

PAPÉ



FROM BELLINGHAM TO BAKERSFIELD **PAPÉ KEEPS YOU MOVING!**

Since 1938, hard-working equipment owners and operators have counted on Papé companies to keep them, and their equipment, working. This unparalleled commitment to service has been a Papé tradition for seventy years, and that means you can count on Papé for sales, rentals, parts, leasing and service for all your equipment needs. Papé serves industries of the West from 60 locations.

"Committed to consistent quality customer service." - H. Dean Papé

**WE ARE COMMITTED TO THE HIGHEST
QUALITY CUSTOMER SERVICE SO THAT
YOUR **PAPÉ EXPERIENCE**
WILL BE AN ENJOYABLE ONE.**

The Papé Group, Inc.
355 Goodpasture Island Road
Eugene, Oregon 97401

www.pape.com

PAPÉ

PAPÉ RENTS • FLIGHTCRAFT
BOBCAT WEST • PAPÉ KENWORTH
PAPÉ MACHINERY • PAPÉ MATERIAL HANDLING
DITCH WITCH NORTHWEST
ENGINEERED PRODUCTS - A PAPÉ COMPANY



Count on Papé to have the equipment you want and the support you need.

In 1938, E. C. Papé's customers were his friends, his family and his neighbors. Today, things haven't changed much. Papé companies have grown because our friends, family, neighbors and neighborhoods have grown with us. These seventy-plus years in the West have taught us that our business is not inside our corporate offices or on our showroom floors. Our business is in the field, on your job, in the forests and on your site, alongside those friends and neighbors who depend on us for their own subsistence and success. In seven western states, serving the capital equipment needs of forestry, material handling, agricultural, warehousing, construction, trucking and business aviation, you'll find Papé. And just as in 1938, you'll find Papé people there with their sleeves rolled up, working right alongside their customers.

Exceptional Products. Exceptional People. That's Papé.

MANY COMPANIES ONE MISSION

Company founder E.C. Papé was an Oregonian with a vision. In 1938, he came to Eugene to turn around a struggling Allis-Chalmers tractor dealership. E.C. Papé had a keen sense about this small company, and about his native state that was the largest producer of wood products in America. From these humble beginnings, he branched out and created an enterprise that would become synonymous with quality, dependability and trust. A vision that thrives to this day.

After WWII, E.C.'s sons, Dean and Ed, continued his tradition of service to each and every customer. Dean would then lead this industrial equipment company forward, continuing a long-term relationship with construction and forestry businesses throughout the Northwest. He schooled his own son, Randy, in the principles and standards that drove the business forward: the value of an honest handshake and a square deal, a hard day's work, and a tireless devotion to the needs and successes of customers.

SINCE 1938

“ EVERY DAY, WORK EVER HARDER TO
UNDERSTAND YOUR CUSTOMERS
AND WHAT THEY NEED FOR SUCCESS. ”
~ H. DEAN PAPÉ C.E.O.
1948-1981



Randy continued the Papé tradition of service and became President and CEO in of his father's company 1981. In 1991, he formed The Papé Group. The entire Papé team has partnered with him to strengthen the company's product lines and has expanded its boundaries throughout the West.

A stylized signature of Randy Papé in a cursive script.

