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The Association was established in May 1993 as a voluntary organisation of the Lithuanian producers and traders of wood products. The Association implements and co-ordinates the tasks delegated to it by its members and represents their economic interests vis-a-vis the authorities of Lithuania and interindustrial organisations. The main aim of the Association is to ensure a full development of the Lithuanian wood industry.

The membership of the Association includes enterprises and organisations of various size and form of ownership related, in one way or another, to the processing of wood, production of wood products, trading in raw wood, wood materials and wood products.

The activities of the Association are administered by a permanent Directorate, which is responsible for the appropriate representation of its members in Lithuania and abroad, the collection and dissemination of information necessary to the business activities of enterprises engaged in the production and commerce of wood products. The Directorate looks after the compliance of the Lithuanian regulations of the production and commerce of wood products and of the attestation of specialists in wood industry with the international standards. It also promotes the membership of the Association in the respective international organisations so that Lithuanian wood industry could receive as much information as possible and Lithuanian specialists could participate in various instructive and commercial events in other countries.

The Association is a member of the European Confederation of Wood Industry (C. E. I.-BOIS) and European Furniture Confederation (UEA) representing the Lithuanian wood industry as a national organisation.

<table>
<thead>
<tr>
<th>Address:</th>
<th>Savanoriu ave. 178, LT-03154 Vilnius, Lithuania</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phone:</td>
<td>+370 5 2137325</td>
</tr>
<tr>
<td>Fax:</td>
<td>+370 5 2137326</td>
</tr>
<tr>
<td>E-mail:</td>
<td><a href="mailto:info@lietuvosmediena.lt">info@lietuvosmediena.lt</a></td>
</tr>
<tr>
<td>Website:</td>
<td><a href="http://www.lietuvosmediena.lt">www.lietuvosmediena.lt</a></td>
</tr>
<tr>
<td>Contact person:</td>
<td>Sigitas PAULAUSKAS, President</td>
</tr>
<tr>
<td></td>
<td>Raimundas BEINORTAS, Director, ph. +370 5 2137325</td>
</tr>
<tr>
<td></td>
<td>Edita BAGUŠINSKIENĖ, Project manager, ph. +370 5 2137325</td>
</tr>
<tr>
<td>Languages:</td>
<td>Lithuanian, English, German, Russian</td>
</tr>
</tbody>
</table>
Lithuanian Forestry Sector in 2010

Prof. Dr. Antanas Morkevičius

Introduction

Lithuanian sector of forest economy (cluster) consists of companies engaged in forestry and three main branches of the industry (wood, paper and furniture). Already affected by the economic recession, the industry celebrated its 430th anniversary in 2009. The global economic recession entered this sector late, in the end of 2008, and made its major damage in the first half of 2009, later the drop of production and export volumes settled and some signs of recovery became noticeable. Production and incomes of companies in 2009, if compared with the previous years, decreased by one fifth, the achievements of the three previous years were lost. Share of the timber production in the national industry dropped from 11.3% down to 10% in the last two years. Some companies perished, ceased their activities, others “shrunk”, dismissed a lot of employees, lost their products sale markets. Forestry companies also experienced interruptions in their activities because of decreased demand for round timber, sudden drop in its prices. The recession brought not only confusion and losses but also checked vitality of the great majority of the companies, their ability to make quick adjustments to the new and rapidly changing extremely unfavourable conditions for further business development. Business results of the industry in 2009 show that the least damage caused by the recession was experienced by the paper industry, in the second half of 2009 the production and export of nearly all sorts of timber products resumed their growth in the second half of 2009.

1. Forests and raw wood market

Lithuanian forestry sector has its own raw resources and sufficiently balanced round wood market, therefore it is capable of further development of wood industry and its products export. Forest areas and their resources are further growing (Table 1).
Table 1. Lithuanian Forests

<table>
<thead>
<tr>
<th>Indicators</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>FWoodland, thousand ha</td>
<td>2030</td>
<td>2040</td>
<td>2045</td>
</tr>
<tr>
<td>Forest land percentage, %</td>
<td>32,7</td>
<td>32,8</td>
<td>32,9</td>
</tr>
<tr>
<td>Total wood volume, million m³</td>
<td>405</td>
<td>422</td>
<td>427</td>
</tr>
<tr>
<td>Average wood volume per 1 ha, m³</td>
<td>199</td>
<td>207</td>
<td>209</td>
</tr>
<tr>
<td>Wood growth in meters, million m³</td>
<td>13,1</td>
<td>13,6</td>
<td>13,8</td>
</tr>
<tr>
<td>Wood felling, million m³</td>
<td>6.4</td>
<td>5,8</td>
<td>(5,6)</td>
</tr>
</tbody>
</table>

Structural dynamics of forest stands is also good so far: the share of mature timber and coniferous (pine and fir) forest stands is growing. Today, coniferous forest stands occupy 56% of the total woodland. The size of felling still allows stock accumulation, planning their further increasing use. In 2009, the state owned 1065 thousand ha or 49% of the forests. The other part consists of private forests and woodlands intended for privatisation (restitution). Rather protracted process of privatisation (restitution to former owners) results in insufficient use of the forest reserve intended for this purpose (13% of the total woodland). Another unfavourable factor is 240 thousand owners of private forests, which results in too small size of one estate. In 2009, very significant part (36%) of private forests consisted of under 1 ha estates, 33.2% - 1-3 ha, 13.6% - 3-5, and estates of over 5 ha area accounted for as little as 17.2%. At the same time, some process of private estate concentration has already started.
Table 2. Forest Felling Prospects, million m$^3$

<table>
<thead>
<tr>
<th></th>
<th>2001-2010</th>
<th>2011-2020</th>
<th>2021-2030</th>
</tr>
</thead>
<tbody>
<tr>
<td>In state forests</td>
<td>3.82</td>
<td>3.93</td>
<td>4.19</td>
</tr>
<tr>
<td>In private forests</td>
<td>2.72</td>
<td>3.58</td>
<td>4.15</td>
</tr>
<tr>
<td>Total</td>
<td>6.53</td>
<td>7.51</td>
<td>8.34</td>
</tr>
</tbody>
</table>

Round wood supply has been very close to its demand for a number of years: it was sufficiently balanced (Table 3). Besides, a trend of decreasing demand for raw wood was observed. No thorough information about he supply and use of raw wood in 2009 is available yet. To the best knowledge available, in 2009 the state forest enterprises produced and sold the same amount of round wood as in previous years, i.e. 3.2 million m$^3$ (2007 – 3.16 million m$^3$, 2008 – 3.15 million m$^3$) and the volume of its products produced and sold by private forest sector has underwent very minor decrease.

Table 3. Round wood supply, 1000 m$^3$

<table>
<thead>
<tr>
<th>Rates</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Produced</td>
<td>6112</td>
<td>6286</td>
<td>6042</td>
<td>6410</td>
</tr>
<tr>
<td>Imported</td>
<td>224</td>
<td>289</td>
<td>208</td>
<td>397</td>
</tr>
<tr>
<td>Consumed</td>
<td>5030</td>
<td>4893</td>
<td>5324</td>
<td>5013</td>
</tr>
<tr>
<td>Exported</td>
<td>1220</td>
<td>1175</td>
<td>1147</td>
<td>1713</td>
</tr>
<tr>
<td><strong>Consumed:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>For wood production</td>
<td>3156</td>
<td>3193</td>
<td>2913</td>
<td>2905</td>
</tr>
<tr>
<td>Other consumption</td>
<td>1874</td>
<td>1700</td>
<td>2411</td>
<td>2108</td>
</tr>
</tbody>
</table>
In 2009, 2 times less round wood was exported than in 2008, and one quarter less round wood was imported. Its export to Poland and Sweden has significantly decreased. It allows making a firm statement that in 2009 the supply of raw materials on the domestic market was more than just sufficient, it was evidently surplus supply, which is confirmed also by the former dynamics of round wood prices (Table 4). Prices dropped down because of sudden decrease in the demand, declining production and export of sawn goods and its products. Sudden and significant decrease of round wood prices obviously resulted in substantial losses incurred by the companies engaged in forestry business. In the second half of the year, growing demand for raw wood, its rising prices could be observed again.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Pine logs</td>
<td>65</td>
<td>55</td>
<td>50</td>
<td>35</td>
<td>39</td>
</tr>
<tr>
<td>Fir logs</td>
<td>64</td>
<td>51</td>
<td>44</td>
<td>35</td>
<td>41</td>
</tr>
<tr>
<td>Birch logs</td>
<td>68</td>
<td>70</td>
<td>52</td>
<td>38</td>
<td>39</td>
</tr>
<tr>
<td>Fir pulpwood</td>
<td>40</td>
<td>26</td>
<td>21</td>
<td>16</td>
<td>19</td>
</tr>
<tr>
<td>Pine pulpwood</td>
<td>39</td>
<td>26</td>
<td>21</td>
<td>16</td>
<td>19</td>
</tr>
<tr>
<td>Raw materials for panels, softwood</td>
<td>22</td>
<td>20</td>
<td>17</td>
<td>12</td>
<td>14</td>
</tr>
<tr>
<td>Raw materials for panels, hardwood</td>
<td>19</td>
<td>18</td>
<td>17</td>
<td>12</td>
<td>13</td>
</tr>
</tbody>
</table>

