



## Purpose & Process

### The Assault Continues

The market is currently flooded with propaganda from producers like TFM and HPL, who exaggerate the drawbacks of veneer and pretend to have a comparable sustainability argument. It's time for our response. We have been patient and polite, but now we will assert the unmatched quality and sustainability of real wood.

#### Our Mission

- **1. Real-Wood Response:** Provide a genuine alternative to synthetic woodgrain panel surfaces.
- **2. Counter Myths:** Address and debunk the perceived advantages of TFM and HPL.
- **3. Leverage Beauty:** Highlight the natural and eternal beauty of real hardwood.
- **4. Convenience:** Offer a ready-to-use package that's an easy to switch to for TFM shops.
- **5. Establish and Promote:** Establish the collection with target accounts and help them promote it to their customers.





## Our Real-Wood Response

Our collection offers **five market-tested face choices**, ranging from planked Walnut to whole piece Birch and Scandinavian White Oak.

Each piece is ultra-low gloss, pre-finished on both sides, **ensuring a beautiful and durable finish**.













# Countering Myths & Arguments About Veneer

For years, synthetic surfacing manufacturers have spread less-than-accurate information about real wood veneers. Many of these claims are simply unfounded. The reality is that North American hardwood is timeless, sustainable, and can be just as easy to fabricate as printed alternatives.

#### Durability

Our collection features a hard-service UV finish with an ultra-low gloss level to visually mask long-term abrasion marks.

#### Sourcing

Columbia supports responsible forest stewardship in three Wood Baskets across North America, offering plywood production as FSC® Mix at time of order placement. [FSC-C017500]

#### Cost

We offer a high-value wood-faced panel at a remarkably affordable price point, thanks to PB cores and standard face choices.

#### **Fabrication Challenges**

Treat these panels like melamine in the shop! They are pre-finished on PB cores, ready for the CNC, and require no finishing. A range of coordinated edge banding is widely available.





#### The Benefit of Real Wood

**Real wood reflects life**, while synthetic prints appear lifeless. Each panel in our collection is **unique**, not a repetitive re-run. They are color-sorted to ensure **harmonious blend-ability**, whether used in full form or cut up and mixed. This provides customers with **a beautiful new differentiator**.

#### Convenience & Appeal for Customers

FEATURE	PRO BENEFIT	CONSUMER BENEFIT
5 Item Design Collection	Easy to stock & sell	Easy to select
Plank Effect	No risk of mis-matched panels or parts	Attractive, premium appearance
Virtual Match Edgebanding	Easy to fabricate	Beautiful results
Locally Stocked	Easy, fast access	Timely availability
High-Wear Prefinish Treatment	Labor & time savings, worry- free processing	Long-term durability assurance
Ultra-Low Gloss Finish (both sides)	Less "fragile" than higher gloss level panels from fabrication through installation	Popular "Natural" look; reduces impact of fingerprints and smudges
Real Hardwood Faces	Differentiator with no drawbacks	Maximum design appeal

