

# REGISTRATION FORM

## Why to participate?

- √ the only conference to be held in the region related to the sawmill industry
- √ presentation of products & services to target groups (sawmill industry)
- √ participants and guests – sawmill owners and managers - decision makers, representatives of the forestry, sawmill technology manufacturers, public opinion makers, unions, representatives of institutions and the state government, media
- √ overview on the present market situation and plans, as well as an outline of the potentials and needs of the sawmill industry in Southeast Europe
- √ chances for high level market positioning
- √ presentation of the latest world trends in the sawmill industry

## How to participate?

Please fill in the required information. The Registration Form is to be sent to the following fax no: 00385 1 6329 113. After we have received the filled registration form, we will send You a preliminary invoice with all the data You need for payment.

PARTICIPATION FEE (per person):	EUR	The participation fee includes: participation, working materials, refreshments, lunch.
1 participant	85,00	
2. participant from same company	75,00	
3. i 4. participant from same company	Free of charge	
Students	Free of charge	
Professors	40,00	

Firm:	Tax No:
Name, Surname:	Tel.:
E-mail:	GSM:
Address:	Web:

Organiser contact:  
Tel.: 00385 1 6329 110 Fax: 00385 1 6329 113 E-mail: [info@centar-marketing.com](mailto:info@centar-marketing.com)

Working material (the Organiser reserves the right to change)



## 1st CONGRESS OF THE SAWMILL INDUSTRY OF SOUTHEAST EUROPE

**Small Technology Investment and Scarcity in  
raw Material: Can the local Sawmills survive?**

28 October 2010  
Slavonski Brod, Croatia

### Organiser:

Wood & Furniture Magazine  
Wood Cluster

### Co-organiser:

Institute of Wood Engineering  
Rosenheim

### With the following participating representatives:

Faculty of Forestry Zagreb

### Expected general sponsorship:

Ministry for regional development,  
water management and forestry  
Croatia

[www.see-sawmill.com](http://www.see-sawmill.com)

## Overview of the Market Situation:

Around 2,300-2,500 registered sawmills are situated in countries of Southeast Europe which process more than 70% broad-leaved trees like beech, oak and ash, and some fir trees and pine trees. According to estimations, the installed sawmill capacities are around 6 million m<sup>3</sup>, as there are no exact statistics and no precise numbers. Most of them are organised in small sawmills with only some automatization, but all the countries of the region have many medium sized wood processors with a cutting capacity of 60-100,000 m<sup>3</sup>. There are no modern type sawmills in the region. The sawmill production in Southeast Europe is similar and connected in many ways, but neither comprehensive statistics of the achieved results have been produced so far, nor systematic monitoring of the market trends. The technological level of processing, the number of engaged labour force, and the cutting performance per employee are not even near the level as in countries with developed sawmill industry. The conclusion is that sawmill processing of wood in Southeast Europe opens new opportunities and represents a challenge for many improvements and upgradings.

## Goals

- analysis of market opportunities for sawmills in the countries of Southeast Europe and the Region
- introduction of the European and world trends in commercial aspects of primary wood processing
- overview of the technical and technological aspects of the machinery used in the sawmill industry
- exchange of experience and making contacts with colleagues from West & Southeast Europe i.e. Region
- strengthening of relations with representatives from the forestry and institutions in order to create a good business environment

## Participants

We expect up to 400 participants: sawmill companies from SEE and WE countries, forestry representatives, manufacturers of wood technology, state and educational institutions representatives, the press and other interested parties...

## Guests

European professional associations, institutes, educational and research institutions representatives, the media, students...

## Why Slavonski Brod?

Convenient location - in the middle of the Region

- Slavonski Brod - Zagreb 190 km
- Beograd 200 km
- Sarajevo 230 km
- Banja Luka 125 km
- Mostar 350 km
- Pécs 195 km

## Topics:

**Quality** of logs in regional sawmills

Analysis of the log **prices** ex sawmill in countries of the region

**Statistics** on the logs exploitation (small, medium and big sawmills)

Implementation of **standards** and EU norms for logs and saw wood

**Trends** in the EU sawmill industry

Problem related to **shrapnel** in the sawmill industry

New **technologies** in optimizing process

Use of **lasers** in the sawmill industry

New **drying** technologies

Silos, pipelines and **exhaustion** systems

Poplar **sawing** in the Danube area

**Branding** of some tree species – example of Slavonic oak

**Investments** in modern sawing technologies (examples from the USA, Russia, Scandinavia, Africa)

Sales of saw wood and elements/**analysis** of some EU markets

Exploitation of scraps and issue of the wood **biomass** – production of **pellets**

**Energy** from wood – examples with different boilers

\*October 29th – optional visit to local sawmills and forests in Slavonia.