

BIRCH EQUIPMENT

Anacortes
8876 S. March Point Rd.
360-293-7788

Bellingham
1619 Kentucky Street
360-734-5717

Mt Vernon
2609 Old Hwy. 99 S.
360-428-7788

Sitka
210 Jarvis St.
907-747-5315



August 2007 Birch News

More Than Just A Rental Store

Community Focus: *from the desk of Lydia Bennett*

Birch Tours the Bellingham Waterfront Redevelopment Area



On Thursday, June 21, 2007, I invited a crew from Birch Equipment for a tour of the 220-acre waterfront redevelopment project at the former GP site in Bellingham, WA. As the Director of Real Estate for the Port of Bellingham, I was able to give a brief informational update on the project and then lead the group on the tour.



Stephanie Bower, Architectural Illustration

❖ Based on one set of development assumptions that were developed in the Draft Framework Plan in September, 2006...

Approximate cost to the Port & the City is \$334 million based on a 20 year timeline, the approximate value of the property upon completion is \$1.3 billion. Funds coming from street funds, real estate excise tax, utility funds, grants, greenways, LIST funds & other sources.

❖ Clean up has begun; should be breaking ground in 2008. Liability for clean up of the site is covered up to \$110 million, GP takes back the liability above and beyond that amount.

❖ WWU is slated to utilize several of GP's old red brick buildings as locations for new classrooms/labs/& other facilities for classes in the fall of 2010.

❖ New marina, converted from GP's old wastewater treatment lagoon, with nearly a mile of public parks & trails around the outside, is projected to open in 2013.

❖ Full build out of site projected at 20 yrs with completion estimated in 2026.



Bellingham's waterfront redevelopment is getting attention as an innovative project that combines redevelopment with environmental restoration to a degree rarely found in other places. In addition to Birch's site tour, we gave a presentation & site tour to a visiting group of professionals from 12 different countries who came to study our project. This month a delegation from Korea will be coming on site; in September a group from Japan will be here.

For more information, go to www.portofbellingham.com or www.new-whatcom.org.

Mid-Week Specials

Work Hard...

*Every Tuesday a.m. to Wednesday p.m.

*Lawn & Garden and Home Improvement equipment

*30% off regular rental rates



Play Hard...

Keep your weekends free, get the honey-do list done during the week!

with summer equipment specials

INCOMING FLEET...

Birch Equipment - constantly adding equipment large and small to our fleet.

RENTAL ITEMS:

5000# Trailer with sides ***New to our fleet!**

***5000lb capacity; tailgate ramp; single axle; surge brakes;**

***10' deck length; 6'3" deck width; stake pockets; 22" sides**

Dump Trailers ***New to our fleet!**

***9990lb capacity; double axle;**

***hydraulic dumpbox; ramps;**

***dual tailgate**

Other recent fleet additions...

19/30 Genie Scissorlifts

26/32 Genie Scissorlifts

4000psi Pressure Washers

3" Boring Tools

90# Breakers

Welding Lead

...it isn't just our rental fleet getting the attention, our retail lines are getting updated as well.

RETAIL ITEMS:

Trailer towing supplies

Abrasives

Rivet Buster & Chipping Gun parts

Mi-T-M Inverter style generators to 4300watts, largest in the industry ***super quiet & super clean power**

Seymour brand Inverted Marker Paint ***case & pallet pricing**

Jet Pallet Jacks ***high quality 5000lb. capacity/48" forks/2-1/2" lowered height for smaller opening pallets**

Check out our website at birchequipment.com for a more extensive list of our fleet & retail items.



[NEW CREW!]

Birch currently employs 87 of your local friends & neighbors!



Rich Ross - Store Manager - Sitka

- ✘ Grew up in Kansas; lived in Sitka, AK for past 21 years
- ✘ He & his wife, Susan, are expecting their first child in February, 2008. They have their work cut out if they plan on keeping up with Rich's big brother - 7 kids!
- ✘ Rich is Sitka's resident expert tour guide of the famous 'Migrating flamingos' (at least that's what our shop manager, Bruce Miner, has reported).



Ernie Blackburn - Mechanic

- ✘ Originates from Twisp, WA
- ✘ Worked at a saw mill, then went into the Army for awhile.
- ✘ Been turning wrenches all his life.
- ✘ Enjoys fishing and hunting in his spare time.



Brandon Lewis - Yard Rep - Skagit

- ✘ Native to Skagit County
- ✘ Has 2 boys - Christopher, 3yrs & Colby, 6yrs
- ✘ Spending time with his kids is a favorite pastime.
- ✘ Has 6 1/2 yrs of previous rental exp, worked construction for 1 1/2 yrs, came to Birch to get back into rental.
- ✘ Some interesting info - has a metal plate in his ankle, & has spent 2 yrs commercial fishing in Alaska.



Brandon Tytler - Yard Rep - B'ham

- ✘ Born in Richmond, B.C. & grew up in Bellingham
- ✘ A junior at Bellingham HS in the fall
- ✘ An avid mountain biker that spends his time off riding Galbraith & Whistler.
- ✘ He hopes to live & work in Whistler, B.C for a couple of years after he graduates from high school.

...welcome to Birch!

Great community event that Birch was a major sponsor of...

Sand in the City 2007

Friday, August 3rd, 10 teams made up from local businesses got together to create some pretty amazing sand sculptures.

Proceeds from the event went to the Northwest Discovery Project's Marine Life Center.



Randy Schibret, putting the finishing touches on the Birch team's sculpture.

In addition to the major sponsorship, Birch donated equipment to place & clean up the sand, before and after the event; as well as the generators to keep the food & entertainment going throughout the weekend.



{Oh Baby}

Congratulations to Mike and Marni on the birth of their son, Mason David Murk! This spittin' image of dad arrived on August 1st at 5:28 pm, weighing in at 8lbs 6oz & was 20 inches long. ✘

Customer Focus:

Wilber Ellis - a company to know!

On the corner of highway 20 and Bayview Edison road you'll find the Wilber Ellis Company. Wilber Ellis supplies our local farmers with all of the fertilizers and pesticides they need to grow an array of crops. They have consulting and field testing departments, and offer a broad casting before planting service. Visiting with Rich Doucet, plant superintendent, and Bob Watson, plant operator, you can detect the pride they take in their company, the products they make, and the services they offer. The company employs approximately 20 people year round and 10 seasonal workers.



Moving the fertilizers around requires the use of a skid steer loader. Wilber Ellis has used the Gehl 46/40 skid steer loader and praises its speed and handling features. Rich says, "It handles better and is a faster machine than the competing brands. It saves us time and money." Birch Equipment is a leading dealer of Gehl equipment, recently adding new RS5/19 Reach Forklifts to our existing fleet of over 100 forklifts.



WE WANT TO...See you in Print!



One of our favorite things about creating our annual calendar is being able to put our customers on it! You do such neat things with our equipment - we want to show it off. E-mail us at marketing@birchequipment.com by **September 30th** for the opportunity to get into our 2008 wall calendar.