Use of wood for fuel is increasing (Table 5). Industrial boiler houses supplying heating increased the use of wood in heat production in 1992-1993. In the beginning, this activity was rather slow, but in 2009 as many as 360 boiler houses using biofuel were operating in Lithuania, increasing volumes of heat are produced from wood and other biological materials. Biomass share in the boiler houses supplying central heating accounts for 18% of the total fuel used and in the nearest future, it should rise up to 50% because of growing gas prices. First of all, use of forest felling waste, followed by other wood should increase. Expected growing demand for wood fuel can activate the entire round wood market and result in rising prices in the nearest future.
Table 5. **Wood Fuel**, ths. m³

<table>
<thead>
<tr>
<th></th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Produced</td>
<td>3674</td>
<td>3860</td>
<td>3718</td>
<td>3886</td>
</tr>
<tr>
<td>Consumed, in total</td>
<td>3616</td>
<td>3715</td>
<td>3602</td>
<td>3750</td>
</tr>
<tr>
<td>Including household consumption</td>
<td>2207</td>
<td>2201</td>
<td>2046</td>
<td>2053</td>
</tr>
</tbody>
</table>

**2. Production of Wood Products**

In early 2010, 2815 companies of various sizes were engaged in manufacturing of wood products. The number of companies has slightly decreased recently, their specialisations have undergone changes. It was noticed that quite a lot of companies changed their profile and started manufacturing furniture and its components (Table 5).

Table 6. **Number of Operating Companies in the Beginning of the Year**

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Forestry</td>
<td>778</td>
<td>769</td>
<td>766</td>
<td>723</td>
<td>655</td>
</tr>
<tr>
<td>Timber industry</td>
<td>1560</td>
<td>1489</td>
<td>1434</td>
<td>1376</td>
<td>1274</td>
</tr>
<tr>
<td>Paper industry</td>
<td>112</td>
<td>106</td>
<td>96</td>
<td>95</td>
<td>92</td>
</tr>
<tr>
<td>Furniture industry</td>
<td>611</td>
<td>653</td>
<td>724</td>
<td>801</td>
<td>794</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>3061</td>
<td>3017</td>
<td>3020</td>
<td>2995</td>
<td>2815</td>
</tr>
</tbody>
</table>

Volumes of wood production decreased by 20% in the last two years because of the direct impact of the recession, very little in 2008 (less than by 1%) and much more in 2009 - 19.7%. It can be already stated (Table 7) that the economic recession had less impact on paper industry, while the share of wood production in the whole production industry decreased from 10.7% down to 10% in 2009.

Table 7. **Rates of Industry Production** (previous years 100%)

<table>
<thead>
<tr>
<th></th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Whole industry</td>
<td>107,0</td>
<td>106,5</td>
<td>102,4</td>
<td>105,5</td>
<td>85,4</td>
</tr>
<tr>
<td>Furniture</td>
<td>115,0</td>
<td>105,5</td>
<td>108,3</td>
<td>89,8</td>
<td>79,4</td>
</tr>
<tr>
<td>Paper</td>
<td>110,2</td>
<td>134,9</td>
<td>105,1</td>
<td>93,6</td>
<td>98,1</td>
</tr>
<tr>
<td>Timber</td>
<td>111,3</td>
<td>130,7</td>
<td>115,7</td>
<td>111,6</td>
<td>77,6</td>
</tr>
</tbody>
</table>
Lithuanian industry of wood products having experienced successful growth for many years in two recent years lost the production increase of the two previous years (Picture 1), two comparatively large furniture manufacturers went bankrupt: newly built Narbutas ir Kø in Ukmergė and Dilikas in Klaipėda, over ten smaller companies. It is already evident that 2009 was not only the year of immense losses but also the year of production recovery (Picture 2). In the second half of the year production recovery trend was obvious. Only trend nut sudden recovery of all types of products. The economic recession affected the distribution of wood production sale markets. In 2009, the share of products sold on the local market significantly decreased. It can also be stated that the economic recession had stronger effect on small businesses. This statement is confirmed by the dynamics of the share of companies products (Table 8). In 2009, it increased from 27.3% up to 32.4%. Products of the whole wood industry estimated at the current year’s prices decreased by 23% in 2009, while of twelve largest companies - only by 8.3%. Production concentration is still ongoing.

**Yearly Wood Production, million EUR**

Four out of eleven largest companies (Visagino linija, Klaipėdos mediena, Vilniaus baldai, and Sakuona) evaded the recession, continued increasing their production, while the worst effect of the recession was incurred by Klaipėdos kartonas. The beginning of the year was very unsuccessful for the latter company, because of the shortage of raw materials (waste paper), the company was forced to reduce its production
volumes, to dismiss one third of this staff, to organise waste paper import from Russia and Belarus. By the end of the year Klaipėdos kartonas resumed its regular operation but was not able to compensate its lagging in the past. Production volumes of six manufacturing companies controlled by SBA Group (Visagino linija, Klaipėdos baldai, Šilutės baldai, Kauno baldai, Germanika, and Novo Mebel) decreased by only 4.1% and nearly all production (99%) was sold to IKEA Corporation in 2009. The companies of this Group manufacture veneered cabinet furniture, tables and employ only half of their resources available into the production. This year, more orders from the Swedish IKEA are expected which would make the Group the biggest furniture supplier for this corporation in Europe.

Table 8. **Production Volumes of the Largest Companies**, million EUR

<table>
<thead>
<tr>
<th>Name</th>
<th>2008</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. SWEDSPAN GIRIŲ BIZONAS</td>
<td>71,9</td>
<td>61,2</td>
</tr>
<tr>
<td>2. Klaipėdos baldai</td>
<td>53,7</td>
<td>48,9</td>
</tr>
<tr>
<td>3. Klaipėdos mediena</td>
<td>41,8</td>
<td>44,5</td>
</tr>
<tr>
<td>4. Boen Lietuva</td>
<td>53,4</td>
<td>43,7</td>
</tr>
<tr>
<td>5. Vilniaus baldai</td>
<td>39,9</td>
<td>43,2</td>
</tr>
<tr>
<td>6. Grigiškės Group</td>
<td>42,0</td>
<td>34,2</td>
</tr>
<tr>
<td>7. Visagino linija</td>
<td>21,0</td>
<td>31,2</td>
</tr>
<tr>
<td>8. Freda</td>
<td>33,0</td>
<td>30,6</td>
</tr>
<tr>
<td>9. Šilutės baldai</td>
<td>28,8</td>
<td>21,0</td>
</tr>
<tr>
<td>10. Klaipėdos kartonas</td>
<td>31,2</td>
<td>18,3</td>
</tr>
<tr>
<td>11. Stora Enso Timber</td>
<td>17,3</td>
<td>17,1</td>
</tr>
<tr>
<td>12. Sakuona</td>
<td>10,3</td>
<td>13,4</td>
</tr>
<tr>
<td>Total 12 companies</td>
<td>2500</td>
<td>407,3</td>
</tr>
<tr>
<td>Total wood industries</td>
<td>1630,0</td>
<td>1256,0</td>
</tr>
<tr>
<td>10 largest %</td>
<td>27,3</td>
<td>32,4</td>
</tr>
</tbody>
</table>
Table 9. Main Wood Products.

<table>
<thead>
<tr>
<th>Name</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sawn timber, 1000 m³</td>
<td>1466,0</td>
<td>1378,0</td>
<td>1109,0</td>
<td>900,0</td>
</tr>
<tr>
<td>Wood chipboards, 1000 m³</td>
<td>285,7</td>
<td>437,8</td>
<td>515,4</td>
<td>473,2</td>
</tr>
<tr>
<td>Wood fibreboard, million m²</td>
<td>22,1</td>
<td>23,4</td>
<td>17,9</td>
<td>16,0</td>
</tr>
<tr>
<td>Plywood, 1000 m³</td>
<td>16,9</td>
<td>21,6</td>
<td>17,8</td>
<td>18,0</td>
</tr>
<tr>
<td>Windows, thousand</td>
<td>153,9</td>
<td>195,3</td>
<td>170,8</td>
<td>119,2</td>
</tr>
<tr>
<td>Doors, thousand</td>
<td>131,3</td>
<td>551,1</td>
<td>668,2</td>
<td>399,3</td>
</tr>
<tr>
<td>Paper and cardboard, thousand t</td>
<td>119,2</td>
<td>139,8</td>
<td>122,7</td>
<td>86,4</td>
</tr>
<tr>
<td>Corrugated cardboard and boxes, thousand t</td>
<td>65,1</td>
<td>70,3</td>
<td>61,9</td>
<td>55,6</td>
</tr>
</tbody>
</table>