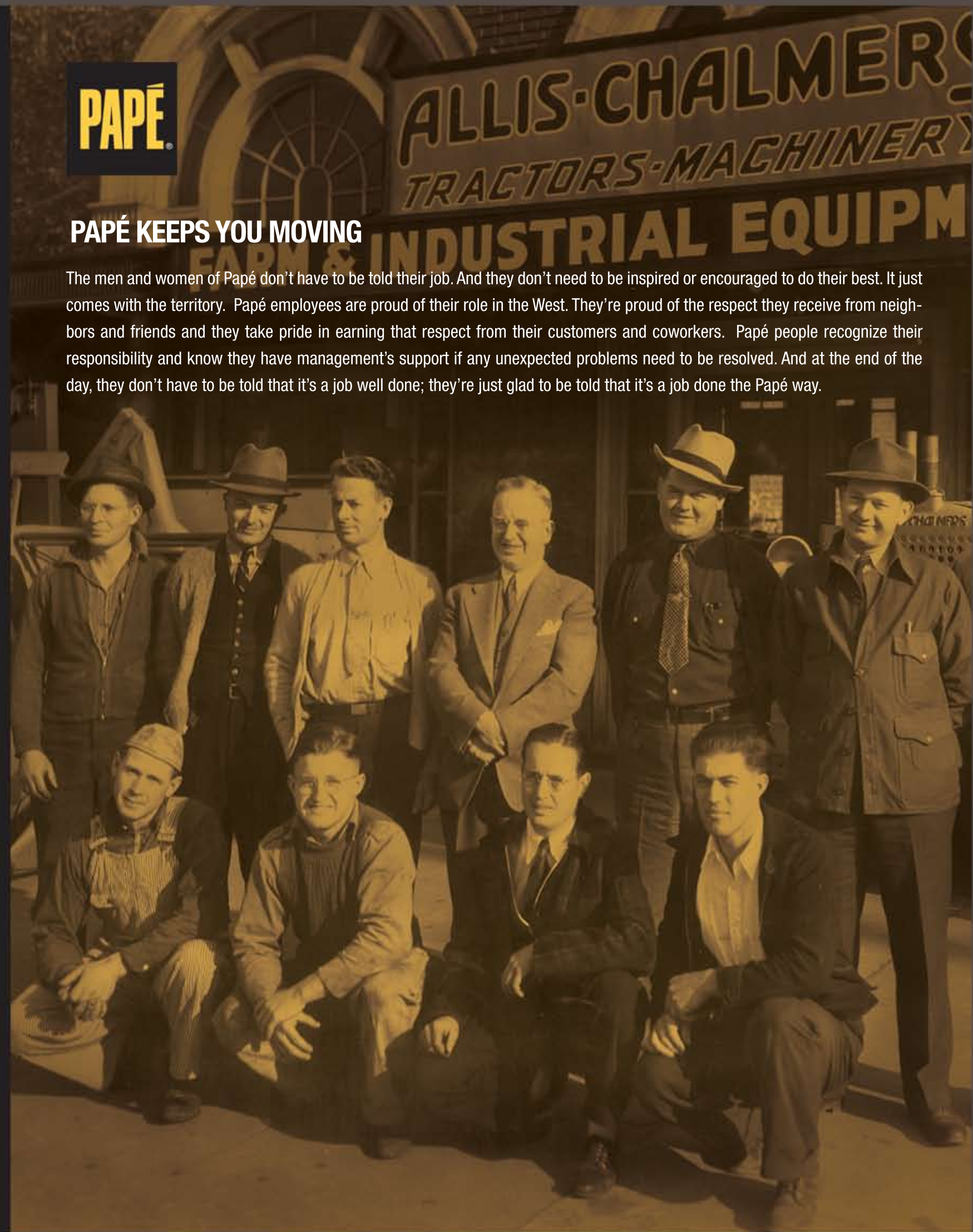


RANDY PAPÉ
C.E.O.

PAPÉ

PAPÉ KEEPS YOU MOVING

The men and women of Papé don't have to be told their job. And they don't need to be inspired or encouraged to do their best. It just comes with the territory. Papé employees are proud of their role in the West. They're proud of the respect they receive from neighbors and friends and they take pride in earning that respect from their customers and coworkers. Papé people recognize their responsibility and know they have management's support if any unexpected problems need to be resolved. And at the end of the day, they don't have to be told that it's a job well done; they're just glad to be told that it's a job done the Papé way.





Papé Machinery

Whether it's moving earth, falling mammoth trees, or trucking and trailering, Pape' Machinery is at the forefront of innovation. But for all the world-class equipment and uniquely skilled people that move Pape' Machinery, its heart is with its customer. It's a complex and dynamically changing business, which is why, in 2001 a move was made that hadn't been made in 50 years. Partnered with Caterpillar in a highly successful run for five decades, Randy Pape' and Rodger Spears, stepped back to take a look how they could best serve their faithful and ever-growing customer base. It was decided that John Deere not only offered their company more benefits and an impressive forward-thinking style, they also never forgot the little guy. This "Every customer, even the smallest operators, count" philosophy resonated with Randy and Rodger who knew that EC Pape' would never want them to forget that the company was founded on making their customers successful

Combining these two cultures was tricky in an environ that wasn't just about equipment but also included fiber optics, wireless communications and computerization that was a far cry from when the company was founded. But Pape' associates rose to the challenge. "Partnering with John Deere allows us to exceed the expectations of more customers, in more territory, more often," Rodger Spears reflected.

