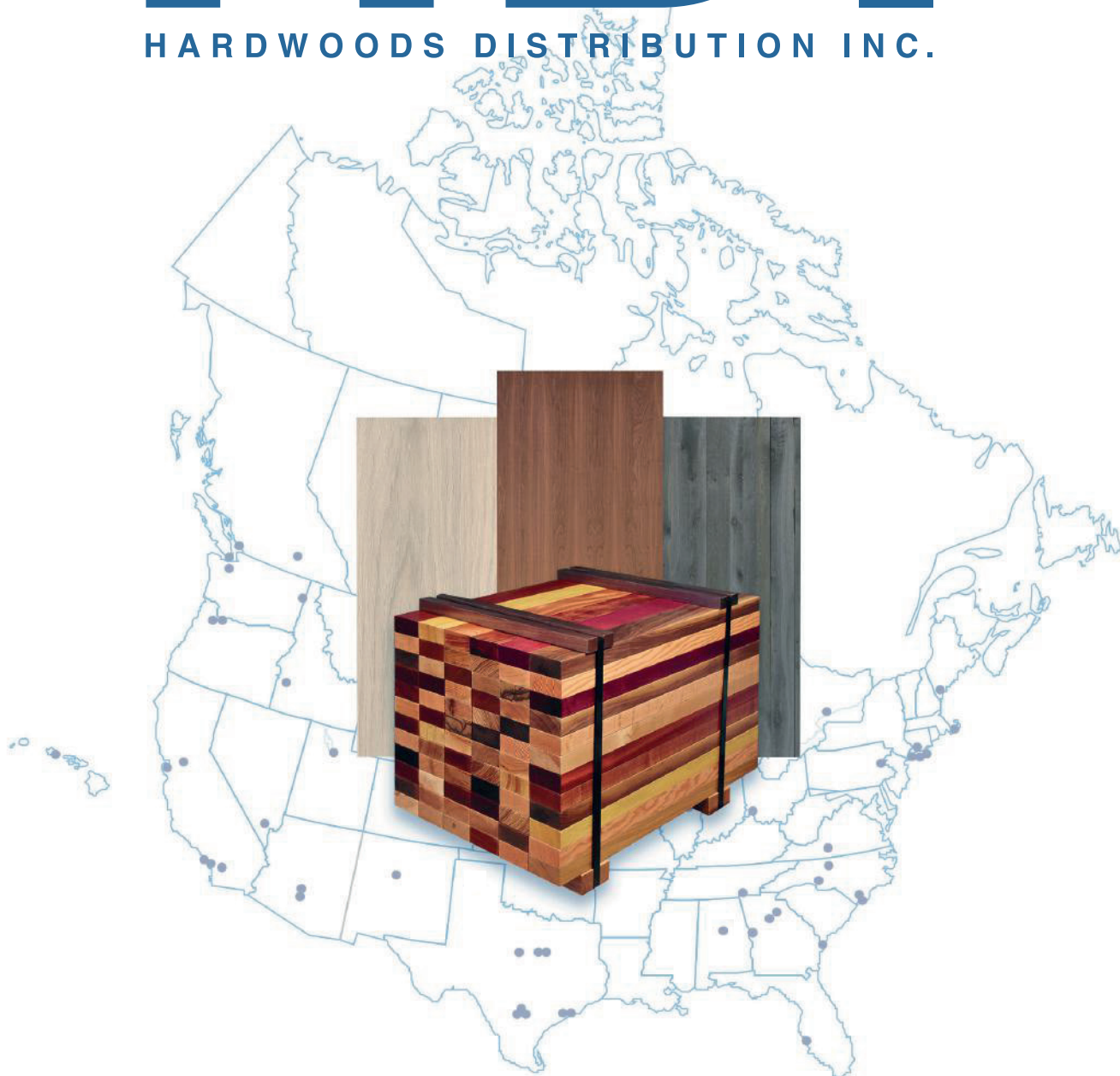


# HDI<sup>TM</sup>

HARDWOODS DISTRIBUTION INC.



