

FOR IMMEDIATE RELEASE

## **Bailey's, D&L Timber Technologies Offer 180-Degree Swing Blade Mill**

WOODLAND, Calif. Feb. 10, 2014: Bailey's, a leading forest industry retailer, and Canadian manufacturer D&L Timber Technologies joined forces today making Bailey's the worldwide distributor for D&L's 180-degree swing blade portable sawmills.

The partnership will strengthen the Bailey's brand in Canada and improve the marketing and availability of D&L sawmills in the U.S. and around the world.

D&L President Lindsay Flett said the new deal draws on the strengths of both companies.

"It's a win-win situation. It creates a marketing arm for us and now Bailey's has a manufacturing arm," Flett said. Along with the swing blade portable sawmills, Flett said other joint projects are being planned for the companies.

Bailey's President Nik Bailey pointed out several advantages of D&L's 180-degree swing blade sawmill design and noted the fact that it's manufactured in North America.

"Previously we've sold sawmills that were made overseas and it was difficult to manage our inventory because the shipping times are so long," Bailey explained. The long distance could also make customer service difficult.

"Located in British Columbia, D&L is just two to three days shipping from us and that's going to be a big benefit for our customers," he added.

The D&L swing blade sawmill has features unavailable in other portable mills, Flett said. These include the ability to:

- Swing a full 180 degrees, twice what other mills offer,
- Make double cuts up to 20 inches wide without removing the saw guards or lifting the head off of the rails,
- Deliver six-sided cants without turning the log,
- Mill logs up to 21 feet long,
- Deliver a smooth cut without the waviness band saws create,
- Cut large beams with no turning,
- Cut from either side of the log to boost operator productivity,
- Easily change saw blade teeth in the field to reduce downtime, and
- Double cut without moving any guards.

Bailey said the D&L product is a "little more of a production mill" than what his company has previously offered and this should be a good match for the demands of professional loggers.

Both Bailey's and D&L Timber Technologies are companies that have been family businesses for several generations and each has its origins in logging country. Flett traces D&L back to his grandfather in 1948. Nik's father worked in the woods of Northern California before founding Bailey's in 1975.

Additionally, Bailey and Flett said that those similar roots give their companies a common approach and commitment to customer service.

"They're small town people and we're small town people so we agree on how our customers should be treated," Bailey said.

D&L Timber Technologies' administrative and manufacturing headquarters is located in Lac La Hache, British Columbia. The company manufactures a variety of saw mills and other milling equipment. Bailey's operation is based in Woodland, California and sells a wide range of logging, forestry, landscaping and outdoor products through its catalogs and website.

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For additional information contact:

[NAME]

[EMAIL]

[PHONE]

For Immediate Release

## **Rack Centre and IS InternetSolutions Form Strategic Relationship**

Rack Center and IS InternetSolutions Ltd. (IS) recently signed an agreement making Rack Center the data centre services provider for IS. Rack Center will also provide IS with collocation space at Rack Centre's state-of-the-art data centre at Oregun in Ikeja, Lagos.

The strategic relationship allows IS – a division of Dimension Data, the Pan Africa and global technology services company – to provide Rack Centre's suite of industry-leading connectivity and advanced cloud solutions to its clients.

### **Meeting market demands**

"To provide the level of service satisfactory to our clients, we need a world-class facility in which to operate. We chose Rack Centre as it is the only Tier III, officially certified data Centre in West Africa," said Mr. Olusola Teniola, the IS Managing Director in Nigeria.

"We studied the market in Nigeria and there really was only one choice. The facilities at Rack Centre are truly industry leading and will help IS maintain its lead in providing innovative client solutions and delivery satisfaction," Mr. Teniola explained.

The management at Rack Centre views the partnership as an opportunity to continue its mission to provide the highest level of connectivity, reliability and data services throughout the area.

Making the announcement, Mr. Ayotunde Coker, the Rack Centre Managing Director said, "We look forward to working with IS to provide its clients the access to world-leading managed services and connectivity solutions. We will continue to raise the bar in the Nigerian data centre market and this partnership reinforces that."

"We are delighted and consider it a great privilege to be chosen by IS to provide the facility for its managed services platform," Mr. Coker added.

### **Rack Centre Capabilities and Facilities**

Rack Centre, a wholly owned subsidiary of the Jagal Group, is a technologically advanced, Tier III Certified data Centre offering vendor-neutral collocation services. The data centre provides over 6,000sqm (65,000sqft) of energy-efficient and highly secure data centre space.

The company has invested heavily in the facility to provide its clients with guaranteed levels of up time, power and service availability. Collocating within Rack Centre allows firms to avoid fixed infrastructure investments and leave the growing complexity of managing power and environmental issues to specialists.

### **IS Leads IP Technologies, Solutions**

IS InternetSolutions is a Pan-African telecom service provider to both public and private sector organisations. It has been providing innovative and comprehensive telecom solutions and related services for more than 20 years. IS is now a leader of Internet protocol-based technologies and offers solutions and services tailored to the increasingly complex demands of organisations across the private and public sectors.

As a wholly owned subsidiary of the Dimension Data Group and part of NTT, IS leverages its infrastructure and global reach to support organisations through the rapid deployment of emerging technologies – including connectivity and all aspects of cloud computing.

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For additional information contact:

[NAME]

[EMAIL]

[PHONE]

For immediate release

## **Next Presentations First to Offer UAE Personal Branding Services**

SHARJAH, United Arab Emirates: Celebrities, entrepreneurs, top executives, public figures and others in the UAE and throughout the MENA region can now get expert personal branding and reputation management at one firm.

Next Presentations—MENA's first highly skilled design and consultancy firm—recently expanded to include a full line of services to maximize the value of personal brands as well as grow individuals' authority, notoriety and influence.

"Next Presentations is the first to offer a complete personal branding and reputation management service in the MENA area," said Hamzeh Al Fuqua, Next Presentations founder, CEO and student at American University of Sharjah, where the company was born as a college startup.

"The value of personal brands and reputations is being recognized more each day. Not only to the individuals themselves, but to companies and government bodies. Think of Richard Branson and Virgin Group or Steve Jobs and Apple. With Next Presentations' pioneering work, we deliver that kind of value to individuals and organizations here," explained Al Fuqua.

As New Presentations began working with public figures, executives, celebrities and young talents they realized that their clients needed additional services that were unavailable in the MENA region.

"No one was helping them grow the value of their personal brands or managing their reputations over the long term. These are critical activities today," Al Fuqua explained. Also, the firm is fully bilingual, giving it the language and cultural perspectives required to communicate effectively in today's global business environment.

To provide complete and effective branding and reputation management, the company offers a long list of targeted services in both the online and traditional areas including:

- Media relations,
- Public relations,
- Public speaking training,
- Social media services, and
- Book writing consulting.

Among those first in line for Next Presentations' personal branding and reputation management services were Captain Aysha Al Hamili, the first UAE female pilot and Secretary General in the ICAO, and Adeb Al Blooshi, the youngest Arab and Emirati inventor.

Al Fuqua founded the company on the principles captured in the Next Presentations motto: Delivering Ideas. Influencing People. Today he is planning to deliver his clients' ideas and expand their influence through the entire region.

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For additional information contact:

[NAME]

[EMAIL]

[PHONE]