

English version 

Quality timber produced with Conscience

# Company Profile

Member of Rafael Group | Bulgaria



Wood Industries



Quality timber produced with Conscience



## Message From the Division Manager

Dear Colleagues and Clients

Since our inception in 2005, when we commenced milling and processing timber products at our Silistra plant, we have evolved into one of the most dynamic companies in our industry. We have passed milestones in our operations resulting in a tripling of our annual production capacity, exceeding all expectations.

The result-driven performance that we have achieved, together with our values of determination, integrity and commitment, has put us at the forefront of the local Bulgarian market and, more importantly, placed us in a prime position in the export market.

I am especially proud of the recognition and support of leading organisations and industry operators throughout the world and believe the prospects for Rafael Wood Industries continued growth and development are excellent.

In closing I would like to thank all our employees, contractors, clients and associates for their continued support and for being a part of our success.

Yours Sincerely



Milena Vasileva  
Division Manager  
Rafael Wood Industries



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## Business Overview

Rafael Wood Industries is a member of the Rafael Group of companies.

The Rafael Group is a dynamic multi-faceted corporation established in 2003 and based in Bulgaria. The corporation was founded and is guided by Mr. Vassos Andreou.

The Group, under the leadership of Mr. Andreou, provides expertise, direction and support to its multi-faceted business operations and industry-leading initiatives.

Rafael Wood Industries, directed by Mrs. Milena Vasileva, is one of the largest timber sawmills and raw materials processing plants in Bulgaria, focussing on the milling and supply of high quality timber product. The company has been in operation since 2005 and has made considerable advances both in production and operations and is now certified to ISO 18001: 9001 ensuring rigorous standards and quality assurance are maintained.

The company continues to improve methods, practices and performance levels; with its sawmills currently producing 9,000 cubic metres per annum.

The factory's forests wood supplies are directly or indirectly managed by Rafael Wood Industries and undertakes its own logging and milling, as well as dressing, drying and packaging, to ensure consistent quality and lower costs.





## Organizational Structure





## Our Wood Products

Rafael Wood Industries' consistent product quality and excellent customer service makes us a prime supplier of timber products across Europe. Our core business is the manufacture, wholesale and supply of quality hardwood and softwood timber pallet slatting, the manufacture of high-end furniture-assembly-ready timber products, and the production of combustible timber pellets.





## Our Timber Mill & Raw Materials Processing Plant

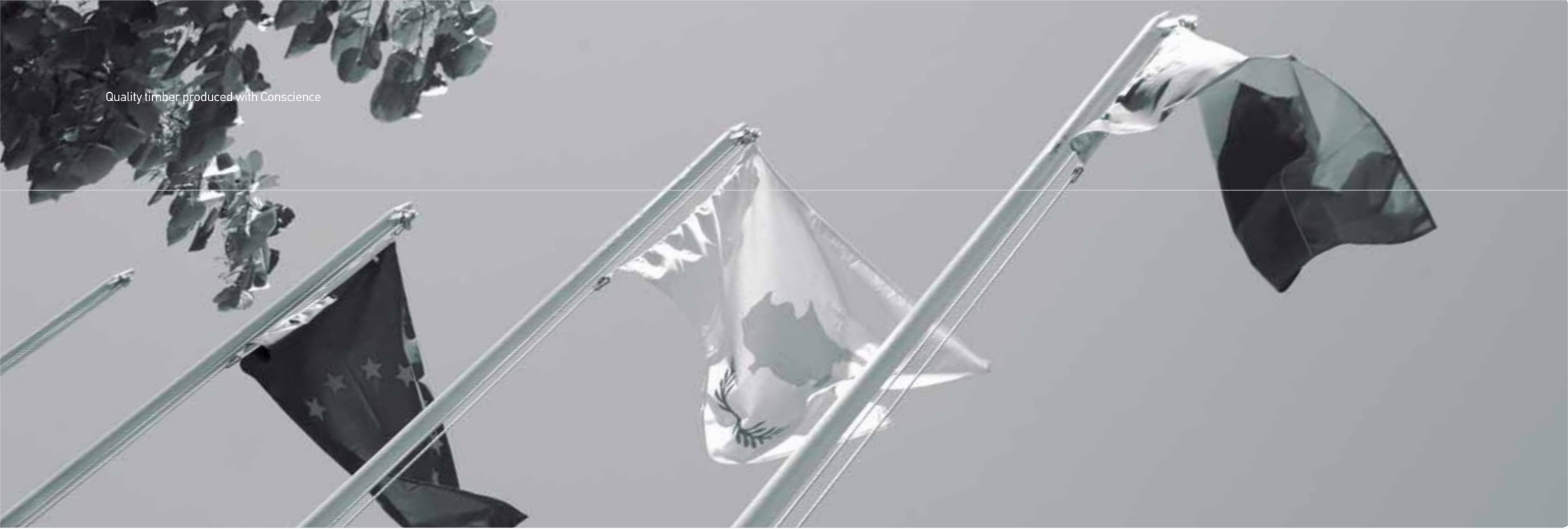
Located in the province of Silistra in Bulgaria, our timber mill and raw materials processing plant meets the highest international standards for quality. Situated 12 km south-west of Silistra town, the mill complex occupies over 20 decars and comprises three milling plants.

