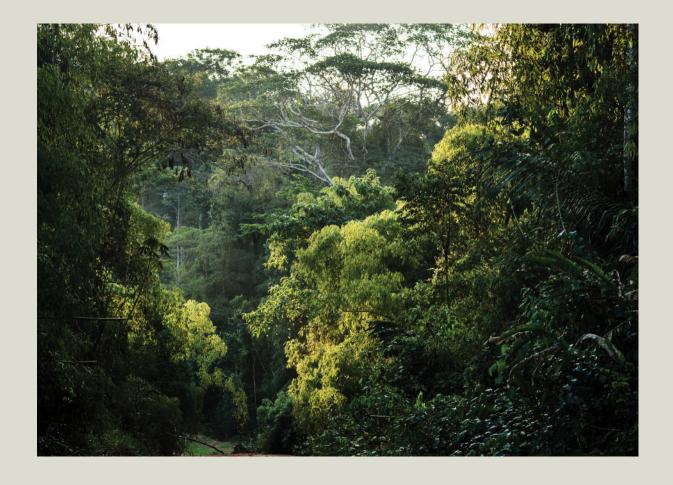
As a leading trading company in the global hardwood market, it is our responsibility to sustain our trees and the growth of our forests.

From a global perspective, we have a strong focus on how we collaboratively can create a positive change in the forests.

Global Timbers work in securing forests and keeping our natural resources intact, is something that is deeply implanted in our behavior, reflecting our company's DNA.

With a strong consumer focus on sustainability and the climate in recent years, market demands meet our goal of selling a larger volume and more certified products in the coming years.

In 2019 alone, 50% of our total sales were certified wood.



# RESPONSIBLE FOR COMING GENERATIONS

We have a vested interest in taking care of nature, because it ensures the source of our wood remains intact.

Product development and a good economy go hand in hand with environmental responsibility - one is simply a prerequisite for the other.

The environment is highly prioritized in Global Timber's business philosophy, where the goal is to leave as small and gentle marks on the environment as possible.

As a company within the hard-wood industry, we have already made a serious choice, conducting our business around a sustainable material. The influence we have, pushing more wood into future constructions, leaves a positive mark for future generations.

### A COLLABORATIVE ACHIEVEMENT

We collectively strive to protect the environment. Both as a company, but also as individuals.

In Global Timber's business philosophy, we strive to achieve environmental goals, for the company, employees and our stakeholders.

Read about our environmental awareness in our stustainability reports.

#### WE HEART WOOD

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#### CONTACT

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mail@globaltimber.dk +45 48 27 00 00

#### **HEADQUATER & WAREHOUSE**

a/s Global Timber Michael Drewsens Vej 1 8270 Hoejbjerg, Aarhus Denmark



## CORPORATE STRATEGY

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#### 2020 We Heart Wood

GT Group counts a real estate company, Global Timber Asia Sdn. Bhd, the design company Fredsted Floors A/S, as an independent registered company, and the core A/S Global Timber, as a leading supplier of hardwood to the wood-consuming industry in Scandinavia and large parts of Furnity

#### 2018 Strengthen our position

Implementing a new corporate stratety and corporate identity.

Establising of Global Timber Asia Sdn. Bhd as a independent company.

#### 2013-2015 Market leader

Establising of a representative office in Asia.

Acquires a well-known Danish hardwood specialist.

#### 2006 The Foundation

A clear strategy from the start. No intention to tie up capital to a large inventory, but instead, buying only one container of hardwood to sell it again. Then two, then three.

#### 2016-2017 Building our future

Purchases new company headquarters, under the constallation of Global Timber Group.

Acquires another well-known Danish hardwood specialist.

Designated Gazelle, EY Entrepreneur of the Year and named a winner in PWC's annual business awards for the heavy categories. Competes for the title "Owner-Manager of the Year"

#### 2010-2012 Years of Growth

Establising of warehouse and the subsidiary Fredsted Floors.

to 4 members, new sales-startegy is set in motion.

## WHO WE ARE

Our employees are represented by nationalities like German, Malaysian, Vietnamese, Romanian, Chinese and Danish. Having a diverse team implies thinking and acting globally.