3. Foreign Trade

Export of Lithuanian wood products was increasing for a number of years and reached EUR 1.4 billion in 2007. Import experienced similar growth and reached EUR 900 million in the same year. The share of wood products in the whole export in 2007 accounted for 11.9%, in 2009 it dropped down to 10.3%. Foreign trade balance of wood products, differently from majority of other commodities, has always been positive. In the last two years, the total turnover of foreign trade in timber significantly decreased: export by 16.3%, import by as many as 31.3%. But in the second half of 2009, the export recovered and demonstrated a good growth trend again (Picture 4). The export recovery overtook production recovery speed. It shows that the wood producing industry has not lost its export markets yet. At the same time favourable changes in the export commodity structure should also be mentioned. In the last three years, the share of furniture in the wood products export increased from 47% up to 54%. The other same significant and favourable indicator is quite good export geography. In 2009, furniture manufactured in Lithuania was exported to forty countries in the world which at that time were either hardly affected by the economic recession or already recovered from it, as well as to the countries manufacturing big volumes of those products (Germany, Sweden, Italy, Poland, France, etc.). It shows competitiveness of Lithuanian furniture. Great majority of furniture is now manufactured and exported by well-equipped large companies hardly affected by the economic recession (Table 10). Therefore, furniture will probably be the backbone of the recovery and further development of the entire wood industry.
Table 10. Largest Exporters of Wood Products, million EUR

<table>
<thead>
<tr>
<th>Position</th>
<th>Company</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Klaipėdos baldai</td>
<td>44,0</td>
<td>53,3</td>
<td>48,3</td>
</tr>
<tr>
<td>2.</td>
<td>Vilniaus baldai</td>
<td>42,8</td>
<td>39,4</td>
<td>43,0</td>
</tr>
<tr>
<td>3.</td>
<td>&quot;Swedspan Girių bizonas&quot;</td>
<td>50,2</td>
<td>48,4</td>
<td>40,3</td>
</tr>
<tr>
<td>4.</td>
<td>Boen Lietuva</td>
<td>50,2</td>
<td>48,4</td>
<td>40,3</td>
</tr>
<tr>
<td>5.</td>
<td>Klaipėdos medienas</td>
<td>27,4</td>
<td>34,0</td>
<td>40,0</td>
</tr>
<tr>
<td>6.</td>
<td>Freda</td>
<td>30,6</td>
<td>37,8</td>
<td>29,1</td>
</tr>
<tr>
<td>7.</td>
<td>Šilutės baldo</td>
<td>25,8</td>
<td>24,8</td>
<td>19,4</td>
</tr>
<tr>
<td>8.</td>
<td>Grigiškės</td>
<td>12,6</td>
<td>16,4</td>
<td>17,1</td>
</tr>
<tr>
<td>9.</td>
<td>Sakuona</td>
<td>11,2</td>
<td>9,9</td>
<td>13,2</td>
</tr>
<tr>
<td>10.</td>
<td>Klaipėdos kartonas</td>
<td>25,3</td>
<td>21,3</td>
<td>12,3</td>
</tr>
</tbody>
</table>
Table 11. **Wood Export Goods**

<table>
<thead>
<tr>
<th></th>
<th>2007</th>
<th>%</th>
<th>2008</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Furniture and components</td>
<td>646,4</td>
<td>45,4</td>
<td>651,8</td>
<td>48,6</td>
</tr>
<tr>
<td>2. Paper</td>
<td>145,0</td>
<td>10,2</td>
<td>152,6</td>
<td>11,3</td>
</tr>
<tr>
<td>3. Joinery</td>
<td>98,1</td>
<td>6,9</td>
<td>104,1</td>
<td>7,8</td>
</tr>
<tr>
<td>4. Sawn wood</td>
<td>141,4</td>
<td>9,9</td>
<td>91,3</td>
<td>6,8</td>
</tr>
<tr>
<td>5. Round wood</td>
<td>108,4</td>
<td>7,6</td>
<td>70,8</td>
<td>5,3</td>
</tr>
<tr>
<td>6. Wooden packaging</td>
<td>68,4</td>
<td>4,8</td>
<td>65,6</td>
<td>4,9</td>
</tr>
<tr>
<td>7. Wooden structures</td>
<td>76,2</td>
<td>5,4</td>
<td>58,2</td>
<td>4,3</td>
</tr>
<tr>
<td>8. Other wooden products</td>
<td>138,3</td>
<td>9,8</td>
<td>147,0</td>
<td>11,0</td>
</tr>
</tbody>
</table>

Paper and paper products have occupied the leading position among the wood import products for a number of years by now. The share of these products continues growing (2007 – 36.6%, 2008 – 40.3%, 2009 – 48.4%). The share of the import of furniture, round and sawn wood is decreasing accordingly. That also represents favourable changes.
Import of Wood Products, million EUR

Table 12. **Wood Import Products**

<table>
<thead>
<tr>
<th>Goods</th>
<th>2007</th>
<th>%</th>
<th>2008</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paper and its products</td>
<td>313,8</td>
<td>36,6</td>
<td>333,3</td>
<td>40,3</td>
</tr>
<tr>
<td>Furniture</td>
<td>163,7</td>
<td>19,1</td>
<td>165,1</td>
<td>20,0</td>
</tr>
<tr>
<td>Sawn wood</td>
<td>106,6</td>
<td>12,4</td>
<td>73,6</td>
<td>8,9</td>
</tr>
<tr>
<td>Particle board</td>
<td>75,6</td>
<td>8,8</td>
<td>67,6</td>
<td>8,2</td>
</tr>
<tr>
<td>Fibreboard</td>
<td>37,1</td>
<td>4,3</td>
<td>37,0</td>
<td>4,5</td>
</tr>
<tr>
<td>Round wood</td>
<td>20,3</td>
<td>2,4</td>
<td>10,2</td>
<td>1,2</td>
</tr>
<tr>
<td>Other goods</td>
<td>140,6</td>
<td>16,4</td>
<td>140,0</td>
<td>16,9</td>
</tr>
</tbody>
</table>
**Grigiškės**

**Gintautas PANGONIS**  
Director General

<table>
<thead>
<tr>
<th>Address:</th>
<th>Vilniaus str. 10, Grigiškės, LT-27101 Vilnius</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phone:</td>
<td>+370 5 2435801</td>
</tr>
<tr>
<td>Fax:</td>
<td>+370 5 2435802</td>
</tr>
<tr>
<td>E-mail:</td>
<td><a href="mailto:info@grigiskes.lt">info@grigiskes.lt</a></td>
</tr>
<tr>
<td>Website:</td>
<td><a href="http://www.grigiskes.lt">www.grigiskes.lt</a></td>
</tr>
</tbody>
</table>

| Employees:     | 475                                          |
| Production:    | Toilet paper, paper towels, paper napkins, corrugated board and boxes made of corrugated board, hardboard and painted hardboard, wood glued panels and blanks for furniture production, bio fuel pellets |
| Sales:         | 109.7 mln. Lt                                |
| Export countries: | Latvia, Estonia, Poland, Denmark, Norway, Sweden, Finland, Holland, UK, Romania, Hungary, Russia, Belarus. |
| Languages:     | Lithuanian, Russian, English                |
| Established in:| 1823                                        |
Klaipėdos kartonas

Arūnas PASVENSKAS
Managing Director

Address: Nemuno str. 2, LT-91199 Klaipėda
Phones: +370 46 395601
+370 46 395602
+370 46 395638
Fax: +370 46 395600
E-mail: info@kartonas.lt
Website: www.kartonas.lt

Employees: 290
Production: RCCM: Testliner TL2, TL3, Fluting. Paper Honeycomb
Sales: 123,3 mln. LT
Export countries: EU, CIS
Languages: Lithuanian, Russian, English, German
Established in: 1898
**Smurfit Kappa Baltic**

Rolandas VAINUTIS  
General Manager

**Address:** Savanorių ave. 247A, LT-02300 Vilnius  
**Phone:** +370 5 2644646  
**Fax:** +370 5 2642244  
**E-mail:** vilnius@smurfitkappa.lt  
**Website:** www.smurfitkappa.lt

<table>
<thead>
<tr>
<th>Employees:</th>
<th>75</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production:</td>
<td>Corrugated Cardboard Packaging and advertising displays with flexographic and offset print</td>
</tr>
<tr>
<td>Sales:</td>
<td>Turnover 30 mln. Lt</td>
</tr>
<tr>
<td>Export countries:</td>
<td>Republic of Belarus, Russian Fed.</td>
</tr>
<tr>
<td>Languages:</td>
<td>Lithuanian, English, German, Russian, Polish</td>
</tr>
<tr>
<td>Established in:</td>
<td>1995</td>
</tr>
</tbody>
</table>
Wood
Arnoldas JONAITIS
Director

Address: Zabakos vill., Vievio admin. unit
LT-21386 Elektrėnų distr.
Phone: +370 528 63127
Fax: +370 528 63201
E-mail: info@amg.lt
Website: www.amg.lt