WORLD CLASS DISTRIBUTION

# Introducing HDI

HDI provides world-class distribution of architectural building products across North America through a network of 61 strategically located distribution centers. These facilities conduct business as Hardwoods Specialty Products, Paxton Lumber, and Rugby Architectural Building Products. Our Manufacturing Support group sells directly to larger OEM accounts and to our 61 distribution centers, providing our network with imported panels, imported lumber and from our sawmill located in Michigan domestically produced hardwood lumber. HDI also markets four house branded products that were developed by our Import Panel Division to provide the North American market with industrial panels of exceptional value.

HDI is uncompromising in our commitment to be the preferred choice for our valued customers, the best partner for our vendors, and a great place to work for our valued employees. Every employee is accountable to the highest standard of professional integrity in all decisions made and actions taken. We practice open and honest communications with our stakeholders, we treat everyone with respect and dignity. People are the source of our competitive advantage, we attract, train and retain the best people and offer a career of opportunity to our employees. At HDI the employees have a passion for success, we create, we innovate, and we constantly set the bar higher for continuous improvement.

Core to our philosophy is the protection of the environment, which we embody by manufacturing and distributing only wood products made from legally harvested forests. This, in addition to our focus on the well-being of our customers and employees, has allowed us to successfully operate in North America for over 50 years.

Sincerely,



**Rob Brown**  
President and CEO



**HDI Website**  
[www.hdidist.com](http://www.hdidist.com)



## DISTRIBUTION



**25 Branches**



**Gain The Paxton Advantage!**

**5 Branches**



**31 Branches**

Over 436 Sales People • 3,000,000 SQ FT Warehouse Space • 1,000 Suppliers

## MANUFACTURING SUPPORT



**Global Panel Sourcing**

A global sourcing program to procure the highest quality panels from around the globe



**Global Lumber Sourcing**

Importing, grading and distributing quality lumber from around the world



**Saw Mill**

A fully integrated hardwood lumber manufacturing and kiln facility in Clinton, MI

## PROPRIETARY PRODUCTS

These high value proprietary products complement the extensive assortment of materials supplied by almost 1,000 vendors.



**DRAGON PLY**  
PREMIUM HARDWOOD PLYWOOD

**EchoWood**  
RECONSTITUTED WOOD VENEERS

**EchoWood PFP**  
PREFINISHED PANELS



**BALTIC BIRCH**  
HARDWOOD PLYWOOD



# HARDWOODS®

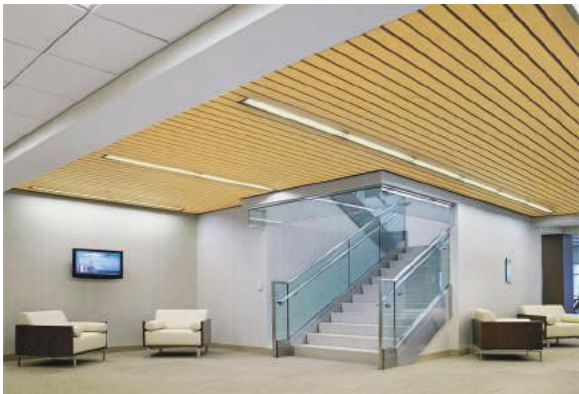
## HARDWOODS SPECIALTY PRODUCTS

Hardwoods Specialty Products is the recognized premier distributor of decorative architectural building products in North America. Our products include a wide variety of decorative surfaces including architectural grade plywood and veneers, hardwood lumber (both domestic and import), laminates, acrylics and composites all for use in commercial and residential applications. For more than 9 decades, our success has been centered on creating value throughout the supply chain by working collaboratively with vendors, architects, designers, fabricators, and consumers.

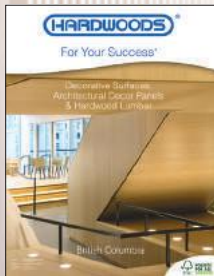
With 25 distribution centers strategically located across the United States and Canada, Hardwoods is uniquely positioned to provide our customers with immediate access to a large, diverse inventory and our vendors a broad channel to market. Our successful North American and global sourcing programs allow us to offer the best value and most efficient product solution for our customers.

