



# Extrusion Solutions

THE LATEST EXTRUDING NEWS FROM ENTEK

**fiberon**<sup>®</sup>  
Chooses

 **ENTEK**

Second-Largest WPC  
Decking Manufacturer  
in North America  
Innovates, Succeeds  
with ENTEK Extrusion  
Systems and Controls

Based in New London, North Carolina, Fiber Composites LLC is an industry leader in the production of wood-plastic composite decking and railing products. With their recent agreement to purchase Louisiana-Pacific (LP)'s WeatherBest<sup>®</sup> line of WPC decking products and LP's facility in Meridian, Idaho, FC has expanded to become the second-largest WPC decking manufacturer in North America. Having worked with Fiber Composites since 1999, ENTEK is proud to be Fiber Composites' twin-screw extruder and auxiliary equipment provider.

## Growing Together

Both Fiber Composites and ENTEK worked with WPC formulations when the market was in its infancy, and today each is a leader in the field. Fiber Composites began operations in North Carolina in 1997, and by 1999 had purchased several ENTEK E-MAX<sup>™</sup> twin-screw extruders for producing WPC decking.

"We have partnered with ENTEK from the beginning because they are a supplier that is committed to helping us succeed," said Doug Mancosh, President of Fiber Composites. "From our initial machinery orders in 1998, we have since added numerous additional ENTEK lines. They are not just a machinery supplier; they have helped us by providing their controls for our material handling equipment, and have also designed and installed auxiliary equipment for our production lines."

"It was clear to us from the beginning that Fiber Composites had the vision to be a leader in the WPC market," said Dr. Kirk Hanawalt, ENTEK Vice President/COO. "These products were just entering the market at the time, but Fiber Composites always had a focus on high quality. They have stayed at the forefront of the market over the years by regularly launching refinements to existing products, and entirely new products."

## Highest Quality - Continued

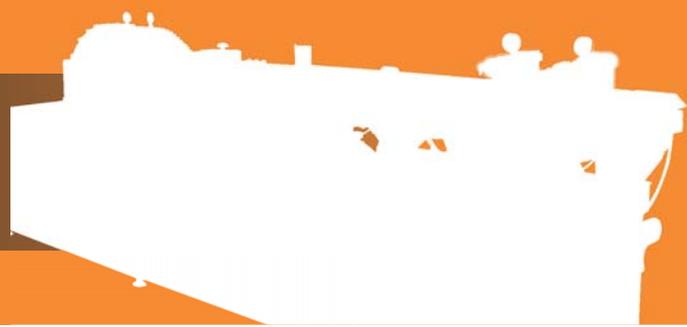
Already known for its Fiberon<sup>®</sup> brand of composite decking and railing, Fiber Composites has now added the respected WeatherBest<sup>®</sup> brand to its product line. The two brands have something in common: both are produced with ENTEK E-MAX<sup>™</sup> twin-screw extruders, and both have a strong reputation for quality.

The pending addition of the former LP plant in Idaho will also give Fiber Composites a production facility in the western United States, an important region for WPC sales and presence in both the western and eastern United States.

"The acquisition of the Louisiana Pacific facility and products strengthen our product offering and create the opportunity to improve service to our customers" said Mancosh. "The plant design and production equipment at the LP location are nearly identical to our North Carolina facilities, so we see a quick and easy transition."

As the WPC industry continues to consolidate, Fiber Composites has not only maintained its leadership position but it has succeeded in substantially increasing its product offerings and market share. As the leading supplier of complete extrusion systems to the WPC industry, ENTEK is proud to be partners with Fiber Composites and looks forward to continuing to be an important part of its growth.





## Improving Operations



Our Goals are to Achieve Shorter Lead Times, Improved Quality, and Better Overall Value for our Customers



### Welcome to our latest issue of Extrusion Solutions.

2007 has been a strong year so far for ENTEK, and I hope the same is true for you business. We have seen a real increase in new extrusion applications that has translated into increased sales and service opportunities for our company. In fact, over 50% of our new machinery sales this year have been from new customers, which is both a tribute to our sales and marketing teams and an indication that the market for extruded products is growing.

