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timberline

A quarterly publication from your friends at:

Timber Products Company 
THE TREMENDOUS RESOURCE™

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LEARNING FROM THE PAST, PLANNING FOR THE FUTURE: AN INTERVIEW WITH DAVID GONYEA

After more than 20 years at Timber Products Company, David Gonyea, Partner and Executive Vice President, knows a thing or two about change. We recently caught up with David to see where Timber Products Company is headed.

The Timber Products Difference

From tree to truck, vertical integration is one of Timber Products Company's most valuable differentiators, according to David. This has supported past business growth and will support whatever segments Timber Products pursues in the future. One example is the recent addition of architectural panels to the company's already broad product line.

"The companies that currently manufacture architectural panels can't provide the same services and product range that we do," David explains. "We can put 10, 18 or even 30 different items on a truck."

Environmental Stewardship

Sustainability has been another guiding principle for Timber Products throughout the



Greg Frey, General Manager of Dixie Plywood and Lumber, with David Gonyea

company's history and will continue to be a critical part of future plans. As the architectural community looks for more green initiatives, Timber Products is well placed to serve that need.

"The companies that currently manufacture architectural panels can't provide the same services and product range that we do."

"As the market evolves, we have to stay on top of our game to provide the best products and service for our customers," David said. "Because of this, we're always looking for acquisition, expansion and product development opportunities where and when it makes the most sense."

A Shift in Hardwood Plywood


David played a pivotal role in the building of Timber Products Company's hardwood plywood mill in Corinth, Mississippi in 2000.

"Back when we opened the [Corinth] facility, most of our raw material was imported from various parts of the world," David explained. Timber Products sourced reasonably priced hardwoods from countries like Brazil, Indonesia and Malaysia, giving the company a competitive advantage.

"The main difference in the plywood business now is competing with imported products from China and other parts of the world," David continued. Timber Products Company's Corinth, MS mill has evolved to meet that challenge, adding value with additional equipment such as a paper laminator and prefinish line.

Looking Toward the Future

Timber Products Company is uniquely positioned to meet any demands that may arise because of one key factor.

"When it comes down to it, our biggest strength is our people. Our standard operating procedures, process control and vertical integration are all great, and because of our people, it all works." 



FROM SEED TO FINISH: THE TIMBER PRODUCTS DIFFERENCE

At Timber Products Company, sustainability is not just a buzzword, it is a commitment woven through every step of our manufacturing process. From seed to finish, each product is the result of thoughtful operations and experienced craftsmanship.

Reforestation

We plant approximately 350,000 trees every year on our 114,800 acres of company-owned and managed forestlands.

Growth

We believe that active management of forestlands is critical. We tend our forests to maximize timber growth over the long term

and carefully monitor our inventory to ensure that we are harvesting. We use a comprehensive Environmental Management System to ensure that our practices protect soil and water quality and promote the viability of the wildlife communities that inhabit our forestland.

Each product is the result of thoughtful operations and experienced craftsmanship.

Harvest

Our annual timber harvests are dispersed across our lands in order to maintain a mosaic of diverse timber types and ages within each watershed.