Core to our philosophy is the protection of the environment, which we embody by distributing only wood products made from legally harvested forests. In support of these commitments we have developed internal policies and programs that allow us to meet or exceed relevant legislation and regulations regarding environmental compliance, safety and sustainability. We believe these policies and programs contribute to a safe, efficient business which minimizes its environmental footprint and provides reliable quality products.

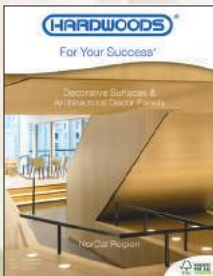
Hardwoods has a long-standing objective and reputation to hire, train and retain the most talented employees in our industry. Our dedicated and passionate team strive to provide unparalleled value to our customers and be the best partner for our vendors.



### Divisional Product Brochures



4 Canadian

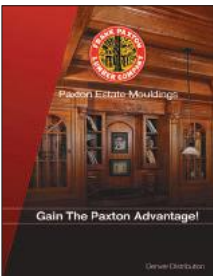


6 US

### Hardwoods Website www.hardwoods-inc.com



### Product Brochures



5 Mouldings



5 Decorative Surfaces

## Gain The Paxton Advantage!



Since 1914 The Frank Paxton Lumber Company name has been synonymous with quality, service and value. We are a manufacturer, importer and niche distributor of premium hardwood lumber, millwork and architectural sheet goods. Each of our facilities manufactures custom architectural millwork and mouldings, and our extensive network of industry relationships enables Frank Paxton Lumber Company to import or source wood products worldwide, reflecting the company as an industry leader.

As a consultant to our customers, Frank Paxton Lumber Company provides solutions and options in a timely and competitively priced manner. We match your needs with the best fit solution while maximizing your value, all with fast turn-around time for delivery. Our team of professionals pull together to uphold the legacy that is Frank Paxton Lumber Company," take care of the customer and give them what they expect and deserve".

As a high quality manufacturer and distributor Frank Paxton Lumber Company promotes strong stewardship practices and purchases ethically manufactured products from timberlands supporting best forestry management practices and sustainable yield harvests.

From the forest to the customer, Frank Paxton Lumber Company cares about the products we provide and the customers we service.



### Paxton Website www.paxtonwood.com





# Rugby®

## Architectural Building Products

America's Leading Distributor of Architectural Wood Products, Decorative Surfacing, Doors and Millwork located in 31 major US cities, servicing 40 states.

Rugby Architectural Building Products is an FSC certified, leading nationwide distributor of architectural interior building products including the following surfacing products: Wilsonart, Nevamar, Formica and Pionite brands of decorative laminate, Staron Solid Surfacing manufactured by Samsung.

Rugby markets and distributes a detailed line of specialty plywood and composite panel products servicing the residential and commercial cabinet, countertop, store fixture, RV and furniture industries, along with numerous other product segments including hardwood lumber, moulding, cabinet hardware, doors, millwork, adhesives, solid surface and decorative laminate.

Rugby is committed to fulfilling its promise to supply high quality products, competitively priced and delivered in a timely manner by industry professionals who know the value of exceptional service.



### Product Brochures



### Rugby Website www.rugbyABP.com



# HDI™

## Import Lumber Division

HDI Import Lumber Division located on the eastern seaboard in Leland (Wilmington) NC directly imports tropical hardwood lumber from West and Central Africa and South and Central America. The majority of our vendors are certified by FSC or other industry certification bodies. Most lumber imported is stored and handled in our North Carolina location where re-grading for grain, width and length enables our customer to optimize their yield and quality.

HDI Import Lumber Division carries over 20 species of imported hardwoods and is one of the largest importers of Sapele, African Mahogany, Genuine and Utile.

All products are available for prompt delivery in full and mixed truck loads or by LTL shipment Nationwide.



