

NOW AND INTO THE FUTURE



 **Redwood
Empire**

A Division of Pacific States Industries, Inc.

www.BuyRedwood.com



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P.O. Box 156, Cloverdale, CA 95425

Dear Customer,

Today, it is no longer good enough simply to conduct business as usual. The building materials marketplace changes on a daily basis. There are exciting new ideas in design and construction, just as there are new ideas in marketing and distribution.

At Redwood Empire, we are committed to looking forward and to exploring new ideas, new partnerships and new markets. That commitment extends to providing the best products and services you'll find in the building materials industry.

We know that our success is dependent on the success of our customers. As a privately-held company, Redwood Empire and its employees have the opportunity to be more flexible and innovative. As a result, you will find that we are able to offer products and services that are unprecedented in the industry.

With resources such as our own timberlands, sawmills and distribution capabilities, you can count on us as a reliable supplier of redwood, Douglas fir and other quality products now and into the future.

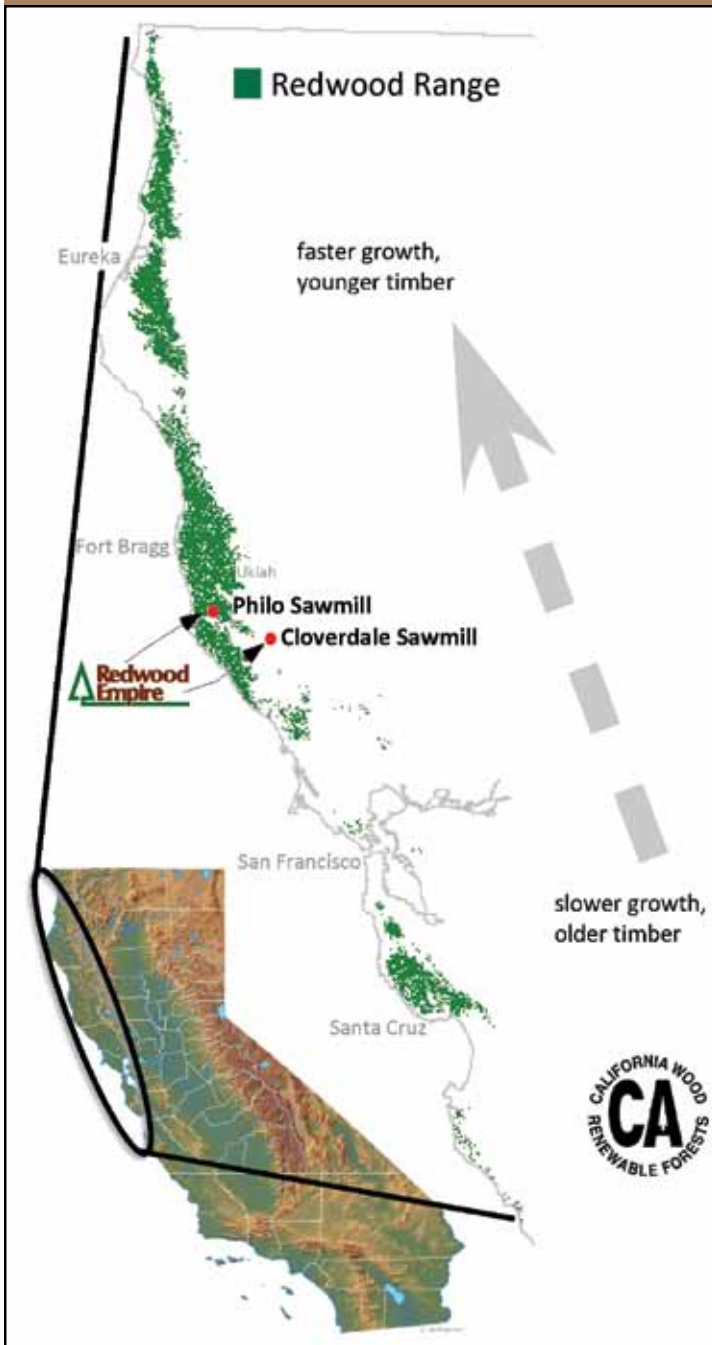
Sincerely,

A handwritten signature in black ink that reads "Roger A. Burch".

