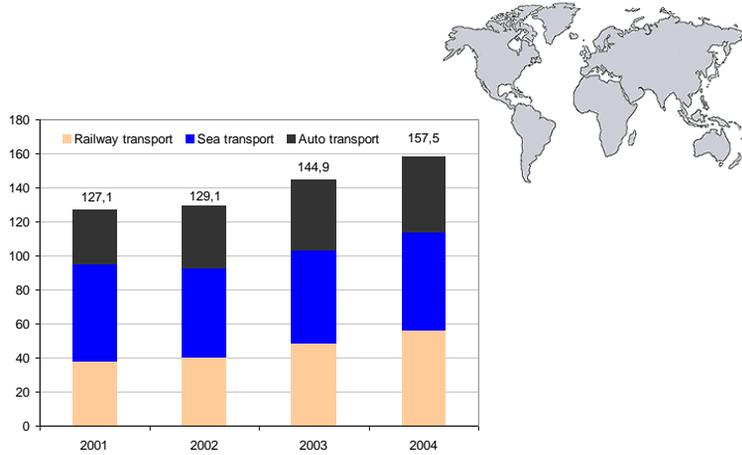


Cooperation between Latvian logistics and forest industry  
in order to increase competitiveness



Latvian logistics industry is constantly increasing turnover



Cooperation of Latvian logistics and forest industries, October 2005

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Latvian logistics companies are offering

**Ships and Truck deliveries**  
**Truck deliveries - Delivery time in EU - 72 hours**  
**Operating with both very small (~10 – 20 m3) and big delivery lots**



Cooperation of Latvian logistics and forest industries, October 2005

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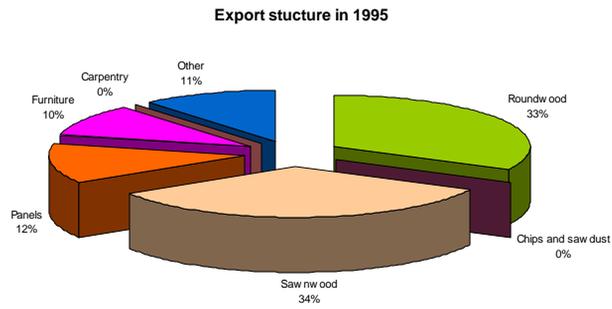
Latvian logistics companies are offering for timber industry

**Precise work with certified and non-certified timber**  
**Knowledge of different market standards world wide**



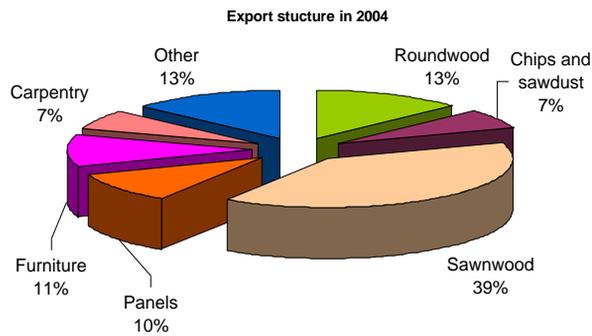
Cooperation of Latvian logistics and forest industries, October 2005

Latvian logistics companies are flexible, because of changes in forest industry product export (1)



Cooperation of Latvian logistics and forest industries, October 2005

Latvian logistics companies flexible, because of changes in forest industry product export (2)



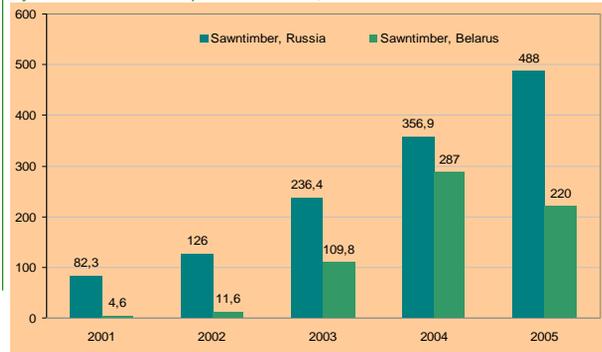
Cooperation of Latvian logistics and forest industries, October 2005

