

HARDWOOD

PRODUCTS COMPANY, LLC

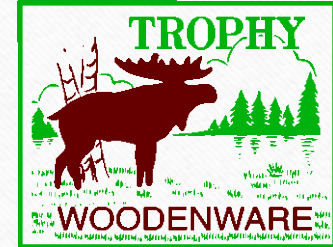


GUILFORD, MAINE
U.S.A.



Hardwood Products Company, LLC

A tradition of quality and service for over 106 years.



- Established in 1919, Hardwood Products Company, LLC is a family-owned business located in Maine.
- The leading manufacturer of woodenware items for dairy, foodservice and craft applications.
- Hardwood Products Company, LLC has earned a reputation for innovation, quality, service and environmental stewardship.
- Only manufacturer of disposable woodenware products in the United States.

History

- Hardwood Products Company, LLC was founded as the Minto Toothpick Company in Saginaw, Michigan in 1919.
- In the early 1920's, the family moved the operation to the source of the raw materials: the prolific forests of central Maine. At the same time, they expanded the product line and changed the name to Hardwood Products Company.



History — Continued

- From the 1920's to 1958, the company manufactured a diversified line of woodenware items including:
 - Ice cream sticks and spoons
 - Mustard paddles
 - Cocktail forks and high-ball spoons
 - Swizzle sticks
 - Tongue depressors
 - Skewers



History —

Continued

- In 1958, tragedy struck; and the company's main factory burned to the ground.
- In the fall of 1958, reconstruction commenced using regular employees for construction and machine production and installation.
- In August of 1959, limited production began; and by June 1960, full production was restored.
- Due to its reputation for quality and service, the company quickly regained its customer base.
- The company's ability to adapt to market pressure and customer requirements has led to continuous growth and expansion.

Today

- Hardwood Products Company, LLC is constantly improving its processes, machinery, technology and facilities.
- In 2010, a large-scale expansion project allowed the company to install 12 new sorting machines in a 10,000 square foot facility designed exclusively for sorting ice cream sticks and corn dog sticks. This expansion increased capacity by 33%.
- In 2023, Hardwood Products Company, LLC installed another production line increasing capacity by 20%. This expansion allows the company to produce 3 ½ billion ice cream sticks per year.

Today - Continued

- The company purchases and inventories northern hardwood logs.
- Logs are cut to proper length; and the bark is removed.



Today -

Continued

- Specially designed machines peel thin ribbons of wood from each log.
- Then the ribbons are processed through a cutting machine to stamp out the desired items.



Today - Continued

- Hardwood Products Company, LLC is constantly improving its processes, machinery, technology and facilities.
- In 2010, a large scale expansion project allowed the company to install 12 new sorting machines in a 10,000 square foot facility designed exclusively for sorting ice cream sticks and corn dog sticks.
- The new sorting machines, incorporated with a three-camera system, produce a superior quality stick.
- In 2023, the completion of an additional production line increased production capacity by 20%.
- Hardwood Products Company, LLC is one of the area's largest employers with 150 employees.
- Hardwood Products Company, LLC produces 3 ½ billion novelty sticks per year.



Innovation

- Hardwood Products Company, LLC continues to invest in a state-of-the-art in-house machine design, development and fabrication facility.
 - Allows in-house maintenance and technical support to eliminate production down-time
 - Allows control of machine components and materials to eliminate the risk of product contamination
 - Designs and builds high-tech manufacturing equipment that keeps Hardwood Products Company, LLC ahead of the competition
- High quality computerized vision sorting and automated packaging



Quality

- Hardwood Products Company, LLC is BRCGS Certified.
 - Packaging Materials: Issue 7
 - Grade achieved: “AA”
- Kosher Certified
- Operates in compliance with all current GMP’s (Good Manufacturing Practices)
- Operates under HARA program (Hazard And Risk Assessment)
- Maintains a Product Defense Plan

Quality - Continued

- Quality systems include:
 - Rigorous internal audit program
 - Continuous employee training
 - Management reviews for continuous quality improvement objectives
 - Raw material, in-process and final product quality inspection





Quality - Continued

- Products are 100% guaranteed
- Products are manufactured from Northern Hardwood, chosen and milled for light color and smooth surface, tight grain and tensile strength.

Service

- Hardwood Products Company, LLC has a knowledgeable and dedicated customer service and sales staff with a combined total of 137 years of experience.
- Custom products
- Custom packaging/barcoding
- Custom printing

Service -

Continued

- Prompt turn around of orders
- Reliable delivery



Environmental Stewardship

- FSC (Forest Stewardship Council) Chain of Custody Certified
- Manufacturing facility operates on renewable energy.
 - Hardwood runs on 100% renewable energy (wood process waste) for all building heat, all building hot water, all manufacturing process drying and steam conditioning.
 - The remaining woodchip waste is sold to other manufacturers to supply renewable fuel energy or wood pellets for heating.
- Hardwood recycles
 - 100% of paper and corrugate waste
 - 100% of glass waste
 - 100% of metal waste

Environmental Stewardship - Continued

- Manufacturing innovations:
 - 100% upgrade and re-routing of process air blower systems to minimize energy usage, both electricity, and building heat
 - 100% conversion of all high horsepower electric motors to energy efficient motors with PLC controls
 - 100% replacement of incandescent light bulbs with compact fluorescent light bulbs
 - 100% conversion to high efficiency fluorescent ballasts and bulbs (cooperative program with Central Maine Power Co.)
 - 100% conversion to packaging materials with at least 65% post consumer recycled content
 - 100% recycling of manufacturing waste
 - 100% conversion to high efficiency LED lighting with motion sensors in our warehouses

Environmental Stewardship-

Continued

- Hardwood supports landowners and wood harvesters who work in collaboration with:
 - The American Tree Farm System
 - The Forest Stewardship Council
 - The Maine Master Logger Certification Program
 - The Small Woodland Owners Association of Maine
 - The Sustainable Forestry Initiative



Summary



- We look forward to an opportunity to establish a partnership with your company.
- Hardwood Products Company, LLC, a family owned and operated business is pleased to offer costumers the many benefits associated with our extensive experience in the woodenware industry.
- Hardwood Products will continue to be the leader in the disposable woodenware industry.
- We are committed to establishing business relationships that will last a lifetime.