## HMI Hardwoods LLC

HMI Hardwoods LLC is a fully integrated hardwood manufacturing facility located in Clinton, MI. This area is known for its production on high quality lumber with product attributes desired throughout the industry. Our assets include a unique system by which all our 100 plus employees participate in management and production standards assuring HMI Hardwoods LLC's customers the value and service they come to depend on. This aggressive participation by the employees also maintains HMI Hardwoods LLC's competitive edge in the industry.

HMI Hardwoods LLC's monthly production is 1.7 MM ft per month. A 2.3MM ft pre-dryer simulates ideal drying conditions (a controlled moisture gradient), resulting in less drying degrade and fresher, brighter lumber. Our system is flexible and can change as demand for specific hardwoods changes. Our close relationship with our customers ensures that we adjust as their needs change maintaining this mutually beneficial relationship. Our board for board inspection after surfacing provides us the final look at your lumber maintaining consistency and earning your confidence shipment after shipment. Our trademarked product, Redi-Rips have become part of our customer's culture, as well as this industry. This product line has defined ways to reduce cost compared to manufactures who by standard random width and length.



### HMI Website www.hmilumber.com





# HDI™

Import Panel Division

## HDI Global Sourcing Programs: Panels and Lumber

Our Global Sourcing Programs procure the highest quality lumber and panel products from around the globe making them readily available to the North American market. Decades ago we determined that it was not good enough to simply buy products from offshore sources and only fulfill a logistics function. Instead HDI's Global Sourcing Team works the vendors supply chain to ensure that every detail of the product's products meets the high standards of HDI.

Vendors are initially approved through a rigorous audit process to conform to our quality standards as well as supply chain compliance for emissions and Lacey Act requirements for legal fiber. We seek sustainably managed wood from around the world that is managed with the highest order of environmental and social responsibility in mind. Factories meeting ISO 14001 and 9001 standards ensure the highest level of compliance and control.

Internal production control is exercised by HDI as we oversee raw material specifications, production parameters and finished product quality standards to meet North America's most demanding requirements. Adherence to stringent emission standards is assured both by our mills and by third party certifiers. As an added measure, to ensure that our customers receive the very best, HDI has independent third party laboratories corroborate the mills results.

Through the success of HDI Global Sourcing, a number of privately branded products have developed. These high value products from offshore partner vendors have developed an enviable reputation across North America for quality and consistency. These brands include: Dragon Ply Premium Hardwood Plywood, EchoWood Reconstituted Wood Veneers, Baltic Birch Plywood and Drawersides and Lotus Decorative Laminates. HDI makes all of these products available through our distribution networks or by direct shipment to customers anywhere in the world.



# HDI PROPRIETARY PRODUCTS



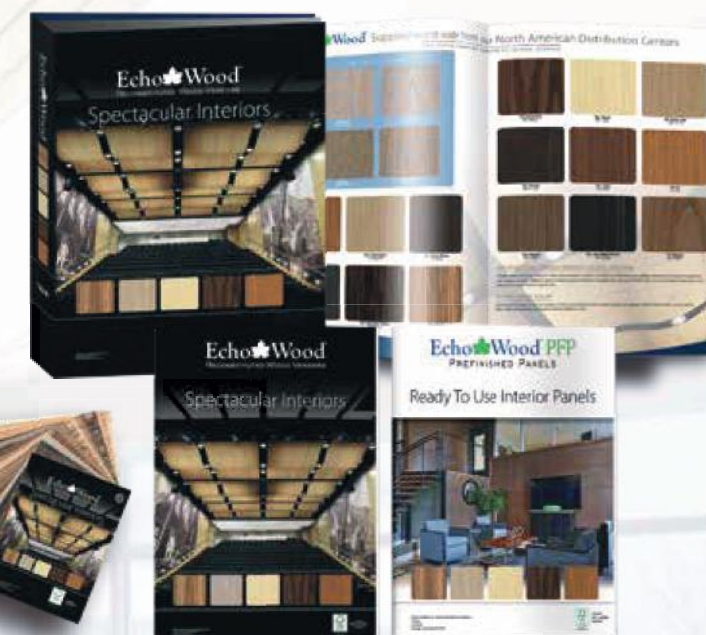
**DRAGON PLY®**  
PREMIUM HARDWOOD PLYWOOD



The highest quality, highest value,  
environmentally responsible,  
premium hardwood plywood available.