Another thing that I am pleased with this year is how much we at ENTEK have improved our operations. Like many businesses we have implemented lean manufacturing methods, and we are now building extruders with lower labor expenditure and improved quality. There is still progress to be made - we can further "Lean" our manufacturing - but the results are clear.

Our goals are to achieve shorter lead times, improved quality, and better overall value for you, our customers. ENTEK is not going to be the lowest priced producer in the marketplace - we aren't willing to sacrifice quality to the extent that the lowest cost producers do - but we will provide the best value on the market for our customers.

### In This Issue

As you'll read in our cover story, when ENTEK first began working with Fiber Composites LLC of North Carolina in 1999, wood-plastic composite (WPC) decking was a new concept. In eight short years WPC products have experienced huge growth and both of our companies have attained leadership positions in this market.

Today, ENTEK is the leading supplier of twin-screw extruders and systems for WPC decking applications, and with their recent purchase of the LP WeatherBest® brand, Fiber Composites has become the second-largest producer of WPC decking, railings and related products. It may sound simple (and in reality it's not), but I like to think that each of our companies has achieved success because we share a commitment to quality, innovation and hard work. It is a formula that we work towards every day.

I hope you enjoy reading our latest newsletter and as always, I encourage you to contact me anytime at [khanawalt@entek.com](mailto:khanawalt@entek.com).

Sincerely,

Vice President/Chief Operating Officer, ENTEK Manufacturing, Inc.





## ENTEK Promotes Linda Campbell to West Coast Sales Manager



ENTEK customers in the western US have a new contact at ENTEK – although most of our customers already know who she is!

The company recently announced the promotion of Linda Campbell to the position of West Coast Sales Manager. The announcement was made by John Effmann, Director of Sales & Marketing at ENTEK.

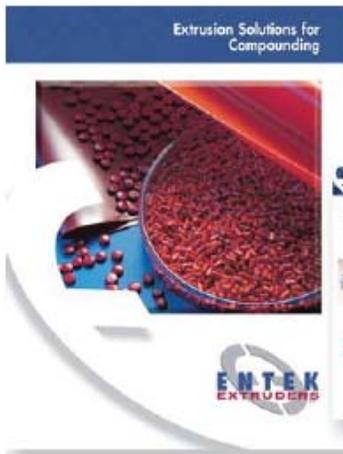
Many of our customers are familiar with Linda as she has served as ENTEK's Inside Sales Manager since 2000, managing all quoting activities and acting as the bridge between the customer and ENTEK's engineering department. Linda will continue in her current position in addition to her new role selling ENTEK products and visiting customers throughout the Western United States.

Linda joined ENTEK in 1988 as Accounting Supervisor for all ENTEK companies. She held that role until 1997, when she was promoted to Systems Manager in charge of Purchasing and Shipping/Receiving. Upon her promotion to Inside Sales Manager in 2000, she was named to ENTEK's management team.

"This is a great move for ENTEK and for Linda, but most importantly, for our customers," said Effmann. "As our business continues to grow we need a direct ENTEK sales presence in the Western United States, and she is the best person for this job. Linda is already well-known to our customers from her years of working as our Inside Sales Manager, and she has extensive knowledge of and experience with our product lines."



## New Compounding Brochure



ENTEK has produced an all-new brochure focused on twin-screw extrusion for compounding applications. The new "Extrusion Solutions for Compounding" brochure is 6 pages and features complete information on ENTEK Extrusion Systems for pellet production.

A schematic drawing showing an ENTEK Pelletizing workcell provides details on the ENTEK twin-screw extruder and all accompanying auxiliary equipment including feeders, dies, controls, screws and barrels, side feeders and vacuum stuffers. Throughput rates of all ENTEK E-MAX™ twin-screw extruders are included, as well as spare parts ordering information for both ENTEK and non-ENTEK brand extruders.

