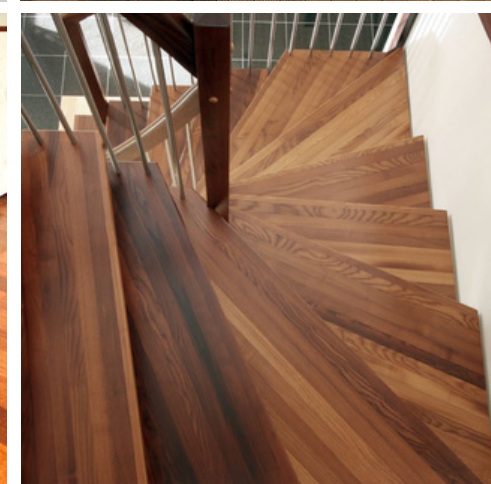
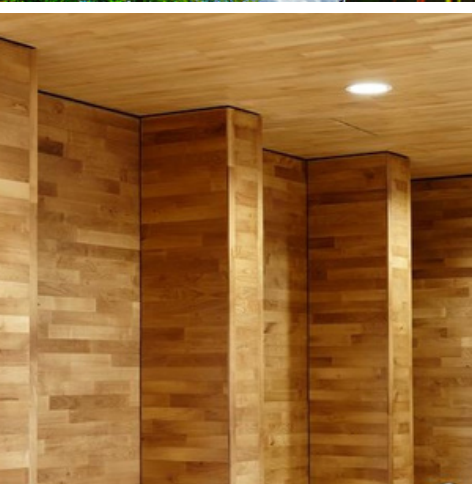




FILTRA Timber supplies a complete selection of sustainably sourced global timber and wood products for wood consuming industries, as well as premium and innovative wood products and solutions for the building industry and project market.



# We to™ Talk wood!



Our name FILTRA, is a combination of “Philippines” in Danish “Filippinerne” and “Tra” for trading and also the Danish word for wood: Træ. Our founder being originally from Denmark, our aim is to combine the best from East and West in our philosophy of trading with attention to detail and establishing long term personal relations with clients, as well as global timber producers. As timber traders we act as a Filter between the consumers and the source of the wood products, ensuring the best solution for all sides. Our logo symbolizes “growth” as well as “diversity” in many different sizes and species we offer.

# WELCOME TO FILTRA TIMBER!



Per Stangegaard is the Founder and Managing Director of FILTRA Timber. He started his career in 1975 in EAC (East Asiatic Company) in Copenhagen, Denmark. After training in Europe, he was sent in Manila for LMC (Luzon Mahogany Corp.) in 1983. From 1985 he became regional manager in charge of building Carl Ronnow's Timber trading organization in Asia.

Carl Ronnow or CROWN Brand is FILTRA's main partner suppliers of wood from Malaysia, Africa and Europe.

## 50 Years of experience in WOOD Business

FILTRA Timber was established in year 2000. Our senior staff and management have been engaged on international timber trading since 1970's and thereby have considerable experience and technical know-how about wood, its uses and applications, species and characteristics.



FILTRA Timber is the trading name for the wood product activities of Philippine and Scandinavian design, FILTRA Inc. Which is our formal name.

TIN #: 208-430-211-000

Date and Place issued: November 16th 2000 -  
Makati City

SEC Certification No. A200017268

Warehouse/Main office: Patiis Road, Brgy.  
Guinayang, San Mateo, Rizal.  
Tel: +632 8570-5750

Showroom: Penthouse Yupangco Building 339 Sen.  
Gil Puyat Ave. corner N. Garcia Street, Makati City.  
Tel: +632 8478 6888  
Fax: +632 8478 6688



## Experienced and Dedicated TEAM

FILTRA Timber consist of 80 - 100 employees, be it warehouse and inventory operation, quality control, installation, logistics or accounting, marketing and sales team, we consider all our staff to be our most valuable asset.