Diversity is important for our business to thrive, as it also gives us many advantages. One of them is access to market differentiation in ways of communicating our product and brand. Cultural awareness is another. These two lays the foundation for further growth and success of a local company winning global market shares.

"We embrace diversity in our workforce: our employees range from the age of 21 to 75 and several nationalities. We are fortunate to have a lot of talents covering all aspects of our business."

Anders Bitzer, CEO



#### NAVIGATING THE HARDWOOD TRADING INDUSTRI

Trinh H. Hansen, Supply Chain Manager at Global Timber

#### Connecting our Global Market with Local Customers

Trinh H. Hansen is the Supply Chain Manager at Global Timber. She is primarily affiliated with our Asian team. Trinh plays a central role in connecting our African and European suppliers with our customers in the Asian market. Her key focus is the Vietnamese market, but also manages the logistics between Asian customers and shipping from US-, EU- and African-suppliers. One of Trinh's most distinguished responsibilities is attendance to our Global Timber network in Vietnam.

Trinh travels often to keep a personal relationship, both with existing and new customers. She takes pride in offering our customers the guidance, she and the rest of the team can provide and she has a natural eye for new business opportunities both for us as a supplier, but also for our customers to gain full use of the purchased product or even by offering an alternative specie.



"A natural upbringing in the wooden furniture business got me working at Global Timber. The company set high standards for its business and the possibilities are endless.

– If you are willing to put in the work, Global Timber truly operates on a global market, and have the world as its playground."

#### From Hui Chi Minh to Aarhus

Today Trinh lives close to Aarhus, Denmark, but was born and raised in Hui Si Minh City. Her upbringing and culture combined with her professional knowledge to the wood working industry is of high importance when navigating the hardwood trading industry



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#### WE HEART WOOD - DO YOU SHARE OUR PASSION?

**Trinh H. Hansen**Supply Chain Manager at Global Timber

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## Frank Warming Warehouse Leader



From wood "virgin" to warehouse lead

"We have an incredible working environment with numerous social events and a great sense of fellowship where each and every one is a valuable and vital part of the big company machinery.

Before Global Timber, I had no background or knowledge within the wood industry. I had to learn all the different species of wood and at the same time get familiar with my new role leading a team. From the beginning, I felt comfortable with the responsibility and with a strong dialogue and trust from the management team I was off to a good start.

Our warehouse is all about equality and familiarity. All employees are included in the daily tasks and decisions in order to create a feeling of commitment and companionship – and to make sure that our actions are coordinated and efficient, which is crucial in an international company, supplying the global market."



