

**New York State
Environmental Investment Program
Capital Project Summary
Delta Hardwood Flooring, Inc**

Project Background

Delta Hardwood Flooring, Inc. was founded in 2009 to manufacture unfinished hardwood tongue and groove flooring for the residential markets in the US and Canada. Randell Bowers, Delta's primary owner, has over 30 years of experience in various areas of the timber and wood products manufacturing industry. He has ownership interests in all phases of the manufacturing process from timber acquisition all the way to wholesale marketing of finished flooring products. Randy's business model features Delta Hardwood Flooring, Inc. as the integral manufacturing component for his vertically integrated forest-to-finished flooring business model.

Project Description

From its inception, Delta Hardwood Flooring, Inc. has been in a rapid growth mode. The original manufacturing line was assembled from a conglomeration of used equipment purchased from many diverse sources. The key element to make Delta successful arose from its ability to assemble and integrate its purchases into a cohesive and productive manufacturing operation. As Delta ramped up

production, it found that the greatest detriment for further production efficiencies lay in their outdated chop saw line. Delta upgraded its initial used equipment for a new chop saw line from Ultimizer Manufacturing Co. which incorporates an electronic scanner and state-of-the-art systems integration technology. Delta's overall production capacity would be significantly increased, not only through the speed of operation of the automated line, but also through the reduction of waste by the electronic scanners incorporated within the new line.

Project Results

As a result of the new chop saw line, Delta Hardwood Flooring has increased its annual production capacity by 70% to 2,000,000 ft² and its gross revenue by 35% to an annualized total of \$1,260,000. Along with the production gains, Delta has reduced its wood waste output by more than 263 tons (on an annualized basis), which is a 16% reduction over its existing amount prior to the purchase of the new chop saw line.

Contractor: Oneida County IDA
County: Oneida
ESD Region: Mohawk Valley
ESD Contact: 518/292-5340

NYS EIP Investment: \$108,960
Contractor Match: \$454,610
Total: \$563,570
Completion Date: March, 2012