Our most important task is to ensure that our colleagues are happy, motivated and empowered. We strive to achieve this by continuously improving our training, education, safety procedures as well as enhancing our various areas of expertise. Our staff have a clear sense of purpose and responsibility, and we are proud to have a very experienced, loyal and dedicated workforce.



# OVERVIEW OF OUR DEDICATED SALES AND MANGEMENT TEAM READY TO BE OF ASSISTANCE.



**Per Stangegaard**  
Managing Director  
per@filtratimber.com



**Nenette Marte**  
Executive Assistant/ HR & Admin Manager  
nenette.marte@filtratimber.com



**Jen Fernandez**  
Accounting Manager  
jen.fernandez@filtratimber.com



**Arch. Matthew Suarez**  
Technical Director  
matthew.suarez@filtratimber.com



**Bernardo Achacoso**  
Logistics and Warehouse Manager  
bernardo.achacoso@filtratimber.com



**RJ Macabulos**  
IT Manager  
rj.macabulos@filtratimber.com



**Kevin Tesoro - RPF**  
Sales Manager  
kevin.tesoro@filtratimber.com



**Jenalyn Tesoro - RPF**  
Inventory Operations Manager  
jng.mamuad@filtratimber.com



**Analyn Mabulay**  
Senior Key Account Manager  
analyn.mabulay@filtratimber.com



**Julius Ceazar Abuel**  
Key Account Manager  
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**Elmer Briñas**  
Senior Sales Executive  
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**Ruther Andalajao**  
Business Development and Outsourcing Manager  
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**Roy Andaya**  
Senior Sales Executive  
royette.andaya@filtratimber.com



**Lyka Penuela - RPF**  
Key Accounts and  
Environmental Manager  
lyka.penuela@filtratimber.com



**Mary Mongaya**  
Sales Executive  
mary.mongaya@filtratimber.com



**Dion Canceran**  
Warehouse Sales Manager  
dion@filtratimber.com



**Jeff Sablas**  
FSD Warehouse Supervisor  
jeff.sablas@filtratimber.com



**Jerry Mandapat**  
Key Account Manager  
jerry.mandapat@filtratimber.com



**Christian Caraga**  
Assistant Project Manager  
christian.caraga@filtratimber.com



**Ernie Doncillio**  
Warehouse Supervisor  
ernie.doncillo@filtratimber.com



**Rey Guittap**  
Warehouse Supervisor  
rey.guittap@filtratimber.com



**Joshua Malanay**  
Marketing and Sales Development Officer  
joshua.malanay@filtratimber.com

# OUR MISSION

We aim to secure a stable and competitive supply, and availability, of sustainably produced wood products for the Philippines.

We want to promote the use of sustainable wood products from well managed forests as the most desirable building materials available.

# OUR VISION

We wish to be the market leader in the supply of the most complete range of sustainably sourced wood products to the wood consuming industries and construction projects in the Philippines.





Diverse, Global, Sustainable - Affordable, and Available.

## FILTRA Timber Brand's Promise

### DIVERSE

We carry wide range of wood species, for any purpose. Hardwood and softwood lumber, we also carry products like plywood, solid wood flooring, decking, cladding, veneers, sports floors, stair steps, tabletops and more.

### GLOBAL

Through our global sources, we make a full range of timber species available in the Philippines. Our expert partners around the world follow a rigorous process to secure the best material available in the market, at the right price and delivered time.

### SUSTAINABLE

FILTRA Timber is the first timber trading company to receive Forest Stewardship Council or FSC® chain of custody certification in the Philippines. FSC® is a global, non-profit organization dedicated to promotion of responsible forest management worldwide. We are also PEFC™ certified and always ensure that any supply we secure comes from legal source and sustainable forests.

### AFFORDABLE

With our own partners around the world, we are sure that we always get the best value deal available from any of our sources in Asia, Africa, Europe and America. We are dedicated to be the best possible partner for the wood consuming industries and projects in the Philippines and ensure that we have competitive price that fit any requirement.