The venture turned out not only to be successful, but was also the right thing to do.



Construction and Forestry Equipment

Pride in their company and a unique desire to exceed customer expectations is just one of Pape associates' characteristics. The men and women of Pape' Machinery lead the way by example, by following through as a given, by double-checking equipment and repairs, by following up on customer's satisfaction. At the end of the day, it isn't about punching a clock; it's about knowing that the best was given and trust was established.

Pape' Machinery is only one cog in a greater company venture, but it's a highly visible and critical piece and at the core of what has built the company's reputation. Whether it's in the woods, on the road, or in the quarry, the demand for the highest quality product is non-negotiable. It's our job to supply whatever you need to be successful. You have to carry out the job but we'll put the right tool in your hand to help make sure it's get done.

For over 75 years the name Pape' has meant more than success. EC's once meager venture has blossomed into a thriving business that commands the West and garners respect worldwide. But at its roots, is still about people helping people. Pape' Machinery is a company built on a solid foundation of Integrity, Craftsmanship and Trust, but also with some of the finest forestry and heavy equipment machinery in the world. And it would be our privilege to serve you.



Globally dominant, John Deere is bringing state-of-the-art forestry equipment, manufacturing and distribution to the woodlands of over 80 countries. In partnership with the highly skilled engineers of Pape' Machinery, John Deere is setting the standard in forest technology with a wide array of forest machines, including feller bunchers, skidders, log loaders and harvesters. Additionally, John Deere's best-in-class construction equipment, which ranges from backhoes and dozers to 80 ton excavators, can be customized to fit your needs.

Some machines seem to think for themselves and Hitachi Excavation machines are some of the smartest and fastest in the world. Computerized engine hydraulics, massively strong main frames and undercarriages, and cabs that are both protective of the operator as well as efficient and comfortable, make Hitachi a legend in the industry. Pape' Machinery is proud of its alliance with Hitachi and is the authorized sales, parts, and service dealer in the West.



Pape' Material Handling

It takes a well-oiled support network to under gird the people and machinery to accomplish the massive task of keeping the supply chain open and operational. Pape' Material Handling was designed for just that; a high-quality, round-the-clock lift truck service that services more dealerships – literally thousand of units - than any company in the West. Pape' Material Handling is the number one worldwide supplier of large trucks. Moreover, our dependability and dedication to the lift equipment industry is trusted around the globe.

As the West's industry leader in Material Handling, Pape' has watched the business evolve from a fairly simple operation to a complex number of options that require more and more decision-making. Seeking a strategic solution with our customers that deals with the realities of finances and operations is our specialty. Our finance managers are capital equipment specialists who look for opportunities and options that many businesses miss. They're gifted in not only looking at the short-term blend of versatility and production resources, but also in bringing awareness to long range problems.

Pape' Material Handling is an expert in partnering with your organization to customize a program to meet your needs. And it's really not just about equipment and forklifts; it's about people. Let our associates help get you on your way. Getting you the right forklift, at the right time and at the right price is what we're best at. Pape' Material Handling is here to serve you.

Material Handling Equipment



It's the work horse of the industry and its reputation goes back nearly 80 years. Hyster Company forklifts have been known to move 24 million pounds of aluminum in a given month. And that's just the beginning. Some Hyster products, such as the HyBot, have laser guidance systems that can be operated remotely, steering it along predetermined routes. Hyster has a vast array of lift trucks, including traditional, pallet, narrow aisle, order pickers and turret trucks. Whether its gasoline, diesel, compressed natural gas or electric power, Hyster offers 130 models to meet your lifting needs. Hyster Company and Pape' Material Handling: bringing unparalleled customer service into the future.

It really does seem like magic. Genie advanced lifting equipment has set the industry standard with its aerial work platforms, articulated booms and portable towers. Innovative design, cutting edge technology, and the highest manufactured quality give Genie its sterling reputation. If it's moving a core pipe five feet with an articulated boom or rising into the sky 131 feet via a portable tower, let Pape' Material Handling and Genie meet your lifting challenges.

The Combilift Ltd., side-toter lift trucks can transport very long loads through narrow aisles thanks to a patented, multidirectional, four-way steering, loads are picked straight ahead but transported down aisles sideways. The Combilift makes trips safer and more efficient 4 way steering guarantees exceptional machine operation throughout process.





