

# From Japan to Germany

## Kinzua supplies the world with lumber

Wood products from the Kinzua mill at Heppner are sold and shipped to almost every state in the continental United States. In addition, Kinzua exports some lumber and plywood to Japan, Korea, Vietnam, Guam and Germany, according to Ray Kelson, Kinzua marketing manager.

The sales office for Kinzua products is located in Lake Oswego. Local sales and support operations are handled by Kent Goodyear, assistant

marketing manager, from the Kinzua office at Heppner.

"Our products are kiln-dried Ponderosa pine, green Douglas Fir, Western Larch, white wood studs, and plywood sheeting, all produced at Kinzua and Heppner locations," Kelson said.

"We are making a concerted sales effort in the Western United States as well as export markets. We find these markets growing for our products, especially the market in the western U.S.," he

said.

To increase sales, the Kinzua advertising program has been enlarged in all areas of the United States, but most significantly in the Western part of the U.S. This includes the Rocky Mountain states, the Pacific Northwest, the basin states and California.

"Our sales department is responsible for marketing, advertising, and accounts receivable. We also use the plywood futures market on the Chicago Board of Trade as a

hedging operation for plywood," Kelson said.

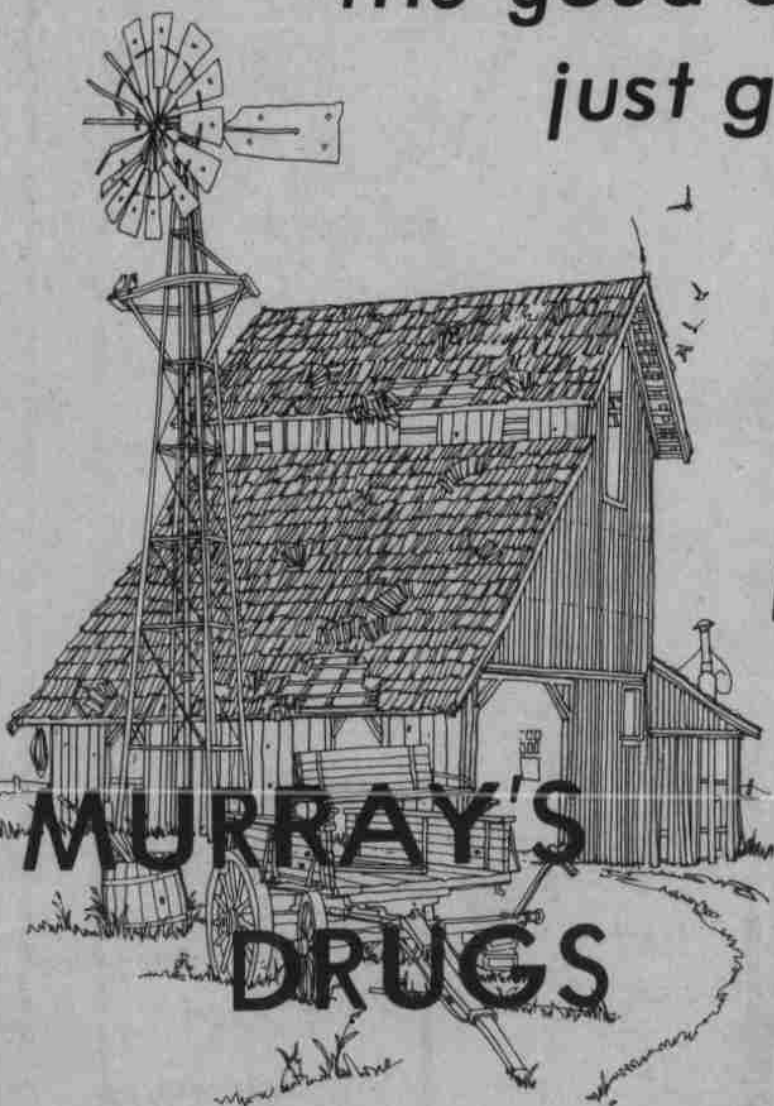
Kinzua products are commonly used in mill work and not only find their way overseas but into mill operations closer to home, such as Prineville and Bend, Ore. Lumber from Kinzua at Heppner finds its way into window and door frames, mouldings and some furniture.

At the Heppner sales office, Goodyear is responsible for local sales to area lumber companies and the marketing

of plywood veneer. "The Heppner office also coordinates our inventories and the shipping activity for all of our products," Kelson said.

Advertising is placed in a number of forest industry publications stressing production of quality guaranteed lumber products for over half a century. Kinzua also stresses the importance of quick response to special customer needs and "can do" effort and know-how.

The good old days  
just get better  
with  
industries  
like  
Kinzua around.



Thanks for being  
around Kinzua . . .  
and making the  
good days better.

HEPPNER — CONDON