

Aagesen Millworks, Inc.

Post Falls, Idaho – Member Since June 2006



Born and raised in Southern California to first generation Danish immigrants, Mike Aagesen graduated from Los Angeles Trade Tech College in 1982. Trained in cabinet making, Mike Aagesen actually began his career as a finish carpenter in Los Angeles, California. As a finish carpentry contractor, he found himself producing a lot of specialized wood items to meet the needs of the custom homes on which he was working. In 1993, Mike and his wife Kelley moved to Hayden, Idaho to raise their family. They found a market for good quality architectural millwork in the area and thus began Aagesen Millworks in 1995.



Aagesen Millworks, Inc. has 32,000 square feet of workspace in Post Falls, Idaho.



This artistic front door carving portrays the heart of the Northwest.

Company growth was rapid in Hayden. The housing market was booming and the need for quality woodwork was in high demand. The first shop was a meager 2,200 square feet, but quickly increased to 6,500 square feet. In 1998, Mike bought the building next door, increasing the facility by another 3,200 square feet. Still needing more production space and looking to either build or buy, an opportunity to buy a former wood production facility in Post Falls arose. In 2005 the shop was moved to its current location in Post Falls, Idaho. The 32,000 square foot shop meets the company needs to continue to produce the high quality products for which Aagesen Millworks is known.

Aagesen Millworks is equipped to produce any architectural millwork to meet a contractor's requirements. The company can produce almost anything the client requires, including: mouldings, doors, stairs, door parts and specialty products such as arches, radius mouldings, corbels and mantels. Aagesen is a supplier of engineered door core products to other manufacturers. The shop

is equipped with Computer Numerical Control (CNC) equipment to produce pattern work and allows them to produce custom items for other shops. The shop is also equipped with a fingerjoint line and radio frequency gluer that is used in the production of engineered door products as well as the standard equipment of a millwork shop. The shop includes a dehumidification kiln for drying special materials.

Staying current with trends and technology is crucial to maintaining a competitive edge. Aagesen has blended modern technology with the tried and true methods to stay current without falling into the "technology trap." Mike said, "A lot of new high tech equipment is designed to be more efficient, but you must have the demand for the product to justify the substantial cost of the equipment or you will never experience true return on your investment." Mike invested in a moveable arbor gang rip which replaced their standard rip line. The moveable arbor gang rip scans the material for widths and analyzes the best cut scenario to produce increased yield from the lumber and decrease waste.

Aagesen's primary customers are contractors, both residential and commercial, but they also serve finish carpenter contractors, cabinet shops, flooring contractors, lumber yards and other door manufacturers. Aagesen Millworks has a proven track record of customer loyalty and provides the best possible products. They stand behind everything that they



A dual finish gives this charming stairwell an inviting country appeal.

manufacture. Mike understands the importance of maintaining long-term client relationships.

Maintaining quality control is one of the toughest challenges that Mike contends with, from start to finish. Raw materials are purchased through wholesale hardwood suppliers and then sorted to select the materials that will achieve the final product, efficiently and to specifications. Starting with quality materials is standard practice to achieve a quality finished product.

Aagesen concentrates their efforts on a customized product line. The competition of imported materials distributed through mega-home centers and some lumber yards may be similar to Aagesen's products, but they can't compete with the quality, flexibility of design detail and the ability to tailor each item

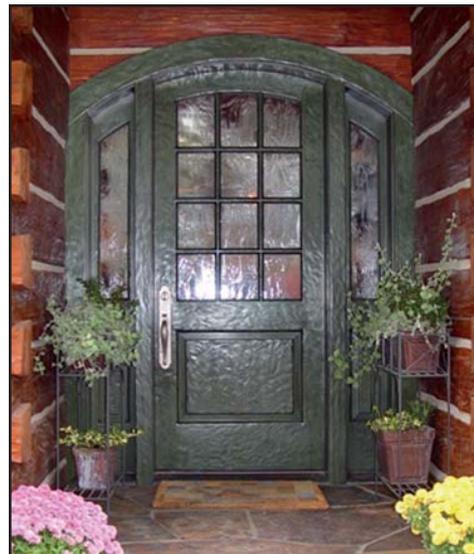
to the individual needs of the customer.



Double alder doors.

raw materials just as they have with the rest of the country - shipping costs are up. To help counter balance the affect, Mike has become more conscious of managing waste by good utilization of raw products and maximizing the efficiency of his workforce. Although the building trade has been dismal, Mike has seen a small increase in activity, some in the remodel sector and a bit of increase in commercial building.

Aagesen Millworks, Inc. has been a member of Timber Products Manufacturers (TPM) for over five years. Mike said that he had met other company owners who were members and felt that his growing company would benefit from membership by having a contact to turn to for help when it was needed. TPM has assisted with an employee handbook, safety education and some OSHA issues. Mike said, "We experienced a surprise OSHA inspection, looking primarily at wood dust, but because we had attended several TPM meetings focusing on just that subject, we had taken steps to promote good housekeeping and passed the inspection." Putting the training into practice certainly paid off!



Custom entrance with arched top rail and frame in rustic green finish.

The company is currently in the process of becoming certified with the Forest Stewardship Council (FSC). A certified company manufactures certified products and establishes credibility of claims on the finished products. Materials are tracked as they leave the forest and become products downstream. Like any inventory control system, "chain of custody" (COC) allows products to be segregated and identified with a credential that is unique as having come from an FSC-certified forest. Any FSC labeled product can be traced back to a certified source. The certification will allow Aagesen Millworks to service customers that are demanding "good stewardship practices" on their projects.

The current economic conditions and fuel prices have affected the costs of



High quality stair treads and custom moulding create an architectural detail that is found in beautiful custom homes.

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