Engineered Products – A Papé Company

Customers can be overwhelmed sometimes about all of the logistics and needs with their product and storage needs. That's why we're here. Engineered Products provides layout & design, product specification, procurement, project management, installation and permitting, all in a viable turnkey solution. Our dedicated and knowledgeable associates, along with an in-depth product line, is a dynamic combination. Our expertise in outstanding customer service and application immediately puts our customers' minds at ease. Providing you with unmatched service and superior product so you can get on with accomplishing your tasks is what we do best.

Established in 1998 when Pape' purchased Engineered Storage Products, Engineered Products has gone on to becoming Washington State's largest producer of warehouse storage, conveyance, and allied products to customers nationwide. Engineered Products represents the most solid manufacturing names in the industry. Let us put you together with a premier, extensive product offering that can best fill your needs.



Commercial Warehouse Racking Solutions

Engineered Products is established in offering a full spectrum of projects, including Design and Configuration, System Integration, AutoCad Drawings for Layout and Permitting, Seismic Calculations & Engineering, Procurement, Installation, and Service & Repair. Our associates are keenly trained to fit your needs with the appropriate product. And they're also good at anticipating solutions to needs you may not be aware you have. Engineered Products has worked with national clients, setting a standard for customer care. As one client, Doug MacLean, President & CEO of Talking Rain, declared after using us, "Choosing to work with Engineered Products on our new project was an easy decision." Let us find the right product solution for your engineering challenges. And let our associates' depth of knowledge and never-say-die attitude bring you confidence and security.

The myriad amount of products and projects could be daunting to any business. But Engineered Products thrives on the challenge of suiting our customer's needs in the best, most efficient way. Our affiliates have garnered national reputations including: Easyup Storage, a manufacturing and distribution organization specializing in boltless shelving, modular workbenches, carts and shelving-based mezzanine. Conveyor Engineering is one of the Pacific Northwest's leading suppliers of conveyance and packaging equipment. Overhead Door Company of Seattle is now a 'banner' distributor for Engineered Products, providing supreme equipment and installation of large industrial doors. Whether the projects are large like a new platform system built for a large airline, or a simple shelving unit in a warehouse, we take each project seriously.





Compact Construction Equipment

Bobcat West provides compact equipment that exudes power and performance including: Compact Track Loaders that move easily on both rough and soft terrain. The Bobcat All-Wheel Steer Loader can go from two to four wheel drive with the flip of a switch. This Skid-Steer loader's reputation for maneuverability and reliability can't be beat. Compact excavators use hydraulics where traditional center-mount backhoes have some limitations. The Toolcat 5600 Work Machine is the first of its kind to excel at both large property and commercial grounds-keeping. Our engineers are extremely pleased with this new industry breakthrough. With four-wheel suspension the Utility Vehicle is both tough and adaptable. There isn't a job that can challenge this gritty machine. Versahandler TTC gives you the sinewy strength of a loader while combining the advantage of a lift. Two pieces of unique equipment in one.

Bobcat West, can provide your business with all your compact equipment needs.

Bobcat West

Bobcat West not only meets your compact equipment construction needs, it does so with unparalleled service. With a wide variety of the highest quality equipment to meet your every need, Bobcat has forged the way in innovative solutions which increases productivity and minimizes downtime. An American product that is recognized as the highest quality by industry leaders, Bobcat West hasn't met a compact construction need it couldn't fulfill. Strength, reliability, creative engineering. Whatever compact job you have domestically or commercially, Bobcat West is unique in its capacity to meet that need. Bobcat West sells equipment with characteristics such as durability, high performance, all backed by a full-service guarantee.





