

OUR VALUE PROPOSITION 2014

BOISE CASCADE SAWTEK: THE TOOL THAT COULD REVOLUTIONIZE YOUR ENGINEERED WOOD BUSINESS.



EXTRACT EVERY BIT OF PROFITABILITY FROM YOUR EWP BUSINESS:

Where's the low-hanging fruit in EWP profitability? **The more efficiently you manage raw materials and process your inventory, the more successful your business will be.** SawTek™ helps you design more efficiently, eliminate waste, optimize lengths and inventory and process material more efficiently.

MOST EFFICIENT JOB PACK PRODUCTION:

Key to this is processing job packs most efficiently – the most job packs, in the least time, using the least manpower, for the lowest cost per foot processed. With production speeds up to 24,000 lineal feet a day, you can be processing up to four times the volume previously possible. SawTek™ lets you offer lower cost, optimized cut packs precision-end-trimmed, with utility holes and joists labeled with job information for fast, easy installation.



SAWTEK™ GETS IT ALL TOGETHER:

BC CONNECT™ job optimizing and SawTek™ processing work from a single design file created in BC FRAMER®. The operator doesn't have to think about file formats or imports. Digital material lists are integrated directly between BC FRAMER® and SawTek™, eliminating missed pieces from manual data entry. Optimized cut solutions are transferred with material lists and length, tag and hole location are transferred via the direct connection with SawTek™.



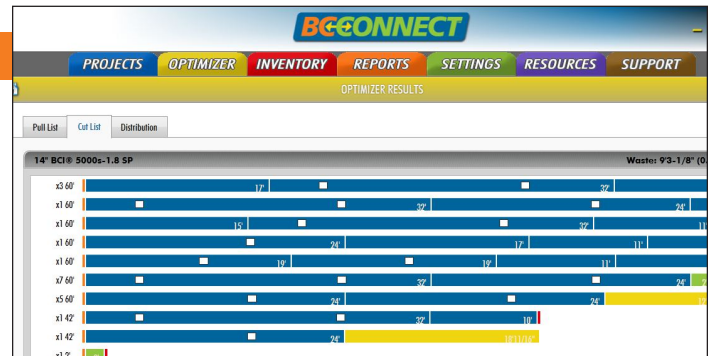
Boise Cascade
Engineered Wood Products

HOW YOU GAIN FROM TOTAL SYSTEM INTEGRATION:

BC CONNECT™, BC FRAMER® and SawTek™ together create an EWP processing system that automatically integrates design changes to job packs, to automate processing. You check the design file in 3-D, optimize the cuts in BC CONNECT™, and push the cut button in about five minutes using an optimized cut list. SawTek™ cuts what BC CONNECT™ tells it to, so there's less chance of incorrect cuts or pieces missing at the jobsite.

HOW YOU GAIN FROM OPTIMIZATION:

Order optimization intermixes cut lists of several jobs and runs them together to get the best fiber utilization. This proprietary system lets you process cut packs without waste and manage off-cuts for returning usable lengths. Pieces can be waste-optimized from one foot to whatever your customer desires down to as little as 1/16". By optimizing long lengths, you'll need fewer SKUs of each series, resulting in increased turns and profit.



MAKE THE VERY MOST OF EVERY LENGTH.

ENJOY COST, TIME AND MATERIAL SAVINGS:

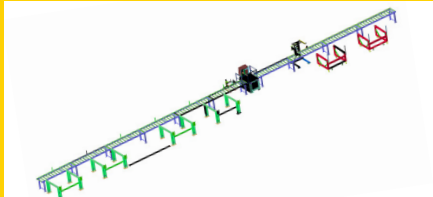


SawTek™ reduces lineal foot cost, job piece cost and total package cost with improved productivity and off-cuts. Other savings can come from reduced inventory levels, optimized lengths, fewer SKUs, more turns and reduced shrink by tracking waste. You can save time, reduce customer cycle times and enhance safety with the goal of less on-site cutting and lower incident rates.

OPTIMIZATION CAN MEAN AS LITTLE AS ½" OF WASTE IN A 60' LENGTH

START WITH THE SAWTEK™ SCALED TO YOUR BUSINESS:

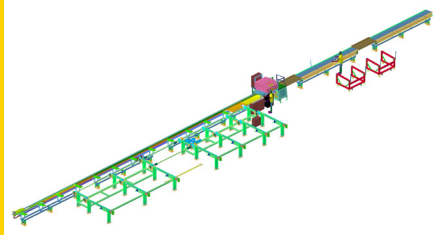
SawTek™ isn't just for the biggest dealers. It can be any dealer's tool for cost-effective EWP stocking, selling and processing. **Gain competitive advantage with 1 of 3 SawTek™ models sized to your business:**



SAWTEK™ CUTTER GETS YOU OFF TO A GREAT START IN THE JOB PACK BUSINESS.