Manufacturing

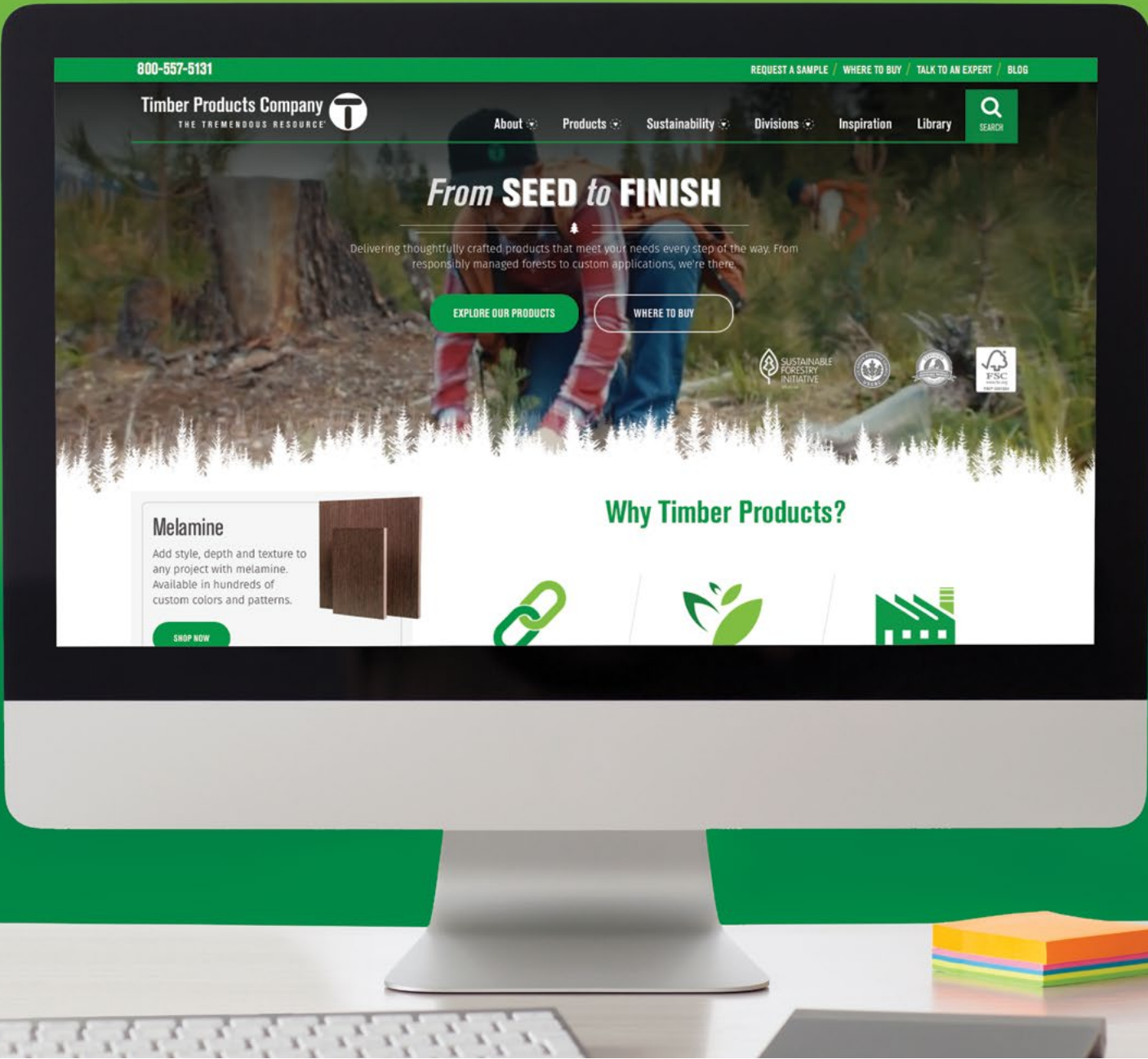
Each of our mills operates on the principle of sustainability. We use virtually 100% of the tree: cutting lumber, peeling veneers and using chips and sawdust to create composite panels. Bark is sold for landscape material and peeler cores are used to manufacture pallet stock. Any by-product left over is burned in our boilers to produce steam for our operations. Nothing goes to waste at Timber Products Company.

Finishing

We use no-added formaldehyde (NAF) and ultra-low-emitting formaldehyde (ULEF) resins to reduce emissions and meet the strictest regulations in the world.

Visit our new website at timberproducts.com to learn more about our sustainable forestry and manufacturing practices! 

INTRODUCING THE NEW TIMBER PRODUCTS WEBSITE



After months of planning, design and development, Timber Products Company is proud to announce the launch of our new website.