Medium and Heavy Haul Trucks

Pape' Kenworth's trucks stand alone. Their unique clean power system allows an exceedingly comfortable ride without noise, vibration or the massive fuel consumption with like-minded trucks. And the trucks offer an amazing array of qualities. The T2000 blends state-of-the-art materials and technologies with a sleek, dynamic design allowing it to maximize strength while minimizing inefficient weight. The T800 is a heavy equipment hauler that is beyond tough, virtually impossible to break. Also able to haul extreme weights over great distances, this beauty also features a comfortable and functional sleeper. Artistry isn't usually associated with trucking but the T660 utilizes optimized aerodynamics with luxury to make this road king something to behold. The C500 can claim super feats, like moving 200 tons of coal through the jungles of Southeast Asia or burdening 40 tons at 15,000 ft in the Andes. This surprisingly agile and sure-footed truck hasn't met a job it couldn't complete. The most luxurious as well as best-engineered truck in the fleet is the W900. While stunning to look at this truck still affords you a power train to consistently haul large loads. On the medium duty truck side, there's no better choice than the T300. With decades of engineering behind it, this day-in, day-out work horse brings consistency and value to your medium-duty trucking needs

Pape' Kenworth. Bringing high-value trucking needs the world over.

Papé Kenworth

If you wanted to partner with the one of the world's leading Trucking manufacturers, there really is only one choice: Kenworth. Pape' and Kenworth both share decades of the highest quality service with an orientation towards unrelenting dedication to their customers. Staffed by some of the finest minds working in Trucking engineering, Kenworth's associates make a point of listening carefully to customer's ideas for improvements...and then implement them. That's why Kenworth trucks are considered the "world's best" and are built especially for the challenges the West offers. We consider it a privilege to partner with them. Pape's reputation for keeping the customer moving is especially true at Pape' Kenworth. And whether you are in the market for new or used, heavy or medium duty trucks, we are committed to finding the truck that best suits your needs. And we'll back it up with a superior parts and service agreement. You know a Kenworth truck on the road when you see it. It's dominant, commanding the asphalt like a great, steel tiger. More importantly, its reputation for power, performance and endurance over the long haul, have its competitors holding us in high regard. At Pape' Kenworth we believe this reputation is deserved and we're dedication to making sure this level of quality and service is not only maintained, but exceeded. Tough trucks demand service and Pape' Kenworth and our service associates' over-riding objective is to keep our trucks at peak performance levels.

Pape'Kenworth has nine sales and service locations in Oregon and Central California. To help you at a moment's notice. We know the heartbeat of our trucks and there isn't an issue you can surprise us with. We take pride in supporting you and the fleet of trucks that will allow you to fulfill your trucking goals.





Flightcraft

Getting from here to there. It's not always easy, and it's not always direct. Pape' and Flightcraft have another way - business aviation. Beginning in 1948 Flightcraft has made flight convenient, efficient, comfortable, and safe for its customers. Using cutting-edge flight technology, training, and the state-of-the-art tools, Flightcraft has re-defined private and business aircraft services in the Pacific Northwest. As the West Coast's premier service provider, with base locations in Portland and Eugene, Flightcraft offers aircraft sales, maintenance, fueling, avionics installations, aircraft management & charter, and component overhaul & parts support for worldwide aircraft. Adhering to the mandate 'no matter what it takes,' Flightcraft is there; day or night, obstacles or not. We will meet your transportation needs and exceed your expectations..

Safety and diligent customer care are our priority at Flightcraft. Our attention to detail and safety has earned us a reputation for exceptional service. From our ground crew to our technicians, to flight engineers to our pilots, we all have one goal in mind: to bring you, our most valued customer, safely and efficiently to your destination. Proudly serving alongside Pape,' Flightcraft serves the capital equipment sales, & service needs of forestry, material handling, agricultural, warehousing and construction customers. We're helping lead the business aviation future in our region and we'd like to do all we can to serve you in flight.

Business Aviation

CESSNA/CITATION

For Flightcraft customers, durable, reliable equipment is the lifeblood of their business. Flightcraft understands that simple fact. That's why customers count on us to keep the lifeblood flowing. A strong commitment to customer service — that has been the foundation of Flightcraft's business since 1948. We've built our reputation on it. No matter what it takes, day or night, Flightcraft will be there to keep your equipment running. Because we know that when your equipment goes down, your business stops. This commitment is what drives Flightcraft. Flightcraft provides a complete range of business aviation sales, parts and services to help maximize your productivity.

Flightcraft offers aircraft owners and operators a broad range of technical support services. With a commitment to consistent, quality customer service, our goal is always to exceed every factory and FAA standard — as well as your expectations. The Flightcraft team has 1,200 years of combined experience servicing turboprop, jet engine and piston aircraft. No matter the situation, Flightcraft has the capabilities to expertly service today's complex aircraft. Each and every Flightcraft expert gets regular training to maintain a current knowledge of both new equipment and service directives so we always know what your aircraft needs. We understand when you're flying above the clouds at 500 MPH, there is no room for guesswork.