Roger Burch



TIMBERLANDS



Redwood Empire's two sawmills are ideally located in the middle of the geographic range of the coast redwoods. This provides us with the ability to source the best logs for the right products for our customers. Older and slower growing timber from the southern parts of the range produce tighter grain and tighter knot structure for our higher quality products.

In addition to managing over 45,000 acres of our own timberlands in Santa Cruz, San Mateo, Mendocino, Sonoma, and other counties, we also have access to 1.2 million acres of commercial, non-industrial redwood timberlands to source our mills.

All of our resources are managed to meet or exceed the high standards of sustainability and resource protection established by the State of California and other public trust agencies. Our foresters and those retained by other landowners from whom we acquire timber work diligently to assure that impacts are minimized and the forests remain productive into the future by employing artificial reforestation where appropriate and other management techniques to improve the forests upon which we depend.

Our redwood products and the forests from which they originate are of the highest quality and will endure forever. We are proud to present these to our customers.



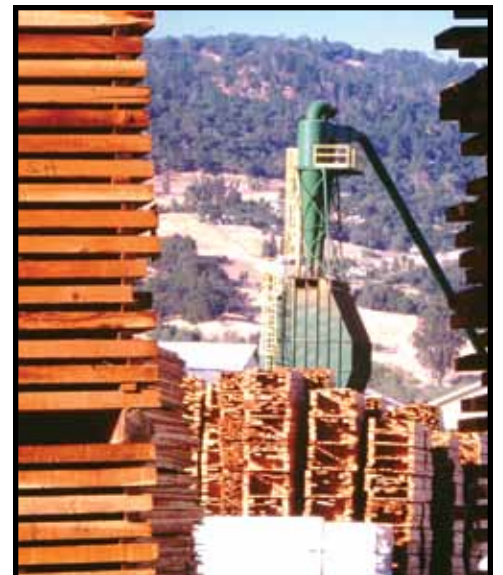
S A W M I L L S



Redwood Empire operates two manufacturing facilities located in Sonoma County, the heart of the redwood region. With the help of over 200 employees, the Philo and Cloverdale mills have a combined annual production capacity in excess of 120 million board feet.

