

 **BERGENE
HOLM AS**



| GET TO KNOW **BERGENE HOLM AS**



| VISION THE BEST CHOICE

STAGNATION OR GROWTH

More than six decades have passed since Paul Bergene Holm proclaimed to his stalwart workers at his new saw mill that "Stagnation is decline".

Paul was a visionary. As early as the 1950s while the local wood processing industry was still an unassuming business, Paul began to put his business goals on paper by writing his Goals and Plans for the Future:

"Every company should have a set of goals to strive toward. Working without a specific goal is uninteresting and in no way positive. You just end up floating with the tide, stagnating."

With Paul as our inspiration, our business attitudes are just as alive today as they were in Paul's time: to be the best choice for our customers, suppliers and employees.

Paul Bergene Holm, here standing to the left, with his crew in 1952.



| OUR GOAL

BETTER - EVERY DAY

QUANTITY AND COMPETENCE

We are 400 tree enthusiasts who process more than 940 000 cubic meters of timber each year. That amounts to approximately 23 000 trailers full of timber. The turn-out is about 540 000 m³ of sawn goods from our eight production plants.

We produce large volumes of everything from sturdy and durable construction timber to elegant profiled mouldings. A lot of care and competence go into each and every splinter.

Our goal is to continue to be the preferred supplier and leading company of wood-based products in Norway and in the other markets in which we invest time and energy.

We achieve our goals through close cooperation with our partners and a persistent willingness to **get better – every day.**

| MANUFACTURING

FROM TIMBER TO SAWN GOODS

TENDERLOIN AND MINCED MEAT

We have eight production sites located in Southeastern and Southern Norway where the quality and supply of timber is very good and the distance to the market is short.

We utilise PEFC certified timber from sustainable approved felling zones close to our sawmills. Our goods are produced according to Norwegian standards and we only use approved surface treatments.

We continuously invest in new, advanced production equipment to make sure our product range and quality meet our customer's requirements.

Would you like to see how a modern saw and planing mill functions? We have placed a couple of small movie clips on the internet for you to enjoy: www.YouTube.com/bergeneholm

| PRODUCTS

MORE THAN WOOD!

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SUSTAINABILITY AND PROFITABILITY

Wood is our most sustainable raw material. As a building material, its credentials are unparalleled. Wood results in far less carbon dioxide emissions into the atmosphere than competing building products.

We are therefore proud to be a large producer and supplier of wood products to the construction material market and industrial clients.

We strive not to waste any of our raw materials, which consist of high-quality spruce and pine. A little more than 50% of our raw material becomes sawn goods. The rest are by-products like bark, different types of wood chipping and end/offcuts.

Our goal is to create growth and profitability for our customers through offering the correct product range and sales promotion services.



| PRODUCT RANGE

WOOD FOR GENERATIONS

TRADITIONAL AND TRENDY

Norway has a historical tradition for building with wood. We produce almost anything you need to build a typical Norwegian wooden house: construction material, railing, furring strips, cladding, decking, panelling and mouldings.

We offer industrial treatment on a number of our products such as impregnation, primer, wood stain, paint and glazing. We only allow the best treatments to compliment our products.

Many of our products have existed for generations and are both traditional and timeless. Although the product might seem the same, the development can be noticed in the way its sorted, surface-treated, labeled and packed.

Our products are sold to industrial clients and to the largest building products and construction materials suppliers in Norway, in addition to export markets in Europe and Africa.



| BY-PRODUCTS

THE BARK AND THE WOOD

USEFUL AND BEAUTIFUL

Running a profitable business in the wood processing industry today is challenging. The margins are small and the sale of by-products is therefore an important part of our overall turnover. Hence we put great effort in to utilising “the whole log”.

We use the by-products for our own heating (bioenergy) or to sell as a fuel supply in the form of pellets, or for paper and sheet production. Bark is a useful and environmentally friendly product extensively used in public parks, gardens and sports complexes etc., as well as in private gardens.

We offer a number of different bark products: bark chips for garden cover, decorative cover, environment bark and bark used in compost and outhouses sold in sacks, as well as bulk sales.

