



Letter from Founder and President, Jimmy Wilson

December 5, 2016

This fall, as work on our plant expansion continues in Baldwin County, AL, I joined a group of more than 200 others on a National Wooden Pallet and Container Association (NWPCA) tour on the west coast to learn about how our industry peers best meet the shipping and packaging needs of customers.

The trip included an unforgettable visit to a vegetable farm in Salinas, California, where we watched in awe as heads of lettuce were sliced from the soil then quickly packaged by skilled workers just steps away from where the plants bloomed. This important produce was then packaged and delivered straight to the customer's destination with none other than wooden pallets from our colleagues, Valley Pallets. Seeing men and women expertly harvest lettuce, and later stalks of celery on the faraway farm, reminded me of how important our own organization's team members are to the success of our businesses back home. It's vital to continually cultivate and develop the strengths of our teams as we look ahead to a promising future.

Valley Pallets Inc. served as host for the agricultural day trip that demonstrated its commitment and focus to ensure that each customer's valued products are transported safely and efficiently to destinations down the road and across the globe.

The immediate future at Bay Wood Products will see us open a third plant building on our 20-acre site in December. The local demand for custom built pallets and crates resulted in the need for more space. The extra room will allow ample room for our skilled team members to craft custom, hand-built wooden pallets. A new Pacific Trail Package Saw also is providing additional capacity as it relates to cutting lumber.

Furthermore, I encourage you to visit our website (bay-wood-products.com) to learn more about Bay Wood happenings. Be sure to check out our new video, visible on the home page header that features some of our team members explaining what they love about their jobs. Under the "Products & Services" heading click on "Specialty Services" to learn more about our recycling program that allows us to use our wood scraps to create garden mulch and biofuel. Another way we recycle is by collecting used wooden pallets and remanufacturing them for clients who choose this option. This service has proven to provide much value to our client relationships.

On behalf of everyone at Bay Wood Products, we want to take this opportunity to thank you for your business. We also wish you a Merry Christmas and a blessed 2017. It remains our pleasure to serve you!

Sincerely,

A handwritten signature in black ink, appearing to read 'Jimmy Wilson', with a long horizontal flourish extending to the right.

Jimmy Wilson
Founder & President