

“Nobody figured we had a chance against the larger firms. Except RoyNat. Now look at our growth record—RoyNat financing made it possible.”

HERB DOMAN, *President,
Doman Industries Ltd., Duncan, B.C.*

“We wanted to integrate our operation right back to logging. But the prime timber stands had been previously allocated to the large integrated firms and we had to build a plant to cut smaller wood that was left over in the woods and, in some cases, even burnt. Even though our competitors were extremely skeptical, we were convinced that a highly efficient facility with close timber utilization would give us a competitive edge. We went looking for long-term financing.”

“Our bank suggested that we talk to the RoyNat manager in Vancouver. He had a keen understanding of the lumber industry and agreed with our views. After a top-notch financial analysis, he had our first loan approved quickly.”

“That was just the beginning. Since 1967, RoyNat funds have financed three more expansions. During this period, our sales have quadrupled. Earnings are up tenfold. And our whole operation is vertically integrated—from logging to export marketing facilities.”

“Throughout our relationship with RoyNat, their response to our needs has always been prompt and professional. They’ve been like a silent partner.”

RoyNat_{ltd.}

We can show you how.



NCK-73-1C