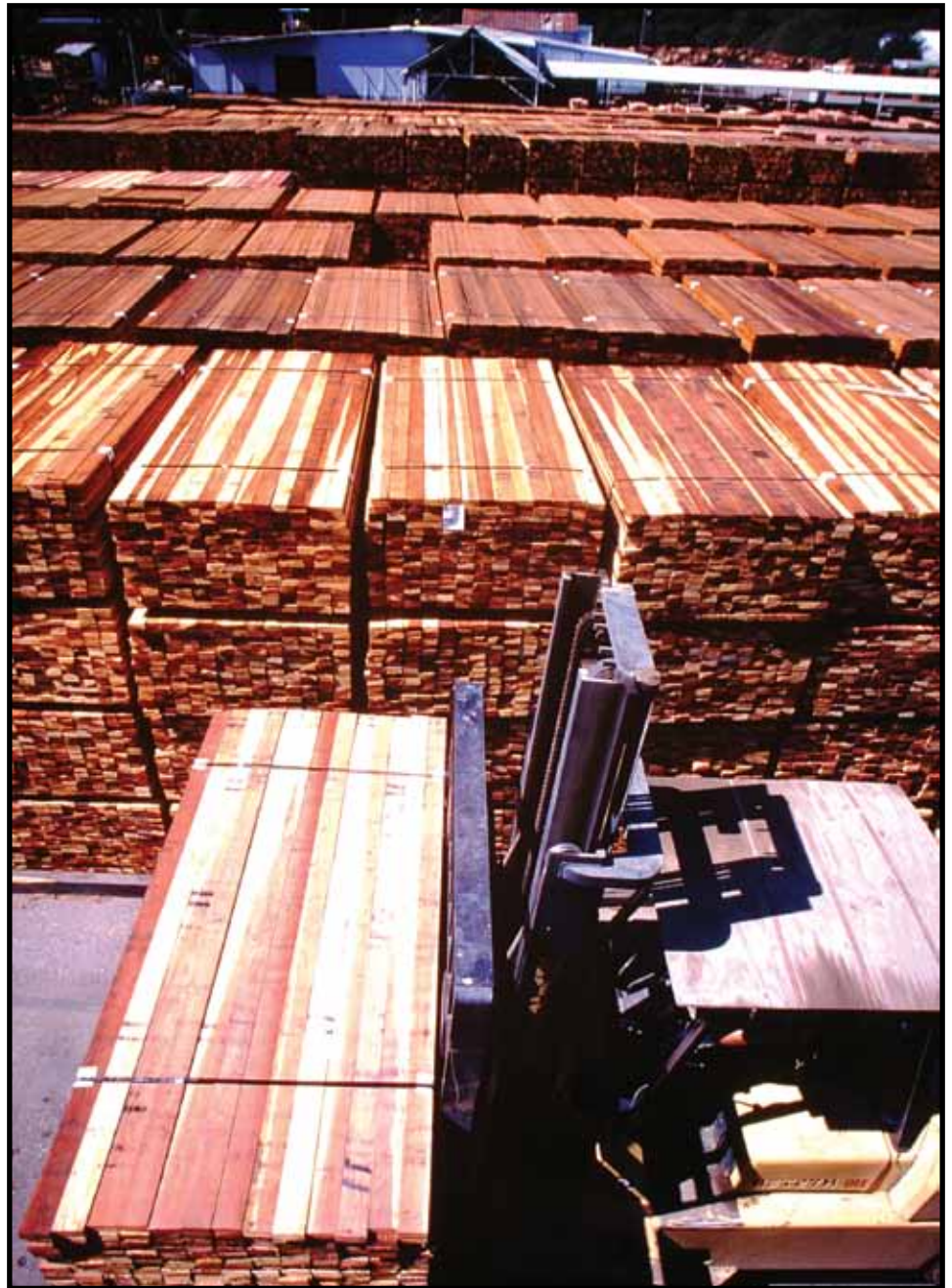
A new, computerized, trimline has just been installed at the Cloverdale facility to further enhance the high grade lumber the mill produces.

Our Cloverdale sawmill is equipped to handle logs up to 24 feet in length, with the ability to produce a variety of redwood products and grades. Rough or surfaced, green, air-seasoned or kiln-dried, Redwood Empire manufactures all the redwood products which are in the greatest demand. Standard items and a large number of specialty products are always available for just-in-time delivery.



The sawmill in Philo has a capacity in excess of 100,000 board feet per shift. It can produce timbers up to 6x6 in dimension and 12 feet in length. The output from this location is focused primarily on fencing—4x4 posts and 2x4 rails in 8-foot lengths.

Specialty orders are processed as quickly and efficiently as the more popular dimension orders.



MANUFACTURING



Asti is a 44 acre manufacturing, kiln drying and distribution center; and it is the key to our ability to meet your needs. With a unique combination of manufacturing, storage and shipping facilities, we can customize our products and services to work for you.

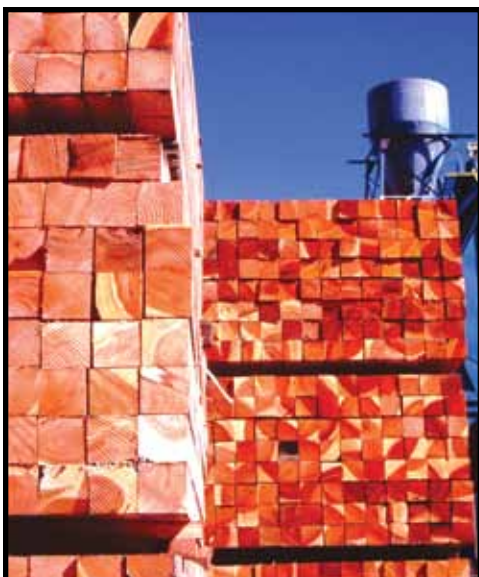
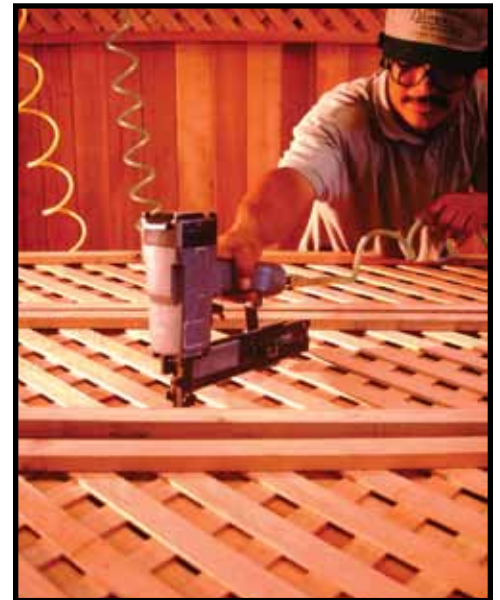
Our goal is to stock a model inventory which you can use as an extension of your warehouse. We ship exactly the products you need in exactly the mix you want. We have the flexibility to provide any combination of redwood decking, fencing and specialty products on the same truck or rail car for just-in-time delivery. This helps you achieve higher turns and higher profits.





