

# dino

dino export d.o.o.

Manufacturer of baby and children furniture since 2022

Main Product = babybay bedside sleeper



# Company information

- ▶ 30 - 40 workers
- ▶ Over 40 machines (CNC, varnishing line etc.)
- ▶ Sales in 2024 = 1.700.000 € (sales forecast 2025: 2.200.000 €)
- ▶ Wood purchase: 500.000 € (wood purchase forecast 2025: 700.000 €)
- ▶ Address: Podravska Ulica 27, 42000 Varazdin, Croatia, [Google Maps](#)
- ▶ dino export d.o.o. is looking for beech wood manufacturer who can produce elements and/or panels

# Monthly demand

- ▶ 60 m<sup>3</sup> elements
- ▶ 60 m<sup>3</sup> panels full lamella or Fingerjoint



# Monthly demand in detail

label	length in mm	width in mm	thickness in mm	volume in mm <sup>3</sup>	quantity per month	m <sup>3</sup> per month
element beech class A/B	495	35	38	658.350	1.600	1,05
element beech class B/C	495	35	38	658.350	1.900	1,25
element beech class A/B	475	75	38	1.353.750	1.000	1,35
element beech class B/C	475	75	38	1.353.750	2.700	3,66
element beech class A/B	940	60	38	2.143.200	400	0,86
element beech class B/C	940	60	38	2.143.200	2.700	5,79
element beech class A/B	950	50	25	1.187.500	6.200	7,36
element beech class B/C	950	50	25	1.187.500	25.000	29,69
element beech class A/B	775	50	25	968.750	3.300	3,20
element beech class B/C	775	50	25	968.750	5.500	5,33

**total m<sup>3</sup> per month** **59,53**

Label	length in mm	width in mm	thickness in mm	volume in mm <sup>3</sup>	quantity per month	m <sup>3</sup> per month
panel beech class A/B (full lamella)	725	470	30,5	10.392.875	750	7,79
panel beech class B/C (full lamella)	725	470	30,5	10.392.875	2.000	20,79
panel beech class A/B (full lamella)	785	470	30,5	11.252.975	100	1,13
panel beech class B/C (full lamella)	785	470	30,5	11.252.975	200	2,25
panel beech class B/C (full lamella)	900	520	18,5	8.658.000	1.600	13,85
panel beech class B/C (full lamella)	900	535	18,5	8.907.750	1.100	9,80
panel beech class A/B (full lamella)	1.060	430	18,5	8.432.300	100	0,84
panel beech class B/C (full lamella)	1.060	430	18,5	8.432.300	100	0,84
panel beech class B/C (full lamella)	1.060	600	18,5	11.766.000	220	2,59

**total m<sup>3</sup> per month** **59,88**

## Specifications of elements

quality	description quality	humidity	Dimension tolerance thickness and width	Dimension tolerance length	Quantity tolerance
A/B	unsteamed beech class A/B, no discoloration, no knots, no small knots	8 - 12 %	+ 1 mm	+ 5 mm	+ 10 %
B/C	unsteamed or steamed beech, core beech, hornbeam, allowed discoloration, no knots, no small knots, only closed knots	8 - 12 %	+ 1 mm	+ 5 mm	+ 10 %

## Specifications of panels

quality	description quality	width of lamella	humidity	Dimension tolerance	Quantity tolerance
A/B	unsteamed beech class A/B, no discoloration, no knots, no small knots	minimum 50 mm	8 - 12 %	+/-0,20 mm	+ 10 %
B/C	unsteamed or steamed beech, core beech, hornbeam, allowed discoloration, no knots, no small knots, only closed knots	minimum 50 mm	8 - 12 %	+/-0,20 mm	+ 10 %

# Specifications of cooperation with dino export d.o.o.

- ▶ Prices are Incoterm EXW
- ▶ Payment term 30 days net after arrival in our warehouse in Croatia
- ▶ dino export d.o.o. organises the transport
- ▶ Order plan for 1 year
- ▶ Each order is for 1 full truck with approx. 28-30 m<sup>3</sup> of wood
- ▶ Specified orders with dimensions and quantities will be sent 8 weeks before delivery date

# Advantages of cooperation with dino export d.o.o.



Steady orders



Rising demand



Good communication



Reliable payments

We are looking forward to  
a good longterm  
partnership

The logo for Dino Export D.O.O. features the word "dino" in a lowercase, rounded, sans-serif font. The letter "d" is stylized with a white silhouette of a dinosaur's head and neck inside its vertical stem. The letters "i", "n", and "o" are solid green. Below the word "dino" is the text "dino export d.o.o." in a smaller, lowercase, sans-serif font.

dino export d.o.o.