

CLT ORDER PROCESSING

04/2012

Quotation phase

We will be happy to draw up an appropriate quotation for you based on your documents. Documents can be submitted to Stora Enso in the following form:

- Tender text (cuttings must be taken into account)
- Individual part drawings

We will gladly assist you in determining the appropriate dimensions from planning permission submissions and building site plans. A preliminary estimate program which enables easy determination of amounts can be downloaded free of charge from **www.clt.info**. If you require our assistance during preliminary dimensioning, please provide the following information:

- Imposed load
- Permanent loads (load, floor structure, etc.)
- Location (snow load)

Please note that the amounts determined by Stora Enso may differ from those actually required, as definitive dimensioning is only carried out during the course of the preparation for work.

Order phase

If Stora Enso submits a quotation for your project, we would be grateful if you would sign and return this to us as confirmation that you wish to place the order.

A provisional production reservation is made based on the previously determined amounts. This then results in an agreed delivery date which can be met by Stora Enso under the following conditions:

- Forwarding of the required individual part drawings (see Individual part drawing request) summarised in "*.dwg" or "*.dxf" format, containing the following information:
 - Panel numbering
 - Span directions
 - Panel thickness
 - Complete dimensions
 - Panel joint
 - Surface quality
 - Visible side
- Completed order form
- Approval by the customer at least 12 days before dispatch of the panel drawings/charging list drawn up by Stora Enso
- No requests for changes by the customer during the final 12 working days before dispatch

Once the required documents have been received, the Stora Enso CLT engineering team will commence the definitive planning of your project.

On completion of the plans by Stora Enso, we request that you check them along with the panel, freight and charging list, and provide us with your written approval.

Once we have received these documents from you, Stora Enso will commence production of your CLT project.

The machined CLT panels are delivered to the destination at the agreed time in the appropriate transport sequence (see "Transport").



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INDIVIDUAL PART DRAWINGS

In the case of three-dimensional drawings, after consultation with our CLT engineering department (clt.technik@storaenso.com), we can further process your drawing files in *.ifc, *.3d DWG, *.3d dxf or *.sat (acis) format

Project management & transport

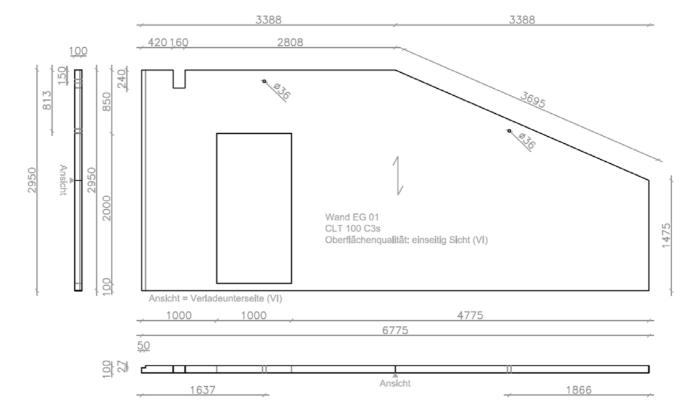
Otherwise, we require individual part drawings, which must include the following information:

- Panel numbering
- Grain direction of cover layers
- Panel thickness + panel type (C or L)
- Complete dimensions
- Panel joint
- Surface quality
- Position of visible side
- Position of upper loading side

Please ensure that we receive your drawings on schedule in order to meet your requested delivery date. In general, 20 working days should be allowed between reception of the plans and the delivery date.

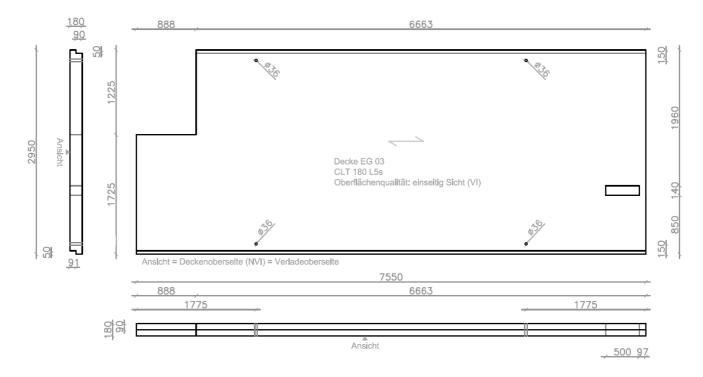
The drawing, which should be prepared as an orthographic projection with labelled views, may be similar to the following:

For walls





For ceilings



Please send us your individual part drawings combined in one "*.dwg" or "*.dxf" file.