With over 200,000 square feet of covered storage, you can be assured of receiving bright stock on a timely basis. The Asti facility also includes a high-speed planer, an 8-bin tray sorter with resaw and an automatic sticking machine capable of processing 200,000 board feet per shift. Our computerized lathe, which is capable of handling 6x6 timbers up to ten feet in length, produces a variety of turned products such as spindles, balusters and balltops.

The facilities at Asti, when combined with the sawmill, gives us the ability to handle your special orders quickly and efficiently. We are perfectly equipped to run special patterns or sizes and to customize our manufacturing to meet your markets.



SPECIALTY PRODUCTS



Special Fence Products

Redwood Empire provides a wide variety of specialty fencing products. In addition to posts, rails and fence-boards we offer pre-fabricated fence panels. We also carry a unique variety of pickets in different sizes. Combed gothic (1x3), gothic (1x4), Concord (1x4), and Queen Anne (1x3) are some of the most popular patterns.

Dog-eared or square-top fencing are available in 1x3 through 1x12, 4-, 5- and 6-foot lengths.

Special Deck Products

In addition to standard decking products, we inventory a wide selection of specialty items. These include, but are not limited to: dadoed posts, beveled balusters, ball top posts and post caps.

Our lathe has the capability of producing a wide variety of specialty products. If you have a special need, don't hesitate to let us know.

Timbers

Redwood Empire stocks rough timbers in the following sizes: 3x6, 4x6, 4x8, 4x12, 6x6, 6x8 and 8x8. Because we control manufacturing from the log to the finished product, we can handle special orders in dimension and length and we can provide up to 100% FOHC timbers.

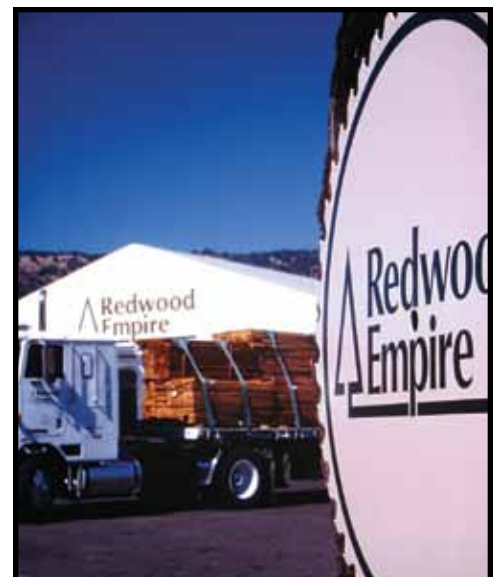


DISTRIBUTION/SHIPPING



We take pride in prompt and on-time delivery. We have 16 tractors and twice as many trailers serving California and surrounding major out-of-state markets.

On Stocked items, we'll schedule shipping when you place the order; it is our goal to ship within 24 to 48 hours of receiving your order. We're always ready to coordinate our shipping schedule for your convenience.



CUSTOMER SERVICES



Redwood Empire backs every sale with a strong sales support program. We will custom fit our support services with your individual needs. Services which we commonly provide include: UBC coding,

point-of-purchasing support, product literature and employee training. Redwood Empire also provides support for trade shows and offers mill tours for product education.



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