Contact us today to obtain a copy of our new brochure, or you can view and download it on our website at [www.entek.com](http://www.entek.com) (click on the "Collateral" tab at the top of the home page).





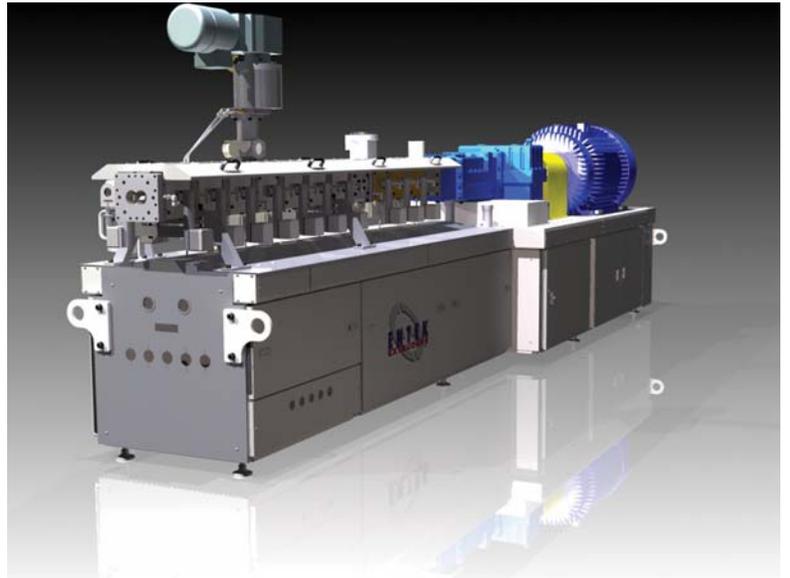
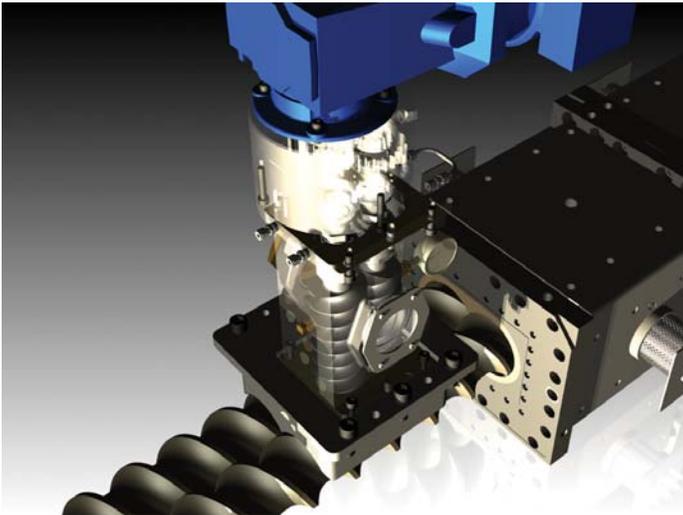
## ENTEK to be Featured as Autodesk® Success Story

### Story Details ENTEK's Use of Autodesk Inventor™ Design Software

ENTEK is pleased to announce it will be featured on Autodesk's web site ([www.autodesk.com](http://www.autodesk.com)). As a current user of several Autodesk products including Inventor 3D digital prototyping software, ENTEK was chosen for this story because of its use of Inventor to not only design its products, but to combine it with other programs to improve its manufacturing practices.

"We use Inventor to design everything from screws to entire plants," said Eric Buckner, Engineering Technician at ENTEK. "But when we combine Inventor with Autodesk Productstream® and our own in-house programming we produce highly accurate bills of materials. Accurate BoM's lead to reduced waste in downstream processes, from purchasing through to assembly and shipping, and this results in accurate order fulfillment and much reduced lead times."

