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FACT SHEET

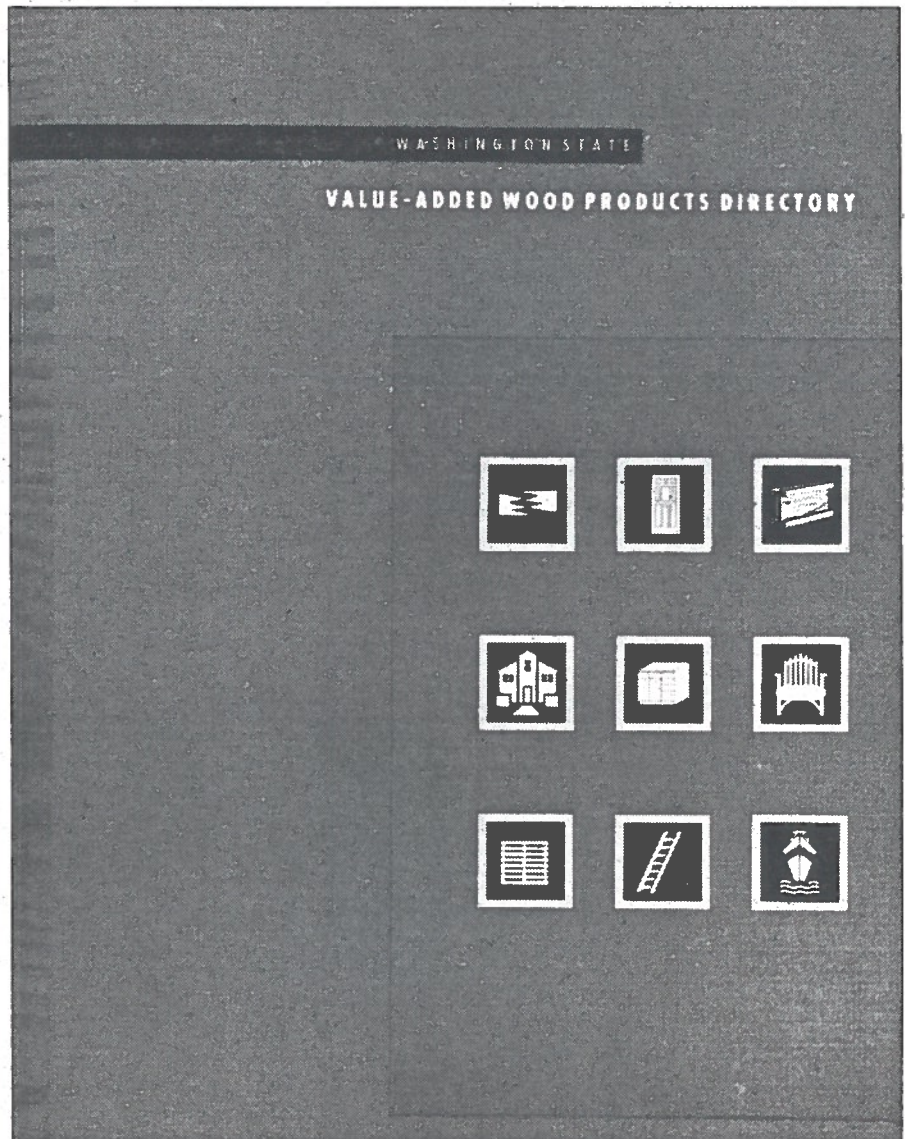
Buyer's Guide Available for Washington's Value-Added Wood Products

Overseas and domestic buyers have long complained that few sources exist to help them identify producers of specific wood products. A buyer's guide to manufacturers and suppliers of Washington State-made value-added wood products is now being distributed to serve that need. From a large integrated door plant employing several hundred people, to a one-man shop making hand-finished traditional rocking chairs, the Washington State Value-Added Wood Products Directory captures the wide diversity of companies manufacturing finished and semi-finished wood products throughout the state.

Buyers need specific information about producers to make it worth their time to make a contact. The directory was designed to increase the exposure of small- and medium - sized wood products companies in the marketplace. These firms often have limited promotion budgets. "We think the directory will help generate new business for some of the state's value-added companies, particularly in overseas markets," said Bruce Lippke, CINTRAFOR Director. Sponsored by the Forest Products Division of the Washington State Department of Trade and Economic Development (DTED) and CINTRAFOR, the directory will be distributed at domestic and foreign trade shows among purchasing agents, designers, distributors, and consumers. The directory is also available to the public as a CINTRAFOR publication.

Directory organization

The directory contains information about a company's products, markets served, and services offered. Each section contains a product grouping of secondary manufacturers: remanufacturers, millwork producers, building component manufacturers, factory-built housing manufacturers, cabinet makers, furniture companies, pallet producers, specialty wood products companies, and wood products suppliers. The volume also contains a section of industry associations and affiliations.





The "Value-Added" Movement

People often think of the Pacific Northwest as a bulk or commodity producer of primary wood products. The directory, however, reveals many secondary wood products companies making and marketing products for both regional and international markets. The Northwest has a strong tradition of quality woodworking that is coming into its own as the region's population grows. This is also evidenced by a rapid growth in secondary processed wood products exports in recent years.

Adding to the exposure of the industries comprising the secondary wood products sector is the region's declining wood supply and the expressed need to employ more people in value-added wood processing. Although seen by some as a remedy for economic turmoil in timber-dependent communities, many of the value-added companies in the state are actually located in and around urban centers. Inter-industry networking can still benefit rural secondary processors because urban or suburban manufacturers often order

processed wood products from them. For example, at least one Seattle furniture manufacturer listed in the directory prides itself on sourcing furniture components from rural remanufacturers in the region.

By no means are all of the companies listed in the directory located in urban areas. For example:

▲ a Shelton manufacturer makes edge-glued panels, mainly from red alder, for the furniture and cabinet industries, serving domestic markets as well as international customers in Germany, Japan, and Canada.

▲ wood for the familiar children's toy "Lincoln Logs" is manufactured by a Walla Walla company, which employs more than 100 people.

▲ a small company in Forks has found a national market for high quality canoe paddle parts and do-it-yourself canoe paddle kits.

Many public and private sector efforts have attempted to assist in the expansion of value-added wood products production in the region. The *Washington State Value-Added Wood Products Directory* not only shows that there are suppliers in the state with the capability to produce specific products in demand, but it also gives buyers the information they need to contact these companies.

To order a copy of the directory, contact CINTRAFOR

Value-Added Wood Products Directory