### AVAILABLE

We carry an average of 5,000 - 10,000m<sup>3</sup> of inventory in more than 40 wood species and in many different sizes. Our partners around the world also have available stocks and we can supply even more sizes and species quickly from other Asian inventories available to us.

# What WOOD you like?®



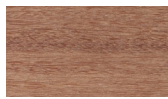
ACACIA



ASH



AYOUS



AZOBE



BAGTIKAN



BEECH



BIRCH



CEDAR



CHERRY



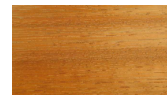
DIBETOU



GRANDIS



HINOKI



IROKO



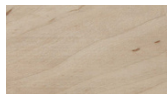
KHAYA



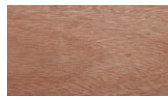
KOSIPO



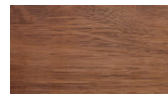
LIME



MAPLE



MERANTI



MERBAU



OAK (RED)



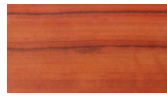
OAK (WHITE)



OKAN



OKOUME



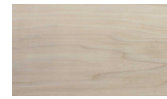
PADOUK



PAPUA ROSEWOOD



PINE



POPLAR



SAPELE



SPRUCE



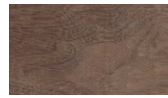
SURIAN



TALI



TEAK



WALNUT



WENGE



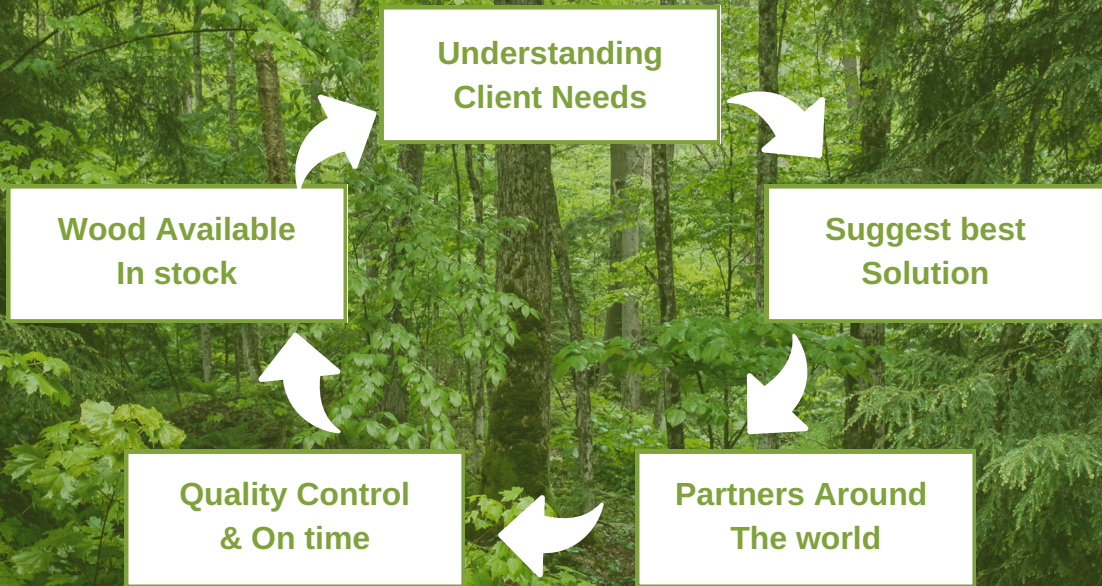
YAKAL

The above list is just a part of the many different species we carry in our inventory at any given time. Nature has given us so many different choices, and our sales and technical staff are happy to explain which wood species, qualities, sizes and product types may be suitable for different wood consuming industries. Our aim is that our customers find the most economical and best suited material for their products.





# How we Work



Understanding our clients' needs is the cornerstone of our sales work. We therefore mainly employ technical salespeople, who themselves have been in wood manufacturing, purchasing, and forestry. This enables us to suggest solutions that will ensure that our clients can optimize their production, by choosing the best suited wood species, sizes, and qualities.