We offer packaging with company branding for our largest customers.

| DELIVERY

TIGHT AND
TIMELY



TAG // BESTE VALG
TLF // + 47 98 25 03 50
AVD // BH ORDRESENTER
WEB // WWW.BERGENEHOLM.NO





NOR



VI SITTER TETT PÅ VIRKELIGHETEN

VISION

BESTE VALG

AVDELING EDI
ORDRE 7080000871193

ÅPNINGSTID
MAN - FRE / 09 - 16

EPOST
ORDRE@BERGENEHOLM.NO

CE

1070-CPD-23,EN 14061, Justert, Dry Granded,
D2-v2, 40, 06, PCAB, 4 T1 Inst 142

KONTAKT OSS PÅ

98250350



01074635346748373(7564)46347364

LENGDEMATRISSE

<	< 3,0	< 3,3	< 3,6	< 3,9	< 4,2
stk					
<	< 4,5	< 4,8	< 5,1	< 5,4	< 5,7
stk					

ORDRESENTERET
TETT PÅ VIRKELIGHETEN
EDI: 7080000871193 MI 98250350



EFFICIENT AND PERSONAL

We have a centralised ordering and invoicing system to make sure we provide our customers with the fastest and most professional service possible.

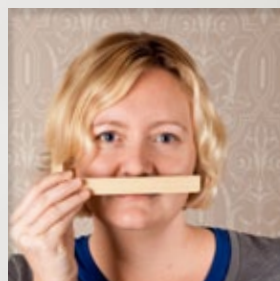
Our in-house customer service representatives are happy to talk to customers who need to discuss our products whenever necessary.

We offer a Picking and Precut Service at many of our distribution centres and our busy order agents at the factories and production plants do their best to search for and deliver products we do not have in our standard product assortment.

Close cooperation over many years with loyal transport and delivery companies allows us to promise safe and timely delivery to our customers.

We strive to make sure that each package is neat, correctly labelled and in perfect condition.

| THE SALES TEAM HERE FOR YOU



- Our sales team -

| SAW - SELL - SOLD

Our sales team works hard to satisfy all our customers' needs and requirements. Innumerable kilometres are driven to visit our customers in urban areas, as well as in the sparsely populated parts of Norway.

With plane, phone and e-mail we are able to cooperate closely with our partners outside of Norway. These are our most important relationships, and we appreciate meeting and talking to people who love wood as much as we do.

We make sure to help our partners with all kinds of campaigns, brochures and exhibits to sell wood products in stores or from larger warehouses.

We are happy to assist with small business fairs, trade shows, road shows and supplier arrangements, and we enjoy to conduct workshops for sales employees and for the store's customers.

Real professionals do not grow on trees – ask us, we know!



| KNOW-HOW

WOOD ON THE CURRICULUM

| IN THEORY AND IN PRACTICE

We enjoy sharing our knowledge of wood with our customers and our customers' customers. Our product and sales managers conduct many workshops for hundreds of wood enthusiasts every year.

Our workshops are made to suit our customers' needs and wishes. Wood technology, product knowledge and construction techniques are subjects that our workshop participants always love to discuss.

Our presentations are tailor-made to meet our customers' needs with professional photos, illustrations and films that make our workshops interesting and lively.

We usually run in-store workshops for our customers, but they are always welcome to visit our production plants. Getting a little sawdust under the collar is always useful!



| SERVICES

THAT LITTLE EXTRA

KNOWLEDGE AND INSPIRATION

Bergene Holm AS is a trusted trademark within the world of Norwegian construction materials. We work hard to enhance our traditional products by providing knowledge and inspiration to our customers.

Our Communications Department develops brochures, exhibits, workshop documents and ideas for trade fairs. We design advertisement and write texts, take professional photographs in our own studio – we also twitter - and we own and administrate Norway's most extensive and comprehensive building and construction blog.

We consider it our duty to stimulate interest about wood in general and about Bergene Holm AS in particular. This has proven to be a very useful and productive approach for our customers and partners.

| CUSTOMER SERVICE

GOOD ADVICE SELLS

COMMUNICATION AND ADDED SALES

Our product assortment contains many products that are well-suited to store displays, either as individual small installations or together with pictures and information.