Latvian forest industry companies increasing volumes of imported timber, expanding cooperation between countries. As a result:

**Forest sector positions becomes better timber trade markets**

**Logistics capacities are growing**

Dynamics of timber import in to Latvia, th. m3



Cooperation of Latvian logistics and forest industries, October 2005

Latvia is a well known member of EU and World market of sawn timber

**Annual sawnwood export 3.0 mil. m3**

**Main partners:**

UK

Germany

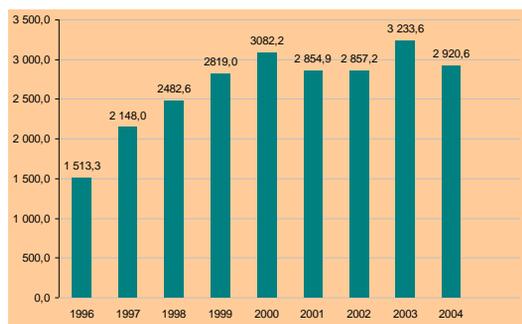
Japan

**Developing partners:**

US

Africa

China

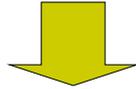


Cooperation of Latvian logistics and forest industries, October 2005

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Latvia is becoming an exporter of value added timber products and during last 5 years rapidly expanding export volumes of:

Kiln-dried, planed, treated and impregnated timber.



**This means additional requirements for logistics companies.**



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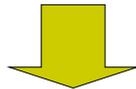
Cooperation of Latvian logistics and forest industries, October 2005

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Professional Latvian logistics companies are :

**Expanding additional services one step ahead industry needs**

**Improving logistics, offering full service solutions**



**As a result new  
NEW EFFICIENT OPPORTUNITIES  
are appearing on the market**



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Cooperation of Latvian logistics and forest industries, October 2005

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Experience of cooperation between logistics companies and forest industry companies makes **NEW EFFICIENT OPPORTUNITIES** for timber trading (1):

**Final grading for exact market standards**

**Kiln-drying and planning of exported timber**

**Gathering small lots in to big to supply large customers directly**

**Timber deliveries from Riga port to buyers “yard”**



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Cooperation of Latvian logistics and forest industries, October 2005

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Experience of cooperation between logistics companies and forest industry companies makes **NEW EFFICIENT OPPORTUNITIES** for timber trading (2):

**Creating complex delivery packages, adding missing assortments from both local and imported sources**

**Deliveries starting from very small volumes (from 10 m<sup>3</sup>) up to vessels (14 000 m<sup>3</sup>)**



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Cooperation of Latvian logistics and forest industries, October 2005

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**NEW OPPORTUNITIES** becomes  
more **EFFICIENT** in future, because of:

**Globalization and widening of timber standards**

**Growing volumes of certified timber coming from CIS**



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Cooperation of Latvian logistics and forest industries, October 2005

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**As a result Latvia is becoming  
a logistical center for timber product flow  
from CIS to Europe and markets world wide**



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Cooperation of Latvian logistics and forest industries, October 2005

To see success story example of new opportunities in  
 cooperation between logistic and forest industry  
 – welcome to Krievu Salas Terminals –  
 biggest forest products terminal in Baltic countries



Cooperation of Latvian logistics and forest industries, October 2005

### Krievu Salas Terminals

#### Volume of products shipped

	Year 2004
Sawn timber	206 043 m3
Pulwood	330 349 m3
Chips	391 659 m3
<b>Total</b>	<b>928 051 m3</b>

#### Further processing capacities

	Year 2005
Kiln-drying	100 000 m3
Grading	50 000 m3
Planing	50 000 m3

#### Vessels

	Year 2004
Chartered	30
Loaded	250



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