With our trusted partner suppliers around the globe – many of whom we have worked with for more than 30 years – we are ensured of the right quality, and shipment schedules being kept. This enables us to rely on regular shipments for our large clients, who are delivered direct, as well as keeping a balanced inventory where we ensure the availability of a full range of products.



## Bulk orders

Logs, veneers, and lumber in bulk and for direct delivery is our main volume business.



## Full containers

FCL or full container loads are delivered to bigger factories direct from port.



## Bundle orders

For medium sized clients we have a full range of species available by the bundle from warehouse.



## By piece sales

For prototypes, and smaller projects we offer sawn timber and plywood by the piece.

# Warehouse and Inventory

## FULFILLMENT SERVICE

Our main focus is supplying the many different wood consuming industries in the Philippines. We offer fulfillment services ensuring that our customers always have wood available for their production, just in time.



## SAN MATEO WAREHOUSE

Our main warehouse facility covers 1.8-hectare land in San Mateo (7,500m<sup>2</sup> covered). We are able to provide the service of always having the agreed species and sizes in stock for prompt delivery. This fulfillment service ensure that our clients can focus on their main production and sales, while the raw materials will always be available for just-in-time delivery. For other clients we provide shipping programs for full containers and even breakbulk vessels to arrive on a regular basis and ensure a constant flow of products for their production.





All FILTRA Timber's products come from well managed forests, ensuring that more trees are planted than is harvested. Selective logging in dedicated natural forests, or tropical plantations like the one featured here, enables the forests to continue to grow, store carbon and produce oxygen, while at the same time providing the world with sustainable building materials.



# Timber Products for Wood Consuming Industry



Logs - lumber - Veneers - Plywood. Hardwoods and Softwoods for wood consuming industry in the Philippines

Our international partners and suppliers inspect the quality of all the wood we import and ensure it is being shipped on time. Third party verifiers ensure that the wood comes from legal and sustainable sources.

# Sustainable and Affordable wood species for our Philippine Craftsmen



Wood carvers, Boat builders, Door and sash factories, Fine furniture makers, producers of musical instruments, pallet makers, etc. The list is very long, and all our proud Philippine craftsmen deserve to have legal, sustainable and affordable wood available at any given time. Our job is to suggest the best suitable wood for any usage.

SUSTAINABLE - AFFORDABLE - AVAILABLE

# Responsible Sourcing Policy

## **Commitment by the management**

PHILIPPINE SCANDINAVIAN DESIGN, FILTRA INC. commits to procuring products and services that ensure material is sourced from legal and well-managed forests that are certified to credible certification standards and/or from post-consumer recycled materials. A cornerstone of that commitment is to implement a Responsible Sourcing Programme that promotes the use of legal and responsible forest products. The company commits to implement and maintain the Chain of Custody requirements in accordance with the various Chain of Custody certification standards that we have obtained certification status of.

## **Continuous improvement**

We hereby commit to continuously improve the sustainability level of our sourcing by favoring stricter and more credible certification/verification standards and sourcing requirements. Equally, we are committed to avoiding sourcing from unknown or unsustainable sources.

## **Certification**

Where possible, we are committed to procuring timber products that have been certified against an internationally recognised standard for responsible management to ensure that the material originates from a well-managed forest.

## **Legality**

We are committed to only sourcing material that is produced, processed and traded according to applicable legislation.

## **Social responsibility**

We are committed to avoiding engaging in or benefitting from controversial business practices, including but not limited to:

- The use of child labour. The minimum age for employment shall not be less than the age of completing compulsory schooling and shall not be less than 15 years. No person under the age of 18 is employed in hazardous or heavy work except for the purpose of training within approved national laws and regulations.
- Any form of forced labour, including, but not limited to bonded labour, forced prison labour, slavery, servitude or human trafficking. Employment relationships are voluntary and based on mutual consent without the threat of a penalty.
- Discrimination on the basis of race, colour, sex, language, religion, political or other opinion, caste, national or social origin, property, birth, union affiliation, sexual orientation, health status, family responsibilities, age and disability, or other distinguishing characteristics.
- The organization shall respect freedom of association and the effective right to collective bargaining. The organization will offer its workers a safe and healthy working environment, including but not limited to, protection from fire, noise, accidents and toxic substances. Adequate health and safety policies and procedures are established and followed. If we become aware that any of these are an issue within our organisation or any of our suppliers, we will take appropriate steps to mitigate any such situation.

