

PAINTING WOOD

newsletter

GORI INDUSTRY

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www.teknos.com
**Merry Christmas
and Happy New Year!**

Dear Business Partners,

in the past year most markets have recovered from the financial crisis of 2009 and we are experiencing a slightly positive development from the beginning of 2011. Throughout Europe the sales volumes for our Industrial wood products exceed the previous year's. Traditional markets such as Scandinavia and Germany are stable on a high level. In Poland and Slovenia, where our branch office has also gained access to the surrounding markets, we see a stronger growth. In these countries we were able to gain important new customers and to significantly increase our market share.

Even with a positive start of 2011 the forecasts for economic development are somewhat cautious, as demands after summer has dropped. What concerns more is the situation on the raw materials market with increasing price levels which is a huge challenge for all of us. Teknos is making every effort to keep the impact as low as possible.

We wish you good results for 2011 and lots of success in the coming year!

 **Tomas Kjellker**
International Sales Director, Teknos Industrial Wood



Full support with colours

Colour shades play an increasing role in wooden windows and doors. Those who go for a high-quality wooden window are not looking for a mass product, but will place high value on individuality and aesthetics. Architects and builders are requesting individual colour shades more often, and window manufacturers are increasingly positioning themselves with their own colour collections on the market.

When it comes to colour, Teknos customers can rely on a high level of competence and the full support from Teknos. The core of colour shading is the central colour competence centre in Finland, which offers extensive experience in coating different materials. The Finnish centre is mainly responsible for developing opaque colour shades and for the Teknos tinting systems.

The development of translucent colour shades is more complex and often requires a closer cooperation with the customers. This is the reason why in recent years Teknos has set up further local colour labs to work more closely with the customers on site and to be able to support them with individual colour shades even quicker and more directly. So besides the colour lab in the Industrial Wood Competence Centre in Vamdrup there is also a local colour lab with a tinting centre in Germany, Poland and the UK. Experienced Teknos experts develop individual colour shades on site to customer specification.

The scope of services at the local centres includes the production of individual colour samples on the customer's original wood, for architects and builders, for instance. So there is a lot of support which Teknos customers can rely on when it comes to colour.

First BPD approval procedures for Teknos products successfully completed

In December the first approval procedures under the Biocide Product Directive (BPD) were completed for the industrial use of four Teknos wood preservatives:

AQUA PRIMER 2907-02

AQUA PRIMER 2907-42

GORI 356

GORI 605

TEKNOL AQUA 1410-01 (still awaiting approval from the UK)

Following the approval in Denmark the processes are now underway for acceptance by national approval authorities of other EU countries. These procedures are expected to be concluded by April 2012. In the meantime the specified products may continue to be sold and used under the transitional arrangement of the different EU countries.

Largest Norwegian door manufacturer relies on Teknos coatings

What started in 1948 with one sawmill and five enterprising brothers in south Norwegian Rogaland, is today the prime address for wooden windows and doors in Norway: the Gilje Group with the companies Gilje Tre (Dirdal) and Gilje Door (Moi). The portfolio extends from low energy windows through fire protected windows and doors to exterior and safety doors. The group and its 280 employees produce a total of around 120,000 windows and 20,000 doors annually. While most are produced for the Norwegian market, around 15 percent are exported, especially to the United Kingdom.

Gilje produces exterior doors at the Moi location, which resulted from the takeover of the door manufacturer Nordør AS in 1992. With 16,000 doors and turnover of around €10 million, Gilje Door is today the largest Norwegian manufacturer of exterior doors and door elements. The innovative company was awarded the 'Golden Saw Blade' in June, a renowned prize of the Norwegian Association of the Woodworking Industry (NTL).

With experience to the right solution

Gilje Door has been relying on Teknos systems since 2010. At that time the company was searching for a suitable solution for the special material combination of Gilje exterior doors: a pinewood door leaf with an outer compact laminate layer of composite material. *"The challenge was to find a solution that achieves the desired properties both on pine and on the composite material"*, says **Trine Busch** from Technical Customer Service at Teknos in Vamdrup. *"On the basis of our considerable experience with various materials, we were able to find the right coating in targeted tests."*

The solution is a water-based, dual-layer coating with TEKNO-SEAL 4002 and AQUATOP 2760. The primer seals the wood effectively against the penetration of dampness and allows for good adhesion of the final coating, even on the composite material. The water borne topcoat has a very even, durable surface for the optimal finish of Gilje Doors products.

At Gilje a positive opinion of the cooperation with Teknos prevails. *"We have a good dialogue with both sales and technical staff at Teknos"*, confirms **Svein Egil Korsbø**, Purchasing and IT Manager at Giljedoor. *"We are very satisfied with the processing and quality of the Teknos products."*



Gilje Door factory in Moi (Norway).



