

## Regulatory Announcement

[Go to market news section](#)

**Company** Accsys Technologies PLC  
**TIDM** AXS  
**Headline** Accoya-exclusive agreement  
**Released** 07:00 02-Aug-06  
**Number**



2<sup>nd</sup> August 2006

AIM: AXS

### **Titan Wood and Roggemann sign exclusive agreement to launch Accoya™ wood in the German market**

Accsys Technologies PLC ("Accsys" or "the Company", [www.accsysplc.com](http://www.accsysplc.com)) announces that its 100% owned subsidiary, Titan Wood BV, has entered into a cooperation agreement with the Roggemann Group, of Germany ([www.roggemann.de](http://www.roggemann.de))

The exclusive agreement, between Accoya™ producer Titan Wood, based in Arnhem, the Netherlands and the Roggemann Group from Bremen, Germany, one of the leading German timber traders, is to bring an innovative new product in the wood industry to the German market. Accoya™, a "new wood species" is extremely durable, reliable and dimensionally stable. It is created by the modification of sustainable wood species, with low natural performance attributes, through a process of acetylation.

Accoya™ wood, with its extraordinary technical and ecological benefits, is the ultimate wood for high quality outdoor applications such as doors, windows, cladding, decking and external wooden constructions. The cooperative agreement, signed earlier this month, will result in the first deliveries of the product to Germany this year.

Carl Jastram, Business Development and Purchasing Manager for Roggemann, said, "Looking at the outstanding technological and environmental benefits, the Roggemann Group is convinced that Accoya™ wood will shortly achieve a considerable market share in Germany. We see this product meeting the demand for high performance wood that satisfies the expectations of quality end products that German consumers have come to expect".

He went on to say, "The work that Roggemann has done with trial customers indicates that the performance is sufficiently good that it should not only give a strong selling advantage, but that it should also help to reverse the tide of manufacturers (and consumers) switching from wood to plastics and other less environmentally friendly alternatives".

Bert Kattenbroek, Sales & Marketing Manager at Titan Wood, added, "It is the exceptional material properties of acetylated wood which convinced the experts at Roggemann to work with us. Early in 2005 the Roggemann business development team established workgroups with leading window manufacturers. This exclusive agreement with Roggemann for selling Accoya<sup>™</sup> wood in Germany, with rights also to sell in Poland, is the culmination of eighteen months of close co-operation".

The company group Enno Roggemann was set up in 1948 in Bremen and later on expanded with additional outlets in Lüneburg, Harsum, Ellerbek, Basdorf, Niemberg (g) Coesfeld and Georgensgmünd.

With their eight warehouses the Roggemann Group has a turnover of more than 300,000 m<sup>3</sup> per year. A fleet of over 100 trucks delivers the products to trading companies, joineries and industrial producers. In total Roggemann employs over 400 people.

A group of nearly fifty sales staff from the Roggemann Group has received training at Titan Wood's Arnhem facilities which include both a pilot production plant and a new commercial-scale production facility which is nearing completion.

Carl Jastram concluded, "Roggemann can see the situation where Accoya<sup>™</sup> wood, produced from consistently available, 100% sustainable forested wood, replaces large parts of the tropical wood that is used in joinery, decking and cladding applications. We believe that demand from our German customers could realistically exceed 10,000 m<sup>3</sup> within a year and more, once the end-users become familiar with the many performance benefits of Accoya<sup>™</sup> wood".

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

[www.accoya.info](http://www.accoya.info)

ENDS

For further information, please contact:

<b>Accsys Technologies PLC</b> <a href="http://www.accsysplc.com">www.accsysplc.com</a>	Willy Paterson-Brown / Jacquie Duncan	+44 (0) 20 7598 4040
<b>Collins Stewart Limited</b>	Michael O'Brien / Stephen Keys	+44 (0) 20 7523 8000
<b>Parkgreen Communications</b>	Justine Howarth / Ana Ribeiro	+44 (0) 20 7493 3713

## Notes to Editors

**Accsys Technologies** - owns the rights to a number of processes, including high temperature cracking and cellulose modification. Accsys' core technologies have either existing patent protection or pending patent applications. Accsys is focusing its energies on the launch of its Titan Wood business: once this business has been established, the Directors intend to pursue other technologies within its portfolio.

**Wood Acetylation** - Wood acetylation is a process which increases the amount of 'acetyl' molecules in wood, thereby changing its physical properties. The process protects wood from rot by making it "inedible" to most micro-organisms and insects, without – unlike conventional treatments – making it toxic. It also greatly reduces the wood's tendency to swell and shrink, making it less prone to cracking and ensuring that when painted it requires dramatically reduced maintenance.

END