# Responsible Sourcing Policy

## **Environmental responsibility**

We are committed to responsible stewardship of the environment and its natural resources. We are committed to lessen the environmental impact caused by our own activities or those carried out by our suppliers and sub-suppliers.

## **Supply chain management and information**

We will ensure that information about suppliers and sources of material are evaluated and necessary information is collected to enable effective risk assessment.

## **Risk assessment and mitigation**

We will carry out risk assessment of all suppliers and supplies of wood in order to evaluate the risk that the material or products being sourced originates from an illegal source or has been illegally traded. In case risks are identified and cannot be classified as negligible, we will carry out appropriate risk mitigating actions in order to avoid any potential risk.

## **Monitoring and verification**

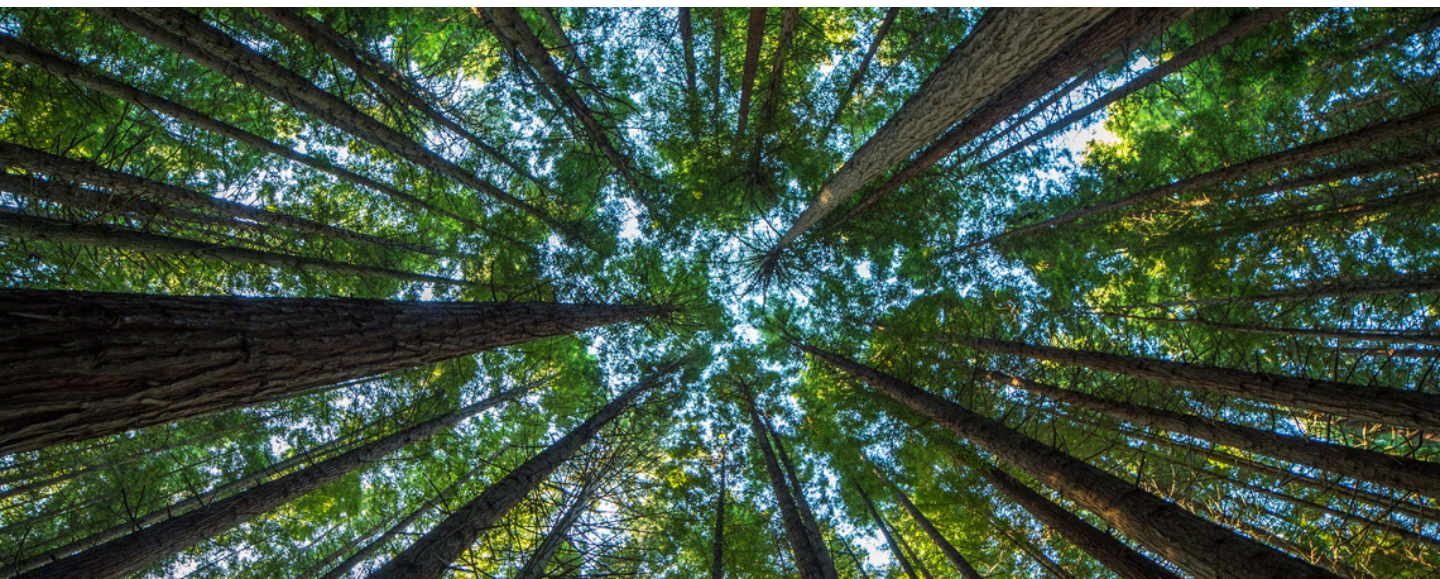
The company will carry out appropriate monitoring of internal systems and procedures. Access will also be made to external audits as necessary and applicable to verify that relevant systems are in place and are being implemented according to these requirements.

