



GET TO KNOW... HERWOOD INC



In 1945, Henry Wheeler started Herwood Inc in a corner of his barn, making wooden boxes for shipping paper overseas because of the war. It has since evolved into manufacturing pallets, boxes and crates, mulch, and pre-cut lumber for pallet stock. Located in Windsor, QC, it was taken over by Henry's son Malcolm in 1972, and then by his grandsons Jason and Shane in 2000. These days, they have around sixty employees.

The biggest challenge, according to Jason, is the logistics. Scheduling the transportation in and out, the lumber preparations, the assembly time, the "just in time" for the customer that phones on Friday afternoon for a new load of pallets. But Jason loves it. "For me it's kind of a hereditary disease. I've been around it for as long as I can remember. We're continuing a family tradition with something we love to do." That's been the secret to their success. You have to enjoy what you're doing. That, and get up early in the morning!

When asked what other members should know about their company, Jason answered that they're also here to service other pallet facilities. Sometimes you'll have a manufacturer in another province that deals with a head office that has a branch company in Quebec. Herwood helps that pallet company service customers that are not in their delivery market, without trying to take away their customer. The same thing can happen in reverse, he says.

In the last three years, Herwood has gained a new part owner. Jason would like to recognize Marc-Patrick Tame for what he has brought to the company. He was in international sales and business development and has widened Herwood's recognition significantly, helping them expand. "Since our families are growing, our business needs to grow to continue providing for them. Marc has done a great job in expanding our sales since his arrival."

Every month, this section of *Bark Bits* features a different member of the CWPCA. "Get to know" serves to highlight the characteristics and histories of companies, allowing members to get to know others in the WPM community. It's also an opportunity to discuss challenges and successes in our industry, and selected companies will benefit from exposure on Twitter and the CWPCA website. Companies are picked randomly from a bowl of names, to ensure equitable representation.