In general, you should ensure that part labelling is unambiguous. For large buildings, you can ensure unambiguous labelling by sending us drawings for each floor.

The order in which panels are later loaded should also be taken into consideration when preparing drawings (panel numbering).



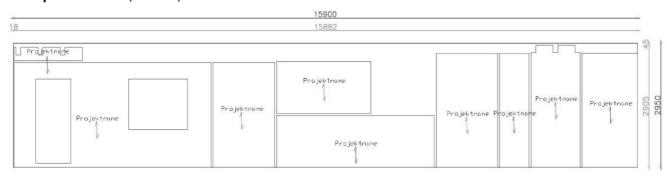
CHARGED DIMENSIONS 04/2012

Charged lengths: From minimum production length of 8.00 m per charged width up to max. 16.00 m (in

10 cm increments)

Charged widths: 2.45 m, 2.75 m, 2.95 m

Example 1 15,900 x 2,950 mm

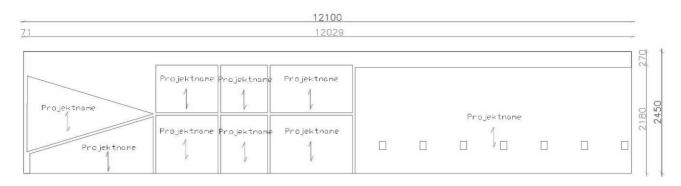


Charged dimensions: 2.95 x 15.90 46.91 m²

Area of panel (net): 38.59 m²
Cutting waste: 8.32 m²

Charged dimensions: 46.91m²

Example 2 12,100 x 2,450 mm



Charged dimensions: 2.45 x 12.10 29.65 m²

Area of panel (net): 23.58 m²
Cutting waste: 6.07 m²

Charged dimensions: 29.65 m²



TRANSPORT 04/2012

Horizontal transport

A standard articulated trailer can be loaded to a maximum of 25 t in the case of horizontal transport, with a maximum load length of 13.6 m and a maximum load width of 2.95 m. If the panel thickness permits, CLT solid wood panels with a maximum length of 16.0 m can also be transported with a standard articulated trailer. A density of 470 kg/m³ can be applied to calculate the loading weight.

If any special equipment is required, we will be happy to provide this. However, please note the following changes to the max. load length, width and weight.

Standard equipment	Max. load	Max. load length	Max. load width
Standard articulated trailer	25 t	13.60 m	2.95

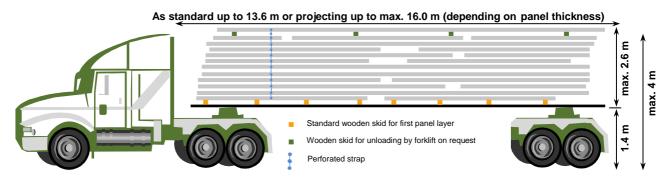
Special equipment	Max. load	Max. load length	Max. load width
Extendable trailer	22 t	16.00 m	2.95 m
Steerable trailer	22 t	16.00 m	2.95 m
Steerable trailer with all-wheel drive	20-22 t	16.00 m	2.95 m

Once loaded, the CLT solid wood panels are secured using 3 nailed straps per side to prevent sideways slippage and then covered with a truck tarpaulin. This is necessary to protect the panels against ambient influences. Cardboard edge protectors are also placed between the lashing straps and the panels.

When transporting visible quality panels, the panels are wrapped in UV impermeable foil before they leave the factory.