Our timber mills use the latest technology to produce the highest quality products in the most cost-effective manner.

Since the start of our operations, demand for our pallet element product has exceeded all expectations and production has increased by over 500% in the first two-year period.

The company also operates a timber storage yard and retail wood supply warehouse in Silistra town which trades as Rafael Trading Limited.

We operate a sustainable forestry management programme in co-operation with government authorities and privately managed forests. This ensures compliance with technical, environmental and legislative specifications. Our forestry staff are skilled and professional tree markers and foresters who understand sustainable forestry practices and ensure consistent quality wood raw material.



## Existing Markets

Our primary international markets are Italy and Cyprus, which, together with our domestic Bulgarian market, accounts for 95% of our overall sales. Other international markets account for the balance.

We also sell our product directly to local customers from our warehouse in Silistra town. Here, we concentrate on stock-piling and retailing to a local market.





## Current Production Range and Future Growth

At Rafael Wood Industries we monitor the changing needs of our customer base, by continuously gathering information and undertaking market research. This keeps us at the forefront of the industry and will contribute to the delivery of dynamic and sustainable growth.

As part of the 2007 Strategy, Rafael Trading has the following strong strategic initiatives:

- It just implemented and installed a new fully automated pallet elements production line which will improve dramatically the capacity levels and decrease the associated costs
- It is at the final stages of installing and integrating a timber drying mill production line that will increase the quality of the existing production line deliverables and vastly improve the profitability of the company
- It will set up a factory-within-factory for the production of combustible timber pellets
- It will upgrade and enhance its existing production line in order to be able to produce high end timber product for furniture assembly

The Silistra factory production is managed according to rigorous standards certified to ISO 18001 : 9001 for quality assurance purposes.

Rafael Ares Les Ltd. is the company that works closely with the forest authorities and other wood companies in order to secure steady supplies of wood for the factory and for the production of the needed supplies for our clients.





## Environmentally Efficient Operations & Accountability

Our goal is to minimise the environmental impact of our operations. We continually seek to optimize the use of renewable resources and identify, evaluate and eliminate potential environmental risks. To emphasize this policy we are now an ISO 18001: 9001 certified company.

## Social Commitment

At Raphael Wood Industries we are actively involved in our local communities and are dedicated to the well-being of our employees. We seek to engage local manpower and we reward our staff members with attractive bonus incentive schemes. We are proud to be recognised as a Responsible Corporate Citizen



## Quality Control & Performance

We operate a stringent quality control programme in order to continuously improve the quality of our product and services whilst maintaining sustainable growth and increased productivity to meet our customer needs.

## Strategic Focus & Mission

Our Strategic Focus is to become a world leader in wood products and our Mission is:

- To meet the ever-changing needs of our customers
- To retain existing customer loyalty
- To broaden our customer base
- To constantly improve the operations of our mills and improve the quality our product
- To provide shareholders with attractive returns
- To foster a dynamic and safe environment in which shared human values and personal growth prevails

U come as a client... U leave as a FRIEND.

Member of  **Rafael Group** | Bulgaria