State-of-the art facilities with a high degree of automation allow for a flexible production of doors.



◀ Gilje Door offer a broad range of exterior doors, including extraordinary designs.



▶ Gilje doors leave in the production line after coating with Teknos AQUATOP 2760.

Teknos at the Fensterbau/ Frontale trade fair in March

With over 100,000 trade visitors the Fensterbau/Frontale in Nuremberg (Germany) is one of the most important industry events for windows, doors and facades. And naturally Teknos will also be there when the trade fair opens its doors again next March. Under the motto 'With Teknos you are covered' Teknos will present pioneering coating solutions for classic and new materials. So it is worthwhile to highlight the date in your calendar: 21st to 24th March in Nuremberg, hall 6, stand 356.

Raw materials situation remains difficult

The raw materials situation for paints and varnishes remains critical. "Our industry has seen in the last year unprecedented availability problems and price increases for its main raw materials", stated **Jan van der Meulen**, Managing Director of the international organisation CEPE, in the run-up to the CEPE conference in October in Dublin. Representatives of the national associations express similar concerns. The prices for the essential raw material titanium dioxide, for example, have increased since mid 2010 on average to around 10 percent per quarter.

Teknos is also adversely affected by these difficulties and had to repeatedly adapt its prices. "The raw materials account for a major part of the manufacturing costs, so the impact on our sales prices is correspondingly high", states **Jens Nyrup Larsen**, Purchasing Director at Teknos. "We had hoped that the situation would ease somewhat in the second half of the year. In fact in the third quarter we have seen continued rising prices for resins and in September even a record increase of 20 percent in titanium dioxide. In view of the ongoing difficult situation we are doing everything to keep the impact for our customers as low as possible."

www.cepe.org

www.lackindustrie.de



Teknos has expanded activity in Vietnam



Still in Helsinki and Vamdrup in August, now in the field for Teknos in Vietnam: Timo Mäkinen, Nguyen Huong Giang and Nguyen Thi Nhu Thai.

Teknos is continuing to expand activities on the Asian market. Already in 2011 Teknos opened up a sales office in Ho Chi Minh City in Vietnam, an important growth market for the manufacture of garden furniture. The industrial wood coatings business in Vietnam is managed by **Timo Mäkinen**, who has previously held various positions at Teknos. Since June he has been supported on site by **Nguyen Huong Giang** (42), who brings many years of sales and management experience, and **Nguyen Thi Nhu Thai** (35), who was employed for over 10 years in the wood processing industry.



Also proven in harsh winter conditions: EPOKE spreader vehicles with Teknos metal coatings ensure a safe journey over the Great Belt Bridge between Funen and Zealand.

Teknos 360°

It's not only the wood processing industry that relies on Teknos coating systems. In the segment 'Metal, Mineral and Powder Coatings' Teknos supplies a variety of solutions for different materials, requirements and industries.



Production Manager Per Kragelund and head of Paint Department Nigel Curtis in front of finished EPOKE spreaders.

Teknos coating resists sand and salt

When it is really cold and slippery in the winter, some people in the Jutland town of Vejlen will enjoy this particularly. EPOKE, a leading manufacturer of spreaders, is based here. The company supplies customers around the world with spreaders for salt, saltwater and other substances. The products range from compact spreaders to large spreader vehicles for airport use.

The coating of equipment used in extremely harsh conditions must satisfy high requirements in rust protection. For three years EPOKE has thus relied on Teknos' competent technical support and fast-drying coating products. "Due to the excellent drying properties we do not need any drying at higher temperatures, for example in a drying oven. This is an important advantage for the coating process", says **Nigel Curtis**, who is responsible for the coating division at EPOKE.

After sandblasting with grade Sa2½, EPOKE spreaders are coated with TEKNOZINK 3232 Zinc Epoxy Primer and TEKNOBUR COMBI 3442-17 Polyurethane Top Coat, with a dry surface film of 180–200 µm. After the finishing process the end result is a smooth even surface with a gloss level of 60–70.

Hardness test passed

In the long winter 2009/10 Teknos coating proved itself very well. "At that time de-icing salt had become scarce and sand was added in many places, to stretch stocks", explains EPOKE production manager **Per Kragelund**. "Salt alone required a very resistant surface because of its corrosive action. But in combination with sand it is a real challenge for coating. Paint application with Teknos products passed this hardness test most successfully."

Teknos is the main supplier for various paints that EPOKE processes since 2008. This not only includes the manufacturer's corporate colour - bright orange - but also many other colour shades specified by EPOKE customers. Teknos plays a crucial part in the development of these colour shades. Just as there is also a close cooperation between Per Kragelund and Nigel Curtis of EPOKE and Teknos service technician **Charlie Pedersen**. And a shared delight in the next harsh winter.

www.epoke.com