We use a minimum of 8 wooden skids ($75 \times 75 \text{ mm}$ or $95 \times 95 \text{ mm}$) as standard under the first layer of panels loaded onto the trailer. However, each subsequent layer is stacked horizontally, directly on top of the previous layer.

Please inform us when placing the order (and include diagrams) if you require intermediate wooden skids for unloading by crane or forklift. The wooden skids will be taken back by the haulage company. If you keep the skids for your own use, we will charge them to your account.





TRANSPORT 04/2012

Vertical transport

A mega trailer can be loaded to a maximum of 20 t in the case of vertical transport, with a max. load length of 13.6 m and a max. load height of 3.0 m. Please note that as a result of the A-shaped frames, the load lifting radius is smaller than with horizontal transport (max. approx. 40 m³ depending on the panel edge dimensions and thicknesses). A density of 470 kg/m³ can be applied to calculate the load weight.

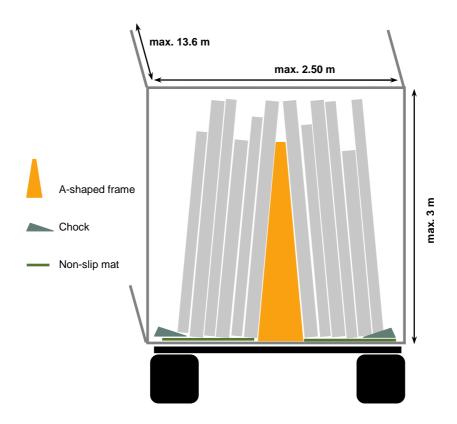
Each trailer has at least 6 A-shaped frames against which the CLT solid wood panels can be leaned and then screwed to each other (screw points are marked in colour). The panels are then further connected to each other using lashing straps on the sides of the racks, and the entire load is then also firmly strapped together.

The panels are also placed on chocks which prevent them from slipping or tilting.

As with horizontal transport, cardboard edge protectors are placed between the lashing straps and the panels.

If visible quality panels are to be loaded vertically, it may be necessary to screw fastening screws through the visible surface to ensure the necessary load securing measures.

If the A-shaped frames or chocks are not returned to us, we will charge them to your account.





TERMS OF TRANSPORT 04/2012

You must adhere to the following terms and ensure compliance with them for Stora Enso:

- 1. Access to the building site must be suitable for an articulated lorry or trailer-truck. You must ensure that the public roads leading to the building site can accommodate an articulated lorry having a total length of approx. 19 m.
- 2. Transport costs and any additional costs resulting from idle, reloading or handling times shall be charged to the purchaser. The transport price includes 3 hours' idle time for unloading but does not include work required for moving or unloading goods. The agreed price of €15.00 or €25.00 (excl. VAT) (for articulated trailers) will be charged separately for each additional quarter of an hour or part thereof. The lorry driver must sign for any idle times.
- 3. A maximum of 40 m³ or 20 t of CLT solid wood panels can be transported horizontally per truck load (depending on the articulated lorry). The loading order for the panels can only be complied with to the extent that this does not result in a violation of traffic laws or impair transport conditions.
- 4. Transport requirements are calculated based on a standard articulated lorry. If the building site can only be accessed by a special steerable articulated trailer or similar vehicle, the additional expense will be charged to the customer.
- 5. Normal postponement of a delivery date (i.e. up to 3 working days) can be requested by up to a period of 10 working days prior to delivery at no charge to the customer. If notice of delivery postponement is given less than 10 working days before delivery, €100.00 (excl. VAT) will be charged per day postponed for storage and handling.
- 6. Transport is defined as: CPT Carriage Paid To.
- 7. If the goods are collected by the customer, the carrier must provide the appropriate equipment to ensure safe loading and transport. In the event of any delivery postponement (see item 5), applicable storage and handling costs must also be taken into account. If the equipment does not comply with the necessary stipulations and thus optimum load securing cannot be guaranteed, Stora Enso shall not ship any items.
- 8. If unforeseen events occur which are beyond Stora Enso's control, Stora Enso shall be entitled to post-pone delivery correspondingly, even if such events only have an indirect effect on processing the order.

