



DIV. OF MIDLAND LUMBER & BUILDING SUPPLIES LTD.

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ROBERT F. BRAY, President

KEITH DONALDSON, G.M.

To whom it may concern:

I write this letter to pass on my sentiments with regards to National Forest Products' "Pinnacle" brand name cedar. As owner and purchaser for Midland TIM-BR Mart I have bought various Cedar brands over the years. Regardless of what I bought and who I bought from, I always had to contend with inconsistencies within grades. Regardless of Coastal or Interior nothing was 100% or good enough for our customers.

The Pinnacle line gives our customers a 100% grade guarantee which allows them to buy the top quality at a competitive price. We have no waste, happy repeat customers, and a good reputation for carrying a top of the line Cedar. This reputation has increased our volume without reducing our margins. I am happy to hear that there are several TIM-BR Mart stores carrying the "Pinnacle" brand name exclusively like us. I would highly recommend to any other TIM-BR Mart stores that they carry and market the "Pinnacle" brand name. It should prove to be profitable.

I would like to thank Dan Plouffe at National Forest Products and their suppliers for their work and product development. This development was a long time coming, and it works. There is no doubt in my mind, quality sells!

Thanks again,

A handwritten signature in black ink, appearing to be "Bob Bray", written over a printed name and title.

Bob Bray  
President