Employees: 64
Production: Semi-finished wooden sticks (dowels), pins, balls, turned legs, feet, small turnings, briquettes from sawdust, kindling wood
Sales: 1,63 mln. EUR
Export countries: USA, Denmark, UK, Germany, Belgium, Italy, Latvia, Estonia, Sri Lanka, Slovakia, Hungary
Languages: Lithuanian, English, Russian, Spanish
Established in: 1995

Wood
Universalūs medžio produktai (UMP)

Vygartas DABUŽINSKAS
Director

Address: Antakalnio II vill., Ukmergės pst.
         LT-20101 Ukmergės distr.
Phone:   +370 340 63196
Fax:      +370 340 63785
E-mail:  ump@post.omnitel.net

Employees: 140
Production: Solid wood furniture, semi-finished wood components, wooden rocking toys,
           presses for briquettes, briquettes from sawdust.
Sales: 4,34 mln. EUR
Export countries: Sweden, Denmark, Finland, Germany, UK, Poland, Latvia
Languages: Lithuanian, English, Russian
Established in: 1999
Incorporated into: Baltic American Concord (BAC) group

Address: Antakalnio II vill., Ukmergės pst.
         LT-20101 Ukmergės distr.
Phone:   +370 340 63196
Fax:      +370 340 63785
E-mail:  ump@post.omnitel.net
Užmojai su garantijomis (USG)

Gintaras PAKULNIS
Director

Address: Bernotis̆kių vill., Vidiškių admin. unit
LT-20100 Ukmergės distr.
Phone: +370 340 63626
Fax: +370 340 63511
E-mail: info@usg.lt
Website: www.usg.lt

Employees: 90
Production: Hardwood - Birch blanks for furniture, parquet and panel industries. Frame (Upholstery) Grade, briquettes.
Sales: 14,5 mln. LT
Export countries: Scandinavia, Hungary, Korea, USA, Great Britain, China
Languages: Lithuanian, English, Russian
Established in: 1993
Incorporated into: Baltic American Concord (BAC) group
Dailinta

Audrius GAIĐYS
Director

Address: Zabakos vill., Vievio admin. unit
LT-21386 Elektrėnų distr.

Phone: +370 528 63100
Fax: +370 528 63101
E-mail: info@dailinta.lt
Website: www.dailinta.lt

Employees: 112
Production: Glued panels from solid birch, oak and ash. Furniture & furniture parts from solid hardwood
Sales: 7.24 mln. EUR
Export countries: Germany, USA, Canada, Sweden, Italy, Norway, Austria, Finland, United Kingdom, Belgium
Languages: Lithuanian, English, German, Russian
Established in: 1996
Incorporated into: LIBRA GROUP, www.libragroup.lt
Dirvonių lentpjūvė

Audronė SIRBIKIENĖ
Director

Address: Rinkūnai vill., Pumpėnai admin. unit, LT-39241 Pasvalys distr.
Phone: +370 451 49188
Fax: +370 451 49188
E-mail: info@dirvonai.lt
Website: www.dirvonai.lt

<table>
<thead>
<tr>
<th>Employees:</th>
<th>65</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production:</td>
<td>Birch elements for furniture industry</td>
</tr>
<tr>
<td>Production capacity:</td>
<td>9000 m³</td>
</tr>
<tr>
<td>Sales:</td>
<td>9 mln. LT</td>
</tr>
<tr>
<td>Languages:</td>
<td>Lithuanian, English, German, Russian</td>
</tr>
<tr>
<td>Established in:</td>
<td>1997</td>
</tr>
<tr>
<td>Incorporated into:</td>
<td>LIBRA GROUP, <a href="http://www.libragroup.lt">www.libragroup.lt</a></td>
</tr>
</tbody>
</table>
Boen Lietuva

Irmantas RAJUNČIUS
Director

Address: Ilgio str. 5, LT-21412 Kietaviškės
Elektrėnai distr.
Phone:    +370 686 55155
Fax:       +370 346 44707
E-mail:    boen@boen.lt
Website:   www.boen.com

<table>
<thead>
<tr>
<th>Employees:</th>
<th>500</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production:</td>
<td>Multilayer hardwood floorings, solid oak planks</td>
</tr>
<tr>
<td>Sales:</td>
<td>190 mln. Lt</td>
</tr>
<tr>
<td>Export countries:</td>
<td>Germany, Norway, Sweden, Latvia, Estonia, Belarus, Finland, Russia</td>
</tr>
<tr>
<td>Languages:</td>
<td>Lithuanian, English, German, Russian</td>
</tr>
<tr>
<td>Established in:</td>
<td>1992</td>
</tr>
<tr>
<td>Incorporated into:</td>
<td>LIBRA GROUP, <a href="http://www.libragroup.lt">www.libragroup.lt</a></td>
</tr>
</tbody>
</table>
Klaipėdos mediena

Viktoras ADOMAITIS
Director General

Address: Liepų str. 68, LT-92100 Klaipėda
Phone: +370 46 469555
Fax: +370 46 469595
E-mail: info@mediena.lt
Website: www.mediena.lt

Employees: 390
Production and capacity: Particleboard and melamine faced particleboard production 135,000 m³, furniture – 120 mln. LT
Sales: 144,1 mln. LT
Export countries: Sweden, Germany, Denmark, France, Belgium, USA
Languages: Lithuanian, English, German, Russian
Established in: 1992
Incorporated into: VAKARŲ MEDIENOS GROUP
Sakuona

Sigitas KILČAUSKAS  
Director

**Address:** Grauminė vill., Kretingalės sen.  
LT-96041 Klaipėda distr.

**Phone:** +370 46 440241  
**Fax:** +370 46 440448  
**E-mail:** info@sakuona.lt  
**Website:** www.mediena.lt

<table>
<thead>
<tr>
<th>Employees:</th>
<th>390</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production:</td>
<td>Bent glued plywood components</td>
</tr>
<tr>
<td>Sales:</td>
<td>37,72 mln. LT</td>
</tr>
<tr>
<td>Export countries:</td>
<td>USA, Malaysia, Australia, Russia, Germany, Sweden, Denmark, France, Belgium, Italy</td>
</tr>
<tr>
<td>Languages:</td>
<td>Lithuanian, Russian, English</td>
</tr>
<tr>
<td>Established in:</td>
<td>1995</td>
</tr>
</tbody>
</table>

Incorporated into: VAKARŲ MEDIENOS GROUP
Balainis

Stein KAU-JACOBSEN
Director

Address: Mickai vill., Priekulė, LT-96047 Klaipėda distr.
Phones: +370 46 477864
+370 46 478551
Fax: +370 46 478552
E-mail: info@balainis.lt, gamyba@balainis.lt
Website: www.balainis.lt

| Employees: | 49  |
| Production: | Log houses, hand made timber houses, frame houses |
| Sales: | 0,4 mln. EUR |
| Export countries: | Norway, Spain, Denmark, Sweden, Germany |
| Languages: | Lithuanian, English, Russian, German, Scandinavian |
| Established in: | 2001 |
**Betula**

**Pranciškus ŠARKA**  
Director General

**Address:** V.Krėvės str. 4, LT-20112 Ukmergė  
**Phone:** +370 340 41643  
**Fax:** +370 340 63096  
**E-mail:** betula@betula.lt  
**Website:** www.betula.lt

<table>
<thead>
<tr>
<th>Employees</th>
<th>50</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production</td>
<td>Wooden fences &amp; gates, summer houses, garden products</td>
</tr>
<tr>
<td>Sales</td>
<td>2,3 mln. LT</td>
</tr>
<tr>
<td>Export countries</td>
<td>Great Britain, Ireland, Denmark, Finland, Norway and others</td>
</tr>
<tr>
<td>Languages</td>
<td>Lithuanian, English, Russian, German</td>
</tr>
<tr>
<td>Established in</td>
<td>1992</td>
</tr>
</tbody>
</table>
Bohmans

Regina VILKELIŠKIENĖ
Director

Address: Meistrų str. 8A, LT-02189 Vilnius
Phone: +370 5 2167238
Fax: +370 5 2306515
E-mail: info@bohmans.lt
Website: www.bohmans.lt

Employees: 6
Production: Veneer, lumber, edgebanding, chipboard, scantling, decking, flooring
Sales: 2,84 mln. EUR
Export countries: Latvia, Estonia, Russia, Belarus
Languages: Lithuanian, English, Russian
Established in: 1993
Laimonas RAČKAUSKAS
Director

Address: Gedimino str. 1, LT-69401 Kazlų Rūda
Phone: +370 343 68680
Fax: +370 343 68681
E-mail: giriu@bizonas.lt
Website: www.bizonas.lt

Employees: 651
Production: Particleboard, furniture and its components
Sales: 268 mln. LT
Export countries: Poland, Russia, Sweden, Belarus, USA, China, The Netherlands, Italy, Great Britain, Canada, Germany
Languages: Lithuanian, German, English, Russian
Established in: 1994
Incorporated into: IKEA Industry Group, Swedspan and Swedwood
Highlife