The new site was a labor of love, with many members of our team contributing their knowledge and passion to this project. We also conducted customer surveys and incorporated many of the needs and suggestions that our partners shared.

We have created a unified showcase for the entire Timber Products line, allowing us to emphasize our product breadth for the first time, as well as

position our product more globally and serve as a resource for information and inspiration.

Powerful Tools

We not only improved the aesthetics of our site—we made a better tool for our customers, distributors and employees. Visitors will find a robust dealer and retail locator, a powerful search function, an inspiration gallery and an easy-to-access library of product information and brochures.

We crafted a cohesive online experience, keeping our customers in mind every step of the way. Extensive user testing allowed us to build an


intuitive website so that users can get in, find what they need and get back to work faster than ever.

Responsive Design

The most significant behind-the-scenes change is that our new site is designed with mobile in mind. Our new responsive layout looks and performs exceptionally well on tablets and smartphones, improving the ability to conduct business in real time. When a distributor walks into a shop, they can open up the site on their tablet or phone and find the information they need, all without having to switch devices.

A Website For The Future

The new timberproducts.com site separates us from the pack. It accurately reflects our commitment to innovation and is paving the way for our continual lead in the wood products industry. However, it all comes down to our partners and customers—the ultimate goal is to make their jobs easier and faster.

Check out the new site at timberproducts.com, and let us know what you think! 



APEX: THE NEW STANDARD IN COMPOSITE PANELING

We are proud to announce the latest innovation from Timber Products Company: Apex. This new line of no-added formaldehyde composite panels from our Ampine division is extremely versatile for cabinetry, wall fixtures, shelving and many other projects where medium-density fiberboard (MDF) is currently used.

Beyond MDF

What sets Apex apart is its superior strength and physical properties combined with the smoothness of the panel. The technology

used in the Apex manufacturing process also produces a more homogeneous core, which creates a panel that is easier to machine.

Best of all, Apex is a lower cost alternative to MDF, which not only benefits our customers, but also Spectrum, our decorative overlay and components division.

Beautiful Finishes

Apex performs well with laminate, veneer, melamine, high-pressure laminate and other



decorative overlays. The combination of the Apex panel's excellent physical properties and stunning finishes creates a truly impressive product. Rather than buying MDF on the outside market, we are now able to maintain even tighter control over the quality of our products by using Apex as a core option in-house.

Rated For Moisture And Fire

Along with the original Apex panel, the line also includes moisture-rated (Apex MR50) and fire-rated (Apex FR) panels, ideal for installments such as cafes, retail locations, locker rooms, elevators, airport jetways or anywhere a more specialized panel is needed.


Apex MR50 is an exceptionally strong composite panel that passes the ASTM D 1037-12 six-cycle accelerated aging test for moisture-rated panels.



Apex FR is a Class 1 (A) FR panel that has been created for demanding applications. There is no other fire-rated panel on the market today that compares to Apex FR.

Manufactured To The Highest Standards

As with all Timber Products and Ampine products, the Apex line of composite panels is engineered to the highest standards. Apex receives all the same certifications as our other products, including, but not limited to, ECC, SCS, FSC®, CARB and NAF.

We're excited about the applications of this product, and we hope you are too. If you'd like to learn more, get in touch today! 



Watch our video "Product Spotlight - Apex" on the TimberProducts YouTube channel to learn more.



Private gathering with Sam Palladio from the TV show Nashville.

TIMBER PRODUCTS AT THE CAPE BLANCO COUNTRY MUSIC FESTIVAL

We had a fantastic time at the Cape Blanco Country Music Festival in July! Timber Products Company was a proud sponsor of the festival on Saturday, and we enjoyed the chance to grow relationships with our customers, co-workers and other manufacturers while listening to stellar performers.

Timber Products had two hospitality tents which served as gathering locations to bring together

friends old and new. Out in the camping area, we hosted breakfast every morning and provided dinner each night. Inside the venue, we were lucky enough to share a hospitality space with the event’s main sponsor, Bi-Mart.

