

## EBPA Annual Luncheon & Seminar

# - Speaker: Joe Guizzetti, CEO & GM, Buffelen Woodworking Surviving & Thriving in a World of Low Cost Imports & Changing Domestic Markets

**Tues, March 29, 2016 — Anthony's Home Port, Des Moines, WA**



**Tuesday,  
March 29, 2016**

**Anthony's Home Port  
Restaurant,  
Des Moines, WA**

**Time:**  
**Social hour: 11:00-12:00**  
**Presentations: 12:00-12:45**  
**Lunch: 12:45-1:45**

**Price:**  
**EBPA Members: \$35**  
**Non-Members: \$40**

**Register by: March 22**  
**at:**  
**[www.eventbrite.com/e/ebpa-annual-meeting-tickets-21533386940](http://www.eventbrite.com/event/ebpa-annual-meeting-tickets-21533386940)**

### **Evergreen Building Products Association**

*"Promoting US Building Products to the World"*

EBPA is pleased to feature Joe Guizzetti, CEO of Buffelen Woodworking, a leading manufacturer of precision, hand-finished doors that is now in its 103rd year of business, as the keynote speaker for the association's annual meeting and luncheon. Mr. Guizzetti will speak about his experience leading a successful door manufacturing firm as it faced low cost competition, economic downturns, workforce changes, and changing customer needs.

Buffelen was founded in 1913 and has evolved into one of the most efficient wood door producers in the world. In 2003, Mr. Guizzetti faced the reality that imports were driving U.S. manufacturers out of business. Buffelen made a substantial investment in technology to maintain their leading position in the stile and rail door market. Combining traditional craftsmanship with superior technology has allowed Buffelen to meet the growing demand for customized doors which, according to Mr. Guizzetti, "has grown from a 5% share of the wood door market to over 35% in the last few years". Today, Buffelen is known for high-quality, low lead-time, customizable doors, all made in the USA.

### **About Joe Guizzetti & Buffelen Woodworking**

Since Buffelen was founded, the company has maintained its focus on high quality standards and skilled craftsmanship. Even today, every door is assembled, sanded and finished by hand. Complementing this attention to detail, Buffelen has kept up with the demands of a fast-paced economy with custom-designed, state-of-the-art machinery to efficiently produce precision joinery and profiles of any shape or style.

"We have worked tirelessly over the years to provide our customers with a door that is built to last, made-to-order and delivered quickly," said Joe Guizzetti, CEO & General Manager of Buffelen. "Our adherence to rigorous quality standards, endless custom options, and fast turn around has enabled the company to create the over 100 year-old legacy that we enjoy today - a legacy that we look forward to continuing long into the future."

In the past, Buffelen maintained a stock of every door it made. Today, Buffelen builds each order to customer specifications, providing design services, and delivery within weeks. Modern tooling and equipment allows Buffelen to build them all at the same time. Buffelen is capable of building multiple different profiles simultaneously and have unlimited species on site at all times.

No one understands and appreciates the Buffelen legacy better than Mr. Guizzetti, who has been with the company for over 40 years, working his way from summer intern to CEO. "The forest products industry has been faced with many challenges over the years, including the recent global economic downturn," said Mr. Guizzetti. "In order to weather the storms, Buffelen has carefully stayed true to our roots of traditional craftsmanship, while embracing the efficiency and precision that modern technology can provide."

Buffelen offers a full range of exterior and interior wood doors, MDF doors, impact-rated doors and fire-rated doors. Virtually any design can be accommodated to create one custom door or an entire custom home package, including exteriors, interiors, bi-folds, louvers, sidelights and transoms. From custom design to final production, doors can be delivered in weeks.

#### **EVERGREEN BUILDING PRODUCTS ASSOCIATION**

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*The EBPA is a non-profit trade association made up of businesses, government agencies, and individuals who are interested in promoting and selling US building products and related services to international and domestic markets. Member companies represent construction, manufacturing, distribution and service sectors and provide a broad range of products and services related to residential and light commercial construction.*

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#### **Directions to Anthony's Home Port**

[www.anthonys.com/restaurants/detail/anthonys-homeport-des-moines](http://www.anthonys.com/restaurants/detail/anthonys-homeport-des-moines)

**421 South 227th Street Des Moines, WA 98198**

**PH: (206) 824-1947**

#### **From the South:**

**I-5 N toward SEATTLE.**

**Exit 149B—S KENT DES MOINES RD/WA-516 W toward DES MOINES**

**Stay STRAIGHT to go onto MARINE VIEW DR S/WA-509.**

**Left onto 223rd St.**

**223rd becomes Dock St.**

**Left onto 227th**

**Restaurant is on the water**

#### **From the North**

**I-5 S toward Tacoma**

**Exit 149—S KENT DES MOINES RD/WA-516 W toward Kent/DES MOINES**

**Turn Right onto Kent/Des Moines WA 516-W**

**Stay STRAIGHT to go onto MARINE VIEW DR S/WA-509.**

**Left onto 223rd St.**

**223rd becomes Dock St.**

**Left onto 227th**

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