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# BRENTA

# THE NEWS

“The passion of sawing”



## Editorial

## Customer testimonials

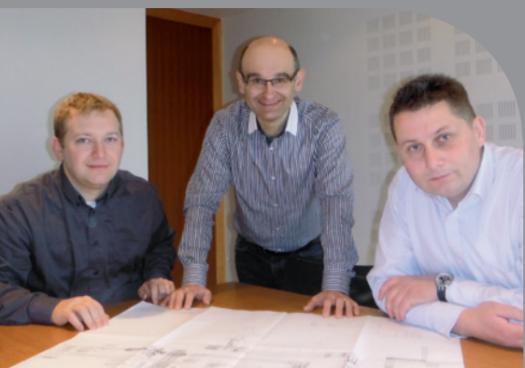
This first newsletter takes on a symbolic character. It marks the 20<sup>th</sup> anniversary of the LBL BRENTA entity and the 5<sup>th</sup> of the takeover of the company by the new management team. And rather than to speak about ourselves, we wish to give the floor to our customers. Who is best placed to see the major evolutions of our equipments? Our customers of course. And we are glad to hear them say that our Log bandsaws and Resawing units are now among the best on the market; efficient and reliable equipment.

We have learned a lot from you, dear friends, who are deeply concerned with finding the best equipment to increase your productivity. At your request, we have worked on reliability, improved our mechanizations, and looked at the selection of our components. Our strength: to provide an expertise and a complete solution to modernise or create sawmills from 5.000 to 80.000 m<sup>3</sup>.

Subsidiary of the French group SEEB Industry, a specialist in the mechanical engineering industry, we have focused, for the past 5 years, on finding innovative solutions, to develop and improve the reliability of our equipment. The sales team, assisted by 12 people in the design office, provide a made-to-measure solution from design to start-up.

More and more professionals also choose LBL BRENTA for the quality of the contact and the assurance to receive prompt and relevant answers. Be assured that our young team are dedicated to the sawmill industry and will be at your side in the long term to support you in any of your projects.

Hervé Lauriot, General Director



Hervé Lauriot, together with Christophe Boucaud, Technical Manager and Jean-Luc Labrosse, Sales Manager.

“A major supplier”

**When Christian Ribes decided to modernize the sawmill Arbos, in Egletons, he left nothing to chance. The General Director was assisted by a consulting engineer who was able to introduce him to a reliable long term supplier. The specification required the installation of a Resawing unit and a sorting line, a major investment for this supplier of building timber processing 35 000 m<sup>3</sup> of logs annually, half douglas, half spruce.**



The client consulted potential local and foreign suppliers who were likely to respond to the call for tender. There were 5 in the first round, 2 in the final, including a German. *“We chose BRENTA for several reasons, says Christian Ribes. We preferred the French supplier as they offered an exceptional after-sale service, enabling us to be flexible and reactive when troubleshooting. They are located not very far from us! We also appreciated the organization of the company and in particular the design office. We needed a Resawing unit that BRENTA had not developed at that time as we wanted the machine to be operated from a cabin. They had no experience in this field, it was a first for them, a prototype. While we risked “teething troubles”, the supplier was committed to making all the necessary modifications to ensure the proper functioning of the equipment. We are pleased to say that this commitment has been met.*

The equipment was installed in 2010 without stopping the production. We switched the production to the Resawing unit on the scheduled day with a minimum loss of time. Three years later, the equipment gives entire satisfaction. *“We can say that we have helped BRENTA to improve their equipment and the manufacturer acted like a major supplier as there remains little in Europe. Its teams are customer oriented. They listen and make their best effort to provide their clients with complete satisfaction, including their after-sales service. We can judge the quality of the equipment and the reactivity of the after-sales service over time. At BRENTA, people make great efforts to solve problems. Without doubt, we will work with BRENTA again.”*

**Sawmill Arbos, in Correze - France**

“The best for a made-to-measure solution”

**The Descourvières sawmill located in the Doubs region, processes fir and spruce building timbers. In 2009, the brothers Descourvières wished to invest in an efficient Resawing unit, able to edge the production coming from the two sawing lines with thicknesses from 17 to 220 mm.**

They chose the flexible edging system LBL BRENTA equipped with a chipper canter and 6 movable spindles. A machine that shows the progress made by the manufacturer in recent years. *“It is true that in the past LBL BRENTA had a negative image in the profession in terms of robustness and reliability. However what we saw during our visits to their workshop and to sawmills totally reassured us. And we were impressed by the after-sales service organization”* notes Jean-Philippe Descourvières.

LBL BRENTA responded to a specific problem: the Resawing unit had to fit into the existing building. *“They were better than others, recognizes the director. It was not easy but they managed to adapt. They were the first to propose a relevant solution. Their design office worked very well and everything fitted into the building. The Germans with whom we were also in contact were much stiffer, they had difficulty in changing their standard installation but we needed a customized solution”.*

The price was also an important issue. *“In 2009/2010, when we implemented this investment, there were few projects on the market, and the suppliers were engaged in a fierce competition in terms of prices, but LBL BRENTA won”.* Three years after the installation, the sawmill Descourvières has obtained the expected productivity gains and easier and better working conditions for its operators.

**Jean-Philippe Descourvières, softwood sawmill located in Franche-Comté, France**



## “Competitive with Germans”

David Kocher,  
pallets manufacturer  
in Alsace

The sawmill Kocher in Alsace produces a million pallets per year. To keep pace, it needs a powerful edger able to continuously supply its assembly unit. In 2010, the company replaced old Linck equipment with the Resawing unit LBL BRENTA.



*“The LBL BRENTA unit offered a great advantage in terms of number of saws, sawing quality, and chipper canter. The design of the machine is simple while modern and user friendly with its touchscreen control system.”* says David Kocher, director of the sawmill.

