

Bestwoods Exotic Firewood

www.bestwoods.co.za

Dear Client,

This year we have experienced a surge in demand for firewood. We believe that this was due to the following reasons:

1. Very cold winter;
2. Electricity has become extremely expensive;
3. Huge popularity of closed combustion fireplaces;
4. Ever increasing client base;
5. Quality wood scarcity.

We have consulted with the various fireplace dealers and they have informed us that sales of fireplaces have escalated sharply. This being mainly due to the fact that Eskom has nearly doubled their tariffs. It has been established that it is far cheaper to use a wood-burning closed-combustion stove, than central heating or similar. Also, as many will know, gas is in short supply.

Due to the huge demand experienced this winter, we can not guarantee that firewood delivered to you will have optimal moisture content, as hardwood stocks around Gauteng are under heavy pressure! The wood that you receive comes from trees that are between 20 to 70 and as much as 100 years old. These trees do not grow overnight. You can attest to this by picking up a piece of our firewood and appreciating its heavy mass. High density, old timber! Your firewood originates from mature hardwoods and not young saplings. We will never deliver green wood, but 'optimal' is what one needs for easy fire start up and efficient heating.

So, in order to maintain and sustain the high quality of our firewood, Bestwoods is appealing to all of its clients to order at least 1 x m³ load of firewood at the end of this winter in preparation for next winter (please refer to the 'storage' section on our website for instructions on how to store your firewood stock).

The benefits to you

1. A guaranteed dry first batch of firewood for next year.
2. Next year's firewood at the previous year's price.
3. Guaranteed sustainability of optimally dry firewood.
4. Fewer or no blackened pieces, caused by scavenging of fire-damaged dry trees in order to meet demand.
5. Reduced time for subsequent deliveries.

As it stands, our annual increases have been marginal (approximately 5% in 2011, which is less than the inflation rate), with no increase for carry/stack for the last two years. Our aim is to provide high quality, good value firewood! Our only other option for us would be to acquire wood drying kilns to cope with current demand. The cost of doing so will ultimately be passed on to the client. We do not want to do this and put ourselves into the same category as Eskom!

Should you decide to place an order, please visit www.bestwoods.co.za and order online. Orders via SMS also welcome! Please note that we are unable to take orders telephonically due to the environmental noise of the saws in our work environment.

We also thank you for your continued support and hope that we can continue supplying you with correctly seasoned firewood in the years to come!

**Best regards,
Alexis Baikoff, Owner/Director**