Daiva ŠIRMELIENĖ
Director

**Address:** Liaušiai vill., Ukmergė distr.
**Phone:** +370 340 41638
**Fax:** +370 340 63234
**E-mail:** info@highlife.lt

<table>
<thead>
<tr>
<th>Employees:</th>
<th>7</th>
</tr>
</thead>
<tbody>
<tr>
<td>Activity:</td>
<td>Production and trade in wood</td>
</tr>
<tr>
<td>Production:</td>
<td>Ladders, fences, handles, furniture components</td>
</tr>
<tr>
<td>Sales:</td>
<td>1,7 mln. EUR</td>
</tr>
<tr>
<td>Export countries:</td>
<td>Great Britain, Denmark, Belgium, Germany, USA, SAR</td>
</tr>
<tr>
<td>Languages:</td>
<td>Lithuanian, Russian, English</td>
</tr>
<tr>
<td>Established in:</td>
<td>2000</td>
</tr>
</tbody>
</table>
Jūrės medis

Donatas VEINŠREIDERIS
Director

Address: Medelyno str. 4, Jūrės vil. LT-69446 Kazlų Rūda distr.
Phone: +370 343 68189
Fax: +370 343 95402
E-mail: juresmedis@juresmedis.lt
Website: www.juresmedis.lt

Employees: 100
Products: • Glue laminated timber constructions (GLULAM) • Finger-joined solid construction timber (KVH) • Duo/Trio glue laminated beams • Profiled decks for individual houses • Profiled glue laminated wall elements of residential houses
Sales: 32 mln. LT
Export countries: Germany, Poland, Norway, Denmark, UK, Latvia, Ukraine, Russia, Italy, Netherlands, Sweden, Japan
Languages: Lithuanian, English, German, Polish, Russian
Established in: 1974
Kronospan Trading

Ilonas VALIUKAS  
Director

Address:  Raudondvario pl. 242C, LT-47158 Kaunas  
Phone:  +370 37 384817  
Fax:  +370 37 384819  
E-mail:  ilonas@kronospantrading.lt  
Website:  www.kronospantrading.lt

Employees:  10  
Sales:  29,6 mln. LT  
Languages:  Lithuanian, Russian, English  
Established in:  2002
Mindaugas KASMAUSKIS
General Director

Address: Kauno str. 122, LT-20115 Ukmergė
Phones: +370 340 60054
        +370 618 88075
Fax:     +370 340 44419
E-mail:  info@likmere.lt
Website: www.likmere.lt

Employees: 67
Production: Wet birch veneer
Produced: 2009 year plan - 51,000 m³ of wet birch veneer, 2010 year plan - 74,000 m³ of wet birch veneer
Puumerkki

Vytautas KUPRYS
Director

**Address:** Gėlių str. 2B, Avižieniai, LT-14184 Vilnius distr.
**Phone:** +370 524 03952
**Fax:** +370 524 03587
**E-mail:** vytautas.kuprys@storaenso.com
**Website:** www.puumerkki.lt

| Employees: | 7 |
| Sales: | 9,34 mln. LT |
| Export countries: | EST, FIN |
| Languages: | Lithuanian, Russian, English |
| Established in: | 2005 |
Roda

Jonas KRALIKAUSKAS
General Director

Address: Girelės str. 20, Kaišiadorys
Phones: +370 346 51693
+370 346 52851
Fax: +370 346 51973
E-mail: roda@roda.lt
Website: www.roda.lt

Employees: 131
Production: Wooden windows, wooden doors, wooden panel houses
Sales: 20,3 mln. LT
Export countries: Denmark, Norway, Sweden, Poland
Languages: Lithuanian, Russian, English, German
Established in: 1991

Employees: 131
Production: Wooden windows, wooden doors, wooden panel houses
Sales: 20,3 mln. LT
Export countries: Denmark, Norway, Sweden, Poland
Languages: Lithuanian, Russian, English, German
Established in: 1991
Sodo namas

Audrius KATAUSKAS
Director

Address: Videniškių vill., LT-33293 Molėtai distr.
Phone: +370 383 43137
Fax: +370 383 43644
E-mail: export@sodonamas.lt
Website: www.sodonamas.lt

| Employees: | 103 |
| Production: | Garden houses, fences |
| Sales: | 63 mln. LT |
| Export countries: | Germany, Spain, UK, Italy |
| Languages: | German, English, Russian, Lithuanian |
| Established in: | 1998 |
Swisco Production

Hans Ole LINDBERG
Managing Director

Address:  J. Basanavičiaus str. 50c, LT-41164 Biržai
Phones:  +370 450 35420, +370 652 05280, +45 392 96999
Faxes:  +370 450 35420, +45 392 97969
E-mail:  production@swisco.dk
Website:  www.swisco.dk

Employees:  14
Production:  K/D Oak and Birch furniture dimensions, planks, planed and glued furniture components, legs. Domestic sale of European/African hardwoods, for building and furniture industry. Kiln-Drying.
Export countries:  Europe, Far East
Languages:  Lithuanian, English, German, Russian, Danish
Established in:  1998
**Employees:** 140

**Production:** Timber chalets, garden houses, saunas cabins & etc.

**Sales:** 3,75 mln. EUR

**Export countries:** Denmark, Germany, Great Britain, Holland, Italy, Japan, Latvia, Norway, Portugal, Switzerland

**Languages:** Lithuanian, German, English, Russian

**Established in:** 1990
Vigrima

Romas LĖBUS
Director

Address: Basanavičiaus str. 29A-47, LT-03109 Vilnius
Phone: +370 5 2791773
Fax: +370 5 2791771
E-mail: vigrima@takas.lt
Website: www.vigrima.lt

Employees: 30
Production: Coniferous finger jointed clear and solid clear boards
Sales: 3 mln. EUR
Export countries: Japan, USA
Languages: Lithuanian, Russian, English
Established in: 1997
Volunta parket

Eugenijus MICHALAUSKAS
General Director

Address: Eišiškių pl. 3A, LT-02184 Vilnius
Phone: +370 5 2105537
Fax: +370 5 2105538
E-mail: info@voluntaparket.lt
Website: www.voluntaparket.lt

Employees: 150
Production: Solid and Multilayer parquet floor, Natural and Thermo-treated parquets, terraces and sidings
Sales: 4 mln. EUR
Export countries: EU, USA, Australia, Mexico
Languages: Lithuanian, English, Russian, German, French
Established in: 1992
Wood line

Ramūnas VALATKA
Director

Address: Titnago str. 19, LT-02300 Vilnius
Phone: +370 5 2323282
Fax: +370 5 2322041
E-mail: info@woodline.lt
Website: www.woodline.lt

| Employees: | 15 |
| Production: | Veneers, spliced veneers, lumber, veneered boards, MDF boards, windows scantlings, glues. |
| Sales: | 9 mln. EUR |
| Export countries: | Latvia, Estonia, Ukraine, Belarus, Russia, Scandinavia, Germany |
| Languages: | Lithuanian, English, Polish, Russian |
| Established in: | 2002 |
SBA furniture company

Ričardas KIAURAKIS  
Managing Director

Address: Joniškės str. 21, LT-91267 Klaipėda  
Phone: +370 46 401536  
Fax: +370 46 401570  
E-mail: info@sbaforiture.lt  
Website: www.sbaforiture.lt

Employees: 70
Production: Furniture production and sales, business development
Holding company of SBA furniture group
Sales: 2009 – 127 mln. EUR
Export countries: EU countries, Russia, Ukraine, Kazakhstan, Scandinavia, US
Languages: Lithuanian, English, German, Russian
Established in: 2003
Incorporated into: SBA furniture group
### Kauno baldai

<table>
<thead>
<tr>
<th><strong>Employees:</strong></th>
<th>380</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Production:</strong></td>
<td>Serial upholstered furniture production</td>
</tr>
<tr>
<td><strong>Export countries:</strong></td>
<td>EU countries, Scandinavia, Russia, Ukraine, Kazakhstan, Belarus</td>
</tr>
<tr>
<td><strong>Languages:</strong></td>
<td>Lithuanian, English, German, Russian</td>
</tr>
<tr>
<td><strong>Established in:</strong></td>
<td>1880</td>
</tr>
<tr>
<td><strong>Incorporated into:</strong></td>
<td>SBA furniture group</td>
</tr>
</tbody>
</table>
Klaipėdos baldai

Ramūnas MAROZAS
Director

Address: Joniškės str. 21, LT-91267 Klaipėda
Phone: +370 46 313935
Fax: +370 46 313951
E-mail: info@klaipedosbaldai.lt
Website: www.klaipedos-baldai.lt

Employees: 550
Production: Serial chip board furniture production. Veneered chests of drawers, CD shelves
Export countries: EU countries, USA
Languages: Lithuanian, English, German, Russian
Established in: 1954
Incorporated into: SBA furniture group
**Employees:** 720  
**Production:** Serial veneered wood and solid wood furniture: tables, shelves, commodes  
**Export countries:** EU countries, Scandinavia, USA, Russia, Ukraine, Kazakhstan, Belarus  
**Languages:** Lithuanian, Russian, English, German  
**Established in:** 1890  
**Incorporated into:** SBA furniture group
Mindaugas URMANAVIČIUS
Director