Star Power

This year’s Cape Blanco Country Music Festival was an amazing showcase for country music lovers. One of our favorite highlights was Kenny



Driver Dale Quaderer with the Timber Products Breast Cancer Awareness truck.

Chesney, who played an energetic set on Sunday night. The crowd loved him so much that after his performance, they cheered him back out for an encore.

On Saturday afternoon we hosted a private gathering for Timber Products and TP Trucking employees with Sam Palladio, who plays Gunnar on the TV show *Nashville*. He took pictures, spoke with guests and signed autographs. That evening we hosted a backstage meet-and-greet for a lucky Timber Products customer with Brantley Gilbert. Guests left beaming with smiles after meeting Palladio and Gilbert.

TP Trucking Rocked the House

TP Trucking had an unforgettable presence during the weekend. The Timber Products Breast Cancer Awareness truck was on display at the main entrance, and it was a huge hit! Attendees flocked to the truck for photos throughout the show.

Over the three days, we gave away Timber Products and TP Trucking hats. Not only were they sharp-looking, but our guests appreciated the extra coverage from the harsh winds.

A Team Effort

Putting on an event of this size and having it run smoothly is no easy feat. We wanted to give a shout out to our partners at Bi-Mart and Willamette Concerts. They went out of their way to make sure we and our guests had a wonderful experience. We would also like to thank Hole in the Wall Barbecue for catering delicious meals and leftovers all three days. Lastly, the TP Trucking team of Amber Roberts, Ray Ayers and George Wood, plus Chancee Stumpf and Sara Anderson from TP marketing, worked tirelessly to make everything come together. We hope to see you next year! 🍷

YouTube Watch our Cape Blanco Recap video on the TimberProducts YouTube channel to learn more.



A GRADE ABOVE THE REST: SANTA CLARA UNIVERSITY

Earlier this year, the Santa Clara University Department of Athletics unveiled a stunning addition to their Leavey Center—a dramatic new basketball and volleyball court. The floor, which was designed by Nike’s Vice President of Design and Special Projects, Tinker Hatfield, features a stain-painting of the University’s iconic centerpiece, the Mission Church.

Timber Products Company and Michigan Hardwood Lumber Division were excited to take part in one of the biggest Santa Clara Athletics projects of the past decade by providing maple hardwood lumber certified by the Sustainable Forestry Initiative®.

“The feedback has been tremendous,” said Renee Baumgartner, Director of Athletics at Santa Clara University. “The student-athletes are so proud of this campus and what it represents. It’s a really exciting time to be a Bronco.”

Window of Opportunity

At 14 years old, the original Leavey Center court was in dire need of an update, but due to existing athletic practice schedules, there was only a small window of time available for the renovation.

The remodel began in early March, just one day after the last basketball practice, and the final stain completed the project in mid-June.

A New Era for Santa Clara Athletics

The installation of the new floor in the Leavey Center is only one page in this new chapter for Santa Clara Athletics.

“We’re excited for that first day when our Broncos are playing a game on ESPN and the

world gets to see the court,” said Baumgartner. “We’re thrilled that Joe Gonyea, III, the Gonyea Family and Timber Products have stepped up to help us achieve this incredible opportunity of being the first university to have a beautiful building image on their basketball court.”

Joseph H. Gonyea, II (’60), Joe Gonyea, III (’84) and David Gonyea (’93), are all alumni of Santa Clara University, so this iconic court has special meaning to the Gonyea family. 🍷

YouTube To see a time-lapse video of the court’s design process check out our “Favorites” playlist on the TimberProducts YouTube channel



THE FIGHT TO ELIMINATE IRRESPONSIBLY SOURCED MATERIALS

In April, the United States Green Building Council (USGBC) announced its decision to launch a new pilot program as an addendum to the LEED® green building rating system: **Alternative Compliance Path (ACP)**. This pilot builds on existing infrastructure for responsible wood sourcing and is designed to promote the use of wood that is verified and listed as legal.