Flightcraft's attention to detail and safety has earned us a reputation for exceptional service. Business aviation is one of the most cost-efficient investments you can make. Our goal is to help you manage and maintain that investment — all with a certain sense of style. Using our state-of-the-art technology and facilities, we provide complete care for your aircraft:





DitchWitch Northwest

With a long history of service and satisfaction in Oregon and Washington, and now in Northern Idaho, DitchWitch Northwest brings you stellar support of the outstanding DitchWitch product line. DitchWitch originated from the ingenuity of a German immigrant in 1902. Since that time DitchWitch has enjoyed an impeccable reputation in the arena of trenching and underground plow. In fact, in 2002, Fortune magazine named the Ditch Witch trencher “one of the 100 best American-made products in the world.” It’s a reputation we take seriously here at DitchWitch Northwest and our people stand behind every sale, providing you with customer service that goes beyond the norm. DitchWitch Northwest’s heavy-duty equipment serves a wide swath of industries including municipal, landscaping, utilities and construction. Our equipment is not only tough and durable, it’s extremely effective, allowing you to trench and plow with some of the best equipment in the world. DitchWitch Northwest. Digging you out from under.

DitchWitch Northwest stands so strongly behind our product that we are convinced using it will ensure the success of your project. With the industry’s leading range of trenchers, vibratory plows and horizontal directional drilling equipment, DitchWitch Northwest is ideally positioned to meet your trenching or drilling needs. No other company puts more value into our customer’s needs than we do. We have a special product for your unique needs. The integrity of our service and sales associates and the entire DitchWitch line, are shining examples of the perfect melding of customer service and outstanding product.

We stand with an unparalleled commitment to you.

Underground Drilling



DitchWitch Northwest is at the forefront of trenching and drilling. Our customers have special challenges in this line of work and we take their trust in us very seriously. Large or small, our trenchers are the top of the line in the industry, able to bury a variety of materials including, gas, water, sewer pipe, telephone and cable. Trenchless products, like the new JT4020, a rock capability product or the all terrain quiet vacuum feature of the FX30, can be both ruthless and efficient in completing their jobs. Our electronic products are first class in locating and identifying buried services, tracking directional drilling tools as well as locating power and communication faults. DitchWitch trailers are especially built to haul our trenchers. The large, flatbed design also allows you to haul additional equipment. Let our DitchWitch service and equipment be the solution to your trenching and drilling challenges.

It would be our pleasure to serve you.





Pape’ Rents

So purchasing isn’t an option. Pape’ understand and extends another means. Rental. With one of the largest inventories of material handling and construction equipment in the West, Pape’ Rents can meet virtually any rental need with a center in Phoenix, Arizona and a new facility in Las Vegas, Nevada. With world class brands such as Hyster, John Deere, Ingersoll-Rand, Genie, Bobcat and many more, Pape Rents also guarantees well-maintained products and competitive prices.

“You call, we haul” is the standard Pape’ Rents lives by. With over 500 pieces of equipment available at branch locations, our Rental associates go the extra mile to see your equipment is delivered on time and ready to go. And if by chance the branch location doesn’t have what you need available, we’ll find it at another location and have it delivered for you. Be it a small backhoe or hefty dozer, rental is available by the day, week or month. And should you fall in love with a piece of equipment, which is perfectly understandable, your rental cost may be applied to the purchase price. Reliability, quality of care, and exceeding our customer’s expectation. Pape’ Rents. We keep your rental equipment moving

Equipment Rental

A hallmark of Pape’ Rents is giving a machine a complete inspection – making sure its meets our high expectations – before sending it out for service again. This is another example that our customers deserve the very best and how far our associates will go to maintain that trust.

Equipment is often needed at the very last minute and we do everything we can to fulfill that need. And those equipment demands are met with extremely reliable, newer models that are fitted and maintained for your needs

Our material handling and construction equipment is some of the finest manufactured in the world. John Deere forestry equipment, Hyster rugged forklifts and Genie platforms excel as leaders of their industries. At Pape’ Rents, we take pride in our partnerships with these standard-setting companies. Our associates work diligently to maintain and deliver the right tool for the right job.