1. SAWTEK™ CUTTER

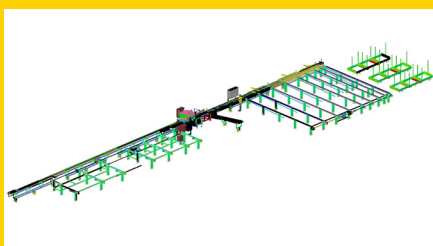
SawTek™ Cutter is the most cost-effective way to get into job pack processing, optimization, P.E.T., pre-cut holes, piece labeling and printed cut lists. SawTek™ Cutter handles many jobs performed by more expensive systems at a low starting price, and it's easily expandable when you want more capabilities and automation.



SAWTEK™ PRO CAN AUTOMATE MANY OPERATIONS, AND YOU CAN CUSTOMIZE IT FOR YOUR SPECIFIC OPERATION.

2. SAWTEK™ PRO

SawTek™ PRO options include automatic push feed, laser printing and router to cut holes. It automates all functions and can double production with existing staff. SawTek™ PRO can handle live deck in-feed to stage and feed raw material at high speed. Automatic integration of cut lists improves speed and accuracy by eliminating paper cut lists. Detailed reports are also available to help manage production. Dealers considering upgrading to SawTek™ PRO should be processing around 2 million linear feet annually.



YOU'RE TRULY AUTOMATED WITH SAWTEK™ PRO+. YOUR TOTAL CUSTOM SOLUTION.

3. SAWTEK™ PRO+

SawTek™ PRO+ gives you long production runs without stopping to off-load job packs and improving off-cut utilization. Your processing operation is fast -- up to six million lineal feet annually -- and truly automated with SawTek™ PRO+. The easy-to-use sorting system assures pieces go to the right jobs and automated out-feed lets you process up to eight job packs simultaneously.



A MODULAR SYSTEM THAT CAN GROW AS YOUR BUSINESS GROWS:

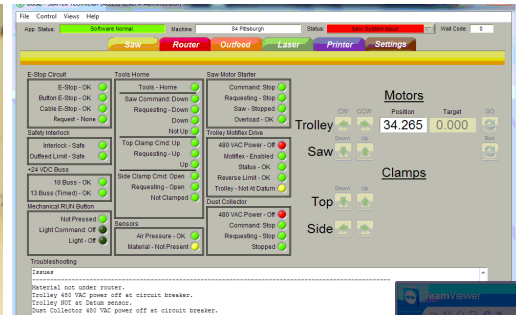


Our modular systems are configurable at price points for any sized dealer. We work with you to design a system that fits your needs, that includes the features you want, provides a path to future growth, and remains your best processing solution over time.



WE CONSTANTLY MONITOR 117 PERFORMANCE STANDARDS ON YOUR SAWTEK™ VIA WEB INTERFACE:

The Versa-Saw® operating software enables technicians to constantly monitor your SawTek™ via online data link. We monitor everything from the position of the beam sensor to line speed to printer offset -- so if there's a problem, chances are we'll know about it before you do.



IF SOMETHING GOES WRONG, WE MAY KNOW IT BEFORE YOU DO.

HELP IS STANDING BY WITH OUR NEW INTEGRATED HELP TICKET SYSTEM:

At Boise Cascade, we make it, we install it and we support it. Use our new integrated help ticket system, automatically alerting everyone on your support team to provide hardware, software, engineering and area manager support to get you up and running.

QUICKLY GET YOUR PEOPLE UP TO SPEED:



They don't need to be highly-skilled machine operators to produce efficient, profitable cut packs like pros. We're the leader in processing and we provide the tools -- hardware, software, processes and training -- so you can train your personnel to quickly propel you into world-class processing.

LEFT TO RIGHT OR RIGHT TO LEFT?

SawTek™ can be configured whichever way works best for your work environment, traffic patterns and production logistics.



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PRODUCTS

With SawTek™, you'll deliver precision-trimmed job packs with pre-cut holes, labeled pieces, positional-printed pieces, more usable material and less waste to make every length count.



DISTRIBUTION/DELIVERY

You'll deliver them on time with superior inventory control, reduced inventory levels, simplified ordering, increased turns and reduced shrink.



TOOLS & GUIDANCE

Use new BC CONNECT™, BC FRAMER® and BC CALC® design tools and SawTek™ processing tools to draw plans, manage inventory and process material more efficiently.



EASY TO DO BUSINESS WITH

With nearly 40 SawTek™ proprietary installations across North America, Boise Cascade is the leader in automated processing. Take advantage of our experience to revolutionize your EWP business with SawTek™. Contact us today at 800-232-0788.



SawTek™ is available to all North American dealers stocking Boise Cascade engineered wood products. We're set up to help you succeed and be the best and easiest to do business with in your marketplace.

View SawTek™ video:



www.bc.com/inst17



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Engineered Wood Products

Great products are only the beginning.®