## **Review and adaptation of policy**

We will ensure that this policy and related documents are periodically reviewed and appropriately revised.

## **Communications and stakeholders**

This Policy shall be made publicly available and will be communicated to suppliers and interested parties.



# Committed to Quality



## Every piece is checked

We mainly source our wood from Malaysia, Indonesia, Africa, Europe, and the Americas. All our suppliers are selected partners with whom we have worked for a long time.

We are ensured that every piece of lumber has been inspected for quality, measurements, and dryness. This is an important process to ensure that our clients get a consistent product on which they can depend for their production and costing purposes.





# Professional Installation

## Do it right the first time

Our installation teams are given extensive training and are provided all the necessary tools and accessories to ensure the most professional installation of solid wood flooring and decking products.

We do also offer to train contractors and their installers. When there are issues with flooring installation, it is often due to negligence or lack of proper training, so we find it very important to ensure that our clients get the best value out of their investments, by ensuring that the installations are done correctly.



# Sustainable - Affordable - Available



## Quality Products for immediate delivery

As a supplement to our sales of raw materials to woodworking industries, we offer a range of exclusive brands, and premium products for the construction market and project business. It is our aim to make these products available to the market as an alternative to the traditional building materials, and for the growing number of projects requiring certified sustainable timber products. We keep a large range of product in stock for immediate delivery.

Flooring - Decking - Cladding - Steps - Table tops - Veneer - Sports flooring



# PHILIPPINE & SCANDINAVIAN DESIGN, FILTRA INC



## FIRST FSC® AND PEFC™ CHAIN OF CUSTODY CERTIFIED TIMBER TRADER IN THE PHILIPPINES

FILTRA Timber is an FSC and PEFC CoC Certified Trading company, FSC and PEFC are two internationally recognized forest certifications which promotes responsible and sustainable forestry.

Filtra caters several wood species which are FSC and PEFC certified. You may contact/ask for our FSC and PEFC certified products, you may also check it on their respective websites.



The mark of responsible forestry





## Corporate Social Responsibility

FILTRA Group is an advocate of responsible sustainable business in the Philippines. Wood is the world's best raw material and to ensure its sustainability, we actively participate in tree planting activities. In our pursuit of ensuring sustainable growth and development.



# Distribution and shipping to any Provinces in the Philippines



We have customers all over the Philippines, and ship full container loads to Manila, Subic, Cebu, Cagayan de Oro, and Davao. Smaller volume orders are serviced via local transporters. For our project clients we have done installation from Ilocos to Tawi-tawi, Samar, Boracay and beyond.





# CARL RONNOW



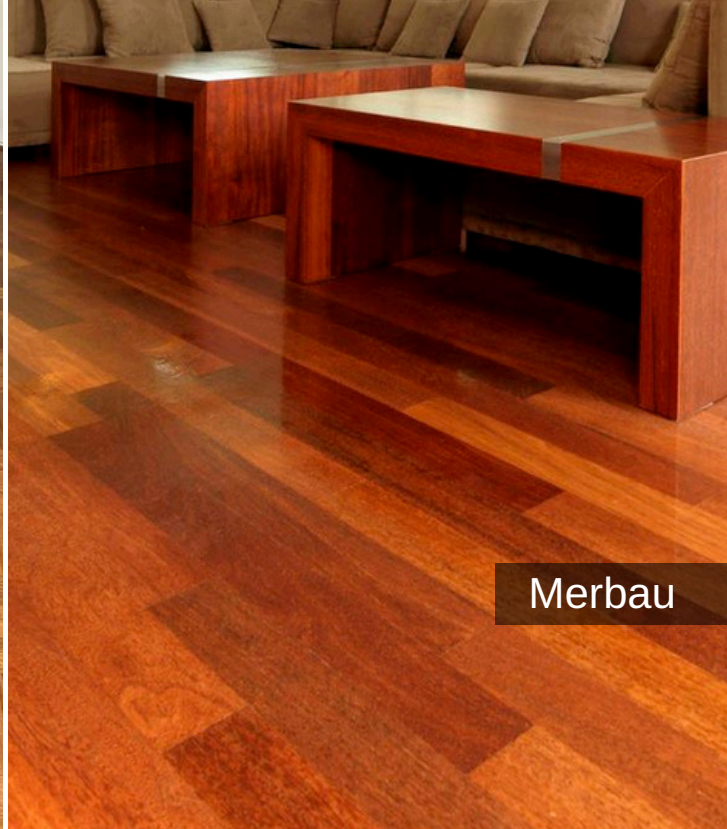
Carl Ronnow's own brand CROWN brand is the sign of quality lumber products since 1985. We have established a very close working relationship with Carl Ronnow for our sourcing of lumber and veneers from Malaysia, Africa and Europe.