Timber Products Company heartily supports this initiative. For nearly 100 years, we have offered a range of diverse, sustainable wood products. With more than 1,100 team members who work in manufacturing operations in Oregon, California, Mississippi and Michigan, Timber Products Company also manages timberlands in Northern California to the stringent Sustainable Forest Initiative® (SFI) Standard. Our company was the world’s first hardwood plywood manufacturer authorized to carry the SFI label and we hold an FSC® Chain-of-Custody certification.

We also purchase logs and timber certified by the American Tree Farm System. Each of these certification programs is robust and credible and serves a different niche in the forest management sector. We support all of these programs and are pleased that the USGBC has expanded eligibility for LEED certification.

We support USGBC’s ACP initiative to focus attention on the significant need for responsibly sourced wood and effective legal verification of building products. We believe the ACP is a positive step for our industry.

What do you think? Let us know on Facebook! 🍷

TIMBER PRODUCTS' CONTINUED COMMITMENT TO PARTNERSHIPS

Timber Products Company believes strongly in the value of cooperation within the wood products industry and in coordinating efforts to educate the population, legislators and regulators about the benefits of forest management. That is why we are committed to taking an active part in a number of diverse associations.

Hardwood Plywood & Veneer Association (HPVA)
The members of the HPVA account for 90% of the domestic hardwood plywood and hardwood veneer manufactured in the US and Canada. Together with its members, the HPVA has created a set of voluntary standards for the industry. As a member, Timber Products Company adheres to these high standards that our customers have come to expect from us. The HPVA also

provides third-party certification to ensure our products meet the rigorous standards of CARB and the EPA. Our products are tested at third-party laboratories and our facilities are certified based on state and other regulations.

Timber Products is represented by Rick Montoya, VP of Sales and Marketing, who sits on the Board and is the newly elected Chairman of the Marketing Committee.

California Forestry Association (CFA)
The CFA represents California timberland owners and wood products manufacturers. California is a large and diverse state and residents demand many benefits from the state's forests. The CFA works with members, regulators and legislators to ensure that policy enables timberland owners and manufacturers to provide the desired benefits while remaining economically viable.

The CFA coordinates with our 501(c)(3) educational foundation, the Forest Foundation, in organizing tours of managed forests and mills for California legislators and other thought-leaders in the state. It is an important way to help communicate the value that forestry and manufacturing offer to the state of

California, particularly to legislators who are far removed from the communities where we operate.

Timber Products has a seat on the board of the CFA, with Chris Chase, Timber Manager, acting as Chairman of the Board.

Composite Panel Association (CPA)
Timber Products Company also partners with the CPA—the main association for composite panels. The CPA represents more than 95% of all producers in North America (including Canada and Mexico). They are a huge resource for making sure we are compliant and lobbying on behalf of producers. Similar to the HPVA, the CPA also third-party certifies composite panel production, providing a critical element to verify Timber Products Company's environmentally responsible products.

Jeff Johnson represents Timber Products on the Executive Board and Board of Directors for the CPA.

North American Building Material Distribution Association (NBMDA)
The NBMDA is one of the healthiest associations when it comes to fostering distributor

relationships. It provides an opportunity for manufacturers like Timber Products Company to sit down with our distributors and figure out what we can do better as a partner and industry leader.

Timber Products is a Gold Level NBMDA Education Development Program sponsor, which helps to support the industry's need for additional training resources.

Kitchen Cabinet Manufacturers Association (KCMA)
Kitchen cabinets are the single largest usage of our hardwood plywood, so being a part of the KCMA allows Timber Products Company to network with both existing and potential customers to make sure we are aligned with our customers' needs.

Rick Montoya represents Timber Products Company by serving on the Associates Committee for KCMA, as well as attending the KCMA's bi-annual conferences.

