



## MESSAGE FROM THE PRESIDENT

January 12, 2017

Dear Friends,

I'm pleased to let you know the wooden pallet industry continues to thrive in north Alabama and beyond, with increased demand from existing customers and the addition of new clients helping APC Forest Products to meet its 2016 sales goal in the first three quarters of the year.

A recent grant award from the Shoals Economic Development Association (SEDA) helped us bring on an additional hand-built crew at the manufacturing plant here in Muscle Shoals. As the economic climate continues to improve, I believe there is enough business to sustain APC's expanding work force. The idea of adding a second shift is also under heavy consideration.

Improvements to our facilities are being made inside and out. New asphalt has been poured and retaining walls have been installed. Our goal with these projects is to improve the workflow by cutting forklift traffic in half. Continually evaluating our processes will help us work smarter and provide customers wooden pallets and crates exactly when they need them. This allows us to also pass the savings on to our customers.

In December, I traveled to Virginia for a two-day in-depth training course on the Pallet Design System (PDS) used at our plant and hundreds of others. PDS is a standardized engineering program which ensures customers have pallets built to the precise specifications they need. It's crucial that our wooden pallets and crates maintain the integrity of the products they carry. Click here to read more about the Pallet Design System on our website <http://www.apcforestproducts.com/products-services/custom-pallets-and-pds/>.

We are convinced that it is vital for us to remain up-to-date on the Pallet Design System as it helps our customers significantly reduce costs and product damage while increasing safety throughout the unit load.

As I look back on all the progress made at APC Forest Products in 2016, I would like to recognize our staff for their hard work and dedication. I also want to thank our clients for trusting us with their business. It is truly an honor to serve you. Please allow me to end this letter to you by wishing you a blessed 2017 year!

Until next time,

A handwritten signature in black ink, appearing to read 'Jeremy Bowley', written in a cursive style.

Jeremy Bowley  
President, APC Forest Products