# FLOORING



Rosewood



Merbau

**SOLIDWOOD®**  
Natural - Durable - Sustainable

Investing in a solid hardwood floor can significantly increase the value of your real estate. We offer a wide selection of wood species for prompt delivery and professional installation.



White Oak



Walnut

# DECKING

Yakal

Teak

**SOLIDWOOD®**  
Natural - Durable - Sustainable

Solid wood decking is inherently made from solid hardwood. We offer a variety of durable wood species with lifespans of 20-30 years or more. Popular choices include Teak, Merbau, Yakal, and Tali.

Merbau



# CLADDING



Teak Wood

**SOLIDWOOD**<sup>®</sup>

Natural - Durable - Sustainable

Indoor and outdoor wood cladding is gaining popularity, and we offer a comprehensive range of species to suit any aesthetic preference. Our selection includes Pine, Teak, Merbau, and many other options.



Merbau



Half-log Pine wood

# STAIR STEPS



Teak Wood

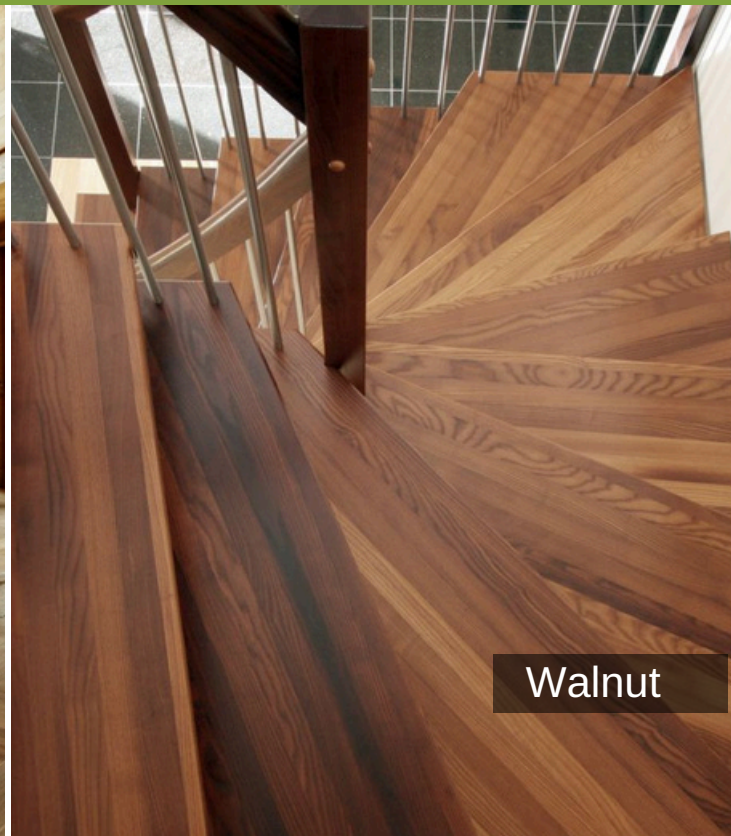
**SOLIDWOOD®**

Natural - Durable - Sustainable

Solid wood staircases add a unique and personal touch to any project. We offer a selection of steps in standard sizes and customized solutions.



