

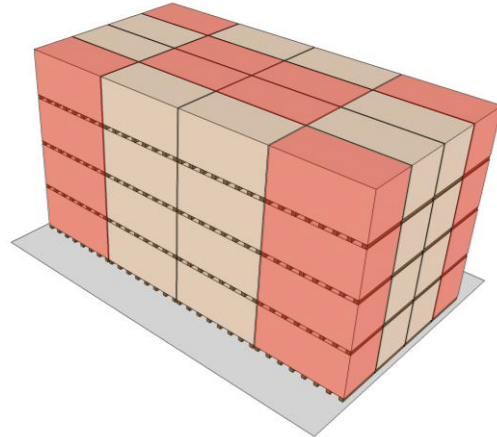


Test Protocols

Do you need help optimizing kiln schedules (for primary processing)?

To determine whether it would be worthwhile to hire L & E Stover Enterprises, follow these steps:

1. Identify a kiln and a schedule that might need improving. Use your gut as a guide.
2. At the end of a charge, identify 5 stacks of dried lumber: the front left, front right, middle, left back and left right. Take moisture content readings on 20 boards from each stack (a total of 100 boards).
3. If more than 10 of the 100 boards you sample are outside your target $\pm 1\%$, it would be worthwhile to hire L & E Stover Enterprises because the cost of the defective lumber exceeds the cost of our services--and the benefits of optimizing your schedule would quickly pay for themselves.



Do you need help mitigating your defects (for secondary processing)?

To determine whether it would be worthwhile to hire L & E Stover Enterprises, follow these steps:

1. For one typical work day at your facility, collect all of the defects that are produced by your operation and pile them on a typical wooden palette.
2. If the pile is greater than 3 feet in height, or cannot be contained on the palette, it would be worthwhile to hire L & E Stover Enterprises because the cost of the defective products produced in a week exceeds the cost of our services--and the benefits of mitigating these losses would quickly pay for themselves.

If you have any questions about these protocols, contact Evan at (814) 935-3870.

