



Company Newsletter

This issue features an article on the Log Export Sale Program. The key indicators for the lumber and woods divisions can be found on pages two and three. The company biographies feature the first shift green chain employees on page four. Have a grand day!



The Hype at Hardwoods

The Log Export Sale Program

BWP Hardwoods' Log Export Sale Program has been in operation for two years. It was created and designed to help us utilize our log and timber inventories to their fullest potential.

The program is jointly coordinated by Chief Operating Officer Lee Stitzinger and Procurement Manager Craig Lewis. Craig is responsible for coordinating the orders and all of the day to day activities. He is assisted by LeRoy Serifini and Mike Walsh who verify tag numbers, prepare the logs and load the containers for shipment.

"Certain customers want them cut a certain way. Most of what we're doing now is Cherry. The log sales are really important to us now," says Lewis. Customers can also purchase red oak, maple and poplar logs depending on availability of the log type.

Although the program has only been running for two years, log sales are gradually increasing. BWP Hardwoods hopes to improve the program and increase log sales by purchasing more timber. "By selling logs it's almost like running another shift. It generates extra revenue and that helps everybody out," says Stitzinger.

Be In the Know: Key Indicators

Woods Division



	May-06	12 Month Average	May-05
Logs from Timber	899,665	814,367	905,364
Logs from Vendors	507,137	491,883	468,693
Total Logs Delivered (BF)	1,406,802	1,306,250	1,374,057
% Timber Logs 10' & shorter	59%	52%	68%
Logs to Mills	1,289,516	1,152,172	1,108,025
Logs Sold	185,677	110,307	63,488
Total Logs Used (BF)	1,475,193	1,262,479	1,171,513

Lumber Division

	May-06	12 Month Average	May-05
Log BF per Hour	3,608	3,445	3,157
Yield	133%	137%	134%
%Downtime	4.4%	3.3%	3.3%
Hrs. Runtime	345	317	337
Lumber Sold (BF)	1,785,023	1,571,698	1,443,720

Be In the Know: Key Indicators

Woods Division

	Jun-06	12 Month Average	Jun-05
Logs from Timber	719,027	805,420	826,384
Logs from Vendors	352,794	462,236	708,564
Total Logs Delivered (BF)	1,071,821	1,267,656	1,534,948
% Timber Logs 10' & shorter	66%	53%	58%
Logs to Mills	1,152,558	1,143,852	1,240,095
Logs Sold	136,675	116,405	63,488
Total Logs Used (BF)	1,289,233	1,260,257	1,303,583



Lumber Division

	Jun-06	12 Month Average	Jun-05
Log BF per Hour	3,139	3,417	3,441
Yield	134%	134%	134%
%Downtime	2.7%	3.2%	3.9%
Hrs. Runtime	348	317	337
Lumber Sold (BF)	1,617,306	1,561,597	1,738,525

Get To Know Your Co-Workers

Company Biographies

John Bottenhorn is the stacker known as “Bodie.” He’s been employed here for eight years. “It’s better than where I used to work,” says John. John is a Steelers supporter. He also likes to watch the Simpsons to see what crazy predicament Homer has to get himself out of. John also has a special talent. “I can read lips. I went to school for it. It’s a good trade to learn if you work at a place like this where you can’t hear sometimes,” says John.

Jesse Brewer is one of the newest stackers on board at Hardwoods. “It’s challenging,” comments Jesse. “You have to have at least five guys on the green chain or you’ll get backed up.” Jesse goes to school for carpentry where he and his classmates are building a house. “We’re going to build it and sell it for the school. It’ll probably be finished this fall.” He likes to go fishing around Cloe Lake in Punxsutawney. “I usually catch ’em and throw ’em back,” says Jesse.

Robert Conrad is known as “Cooney” by his co-workers and has served the company for five years as a wood stacker. “They treat you good here,” says Robert. Robert is a Steelers fan who also likes going to car races. He likes the color blue and not just any color blue—royal blue. He lives in Punxsutawney and likes it. “You don’t have to worry about getting killed walking down the street.”

David Easton is the stacker known as “Bunk” by his family members. “I like working outside. I don’t like to be cooped up,” says David. “I started hiking 15 to 16 years ago. I do it for my health. If I get something on my mind, I’ll go out for a walk. It clears my head.” His favorite sports teams include the Pittsburgh Pirates, Dallas Cowboys and the Pittsburgh Penguins.

Brian Heckman has been a laborer for 14 years. “I operate the lifts by separating the grades and keeping the packs nice. I want to get back into carpentry. I’d like to build my own house,” says Brian who has an associate’s degree in carpentry from Triangle Tech. Brian loves pizza. “I’m not too picky when it comes to pizza,” he says. In the past this pizza lover also loved to oil paint. “It’s an expensive hobby. People always said I should get back into painting.”

Mike Heckman is an end trimmer operator. “[BWP Hardwoods] is a good company to work for,” says Mike, who’s been employed here for 16 years. Creed and Godsmack are his favorite bands to listen to. His favorite song by Godsmack is “Gotta Get Up.” Mike loves the color red and would like to take his wife Glenna to Hawaii. “I’d like to take her somewhere nice to get away. I don’t like flying so we’d have to take a boat,” says Mike.

Eric Shaw is a stacker and has been working here for ten years. One of his main hobbies is competing in mud races. “I like the challenge. I like to build the cars,” says Eric. He also likes to hunt. Eric has been a Washington Red Skins fan since he was a child. His favorite color is silver. If you open Eric’s disc player you might find a cd by his favorite heavy metal band Metallica.

Joe Snyder has been on the job for a few weeks as a stacker. Joe likes to watch “Family Guy” “It’s my favorite cause, it’s funny.” Joe enjoys Chinese Cuisines, except when they contain clams and oysters. “It’s like eating a raw fish.” Some day he’d like to go to Australia so he can see kangaroos. “I heard there’s a hunting season down there. It would be like hunting a deer that hops on two legs.”