These five organizations are just a few of the many groups that Timber Products Company works with on a regular basis. To learn about the other associations not listed above, visit our website. 📄



INTERNATIONAL WOODWORKING FAIR RECAP

This year's International Woodworking Fair was held August 24-27. As expected, the show was a perfect highlight for the innovation and continual growth of the wood products industry.

Timber Products Company was on hand with a newly remodeled booth. This year we worked hard to create a space that welcomed both our existing customers, as well as attendees not yet familiar with us. As a result we were rewarded with many new opportunities for growing our business and meeting the needs of those we met for the first time. Overall, Timber Products had an amazing time.

A Single Source For All Needs
We featured products from all of our operations: hardwood plywood, softwood plywood, softwood and hardwood veneer, hardwood lumber, particleboard, ultralight MDF, value-added components, architectural panels and TFL panels, as well as trucking services. Our unique vertical integration and diversification offers our customers the opportunity to fill a variety of their needs from a single source! Not to mention we have expanded offerings in several lines like

hardwood plywood (we have three plants) and particleboard (we have two plants).

Apex Was A Show Stopper
Featured at the Timber Products booth this year was Apex, our new line of no-added formaldehyde composite panels from the Ampine division. Positioning Apex alongside the entirety of our product offerings provided us the ability to demonstrate Apex's compatibility with products like hardwood plywood and various decorative overlays.

Throughout the show, our customers could not stop telling us how excited they were for Apex and its unique properties and cost savings over the MDF panels they currently purchase. In fact, customers were calling our corporate office to ask for samples of Apex while they were still at IWF.

Trying Out New Technology
There was little time to step away from the booth, but when we did, the team was impressed with the innovations we saw! New CNC machines by Komo stood out prominently and were one of our favorite finds. We got a chance to try our

Apex panel on the machine, and everyone was stunned by how well it performed.

Customer Appreciation Reception Was A Highlight
In conjunction with IWF was our customer appreciation reception, held at Terminus 330. It was a great opportunity for Timber Products Company to thank our customers and engage, renew and foster relationships in an informal manner. Both Joe Gonyea, III, CEO, and David Gonyea, Executive VP, attended and enjoyed connecting with each of our guests. The space was gorgeous and comfortable. Guests had fun challenging each other to ping pong on our table made from Ampine particleboard, and spinning the raffle wheel for prizes, all while eating delicious southern food and enjoying live music.

Many of our employees heralded the 2016 IWF as one of the best in years, and we are looking forward to what next year brings! 📄

YouTube Watch the video "Timber Products at IWF 2016" on the TimberProducts YouTube channel to learn more.



3 WAYS TP TRUCKING STRIVES TO STAY ENVIRONMENTALLY FRIENDLY

1. Investing in new, fuel-efficient trucks
At TP Trucking, we don't have a single truck in our fleet that is more than five years old. By keeping our vehicles up to date, we can maintain fuel efficiency while on the road. In the last several years our trucks have averaged an increase of three miles per gallon.

Investing in newer equipment not only burns less fuel, but also provides a better quality of life for our drivers.

2. Innovative designs reduce drag
To help increase aerodynamics, our trucks are customized with upgrades such as skirts for under the trailers and tails on the backs of the vans. We are also experimenting with wheel covers on a select number of vehicles to limit drag. If successful, we will look into further investment for all of our trucks.

The savings on these types of investments may seem small, but they have incremental benefits to the environment, as well as to our bottom line.

3. Bunk heaters eliminate idling trucks
In the past, drivers would keep their trucks running the entire night in order to stay warm while they slept. With the addition of battery-powered bunk heaters, drivers can now turn off their truck during the night and remain comfortable. Because of this feature, the trucks burn through much less fuel than in years past.

TP Trucking is committed to an environmentally friendly operation. We create a better quality of life for our drivers while also doing our part to preserve a better world for future generations.

To learn more about TP Trucking, visit tptrucking.com. 📄



TO READ MORE, VISIT PANEL TALK AT: woodworkingnetwork.com/panel-talk

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