

TIMBER **INDUSTRIES**

Company Overview



www.timberindustries.com



We Are Timber Industries

WHO WE ARE

Founded in 1933, Timber Industries' roots in the wood pallet industry stretch nearly as far back as the development of the pallet itself. Timber Industries' is a privately held business and in 2014 became a certified Woman-Owned Small Business located in Baltimore, Maryland. We efficiently supply New Manufacture and recycled hardwood, softwood, plastic and press-wood pallets and skids. As well as custom crates, crane mats, and other lumber related products to large-scale manufacturers and suppliers.

OUR COMMITMENT

We guarantee our pallets, offer quick turnaround delivery, and have highly responsive customer service. In fact- what separates us from others is that our team will go to extraordinary length to ensure our customers get the support they need as soon as they need it. With Timber Industries as your partner, you receive personalized attention and dedicated representatives who work for you and with you.

CORE COMPETENCIES

The two basic wood pallet designs are stringer pallets and block pallets. There are limitless configurations under these two basic structural styles. Some of the more common ones include:

- Single-wing pallet
- Double-face pallet
- 2-way pallet
- 4-way pallet
- Skids
- Stevedore wing pallet
- Solid deck pallet
- Different Material Pallets: plastic, steel, aluminum & corrugated
- Lumber- Dimensional & Custom Sizes
- Custom Size Wood Crates & Boxes
- Crane Mats
- Pick Up My Pallets (P.U.M.P)
- Inspection Services
- Warehouse consulting

INDUSTRIES SERVED

We serve the entire nation. Some of our current clients are in the following industries:

- Chemical Manufacturing & Concrete
- Food service & Consumer Goods
- Plastics & Printing
- Packaging & Abrasives
- Logistics and Warehousing
- Metalworking & Automotive
- General manufacturing, commodities & agriculture

DIFFERENTIATORS

- Pallet use and needs analysis
- Custom pallet design, using PDS (TM), the industry's leading CAD software
- Just-in-time delivery/inventory planning
- On-site pallet use and life-cycle analysis
- Emergency deliveries
- Pallet Recycling
- Industrial Roll Recovering

TIMBER INDUSTRIAL ROLLS

Customized roll recoverings:

- Recovers
- New Roll Cores

Wide variety of finishes/materials:

- Crowns
- Spiral Grooving
- Chevron Grooving
- Diamond Grooving
- Block Grooving
- Herringbone
- Threading
- Vinacar LI
- Vinacar IV Ultratech
- PBU
- N.DAL 65
- Duratech 100
- Vinacar Caustic
- Furnace Tech / Vinacar HT
- Saw-Cut
- Precision Matching
- Crepe Finish
- Banding Slots

CERTIFICATIONS



IS TIMBER THE RIGHT FIT FOR YOUR COMPANY?

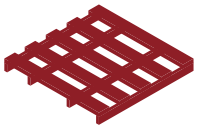
Six Pillars of Excellence

At Timber, we practice 6 pillars of excellence. The questions below will help you determine if your current product and supplier is up to our quality standards.



Quality

- Are you currently having pallet quality issues with your vendor?
- Is that affecting your revenue or are you experiencing product loss/damage?
- Are your pallets matching your specification? Or are they measuring less than agreed upon specifications?



Lumber Supply

- How is your current vendor protecting you? Are they a sole source?
- Do they have the capacity to get your load fulfilled at a different facility?



Delivery

- Are you having issues with deliveries not arriving on schedule which are affecting your production schedule?
- Has there been lost revenue due to lack of needed pallet inventory in your warehouses?



Transition

- Does your current supplier review your pallet spend over the last year, date, volume etc to fully understand your business?
- Does your current supplier implement a system tailored to you so your pallet purchasing is effortless?



Communication

- Does your current provider communicate thoroughly to you in all aspects of the pallet purchasing process?
- Are they thinking about your pallet quantity/volume/ stock for you? Or thinking ahead of your production to ensure inventory is never out of stock?
- Do they reach out via email to alert you that your orders are on schedule or delayed in any way?



Accounting Integration

- Are you receiving a Monthly (or as agreed) review of the accounts to ensure accuracy and reliability of account and offered flexible, mutually agreed upon terms of payment from your current supplier?

GOING GREEN

Our Green Initiative: P.U.M.P Program Details

Through our recycling program, Timber Industries has been able to help Firmenich expand its vendor management services to make its operations more efficient and cost effective while committing to reducing their carbon footprint.

Thanks to our P.U.M.P program and its commitment to the environment, Firmenich has become a part of New Jersey's "green" manufacturers. Beginning in 2017, Firmenich implemented P.U.M.P in an effort for their business to be more environmentally friendly.