Address:  Ukmergės str. 256, LT-06120 Vilnius
Phone: +370 5 2375125
Fax: +370 5 2375130
E-mail: info@idejosnamams.lt
Website: www.idejosnamams.lt

Employees: 100
Policy: Modern and functional furniture and accessories for affordable price
Products: Living room, dining room, kitchen, children, bathroom, office furniture and decorative home accessories
Languages: Lithuanian, English, Russian
Established in: 1994
Baltic Furniture Components

Darius SINEVIČIUS
Director General

Address: H.O.Minkovskių str. 98, LT-46248 Kaunas
Phone: +370 37 208721
Fax: +370 37 295843
E-mail: bfc@bfcomponents.lt
Website: www.bbg.lt

Employees: 60
Production: furniture components / fronts from MDF covered with various thermo-formable foils both PVC and PET
Sales: 14 mln. LT
Export countries: Germany, U.K., France
Languages: Lithuanian, German, English, Russian, Italian
Established in: 2006
Incorporated into: Baltijos baldų grupė
Freda

Antanas Ėmužis
Managing Director

Address: Piliakalnio str. 3, LT-46224 Kaunas
Phone: +370 37 391212
Fax: +370 37 391449
E-mail: freda@bbg.lt
Website: www.freda.eu

<table>
<thead>
<tr>
<th>Employees:</th>
<th>320</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production:</td>
<td>Frame furniture from chipboard covered with different synthetic foil, painted furniture from chipboard</td>
</tr>
<tr>
<td>Sales:</td>
<td>30,38 mln. EUR</td>
</tr>
<tr>
<td>Export countries:</td>
<td>Sweden; UK, Germany, France, Poland, Canada, USA, Malaysia, Greece, Italy, Netherlands</td>
</tr>
<tr>
<td>Languages:</td>
<td>Lithuanian, English, Russian</td>
</tr>
<tr>
<td>Established in:</td>
<td>2001</td>
</tr>
<tr>
<td>Incorporated into:</td>
<td>Baltijos baldų grupė</td>
</tr>
</tbody>
</table>
Wood Team Production

Tomas JUODAITIS
Director General

Address: Statybininkų str. 9, LT-21364 Vievis
Elektrėnų distr.
Phone: +370 698 51443
Fax: +370 528 26026
E-mail: info@wtp.bbg.lt
Website: www.bbg.lt

Employees: 245
Production: Solid wood furniture
Sales: 32 mln. LT
Export countries: UK, Germany, France, Holand, Sweden, Belgium, Switzerland
Languages: Lithuanian, Russian, English
Established in: 1996
Incorporated into: Baltijos baldų grupė
Agva

Petras ARDAVIČIUS
President

Address: Elektrinės str. 8, LT-03150 Vilnius
Phone: +370 5 2162539
Fax: +370 5 2311477
E-mail: agva@agva.lt
Website: www.agva.lt

Employees: 60
Production: Whole / retail trade in furniture fittings and accessories; wood products
Sales: 15,60 mln. LT
Export countries: Latvia, Estonia, Belarus, Poland
Languages: Lithuanian, English, Polish, Russian, Latvian, German
Established in: 1991
Akmena

Dangiras SAMALIUS
Director

Address: Vydmantų vill., LT-97226 Kretinga distr.
Phone: +370 445 43614
Fax: +370 445 43559
E-mail: info@akmena.lt
Website: www.akmena.lt

Employees: 140
Production: Serial solid wood furniture and furniture components production
Export countries: EU countries, Scandinavia, Russia, US
Languages: Lithuanian, English, Russian
Established in: 1962
Alantas

Juozas KNIUKŠTA
Director

Address: Pramonės str. 2D, LT-72328 Tauragė
Phone: +370 446 72888
Fax: +370 446 52062
E-mail: info@alantas.lt
Website: www.alantas.lt

| Employees: | 80 |
| Production: | Kitchen, office and other home furniture made according to individual orders |
| Sales: | 8 mln. LT |
| Export countries: | Norway, Sweded, Latvia |
| Languages: | Lithuanian, English, Russian |
| Established in: | 1991 |
Audėjo prekybos centras

Jonas KARČIAUSKAS
Director

Address: Vilnius, Zarasų str. 24/1
Tel: +370 5 2660141
Fax: +370 5 2629905
Kaunas, Pakraščio str. 27/ P.Lukšio str.
Tel./fax: +370 37 312826
E-mail: naglis@audejas.lt
Website: www.audejobaldai.lt

Employees: 80
Production: Retail and wholesale trade in furniture
Languages: Lithuanian, Russian, English, German
Established in: 1997
Aukmergės baldai

Jonas PETRAUSKAS
Director

Address: Kareivinių str. 51A, LT-20184 Ukmergė
Phone: +370 340 65360
Fax: +370 340 65352
E-mail: info@aub.lt
Website: www.aub.lt

Employees: 269
Production: Tables, chests of drawers, cupboard, shelves
Sales: 7 mln. EUR
Export countries: UK, Sweden, Denmark, Germany, Norway
Languages: Lithuanian, Russian, English, German
Established in: 1954
Baldai Jums

Alfonsas MEŠKAUSKAS
Director General

Address: Fabriko str. 3, LT-55111 Jonava
Phone: +370 349 59214
Fax: +370 349 59226
E-mail: info@baldaijums.lt
Website: www.baldaijums.lt

Employees: 330
Production: Dining room and bedroom furniture. Bunk beds, children beds, beds, bedside tables, chest of drawers, tables, coffee tables, glazed cabinets, etc. Raw materials: solid birch and oak, MDF, veneer. Company can apply any kind of finishing: clear lacquer or coloured, painted, stained oiled, soap finished.
Sales: 10 mln. EUR
Export countries: UK, Germany, Austria, Sweden, Finland.
Languages: English, German, Russian, Lithuanian
Established in: 1911
Baldų sistemos

Raimundas KRIVAS  
Director

**Address:**  Dariaus ir Girėno str. 25, LT-02189 Vilnius  
**Phone:**  +370 5 2395274  
**Fax:**  +370 5 2306420  
**E-mail:**  info@baldusistemos.lt  
**Website:**  www.baldusistemos.lt

| Employees: | 21 |
| Production: | Custom-made (bespoke) furniture for home and office |
| Sales: | ~ 1 mln. LT |
| Export countries: | Latvia |
| Languages: | Lithuanian, Russian, English |
Evaldas BURBA  
Director

Address: Statybininkų str. 8, Marijampolė  
Phone: +370 343 77122  
Fax: +370 343 70332  
E-mail: baldai@budsava.lt  
Website: www.budsavosbaldai.lt

Employees: 25  
Production: Designs and produces standart, non-standart furniture and sliding constructions for different premises  
Sales: 1.2 mln. lt  
Languages: Lithuanian, English, Russian  
Established in: 1997
Domi grupė

Vidas PAŠKAUSKAS
Director General

**Address:** J. Janonio str. 1, LT-35101 Panevėžys
**Phone:** +370 45 505020
**Fax:** +370 45 505021
**E-mail:** info@domi.lt
**Website:** www.domi.lt

| Employees: | 142 |
| Production: | Design, production and sale of storage furniture (including metal carcasses), glass and looking-glass products |
| Sales: | 10 mln. LT |
| Export countries: | Norway, Great Britain, Belgium, France |
| Languages: | Lithuanian, English, Russian |
| Established in: | 1997 |
Emira

Skaidrius BRIGMANAS
Director

Address: Šiltnamių str. 28, LT-04131 Vilnius
Phones: +370 5 2442590, +370 5 2324082
Faxes: +370 5 2442590, +370 5 2324082
E-mail: emira@emira.lt
Website: www.emira.lt

Employees: 46
Production: Wardrobes with sliding doors, other furniture
Sales: 2.5 mln. EUR
Export countries: Denmark, Norway
Languages: Lithuanian, Russian, English
Established in: 1995
Ergolain projektai

Romualdas BĖKŠTA
Director

Address: Laisvės av. 77b, LT-06122 Vilnius
Phone: +370 5 2742772
Fax: +370 5 2742773
E-mail: baldai@ergolain.lt
Website: www.ergolain.lt

Employees: 34 (Enterprise group total -123)
Production: Furniture from MFB, solid wood, project management
Sales: Aprox 3 mln. EUR (Enterprise group total - 9 mln. EUR)
Export countries: Latvia, Russia, Norway, Sweden, Denmark
Languages: Lithuanian, Russian, Enlish, German
Established in: 2002
Faber klasika

Gytautas VYŠNIAUSKAS
Director

Address: Šunskai vill., LT-68100 Marijampolė distr.
Phone: +370 343 28014
Fax: +370 343 98783
E-mail: faberbaldai@faberbaldai.com
Website: www.faberbaldai.com

Employees: 45
Production: Tables, commodes, cupboards, show-cases, beds, writing-desks, furniture by individual orders
Sales: 0,5 mln. EUR
Export countries: Italy
Languages: Lithuanian, Italian, Russian, English, Polish
Established in: 1998
Fornestas

Raimundas VAĮČIŪNAS
Director

Address: Šiltnamių str. 7, Noreikiškės
LT-53363 Kaunas distr.
Phone: +370 37 397468
Fax: +370 37 397465
E-mail: info@fornestas.lt
Website: www.fornestas.lt

Employees: 100
Production: Furniture for living room and bedroom made from solid oak wood and veneer. Company produce living, dining, bedroom furniture and cabinets.

