

To Our Valued Banks Partners



Dear friends,

As we begin 2011 we would like to thank our many valued customers and vendors. We truly appreciate the business that you share with us and understand that without you, our level of success would not be where it is today.

Over the past 25 years we have strived to create a special culture here with our employees, products and service. That culture we like to call "Quality Everything" is also our company motto. Over the next year we look forward to showing you firsthand what that means to us by fulfilling your needs and expectations the Banks Hardwoods way.

Best Wishes,

President

Renewable Energy Credits



As a participant in the Green Energy Program, Banks Hardwoods has chosen to power its main office in White Pigeon, MI through the purchase of wind-generated energy credits. Our supplier, *Midwest Energy*, purchases wind-generated electricity from outside vendors, and then sells credits for that pool of electricity to its customers.

Trade Shows



Troy Niblock and Scott Dickerson will be manning our booth at the upcoming 17th Annual *Buckeye Tool Expo* scheduled for February 18-19 at the *Buckeye Expo* in Dalton, Ohio.

Troy and Scott recently exhibited at the regional 10th Annual *Northern Indiana Tool Auction & Expo* held on January 28 & 29 in Howe, Michigan.

Kiln Upgrades Help Improve Wood Color and Flatness

For several years, we have been in the process of improving some of the kilns at our White Pigeon facility with upgraded fans and vents. Variable speed fans allow the kiln operator to adjust the fans' speed depending on the specific drying needs of the lumber. Powered vents have fans attached to them so they can expel moisture from the kilns more rapidly than conventional vents.



dry kilns in White Pigeon with both variable speed fans and powered vents.

The benefits of having the new fans and vents include improved brightness in Hard/Soft Maple, better flatness in Cherry and nicer color in Hickory.

Although the upgrades have been mainly to improve drying our white woods, the benefits extend to other species as well. Drying times can be reduced and the overall quality of the drying process improved.

In 2010, we upgraded fans and vents in five more dry kilns. To date, we have fifteen



Ruben Gonzales

- White Pigeon



Ruben Gonzalez has been one of our most committed employees and has sacrificed to better our team by bouncing from first to second shift to help train other employees.

Ruben not only trains, but expresses the fundamentals of our business. He works to satisfy our customers' needs daily, and has one of the best attitudes in the yard. Ruben cares for the company and is willing to do anything to help his team out. He strives to better himself and others around him daily with focus to the quality of the product.

Tyler Catlin - Menomonee



Tyler is our Green Side Supervisor. No matter what challenges he's faced with, Tyler gives it his all every single day. He runs the green side with a very limited headcount and

always has a very positive attitude. He is willing to do whatever is necessary to get the job done and done right! Tyler is great role model for all employees – thank you for all that you do Tyler!

Dave Lewis - Newberry



Dave Lewis is our Newberry forklift operator and so much more. Not only is Dave always willing to come in after hours to unload a truck, but he will also come in early to

plow snow when necessary. In-between driving the loader, he always helps out in every department. Dave puts 10 hours of work into an 8 hour day, and is a great guy to work with.

20,000 New Trees



With our tree farms in Culver, IN and our White Pigeon, MI production facility, we have approximately 20,000 young trees currently in place.

This total includes seven American Chestnut hybrids which we received from the *American Chestnut Foundation*. It's exciting to have those young chestnuts growing here in White Pigeon! The land upon which we have established our tree farms is now protected from future development and the areas on each property unsuitable for tree planting is perfect for wildlife habitat.

Recycling Saves Trees



Since we established our office waste paper recycling program with *Shred-It USA Inc.*, we have not only been saving trees from being harvested but also streamlined our office information management system through the use of our Laserfish program. In 2010 our company recycled the equivalent of 49 trees worth of paper. The combination of using less paper and recycling what paper we do use has led to a reduction in waste going to landfills as well as a reduction in office costs.

Celebrating 15 years at Banks

Tony Bauer



Fifteen years ago we needed a forklift driver for the green chain at our Menomonee facility. Luckily for us, Tony Bauer answered that call.

To be safe, we didn't let Tony know what lift he would be driving because that probably would have had him looking for employment elsewhere. So on his first day he was sent to the green chain to get introduced to the oldest, roughest forklift that we had...the Ingersoll. We told him if he could handle lumber with that lift he would do just fine. He climbed in and within a day or two, Tony was doing a great job bouncing around in that old Ingersoll and we think it only caught on fire twice. Since then Tony has mastered driving a forklift for every department as well as learning other skills throughout the plant. He is always willing to help others and does whatever it takes to get the job done.

Tony enjoys spending his free time hunting and fishing with his two sons. Thank you for all that you have done and continue to do!

David Demeyer



David Demeyer started with us on January 2nd 1996. He's now put in fifteen years of service, and since his first day on the job, Dave has been putting smiles on our faces with his humor.

Dave is responsible for our seasonal yard maintenance and does a terrific job in making our White Pigeon facility look sharp. When the weather turns and the sidewalks are cleaned Dave is willing to help out in any department needed.

Outside of work you can find "Captain Dave" on Lake Erie with his 19' Starcraft boat, which he named "Stop Wishin' Go Fishin'", trying to hook the next record

Walleye. Dave has given us great service over the past fifteen years.



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