When installing the machine in August 2010, the technicians adapted the feed speeds for soft leafy logs that are processed in addition to the supply of softwood. “Two and a half years later, the equipment and the after-sales service give entire satisfaction.”

*“The fact that our supplier is backed by SEEB group, a specialist in the mechanical engineering industry working for major principals such as Ariane Space, confirms that LBL BRENTA is a serious company; says David Kocher. More over, they are more competitive than the Germans. Under these circumstances, we preferred to support a French supplier! For a further investment, we know that we can count on them.”*



## “A full complicity”

Laurent Rizet,  
Industrial Director,  
Group Ducerf

*“The design and the implementation of the line have resulted from a common work with the design office. The installation and the start-up were completed in less than two months, which is excellent. This line already ensures a significant production combined with the existing 120 m<sup>3</sup>/day of the log bandsaw LBL BRENTA. This increase is in line with the objectives of the sawmill which aims to reach a volume of 220 m<sup>3</sup>/day in Vendenesse-les-Charolles by 2017. LBL BRENTA will be involved of course in the next steps of the development plan that will focus on further down the sawing chain.”*

For years LBL BRENTA have supported the technological developments of the sawmill Ducerf. A mutual trust facilitated by the geographic proximity of the two companies and a full complicity between the two management teams.

Having made great efforts on drying, treatment and marketing of its products, sawmill Ducerf has implemented in late 2011 a development plan for its production. A second saw line was installed in early 2012 with the brand new tilted carriage type Spider.

## “A partner relationship”

Nothing predestined sawmill Mazieres to get closer to LBL BRENTA. The sawyer from Limousin is located 15 km from the competitor MEM, but it only took a last minute meeting on the trade fair Expobois in 2010 for the professional to look closer at the equipment of the manufacturer from Burgundy.

The first contact was very positive. *“We wanted to take advantage of the replacement of the log bandsaw to modernise the sawmill, and the equipment we saw running in sawmills met our expectations, remembers Stéphane Mazières, co-director. At the LBL BRENTA factory we saw a young team, dynamic, very much involved and willing to propose a custom-made solution. Their*

*advice was very pertinent.”* Mazières who processes oak, wanted heavy duty and more efficient equipment. The objective has been reached with a capacity of log length increased to 12 meters, against 8 previously, and an excellent sawing accuracy up to 10 meters. The project included a suspended movable cabin, an ink jet marking system, and a retractable slab chipper for gaining in log length.

*“On the day of signing, we had fully reassuring lay outs, says Stéphane Mazières. The discussions with the design office continued further in order to finalize the project. Our corrections were always taken promptly into consideration. We stopped the sawmill 3 weeks to install the equipment and we restarted on the scheduled day: We*

Stéphane Mazières,  
sawmill of oak located in Haute-Vienne - France

*had no communication problem. The first year, we broke some parts which we paid for as it was our fault. However when it was not our fault but a problem with the machine the parts were quickly replaced by the supplier under guarantee and without charge. With the Germans, it is not the same. It is never their fault. They are engineers. They are right and you are wrong!”*

Stéphane Mazières is particularly satisfied with the working relationship which he referred to as a partnership. Talking about the equipment, he notes the great progress of LBL BRENTA in the field of mechanization.



## FOCUS ON SAWMILL BARBIER

### “Obviously LBL BRENTA has changed gear”

This is the point of view of Marc Barbier, co-manager of sawmill Barbier located in Villaines-en-Duesmois, in Côte-d'Or - France. Explanations of a demanding sawyer.

How did you hear about LBL BRENTA?

Marc Barbier: *We are a long-standing client of LBL. In 2001, we replaced our log bandsaw with equipment supplied by LBL, who had already benefited from the bringing together with BRENTA. It gave us satisfaction in terms of quality/price ratio and speed operating performance. However, we process 80 m<sup>3</sup> of oak per day and the equipment is exposed to shocks. In 2012, we wanted to change the log carriage and modify at the same time our mechanization.*

Did you check what the market proposed?

Marc Barbier: *Sure, we consulted the competitors. However, our relationship with LBL mattered to us. We visited recent LBL BRENTA installations and I found a real change in the manufacturing quality: Especially in the field of mechanization. We realized that the company had changed gear: Therefore we chose the new log carriage Spider. We valued some improvements, such as the positioning of the headblocks with ballscrews instead of chains. It gives more precision. We also have the latest generation of slab chipper equipped to reduce the projections.*

How was the start-up?

Marc Barbier: *The equipment was installed between December 21 2012 and January 21, 2013. LBL BRENTA did not skimp on the resources and met the deadline. We also installed a trimming system down the headrig, an innovative piece of equipment for us. It was a successful first attempt for LBL.*

Are you satisfied?

Marc Barbier: *The start-up surprised us. The installation is reliable and efficient in terms of mechanics/automation. We will increase the throughput by 4 to 5% while reducing downtime and maintenance. The trimmer allows us to sell clean 4 square edged products, especially on the export market.*

16 000 m<sup>3</sup> of hardwood logs processed per year.

Located in the heart of burgundy, sawmill Barbier mainly transforms oak, in stud, edged sawn timber for industrial carpentry and flooring and for artisanal production. The sawmill also purchases 20 % of beech and other various hardwoods. Eventually, the factory processes packaging with softwood purchased abroad.

The company has 30 employees and generates an annual turnover of 6 millions euros.



19, avenue Jean Barraud  
71170 CHAUFFAILLES - France  
Tél. : +33 (0)3 85 26 00 73  
Fax : +33 (0)3 85 84 63 79  
contact@lbl-brenta-cd.com  
www.lbl-brenta-cd.com