## BUILDING OUR IDENTITY

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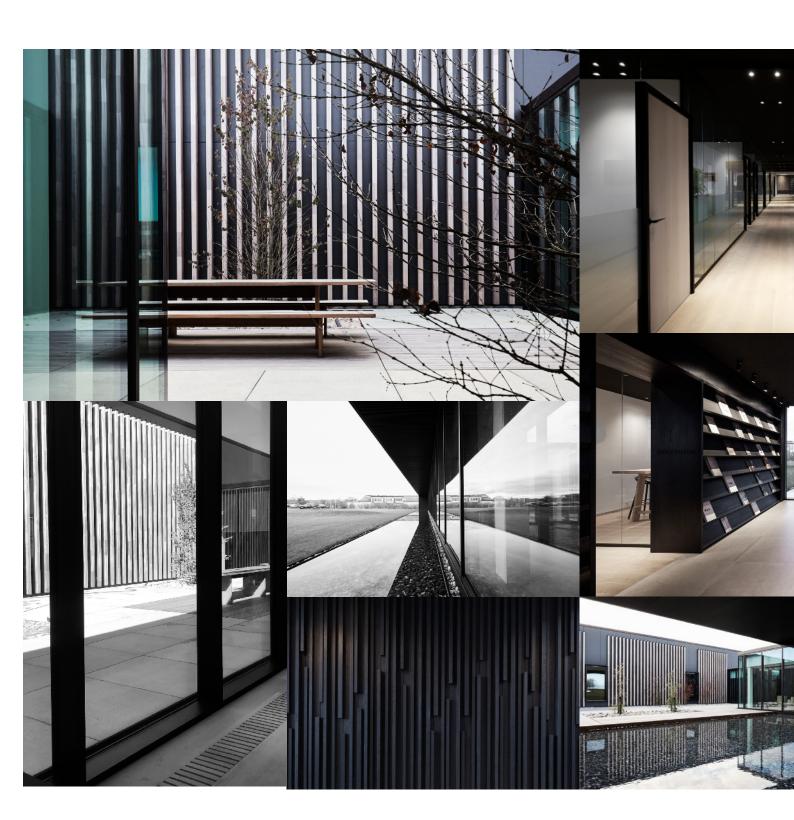
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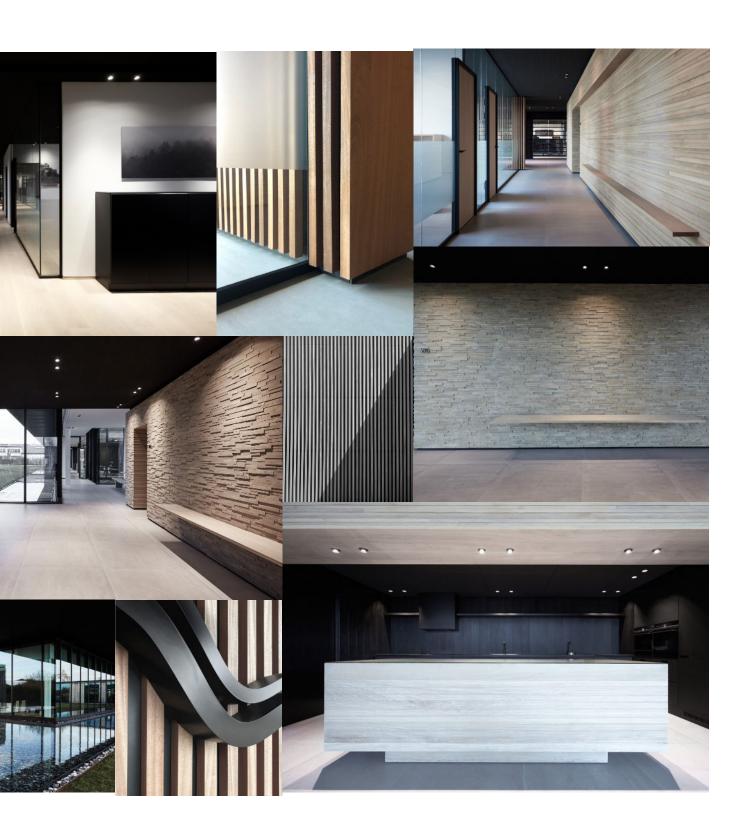
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# WOOD IS THE FUTURE

At study, made by the Nordic Council of Ministers, of Good Practice With Wood in Constructions, states why wood is the future of constructions.

Global Timber accommodate the climatic focus of using wood as the main construction element.

We support good forestry practice and combined, we are involved in suppling material for the construction of the future, leaving a positive footprint towards future generations.

## THIS IS SOMETHING WE ARE PROUD OF.

From a climatic perspective, wooden construction is a no-brainer, and the benefits of building with wood are extensive: wood is a renewable material, providing greater structural integrity and has been proven healthy beneficial both concerning people's general health and within the construction of the building itself.

Wood in constructions, is a contribution to improve indoor climate thanks to the woods moisture absorbing properties.

Participating in pushing more wood into todays construction and contribuating to a more sustainable building attitude in the construction industry, we place imporatance in communicating our role in suppling wood for local and global projects.

#### WHY WOOD IS GENIUS

The construction industry uses vast amounts of finite resources, and is responsible for around one third of all carbon emissions globally.

By 2030, total construction output is expected to grow by 85%, and as our appetite for constructing new buildings expands, it compounds the climate and resource scarcity problems that we face.

Significant efforts have been made to improve the energy efficiency of our buildings.