Furniture We also produce bedroom furniture: beds, wardrobes, mirrors, etc.

Sales: 11 mln. LT
Export countries: Scandinavia, UK, Germany
Languages: Lithuania, English, Russian, German
Established in: 1997

Furniture for living room and bedroom made from solid oak wood and veneer. Company produce living, dining, bedroom furniture and cabinets. We also produce bedroom furniture: beds, wardrobes, mirrors, etc.

Established in 1997, Fornestas specializes in the production of furniture for living and bedroom made from solid oak wood and veneer. The company offers a range of furniture including living, dining, and bedroom sets, as well as individual pieces such as beds, wardrobes, and mirrors. The production is intended for export to countries like Scandinavia, the UK, Germany, and Russia. The company provides services in Lithuanian, English, Russian, and German languages. With a workforce of 100 employees, Fornestas has achieved sales of 11 million LTL.
Genmak

Alvydas MATUTIS
Director General

Address: Kulpės str. 4, Šiauliai
Kalvarijų str. 125, Vilnius
Phones: +370 41 500171, +370 41 500170
Phone / fax: +370 5 2760178
E-mail: genmak@erdves.lt, sgenmak@takas.lt
Website: www.genmak.lt

Employees: 33
Production: Office, bathroom and kitchen furniture, manufacturing of mdf elements
Sales: 274 thousand EUR
Export countries: Latvia
Languages: Lithuanian, English, Russian
Established in: 1997
Gintaro baldai

Gintaras DIRKSTYS
Director

Address: Akmenų str. 12, Klaipėda
Phone: +370 46 486839
Fax: +370 46 486839
E-mail: gintaras@gintarobaldai.lt
Website: www.gintarobaldai.lt

Employees: 280
Production: Upholstered furniture
Sales: 7,24 mln. EUR
Export countries: Czech Republic, Latvia, Estonia, Norway, Finland
Languages: Lithuanian, English, Russian, Polish
Established in: 2002
Gojus

Vaidotas DIJOKAS
Owner

**Address:** Tytuvėnų str. 1a, Pakapės vill.
LT-80146 Šiauliai distr.

**Phone:** +370 41 377333, +370 687 86073

**Fax:** +370 41 377333

**E-mail:** gojus@erdves.lt, gojus3@erdves.lt

**Website:** www.gojusbaldai.lt

<table>
<thead>
<tr>
<th>Employees:</th>
<th>28</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production:</td>
<td>Furniture</td>
</tr>
<tr>
<td>Sales:</td>
<td>350 thousand EUR</td>
</tr>
<tr>
<td>Export countries:</td>
<td>Finland, Sweden, Denmark</td>
</tr>
<tr>
<td>Languages:</td>
<td>Lithuanian, Russian, English</td>
</tr>
<tr>
<td>Established in:</td>
<td>1991</td>
</tr>
</tbody>
</table>
Joldija

Rita KURGONIENĖ
Director

Address:  Verslo str. 2, Kumpių vill., Domeikava, LT-54311 Kaunas distr.
Phone:  +370 37 490180
Fax:  +370 37 451946
E-mail:  rita@joldija.lt
Website:  www.joldija.lt

Employes:  23
Production:  Wholesale trade in fittings for furniture industry
Sales:  9,6 mln. LT
Export countries:  Russia, EU
Languages:  Lithuanian, English, German, Russian, Polish
Established in:  1994
Lauksva

Saulius VALAITIS
Director

Address:  P. Vaičaičio str. 13, LT-71114 Šakiai
Phone:  +370 345 60538
Fax:  +370 345 60537
E-mail:  lauksva@lauksva.lt
Website:  www.lauksva.lt

Employees:  80
Production:  Upholstered furniture
Sales:  1.5 mln. EUR
Export countries:  Latvia, Estonia, Germany, Norway
Languages:  Lithuanian, Russian, German, English
Established in:  1995
Lietbalda

Rimantas MELAIKA
Director

Address: Žemynos str. 8-73, LT-06130 Vilnius
Phone: +370  618 616 93
Fax: +370 5 2302761
E-mail: lietbalda@lietbalda.lt
Website: www.lietbalda.lt

Employees: 4
Production: Home furniture sale
Export countries: Germany, England, Sweden, Finland
Languages: Lithuanian, Russian, English
Established in: 2003
Regieka

Giedrė KAMINSKIENĖ
Director General

**Address:** Romainių str. 69, LT-47314 Kaunas  
**Phone:** +370 672 55988  
**E-mail:** regieka@meganet.lt

<table>
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<tr>
<th>Employees:</th>
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</tr>
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<tbody>
<tr>
<td>Production:</td>
<td>Hardwood production</td>
</tr>
<tr>
<td>Sales:</td>
<td>0.5 mln. LT</td>
</tr>
<tr>
<td>Export countries:</td>
<td>Germany, EU</td>
</tr>
<tr>
<td>Established in:</td>
<td>2006</td>
</tr>
</tbody>
</table>
Sintuva

Petras ANDRIUŠKA
Director

Address:  J.Basanavičiaus str. 129, LT-76129 Šiauliai
Phone: +370 41 545128
Fax: +370 41 545126
E-mail: petras@sintuva.lt
Website: www.sintuva.lt

Employees:  196
Production:  Furniture upholsteries, furniture
Sales:  18 mln. LT
Export countries:  EU member states
Languages:  Lithuanian, English, Russian
Established in:  1996
Sostinės baldai

Inesa ABROMAITĖ
Director

Address: Kalvarijų str. 125 I korp., LT-08221 Vilnius
Phone: +370 5 2388810
Fax: +370 5 2388810
E-mail: bg@baldugama.lt
Website: www.baldugama.lt, www.sostinesbaldai.lt

Employees: 12
Production: Kitchen, office and other furniture made according to individual orders
Sales: 1 mln. EUR
Export countries: England, Latvia
Languages: Lithuanian, Russian, English
Established in: 2006

Kitchen, office and other furniture made according to individual orders
# Tido

Gintaras BAČIULIS  
Director

**Address:**  Meistrų str. 8A, LT-02189 Vilnius  
**Phone:**  +370 5 232 11 44  
**Fax:**  +370 5 232 10 90  
**E-mail:**  gintaras.baciulis@tido.lt

<table>
<thead>
<tr>
<th>Employees:</th>
<th>54</th>
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<tbody>
<tr>
<td>Production:</td>
<td>Office chairs</td>
</tr>
<tr>
<td>Sales:</td>
<td>9,2 mln. EUR</td>
</tr>
<tr>
<td>Export countries:</td>
<td>Sweden, Germany, Switzerland, Holland, Italy, France, Spain, UK, Russia, Japan, United States, Saudi Arabia, Hong Kong, Singapore</td>
</tr>
<tr>
<td>Languages:</td>
<td>English, Russian, Lithuanian</td>
</tr>
<tr>
<td>Established in:</td>
<td>2005</td>
</tr>
</tbody>
</table>
Vadasiga

Vaclovas DAUKINTIS
Director

Address: Taikos 32a, LT-91235 Klaipėda
Phone: +370 46 492079
Fax: +370 46 492077
E-mail: info@vadasiga.lt
Website: www.vadasiga.lt

<table>
<thead>
<tr>
<th>Employees:</th>
<th>14</th>
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</thead>
<tbody>
<tr>
<td>Production:</td>
<td>Retail and wholesale of contract furniture for offices, banks, conference centers, hotels, wellness and SPA, aquaparks, restaurants, outdoor and luxury home furniture</td>
</tr>
<tr>
<td>Sales:</td>
<td>6.4 million LT</td>
</tr>
<tr>
<td>Export countries:</td>
<td>Latvia, Kaliningrad, Kazakhstan, Norway, Belarus</td>
</tr>
<tr>
<td>Languages:</td>
<td>Lithuanian, English, Russian</td>
</tr>
<tr>
<td>Established in:</td>
<td>2004</td>
</tr>
</tbody>
</table>
Vilniaus baldai

Nerijus PACEVIČIUS
General Director

Address: Savanorių ave. 178, LT-03154 Vilnius
Phone: + 370 5 2525700
Fax: + 370 5 2311130
E-mail: info@vilniausbaldai.lt
Website: www.vilniausbaldai.lt