The items listed above regarding transport of Stora Enso CLT solid wood panels are essential for the order to be agreed.



TENDER TEXT 04/**2012**

Tender text for CLT solid wood panels

The following tender texts are intended as a suggestion or guideline and can be expanded or reduced as required. These texts relate to the cross-laminated timber shell and must be adapted to the particular building project. Ideally, the items for additional coating layers and their connections should be formulated in accordance with the Austrian Building Specifications (LBHB).

A. Cross-laminated timber: general description and specifications

Cross-laminated timber (CLT) is a laminar timber panel made up of at least three solid wood layers bonded at right angles to each other. 3-, 5- and 7-layer panels are mainly used.

Cross-laminated timber is also known as CLT or X-Lam.

CLT must comply with the "General Building Inspection Approval (ABZ)" of the German Institute for Structural Engineering and the "European Technical Approval (ETA)".

The manufacturer must hold the relevant certificates of conformity and be entitled to mark the products with the Ü and CE marks.

The manufacturing plant must hold a glulam certificate to DIN 1052.

The raw material used (softwood) must have a wood moisture content of approx. 12% and meet strength class C24 as a minimum.

Finger jointing of the individual boards to form lamellas must be performed in the form of flat dovetailing.

The board lamellas of the individual layers must be laterally bonded to form single-layer panels (for reasons with respect to building physics and structural engineering, and to ensure a proper connection). Boards which are simply laid next to each other may not be used as cover or middle layers. In addition, test certificates documenting the product's airtightness must also be available.

Formaldehyde-free adhesives must be used to bond the finger joints, single-layer panels (bonding the narrow sides of the individual boards) and for the crosswise bonding of the single-layer panels to form multi-layer panels.

A general finger joint (finger jointing across the entire cross-section of a panel) is not permissible.

The surface of non-visible, industrial visible and visible quality panels must be sanded and graded according to Stora Enso's requirements.

The design must be based solely on the concept of large-format, cross-laminated timber panels (up to a maximum panel size of 2.95 m x 16 m). This provides for high-strength wall, ceiling and roof panels while keeping the number of panel joints to a minimum.

Suggested product

CLT in accordance with the "General Building Inspection Approval Z-9.1-559" of the German Institute for Structural Engineering and "European Technical Approval ETA-08/0271".

Manufacturer

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TENDER TEXT 04/2012

B. General information

Panels

The panels are not treated with any coatings, wood preservatives or similar at the factory. Available surface qualities:

- Visible quality (VI, one-sided or BVI, on both sides)
- Industrial visible quality (IVI, one-sided industrial visual quality and one-sided visible quality)
- Industrial non-visible quality (INV, one-sided industrial visible quality, one-sided non-visible quality)
- Non-visible quality (NVI, on both sides)

Construction/structural analysis

The orientation of the panel cover layers must take account of load transfer and structural analysis considerations.

Transport/assembly

The panels must be protected against direct weathering during transport, assembly and when standing as a shell. Particularly where cross-laminated timber is used for visible panels it is important to avoid water stains and other cosmetic flaws. The technical function of the panels will not be impaired if they briefly come into contact with water. The entire shell should be covered using a protective sheet or tarpaulins until it has been rendered rain-proof.

The building company must establish details of site conditions (access possibilities, position of the crane, etc.) so that delivery and assembly of the solid wood panels can be carried out appropriately.

The CLT solid wood panels must be transferred using lifting gear provided on site or by the contractor. For unloading purposes, wall panels are generally provided with two attachment points, and ceiling panels with four attachment points. The respective panel's weight and the transport position must be taken into account when deciding on the attachment points. Only undamaged suspension gear, chains or slings with an adequate load capacity and load hooks with a safety catch may be used.

Care must be taken to ensure that the crane system is adequately stable during the construction phase.

Joints

A butt joint with a rebate on both sides and a jointing board or stepped rebate is recommended as the standard panel joint.

Nails, wood screws (usually self-tapping wood screws), bolts, pins and special-design dowels may be used as fasteners, as specified in the approval documents. The number and position of the fasteners must be determined in accordance with design and structural analysis considerations.