**EchoWood®**  
RECONSTITUTED WOOD VENEERS

**EchoWood® PFP**  
PREFINISHED PANELS



Reconstituted wood veneer and Prefinished panels  
echo nature's most desired and rare species that are  
free of defects and include consistent color and grain.

**LOTUS**  
DECORATIVE OVERLAYS



Decorative Overlays including high pressure laminates,  
thermally fused melamine, melamine foils, vinyl and continuous  
press laminates in countless designs, colors and textures.

**BALTIC BIRCH®**  
HARDWOOD PLYWOOD



Premium birch plywood and drawersides with 30% more ply's  
than conventional and is amongst the strongest and most  
dimensionally stable panels available.

**HDI™**  
HARDWOODS DISTRIBUTION INC.



# KEY COMPANY CONTACTS



306 9440 202nd Street  
Langley BC V1M 4A6  
P: 604-881-1988  
F: 604-881-1985

President & Chief Excutive Officer	Rob Brown
Senior Vice President Corporate Development	Lance Blanco
Vice President & Chief Financial Officer	Faiz Karmally
Senior Vice President of Acquisitions	David Hughes
Director Of Human Resources	Renee Murdoch
Director of Commercial Sales	Jim Wood
Director of Marketing	Gord Clough
North American Specification Manager	Todd Graham



Vice President Imports	Dan Figgins
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Manager	Tom Herga
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Vice President United States	Daniel A. Besen
Vice President Canada	Jason West



Vice President	John Griffin
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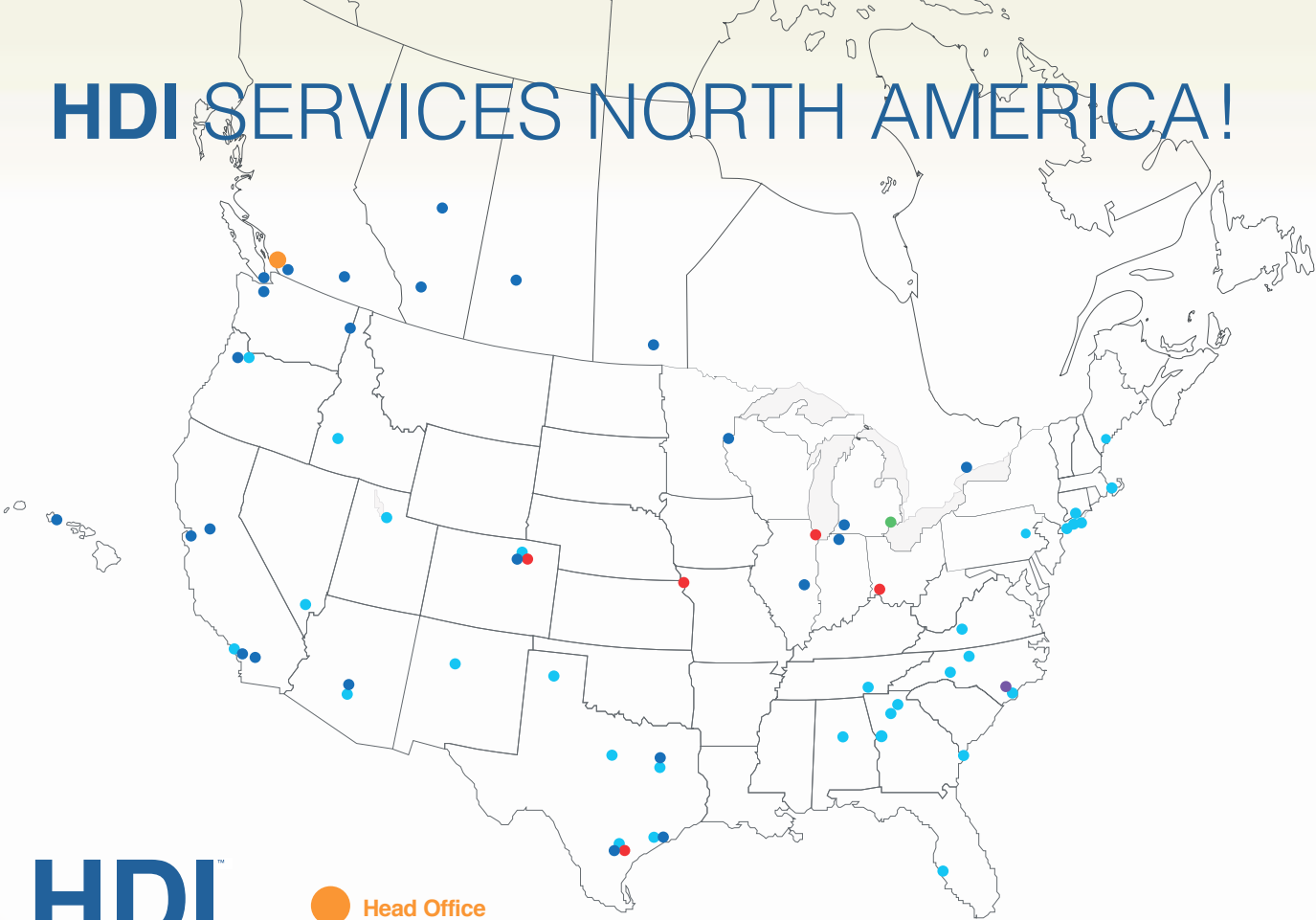
President	Drew Dickinson
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Vice President	Jeff Mercy
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# HDI SERVICES NORTH AMERICA!