Employees: 413
Production: High volume flat pack furniture: combination of board on frame and particle board, covered with veneering, pigment lacquer/print technology and melamine.
Sales: 43 mln EUR, year 2009
Export countries: World wide
Languages: Lithuanian, Russian, English, German
Established in: 1883

High volume flat pack furniture: combination of board on frame and particle board, covered with veneering, pigment lacquer/print technology and melamine.
Vokė-III

Genadijus CHALECKIS
Director

Address: Ukmergės str. 279, LT-06318 Vilnius
Phone: +370 5 2304143
Fax: +370 5 2304133
E-mail: export@voke3.com
Website: www.voke3.com

Employees: 150
Production: Kitchen furniture
Sales: 8 mln. EUR
Export countries: Sweden, Norway, Denmark, Iceland, Latvia
Languages: Lithuanian, English, Russian, Polish
Established in: 1991
**Zbiga**

Asta JUODVALKYTĖ PLIAVGO  
Director

**Address:**  
Beržų str. 2b, D. Riešės vill., LT-14266 Vilnius distr.

**Phone:**  
+370 5 2469138

**Fax:**  
+370 5 2469125

**E-mail:**  
baldaimagre@takas.lt

**Website:**  
www.magre.lt

| Employees | 110 |
| Production | Upholstery furniture |
| Sales | 9.7 mln. LT |
| Export countries | Latvia, Estonia |
| Languages | Russian, English |
| Established in | 1996 |
Dinasas

Alvainas ANDRIEKUS
Director

Address: K. Dulksnio str. 13, Narsiečiai, Kaunas distr.
Phone: +370 37 312807
Fax: +370 37 457183
E-mail: info@dinasas.lt
Website: www.dinasas.lt

Employees: 61
Production: Trade in fabrics, natural and artificial leather, upholstered furniture fittings, various supplements, pneumatic pistols and staples, curtains
Sales: 25,2 mln. LT
Export countries: Latvia, Estonia, Poland, Russia
Languages: Lithuanian, English, Russian, Polish
Established in: 1993

Trade in fabrics, natural and artificial leather, upholstered furniture fittings, various supplements, pneumatic pistols and staples, curtains

25,2 mln. LT

Latvia, Estonia, Poland, Russia

Lithuanian, English, Russian, Polish

1993
Kaunas College was established in 2000. It originated from Kaunas College of Technology. While implementing the reform of the Lithuanian education system, there were developed two programs of higher non-university studies in the Industrial Technologies’ and Design Department - the production of furniture and wood products and the construction and production of interior articles. The duration of the studies is 3 years. The college qualifies the technologists and designers for woodworking industry. There is established a re-qualifying centre for the woodworking industry specialists under the Industrial Technologies’ and Design Department. The lectures of the Department organize courses and consult about the sawmilling technologies and sawnwood sorting.
The Department of Wood Technology was established in 1941. Department has extensive experience in S&T activities for forest and woodworking industry and trains bachelors and masters for wood industry:

<table>
<thead>
<tr>
<th>Qualifying degree</th>
<th>Study program</th>
<th>Term of study</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor of Science (B.Sc.) in Industrial Engineering (undergraduate)</td>
<td>Furniture and Wood Products Engineering and Design Specializations: - Furniture Design and Technology - Wood Products Design and Technology</td>
<td>4 years</td>
</tr>
<tr>
<td>Master of Science (M.Sc.) in Industrial Engineering (graduate)</td>
<td>Wood Engineering</td>
<td>2 years</td>
</tr>
</tbody>
</table>

**FIELDS OF ACTIVITY**

1. **RESEARCH GROUP OF MODIFICATION AND PROCESSING OF WOOD RAW MATERIAL INTO INNOVATIVE WOOD PRODUCTS**  
   Head: Assoc. Prof. Dr. Antanas BALTRUŠAITIS  
   Phone: +370 37 300 230  

**Research Areas:**  
- Physical and mechanical behavior of wood and wood products;  
- Efficient wood cutting processes;  
- Advanced technologies for primary wood processing;  
- CAD and performance simulation of furniture and timber structures;  
- Eco- and material efficient cutting surface formation processes;  
- Wood-based materials and engineered wood products.

**Current Research Projects:**  
- Investigation and tests of wood heat treatment (HT) in the chamber type drying kilns (Standard ISPM 15);  
- Participation in European COST Actions: E55 “Modeling of the Performance of Timber Structures” and FP0802 “Experimental and Computational Micro-Characterisation Techniques in Wood Mechanics”.

**Antanas BALTRUŠAITIS**  
Head of Department  

**Address:**  
Studentų str. 56, LT-51424 Kaunas  
**Phone:** +370 37 300 230, +370 37 353 863  
**Fax:** +370 37 353 863  
**E-mail:** medkat@dtf.ktu.lt  
**Website:** www.ktu.lt
2. RESEARCH GROUP OF FUNCTIONAL DIAGNOSTICS OF WOOD MATERIALS AND TECHNOLOGICAL PROCESSES
Head: Prof. Dr. Habil. Jonas VOBOLIS
Phone: +370 37 300231
Research in dynamic investigation of the parameters of wood products and wood processing instruments:
- Displacement of the viscous-elastic properties within solid wood timber;
- Evaluation of the internal structure of wood based panels
- Relations between internal structure and geometrical form of the circular saws
- Viscous-elastic properties of soft furnishings

3. STANDARDIZATION
Vice – Chairman of TC 17 „Mediena“: Dr. Valdas NORVYDAS. Phone: +370 37 300 202; E-mail: Valdas.Norvydas@ktu.lt

4. ACCREDITED RESEARCH AND TESTING LABORATORY OF WOOD MATERIALS AND PRODUCTS
(accredited until 03-12-2014 according LST EN ISO/IEC 17025:2005).
Head Assoc. Prof. Dr. V. PRANČKEVIČIENĖ. Phone: +370 37 300234, +370 37 353863.
E-mail: vilija.pranckeviciene@ktu.lt

Testing areas:
- timber structures;
- glued laminated timber products;
- wood flooring;
- wood-based panels;
- polymeric dispersions and adhesives.
Kauno statybininkų rengimo centras

Stanislovas JANUKAITIS
Director

Address: V.Krėvės ave. 114, LT-50315 Kaunas
Phone: +370 37 314105
Fax: +370 37 313184
E-mail: stanislovas.janukaitis@org.ktu.lt
Website: www.src.kaunas.lm.lt

Languages: Lithuanian
Grade: Professional school
Trivilita - Interscalit

Eugenijus GVALDA
Director

Address: Tilžės str. 227, LT-76200 Šiauliai
Phone: +370 41 545127
Fax: +370 41 596071
E-mail: info@trivilita.lt
Website: www.trivilita.lt

Employees: Over 190
Activity: Production and distribution of mattresses, topmattresses, beds, spring units, quilts, pillows and their cases, bed sheets, mattress protectors and bed spreads.
Export countries: USA, Canada, Malaysia, EU, Turkey
Languages: Lithuanian, Russian, English
Established in: 2002
Tuvtechnika

Vytautas ŠOBLINSKAS
Director

Address: Lentvario str. 7a, LT-02241 Vilnius
Phones: +370 5 2107420, +370 5 2107421, +370 5 2601990
Fax: +370 5 2107422
E-mail: info@tuvtechnika.lt
Website: www.tuvtechnika.lt

Employees: 29
Production: inspections of potential dangerous equipment: steam and hot water boilers, pressure vessels, pressure pipelines of dangerous (substances) agents, tanks of dangerous (substances) agents, pressure pipelines of steam and hot water, escalators, lifting cranes, recreational equipment, passenger cableways, flammable gas equipment
Sales: 2.5 million LT
Export countries: Latvia, Kaliningrad, Kazakhstan, Norway, Belarus
Languages: Lithuanian, English, Russian
Established in: 2002
Design Innovations Centre of Vilnius Academy of Arts

Marius URBANAVIČIUS
Director of Design Innovations Centre

Address: Maironio str. 3, Vilnius
Phone: +370 5 212 6869
Fax: +370 5 210 5376
E-mail: dic@vda.lt
Website: www.dic.lt

Aims:
- Promote collaboration between Vilnius Academy of Arts and business and education structures
- To create optimal conditions for young designers to settle in design market
- To develop international collaboration between similar institutions
- To contribute to the formation of Lithuanian design policy
- To collect and spread specialized design information
- To promote development of design innovations

Internal functions:
- Students-oriented counselling on the questions of copyrights and patenting
- Students-oriented counselling on the questions of management
- Design specialists qualifications centre
- Design management and project development studies of master degree
- Design business incubator
- Workshop of practical training

External functions:
- Collaboration with business and education representatives
- Organization and management of exhibitions, seminars, conferences, competitions
- Specialized publishing
- Collection and distribution of information about design
- Database (projects of former students and their contact data)
- Administration of the website of “Ideas data bank”

Facilities:
- Organize and coordinate: workshops, conferences, seminars, exhibitions, competitions
- Refresher seminars
- International projects
- Collaboration with business
- Promotion of modern design tendencies in Lithuania
- Consulting, professional design expertise