Using wood as a building material has the potential to change that! Reducing the carbon footprint of our buildings by using the only renewable construction material.

#### A LEADING HARDWOOD SUPPLIER

As a leading supplier to the woodbuilding industry our local and global project portfolio span widely.

Global Timber supplied material for large parts of our local city's outdoor environments. *Salling Rooftop*, in Aarhus, which opened in 2017, is one of our proud local projects. We often take customers, to show how well tropical hardwoods performs in the Nordic climate.



Louis Vuitton Flagship Store, Singapore

In collaboration with a Danish window frame-manufacturer, we supplied specil cut oak for the prestige *BIG* project 79 & Park in Stockholm.

Another great example, how architecture is used to strengthen the location and surrounding nature, and how nature itself is integrated within the core of the construction.



Salling Rooftop, public space, Aarhus

From our office in Malaysia we work closely, connecting the wood working-industry with the sawmills. A collaboration which often results in projects, exposing beautiful wooden solution. The solid flooring covering the prestige *Louis Vuitton Store in Singapore*, has all been supplied by Global Timber.



79. & Park, residential construction, Stockholm

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#### SALLING ROOFTOP

The Salling Rooftop project in Aarhus, a spectacular public space with 360-degree panoramic views of Aarhus city.



Stairwell, stage and greenhouse are cladded in untreated FSC certified Sapele Mahogany from Global Timber. The patinated sapele stands as beautiful as at the opening in 2017, connecting the space with the port city's raw architecture.

#### NATURE IN DESIGN

The rooftop terrace holds everything from afternoon tea, happy hours to open-air concerts. An inspirational space, where the hardwood frames the environment as a small oasis of nature, hidden within the buzzing city life. Wellthought plantation and décor creates an atmospheric whole and really makes the construction of the mahogany hardwood stand out.



Salling Rooftop is an example of how the wooden material is used beneficial for the architectural construct both with design and longevity prospects. When it comes to material selection, many overlook the possibilities of using hardwood that has climatic and, in many cases,

"Wood is really one of the most sustainable materials we have. Wood both absorbs CO2 during growth and stores it when used in constructions." Søren Vinther

Today, tropical hardwood is a climate-friendly choice. The slow growth gives excellent properties and adds a long life to the construction project.

## CHANGING AND IMPROVING CITYSCAPE

79 & PARK is a modular apartment block by BIG architects, looking like a verdant wooden hillside.

#### NATURE'S OWN MATERIAL

Involving nature, as a defining design element into future constructions, is something Global Timber is quite aware of. The project proofs, that it is possible to change and improve the cityscape.

For **79 & Park**, the architecture has been used to strengthen the location. The house merges with the park space below, offering all residents greenery-covered roof terraces. The building is clattered with Ceder wood and the large window frames in solid European oak from Global Timber makes the buildings iconic expression.

Krone Vinduer is one of Global Timbers trusted customers for many years. Over the years, Global Timber's Area & Operations Manager Lars Ovesen has built a strong relationship with CEO, Kay Bundgaard. The close relationship supports both businesses', when developing and supplying wooden solutions for global architectural constructs.

#### PROFESSIONAL GUIDANCE

Extensive dialogue and a close collaboration between Global Timber and Krone Vinduer, resulted in the extensive load of special cut full-glued oak elements in

2,85 meters for the 168 luxury residences in the prestige BIG project, 79 & Park, in Stockholm.

For Krone Vinduer to successfully produce the custom window frames, was their knowledge and delivery safety of the raw material. Krone Vinduer was brought in early in the design process by the architects and guaranteeing delivery of the final units, was possible, due to Global Timber's guiding roll along the developing process.

"Suppling the material for this project required a lot of groundwork to source the large quantity all in same quality. Our sourcing network, close collaboration with local sawmills, and thorough knowledge landed us the order. Our relationship with Krone Vinduer is based on many years. They know our expertise and benefits from knowing our business well. Especially when doing projects like this." Lars Ovesen, Global Timber

Most of the hardwoods we recommend for constructions have a longevity of up to five times longer than softer wood species. That is why, we believe *our* wood is genius as a defining building material too.



photo: Krone Vinduer