The use and integration of this software into ENTEK's design and build process has been an important part of the company's implementation of lean manufacturing methods. The result at ENTEK has been a dramatic reduction of engineering lead times and improvement in release-to-manufacturing accuracy.





# Extruder Parts



## Spare Parts

In past issues of "Extrusion Solutions", we have announced special limited-time discounts on ENTEK spare parts for both ENTEK and non-ENTEK twin-screw extruders including ZSK, ZSE, and ZE brands. The response to these promotions has been great as many customers have taken advantage of the 25% discount to stock up on screws and screw elements, barrels and other parts.

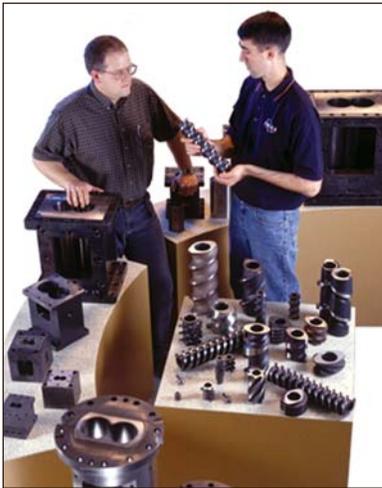
### Improving Operations to Better Serve You

ENTEK has seen substantial increased volume in spare parts activity over the past year and is taking steps to better serve our customers. These steps include but are not limited to:

- increasing capacity
- further implementing 'lean' principles
- decreasing lead times

"Our spare parts business has always been strong, but it continues to increase as customers work to get more mileage out of their existing extrusion equipment," said John Effmann, ENTEK Director of Sales & Marketing. "Since we provide replacement wear parts for ENTEK and other brands of twin-screw extruders, and all of our parts are manufactured and stocked here at our headquarters in Oregon, we have developed a niche that continues to pay dividends for our customers."

Manufactured from the highest quality materials of construction, ENTEK spare parts are designed to withstand the most abrasive and corrosive resins and formulations. Stay tuned for more information as we continue to expand our spare parts program to better serve you.



### Who To Contact

If you are interested in receiving an updated list of spare parts for sale or would like to discuss specific applications, please call Tammy Straw at (541) 259-1068, or e-mail her at [tstraw@entek.com](mailto:tstraw@entek.com). Tammy will help answer your questions on availability, pricing and delivery.





## Who to Contact

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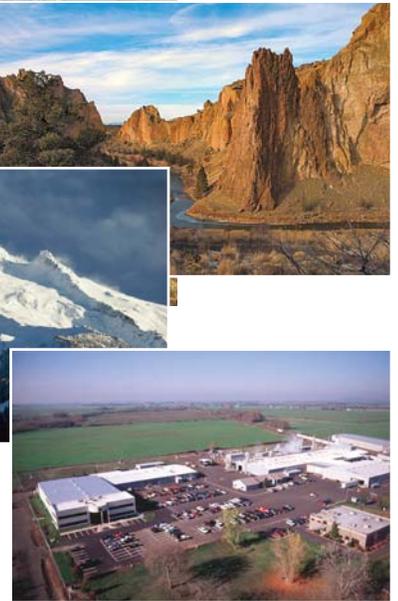
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## It's Fall in Oregon, a great time to visit ENTEK!

Whatever your extrusion need is, ENTEK has your Extrusion Solution. To learn more about our products and services, visit us on the web at [www.entek.com](http://www.entek.com), or better yet visit us here in beautiful Oregon. We welcome you to our headquarters in Lebanon, where we can meet with you to discuss your specific extrusion ideas and set up a trial in our in-house development lab. Our team of engineers is ready to work with you to optimize your application for peak performance.

After your visit to ENTEK, take some time to visit the many wonders of our state. Whether you love the ocean, the mountains, or the desert, Oregon has all of this and more. Call us today to plan your visit!



# ENTEK

RAISING EXPECTATIONS.  
KEEPING THEM THERE.

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