



CANADIAN FOREST INDUSTRIES



2014 Digital Show Review


**TIMBER PROCESSING
AND
ENERGY EXPO**
October 15-17, 2014
Portland, Oregon

The biggest news from the biennial forest products showcase in Portland

Q&A with Samuel Strapping's Wayne Van Tassel

BY
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Samuel Strapping Systems is a North American leader in strapping and unitizing solutions for the manufacturing industry. The company's products can be found throughout Canada, the United States and Mexico strapping such products as brick, cotton newsprint, lumber, fibre, can/bottle, corrugated, steel and more.

Samuel has also become a staple of the North American sawmill industry, with products scattered throughout mills from coast to coast. At the Timber Processing and Energy Expo, the company demonstrated some of its newest innovations for the

sawmill industry, including an automatic package tag stapling system and an ink jet stencil system.

We caught up with General Manager Wayne Van Tassel on the show floor to ask a few questions about the new products and how Samuel is progressing in making further in-roads in the Canadian forest products industry.

Question: What new products have you brought to the show to demonstrate to the sawmilling industry?

Van Tassel: The big interest at the show really is the ink jet grade stamping. We are seeing higher and higher speeds in the industry. They need much faster equipment to keep up with lugs per minute. Barcoding has become huge with Home Depot, Lowe's and other retail stores looking for the barcoded product. We can automatically barcode every board in the production line (with the bar code system they produce). Stenciling machines: we're seeing a lot of interest in printing logos directly on the package.

Question: We're seeing the recovery in the lumber market here in North America. What has that meant for your business?

Van Tassel: It has been fantastic. There has been a great recovery in the market. We are seeing our order books filling up. For shows like this, we are bringing in people from across the country and throughout North America. This has been an exceptional show for us.

Question: How has the Canadian market been for your company?

Van Tassel: The Canadian market is doing extremely well in respect to new equipment purchasing and production force. It has been very good for us. We are seeing a lot of automation going in to the Canadian mills.

For more information about the show, visit: www.samuelstrapping.com



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