



Letter from Founder and President, Jimmy Wilson

February 26, 2018

Dear Friends,

It's hard to believe Bay Wood Products marks 24 years in business in 2018. So much has changed since our plant opened in 1994 with fewer than 20 team members in Baldwin County. As our recent fire illustrates, we have also experienced our share of challenges. We continue to use those moments to learn valuable lessons as we seek to improve how we serve you.

As many of you may know, the lumber market continues to be unsettled as we move into the new year. Our costs for lumber remain at historic highs, as availability often is an issue. Demand has increased because thousands are rebuilding after powerful hurricanes destroyed homes and communities last summer in states including Texas and Florida.

Some might say it's the nature of the beast (or business?). When the national economy shows improvement and things are good, we start to see supply issues. Despite higher prices though, Bay Wood Products' 24 years of experience in the wooden pallet and crate industry has taught us to look past the market fluctuations and see the big picture.

Within our plant and outside the 20-acre facility in Robertsedale, our team of more than 130 men and women strives daily to provide clients and vendors with the best customer service and highest quality shipping products you have come to expect from us. We know you depend on our wooden pallets and containers to make sure your products are delivered safely to their final destinations across the globe.

That's why our leadership team actively seeks ways to safely improve how we manufacture, heat treat and deliver more than 95,000 pallets a month. We believe there is always room for improvement. Please let us know how we are doing. We welcome your feedback!

It remains a pleasure to serve you, our customers.

Sincerely,

A handwritten signature in black ink, appearing to read 'Jimmy Wilson', is written over a large, light-colored circular graphic element.

Jimmy Wilson
Founder & President