Dear Exhibitor,

We are happy to announce that the Timber Processing and Energy Expo will be held September 30-October 2, 2020 at the Portland Exposition Center in Portland, Oregon. This will be the fifth biennial TP&EE to be produced by Hatton-Brown Expositions, LLC, an affiliate of Hatton-Brown Publishers, Inc. and Timber Processing and Panel World magazines. All of the events have been held at the Portland Exposition Center.

More than 1,600 representatives of 110 wood products producer companies and hundreds of individual lumber, veneer, plywood and engineered wood products mills registered for the 2018 TP&EE. They came from 38 U.S. states, six Canadian provinces and 19 countries. They viewed 200 exhibitor companies who displayed their equipment and technologies on more than 60,000 SF of booth space in a sold-out Hall E.

Duane Vaagen, president of Vaagen Bros. Lumber in Colville, Wash., echoed the feelings of many attendees: “The show in Portland is the greatest way to get new ideas and clarify your visions for the future. What I benefited most from was seeing the latest and greatest technology. It’s like visiting over 100 sawmills in less than three days. After seeing all the machinery as well as demonstrations it takes more than a month to wrap my mind around what I just saw as well as where it all blends together for future opportunities.”

Doug Pauzé, senior vice president, operations, for British Columbia-based Coastland Wood Industries, added, “I think it is extremely important to stay on top of the latest and greatest tools for our industry. Typically, each time we attend TP&EE, we find something that we can bring back to our facilities to help improve how we operate.”

A post-show survey revealed that 82% of the exhibitors reported they possibly gained an order or did indeed confirm an order due to their participation at TP&EE.

We look forward to working with you as we move toward the 2020 TP&EE and as we continue to enhance the exhibitor experience.

Rich Donnell
Show Director
rich@hattonbrown.com
334-834-1170

WWW.TIMBERPROCESSINGANDENERGYEXPO.COM
Dear Exhibitor,

As the Exhibits & Sponsorships Sales Director for the Timber Processing and Energy Expo, I feel my purpose is twofold:

● to sell exhibit space and sponsorships
● to make sure the exhibitor has an enjoyable and productive experience

Given that more than 200 exhibitors participate in TP&EE, the experience is a little different for everyone. But I believe that TP&EE has improved through each of its first four events, and I expect it to continue to improve at the 2020 event, scheduled September 30-October 2 at the Portland Exposition Center.

In talking to exhibitors and reviewing exhibitor feedback in our post-show exhibitor survey, I am very pleased that the services provided to exhibitors from the event producer, Hatton-Brown Expositions, and from the on-site service providers, scored extremely high with the 2018 exhibitors. Exhibitor feedback suggested that we make certain tweaks here and there to the process, and we look forward to implementing those for 2020.

I am also very pleased that the location of TP&EE at the Portland Expo Center continues to score very high. The major reason why is that it’s spacious and quick for exhibitors to set up and tear down. Meanwhile it’s easy for attendees to reach, and parking is in abundance.

Meanwhile, as we gear up for 2020, our attendance promotions team is already at work. Their efforts, along with yours, should combine to make the 2020 TP&EE the best-attended yet.

As you read this, the exhibitor space renewal program is well under way. I look forward to working with you on the adjustments involved in that process.

I also look forward to welcoming new exhibitors into the 2020 TP&EE. While the 2018 event was sold out, we’re planning to add more booth space so that we don’t have to turn anyone away.

Fred Kurpiel
Exhibits & Sponsorships Sales Director
fredkurpiel@aol.com
678-642-1238
TIMBER PROCESSING AND ENERGY EXPO

FACE-TO-FACE!

“This show is where I have the pleasure of meeting and talking with the wonderful people who make up our industry. The ability to see new technology and innovations in person is without question a benefit.” Bill Wilkins, COO, WKO/Mt. Hood Forest Products
SEE FOR YOURSELF!

In 2018 there were:

- 200 Exhibitor Companies
- 110 Wood Product Companies, Hundreds of Mill Operations
- 38 U.S. States, 6 Canadian Provinces, 19 Countries
- 60,000 Square Feet of Exhibitor-Paid Space
82% of exhibitors in 2018 reported they possibly gained an order or definitely did so due to their participation.

“We received an order for equipment valued in excess of $800,000 that was the result of a contact we made at the Expo. Very happy we attended.”

www.timberprocessingandenergyexpo.com

TO EXHIBIT: Fred Kurpiel • 678-642-1238 • fredkurpiel@aol.com
Jay Donnell • 334-531-5030 • jay@hattonbrown.com
FOR EVENT INFORMATION: Dianne Sullivan • 334-834-1170 • dianne@hattonbrown.com