

## Sample Company Profile

Gaining company intelligence on competitors and top performers in your industry is the key to increased productivity and profitability. The following shows the type of information you will receive in a Company Profile.

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*The Company Information section contains core company contact information, an operational and financial overview, and a listing of key personnel.*

### **ABC Company, Inc.**

1240 South Main Expressway  
Arlington, VA 32451  
Phone: 111-342-5400  
Fax: 111-342-5401

**Annual Sales:** \$42.5 million

**Total Employees:** 46

**Employees at This Location:** 12

**Primary Line of Business:** Reconstituted Wood Products (SIC 2493)

### **Management Directory:**

- Winston S. Churchill, President and Chief Executive Officer
- William Blake, Vice President of Product Development
- Joseph Jacobs, Vice President of Sales
- Josephine Richards, Human Resources Executive
- Robert E. Lee, Plant Manager

### **Business Profile:**

Since its founding in Bavaria in 1872, ABC Company, Inc. has become the leading supplier of fiberboard products in Europe and North America, with offices in 12 cities worldwide, including the U.S. Headquarters in Arlington, VA. This is the only remaining fabricator of wood panel products constructed with hand-ground wood fibers. The company expanded its operations in China in 2006 with the construction of new kilns in Beijing.

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*The Company News section contains recent company press releases and articles from regional and national news sources, when available.*

### **Company News:**

“ABC Sees Exports Increasing in India,” *International Chip Digest*, December 10, 2007.

With market conditions expected to see record demands in numerous cities throughout India over the next ten years, according to Jones Market Analysts, exports from ABC’s facilities in Germany will exceed forecasts...

“Company Expands Production in Southern States,” *Arlington Daily News*, March 16, 2005.

ABC chief executive officer Churchill has announced construction of new processing plants in the U.S. states of Kentucky and Alabama, which are expected to add several hundred new jobs to the region....

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*The Industry Information section provides a look at overall industry structure, current conditions, key players, future developments, as well as background perspective on the products produced.*

**Industry Information:**

The following document provides industry information for SIC 2493.

*Industry Snapshot:*

Particleboard is created from wood splinters, shavings, and sawdust that are bonded together under pressure and heat, using resins and adhesives. The primary markets for particleboard include furniture, cabinets, and doors...

*Background and Development:*

The first market opportunities for commercial fiberboard began with the chemical industry's development of high strength resins. In 1997, shipments of particleboard and medium density fiberboard were estimated at \$4.2 billion. In 2007, the market had increased to \$23.2 billion, due to improved...

*Current Conditions:*

North Carolina remains the leading producer of reconstituted wood products. The Asian furniture market is the primary target for U.S. exports...

*Industry Leaders:*

Really Large Board, Inc. is the largest producer of medium-density fiberboard, a reconstituted wood product. The company's sales in 2007 totaled \$53 billion...

*Workforce:*

Although employment in the industry has declined steadily during the 2000s, there are an estimated 30,000 people employed in the reconstituted wood products industry, led by the states of North Carolina and Oregon...

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*The Key Processes section provides an introduction to the basic manufacturing processes used within the industry, including important technology and equipment. This description is limited to manufacturing companies or divisions employing one or two key processes to produce their products.*

**Key Processes:**

Advanced technology and processing have improved the quality of fiberboard. These include innovations in wood preparation, resin recipes, press technology, and panel sanding techniques. Innovations in press technology have shortened overall pressing cycles, while anti-static technology has also contributed to increased belt life during the sanding process.

**Wood preparation**

Producing fiberboard begins with the selection and refinement of the raw materials, most of which are shavings and chips reclaimed from sawmills and plywood plants. The raw material is first cleaned of any metal impurities using a magnet. Next, the material is separated into large chunks and small flakes. Flakes are separated into sawdust and wood chip piles...