Head Office  
• VANCOUVER (Langley), BC



17 USA Locations  
888-826-5528 • [hardwoods-inc.com](http://hardwoods-inc.com)  
• KAPOLEI, OAHU, HI • SEATTLE, WA • SPOKANE, WA • PORTLAND, OR • DENVER, CO • SACRAMENTO, CA • PHOENIX, AZ  
• DALLAS, TX • HOUSTON, TX • SAN ANTONIO, TX • MINNEAPOLIS, MN • ELKHART, IN • MATTOON, IL • GRAND RAPIDS, MI  
• NORTHRIDGE, CA • SAN FRANCISCO/BAY AREA, CA • LOS ANGELES/SAN DIEGO, CA



8 Canadian Locations  
844-365-6995 • [hardwoods-inc.com](http://hardwoods-inc.com)  
• VICTORIA, BC • VANCOUVER, BC • KELOWNA, BC • EDMONTON, AB • CALGARY, AB • SASKATOON, SK • WINNIPEG, MB • TORONTO, ON



5 Locations  
888-826-5580 • [paxtonwood.com](http://paxtonwood.com)  
• DENVER, CO • SAN ANTONIO, TX • KANSAS CITY, MO • CHICAGO, IL • CINCINNATI, OH



31 Locations  
855-650-3265 • [rugbyabp.com](http://rugbyabp.com)  
• ALBUQUERQUE, NM • AMARILLO, TX • ATLANTA, GA • BLAKESLEE, PA • BOISE, ID • BIRMINGHAM, AL • BOSTON Metro - Stoughton  
• CHARLOTTE, NC • CHATTANOOGA, TN • COLUMBUS, GA • DALLAS, TX • DENVER, CO • FORT WORTH, TX • GORHAM, ME  
• HOUSTON, TX • KERNERSVILLE, NC • LOS ANGELES, CA • LAS VEGAS, NV • MILFORD, CT • MOONACHIE, NJ • NY METRO - Bronx  
• NY METRO - Long Island • PHOENIX, AZ • PORTLAND, OR • ROANOKE, VA • SALT LAKE CITY, UT • SAN ANTONIO, TX • SAVANNAH, GA  
• SUWANEE, GA • TAMPA, FL • WILMINGTON, NC



1 Location  
800-327-2812 • [hmlumber.com](http://hmlumber.com)  
• CLINTON, MI



1 Location  
910-383-2578 • [hardwoods-inc.com](http://hardwoods-inc.com)  
• LELAND, NC