White Oak



Walnut

# SPORTS FLOORING

Paris Olympics 2024 - beech wood



## JUNCKERS

Performing on Danish design

Filtra Timber is the exclusive distributor of Junckers flooring in the Philippines. As a FIBA Certified technical partner, Junckers sports floors have been featured in the Olympics 2024 and the FIBA World Cup 2023

FIBA World Cup 2023 PH - Portable sports flooring - Beech

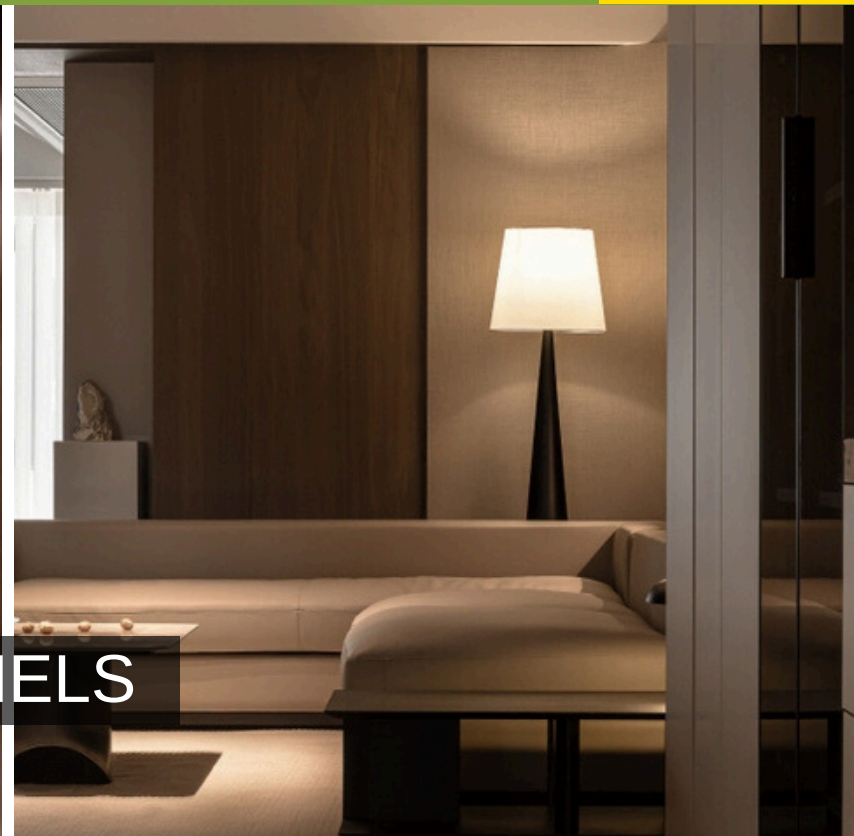
# PLYWOOD



FILTRA Timber offers Marine Plywood, birch plywood and real wood veneered panels, available from our inventories. We carry a core collection of Ash, Oak, and Walnut veneered panels.



# VENEERED PANELS



# LUMBER



All of our products are sourced from sustainable origins to ensure the highest quality. Contact us for a list of our FSC® and PEFC™ Certified products



# Affiliations and Partnerships



The mark of responsible forestry



Cebu Furniture Industries Foundation Inc



PAMPANGA FURNITURE INDUSTRIES FOUNDATION



BCI CENTRAL



HRAP Hotel and Restaurant Association of the Philippines





#### Makati Showroom

Makati Showroom: Penthouse 5F  
Yupangco Building, 339 Sen Gil Puyat  
Ave. cor N. Garcia St. Makati City

Tel: (+632) 8478-6888

E-mail: [info@solidwood.ph](mailto:info@solidwood.ph)

#### Office Warehouse

77 Patiis Road Brgy. Guinayang San  
Mateo Rizal 1850

Tel: (+632) 8570-5750

E-mail: [info@filtratimber.com](mailto:info@filtratimber.com)

[www.filtratimber.com](http://www.filtratimber.com)

[www.solidwood.ph](http://www.solidwood.ph)