

HAMPTON LUMBER MILLS

COWLITZ



DIVISION

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November 18, 2003

Patti Lowe
Matrix Northwest
13540 Linden Ave N
Seattle, WA 98133

Dear Patti,

Thanks for your commitment to an outstanding product. We have seen excellent results with the Enercon trap. I have to admit at first I was skeptical. However, as I began to review the physical dynamics of steam, it became obvious that, with the correct custom design engineering by your folks to fit each trap to my application and purpose, it all made sense!

Our operations are all "zone control" so we have a constant variable load situation. These traps perform with excellence in this type of environment. The first notable improvement we have seen is in heat release in the kiln coils. This has dropped our kiln cycle times tremendously! The second thing we have seen is uniformity throughout the kiln. This has brought a new level of consistency to the product we produce in our kilns. In turn, that has led to better planer performance and grade recovery.

One operation we have is, from a boiler standpoint, very steam challenged. In that operation we have seen better, more constant steam delivery to the kilns with less flow demand. This speaks volumes in the area of steam efficiency! In another operation our fuel source is costly, it drives the economics of that operation. We have seen a better cost per pound of steam along with all of the afore-mentioned results.

With twenty-two dry kilns and five boilers to manage, I do not have time for gimmicks! Your product delivers! We now are able to make better use of our people resources by focusing on product improvement and process efficiency. Instead of second-guessing traps and having to plan in trap maintenance, we can focus our efforts on a better process. This optimization of our process has great environmental impact as well. The less fuel we use the less pollutants in the air.

Proper trapping is really the heart of a good steam process. If you miss that mark, you have wasted all of your efforts elsewhere in your operation. Thanks again for your commitment to making our business successful!

Sincerely,

Angus Low
Kiln / Boiler Lead, Cowlitz Division

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