P.U.M.P is a service scheduled between Firmenich and Timber where used and unwanted pallets are picked up at Firmenich's manufacturing warehouse and are brought to one of Timbers' mills. At the mill, the pallets are counted, tracked, and recorded in a custom tracking report for Firmenich. The result is these pallets are recycled to become a used pallet or wood fiber chips.



"From January to December 2021 a volume of 9,661 scrap pallets totaling 367,118 pounds of wood were diverted from a landfill thanks to Timber Industries' P.U.M.P (Pick Up My Pallets) service."

-Firmenich,
Plainsboro, NJ Division

OUR LEADERSHIP

Annette Walter

Owner, President & CEO

Leading the way and creating the path, Timber Industries, LLC has the privilege of following the guidance, intelligence, tenacity, vision and strength of our leader, Annette Walter. As a 100% woman owned pallet management company we are striving to change the way the wood product and carpentry industry world has functioned for decades.

Prior to acquiring Timber Industries, Annette was the Chief Operating Officer and co-founding partner of The Strata Group, a full-service residential real estate firm. From its inception in 2007, Annette helped grow the company from a staff of 35 to 300.

As the Owner, President and CEO of Timber Industries, she is the visionary of the team and she has overall responsibility for the direction of the company. Annette oversees the day-to-day operations of Timber Industries including directing new business development activities, product refinement and improvement, customer relations, logistics and transportation, marketing and sales and the accounting functions.



Work With Us

CERTIFICATIONS WBENC & WOSB

WBENC
WOMEN'S BUSINESS ENTERPRISE
NATIONAL COUNCIL
JOIN FORCES. SUCCEED TOGETHER.

hereby grants

National Women's Business Enterprise Certification

to

Timber Industries, LLC

who has successfully met WBENC's standards as a Women's Business Enterprise (WBE).
This certification affirms the business is woman-owned, operated and controlled and is valid through the date herein.

Certification Granted: April 3, 2020
Expiration Date: April 3, 2023
WBENC National Certification Number: WBE2000780

WBENC National WBE Certification was processed and validated by Women's Business Enterprise Council Greater DMV, a WBENC Regional Partner Organization.

Sandra P. Eberhard
Sandra Eberhard, President & CEO Women's Business Enterprise Council Greater DMV

WBEC GREATER DMV
WOMEN'S BUSINESS ENTERPRISE COUNCIL

NAICS: 321200, 238350, 238390, 321211, 321212, 321213, 321214, 321219, 321911, 321912, 321918, 321999, 325510, 325520, 337211, 337212, 423310, 488991
UNSPSC: 11121600, 24112700, 24112701, 24112702, 24112900, 24112901, 24112902, 73111504

WBENC
WOMEN'S BUSINESS ENTERPRISE
NATIONAL COUNCIL
JOIN FORCES. SUCCEED TOGETHER.

**HEREBY GRANTS
WOMAN OWNED SMALL BUSINESS (WOSB) CERTIFICATION TO**

Timber Industries, LLC

The identified small business is an eligible WOSB for the WOSB Program, as set forth in 13 C.F.R. part 127 and has been certified as such by an SBA approved Third Party Certifier pursuant to the Third Party Agreement, dated June 30, 2011, and available at www.sba.gov/wosb.

The WOSB Certification expires on the date herein unless there is a change to the SBA's regulation that makes the WOSB ineligible or there is a change in the WOSB that makes the WOSB ineligible. If either occurs, this WOSB Certification is immediately invalid. The WOSB must not misrepresent its certification status to any other party, including any local or State government or contracting official or the Federal government or any of its contracting officials.

Majority Female Owner: Annette Walter
NAICS: 321200, 238350, 238390, 321211, 321212, 321213, 321214, 321219, 321911, 321912, 321918, 321999, 325510, 325520, 337211, 337212, 423310, 488991 UNSPSC: 11121600, 24112700, 24112701, 24112702, 24112900, 24112901, 24112902, 73111504
Certification Number: WOSB200084
Renewal Date: April 3, 2023
WOSB Regulation Expiration Date: 4/3/2023

Sandra P. Eberhard
Sandra Eberhard, Women's Business Enterprise Council Greater DMV President & CEO

Pamela Prince-Easton
Pamela Prince-Easton, WBENC President & CEO

Lakisha White
Lakisha White, Vice President, Certification

WBEC GREATER DMV
WOMEN'S BUSINESS ENTERPRISE COUNCIL

Contact Us

**TIMBER
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Phone: 410.823.8300 | Toll Free: 1-844-TIMBER1

www.TimberIndustries.com

Cage Code: 72UG1
Dun & Bradstreet #: 079157866