Many people have expressed an interest in more knowledge about our products when beginning an extensive construction project. Either by searching internet or when inquiring at stores. We want to offer the best inspiration and information where ever our customers look for or purchase our products.

Our dedicated service representatives are happy to help our customers build effective exhibits that are suited to the needs and the size of the store. The exhibits usually consist of product samples, pictures and posters that provide professional, safe and inspirational information and increase sales.

An absolute win-win-win situation for everyone.



| THE INSPIRATION AWARD

EVERYONE CAN APPLY
EVERYONE CAN WIN

Søknadsskjema

SØKER
Ola og Kari Byggesjå
Byggesjåen 6
125 BYØ
93003840
Ola@vilbyggermedtre.no
www.vilbyggermedtre.no

HVILKEN PRIS SØKER DU PÅ?
☐ Eksteriørprisen
☐ Uteriørprisen
☒ Interiørprisen
☐ Barnas trepris

HVOR KJØPTE DU BYGGEVARENE?
☐ Vår lokale byggebutikk

MIN OPPLEVELSE AV BYGGEVARENE?
Materialene som er på vår lokale byggebutikk fra Bergen



Finalist open class 2011
10 000,- in prize.



Exterior award
Winner 2010
100 000,- prize



Interior award winner 2009
50 000,- in prize.

Deadline for
submission Nov. 1
each year!

Remember!!
take pictures!



Outdoor Award 2009
50 000,- prize



The children wood award 2010
10 000,- in prize

BUILD - APPLY - WIN

Norway leads the world in housing renovation. We build new houses, restore older homes and renovate the interiors and exteriors of our residential buildings and cabins. Wonderful projects with good solutions appear everywhere to inspire our neighbours, passers-by and others.

Wood products amount to a very significant portion of indoor and outdoor building projects. As one of the country's largest providers of wood products, we feel it is our duty to promote the proper use of wood and to inspire others to build by awarding prizes that set examples of such use.

That is why we invite everyone who is building in wood to apply for our inspiration award. We hand out more than 250 000 kroner in five different prize categories each year.

Our motto: - Everyone can build – everyone can apply – everyone can win!



| WEB SERVICES

ALWAYS ONLINE

BUILDING AND BLOGGING

www.bergeneholm.no



Our website is dedicated for everybody using wood to build a home. Find inspiration, information and DIY guides.

Blogg.bergeneholm.no



We simply have Norway's most extensive, comprehensive and inspiring construction blog.

Facebook.com/bergeneholm



Stay updated on wood, trends and competitions by "liking" us on facebook.

Youtube.com/bergeneholm



Thousands of people have seen our films about timber and sawn goods becoming beautiful patios and terraces.

Twitter: @bergeneholm



We twitter when we feel something needs to be heard.

**BERGENE
HOLM AS**



| CORPORATE RESPONSIBILITY TEAM-PLAYERS

RESPONSIBILITY AND INVOLVEMENT

We are proud to work in a sustainable industry where our raw materials are utilised to the max and our products are considered time-less and eco-friendly. We also want to contribute to establishing lasting values that reach beyond the manufacturing of wood products.

Bergene Holm AS is an important employer in the regions where our businesses are located. Each year we set aside a certain amount of money to engagements that benefit our local communities.

We support local teams and organizations in which our employees are involved and activities that our partners and the local population find important.

We are proud supporters of the Dristug Gutter 16 volleyball team, the Norwegian volleyball champions of 2012!

VALUES

BE BRAVE,

BE RESPONSIBLE,

WORK TOGETHER

RESPONSIBLE AND BRAVE

Our company has grown for two generations to become one of Norway's largest companies in the construction wood sector. These years have been very exciting and full of adventure.

We have been around since there was a sawmill in every town and village until now when there are very few large sawmills left in Norway.

We would not have become what we are today if we neglected our values:

- be brave
- take responsibility
- work together

Being brave, Taking responsibility and Working together will allow us to become better - every day. This will bring our company vision to life to be the Best choice for our customers, suppliers and employees.



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| FOLLOW US ON THE WEB





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