The panel joints must be made wind-proof and airtight (e.g. using wall gasket "Compriband", expanded foam strips, butyl strip sealants, etc.).

Base points - sole plates:

CLT solid wood panels must be protected against rising damp at points at which they are in contact with concrete, masonry etc. Any unevenness in the floor plate must be corrected before commencing the building work by levelling with shims (padding elements) or appropriate sleepers. If the panels do not achieve a flush connection, the base joints must be thoroughly filled (e.g. using self-levelling mortar).



TENDER TEXT 04/2012

Wiring

It is recommended that wiring cut-outs are prefabricated at the factory, wherever possible. If cut out on site, the load-bearing longitudinal CLT layers must not be weakened by transverse cuts or cross-sections.

If cut-outs for wiring are produced on site by craftsmen, the contractor must monitor the craftsmen's work to ensure that structurally important areas are not weakened.

Costing

The itemised prices must include:

- All consumables and auxiliary parts such as: fasteners, jointing boards, sole plate timbers, soundinsulation and joint sealant strips
- All costs for a crane and other lifting gear
- All auxiliary equipment and structures needed to assemble the panels
- Measures to protect against weathering during assembly
- Any protective measures required for installed visible surfaces (e.g. thin soft wood fibred panels, lengths
 of felt, foam films, etc.)

Note

CLT manufacturers charge contractors on the basis of the rectangular area circumscribed by the charged widths, including any waste from cut-outs and off-cuts.

Charged lengths: from minimum production length of 8.00 m per charged width up to max. 16.00 m (in 10 cm increments).

Charged widths: for walls and ceilings: 245, 275 and 295 cm.

Charging of the client by the contractor in accordance with this tender is based on standard practice (certain openings, gables, etc. are disregarded or deducted when measuring) for walls, ceilings and roofs.



04/2012 TENDER TEXT

C. Examples for item texts

Wall panels

onto the required

appropriate sub-structure. Al	and door cut-outs, notches, rebates, etc.), supply and assemble wall panels I the necessary fastening and sealing materials and any interlocking panels ayer panels or similar) must be included.
Cross-laminated timber	
Wood type: Surface: Surface quality: Structure:	Spruce Smooth, sanded on both sides Non-visible (NVI), industrial visible and visible quality (VI, one-sided visible) single-layer panel design throughout
Recommended product: Manufacturer:	CLT - cross-laminated timber to Z-9.1-559 and ETA-08/0271 Stora Enso WP Bad St. Leonhard GesmbH or Stora Enso Wood Products GmbH
Item 01:	
Wall panel	CLT 100 C3s
Quantity: Panel thickness: Panel height and length: Panel size: Surface quality:	1 100 mm, laminated in 3 layers, cover layer vertical 2.95 m x 9.40 m parallel wall height or varying wall height Non-visible (NVI)
No. of openings < 1.5 m ² : 2 No. of openings < 1.5 m ² : 3	
	Labour
m²	Unit price Total
Product offered:	



04/2012 TENDER TEXT

Ceiling panels/roof panels

nto the subpanel strips

	notches, rebates, etc.), supply and assemble ceiling or roof panels on astening and sealing materials and any interlocking panels required (e.g. philar) must be included.
Cross-laminated timber	
Wood type: Surface: Surface quality: Structure:	Spruce Smooth, sanded on both sides Non-visible (NVI), industrial visible or visible quality (VI, one side visible) single-layer panel design throughout
Recommended product: Manufacturer:	CLT - cross-laminated timber to Z-9.1-559 and ETA-08/0271 Stora Enso Timber Bad St. Leonhard GesmbH or Stora Enso Wood Products GmbH
Item 02	
Ceiling or roof panel	CLT 180 L5s
Quantity: Panel thickness: Panel width: Panel length: Plan shape:	1 180 mm, laminated in 5 layers, cover layer longitudinal 2.75 m 11.20 m right angle
No. of openings < 1.5 m ² : 2 No. of openings < 1.5 m ² : 3	
m²	Labour Misc Unit price Total
Product offered: Manufacturer:	

