



# OntarioWood

*Naturally wonderful, naturally wood*



Ontario Wood Products Export Association

**October 2009**

**Ontario Wood to Exhibit at Interbuild 2009, in Birmingham, UK**

**Save the Date– Ontario Wood Annual General Meeting**

**Mark Angelini Becomes President and CEO.**

**Ontario Wood Welcomes Its New Members: Owl Distribution; Falcon Lumber Ltd, Sault Multimodal, and Ontario Hardwood Products**



## Ontario Wood to Exhibit at Interbuild 2009, in Birmingham, UK.

To date, 343 exhibitors are currently enrolled for Interbuild 2009. A complete list of exhibitors can be found: <http://www.interbuild.com/page.cfm/action=ExhibList/ListID=1/t=m>

Interbuild is divided into three areas, catering to specific needs. Interbuild Onsite provides everything needed for building tradesmen on site. Interbuild Onsite boasts to provide "Everything you need when going on site" including electricians, plumbers, general builders, and tradesmen. Interbuild Specifier is the leading built environment exhibition, bringing the product and service supply to its clients. It is an innovative showcase of construction products, process and design, all located in one hall. Interbuild Specifier also features Sustainability Street an innovative and interactive live display of offsite and sustainable technology.

Interbuild promotes the importance of exhibitions. Research studies performed by Interbuild confirm that buyers regard exhibitions as vital sources of information, with 84% seeing them as an excellent way to find new suppliers. In addition, Interbuild research found that exhibitions represent the most efficient marketing method in the Construction Product sector, since visitors choose to attend primarily for the range and quality of products and exhibitors on show.

Ontario Wood members will receive a post-show report detailing trade show outcomes including leads.

For more information on Interbuild 2009 please see: [www.interbuild.com](http://www.interbuild.com)





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## Attention Prospective Members:

Ontario Wood is currently offering a promotional price for new members. Join Ontario Wood today, and your annual membership fee **\$500+GST** will obtain your membership for the rest of **2009 and all of 2010!!**

## Attention Current Members:

Ontario Wood would like to offer a referral bonus to current members. Refer a new member, and **save \$100** off your next membership dues for **EACH** new member you refer.

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## Save the Date: Ontario Wood Annual General Meeting (AGM) Nov 30-Dec 1, 2009

Ontario Wood is tentatively planning to host their AGM this winter in down town Toronto this Nov 30 to Dec 1 2009, directly preceding Construct Canada. The AGM will feature Board of Directors elections, industry relevant guest speakers, and a welcoming reception. The AGM will take place downtown Toronto at the Construct Canada venue. More details to follow, but please save the date! We look forward to seeing you there!

### In other Association news:

#### Ontario Wood's Executive Director becomes President and CEO

During Ontario Wood's monthly Board of Director's teleconference, the board of directors approved the change of Mark Angelini's title to President & CEO from Executive Director. This change was done as a reflection of Mark's 36 years of experience and accomplishments. The other major goal behind the title change is to ensure that Ontario Wood is regarded on the same level as its industry counter parts like B.C. Wood and Q-WEB, who both have a President & CEO.

It's positive changes, like this, that ensure Ontario Wood's proper recognition within the industry.



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[www.falconlumber.com](http://www.falconlumber.com)



[www.owldistribution.com](http://www.owldistribution.com)



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## Ontario Wood Welcomes Falcon Lumber Ltd.

Falcon Lumber was established as a family-operated business in 1945, and today remains proudly under the direction of the second generation of its two founding families.

As a family business, Falcon Lumber maintains three principles at the core of its business: outstanding product quality; superior customer service; and respect for the natural environment.

Falcon Lumber serves two major market regions: North America, with sales focus across Canada and United States, serving both industrial and wholesale/retail accounts; and global export markets, with principal sales focus across Asia, United Kingdom, Europe and the Caribbean.

In addition to sourcing and manufacturing quality lumber products, Falcon Lumber holds exclusive distribution contracts with several mills, thereby assuring its customers a reliable supply of quality products.

## Ontario Wood Welcomes Owl Distribution Inc.

Owl Distribution Inc. has a strong commitment to providing quality products at competitive prices. OWL believes that now it is more important to maintain the high level of service it offers and to focus efforts on ensuring that their strong relationship with both customers and vendors remains the top priority.

Owl boasts an industry leading Engineered Wood Products Program that has seen exceptional sales since 2001 causing unprecedented rate of growth at OWL Distribution. Experienced designers can provide Engineered Wood Solutions to any new residential and commercial structures. OWL will participate in every aspect of the work, from the design of the floor or roof system, including materials list, to the pre-cut packages, to jobsite delivery.





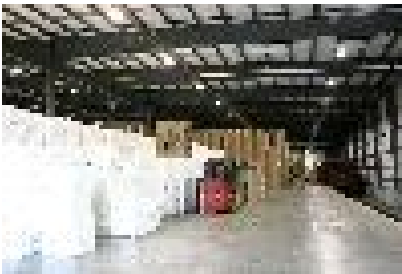
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[www.saultmultimodal.com](http://www.saultmultimodal.com)



[www.ontariohardwood.ca](http://www.ontariohardwood.ca)



## Ontario Wood Welcomes Sault Multimodal Terminal Inc.

Sault MultiModal Terminal Inc. is the newest multimodal transportation facility in the North. It is being built in Sault Ste. Marie Ontario for a start up in the fourth quarter of 2006.

It is located just minutes from the least-congested border crossing between Ontario and the US. This unique terminal facility will provides warehousing multimodal (rail/truck) and re-load services to all industries looking to reduce costs, increase market penetration and remain competitive in this ever-changing world.

Sault MultiModal Terminal Inc. is served directly by both regional railways (Canadian National and Huron Central Railways). No matter which railway you're located on, there are no added inter-switching costs incurred to access this facility and that in itself, is a big savings. Inbound and out-bound truck service at this Sault is unique in that both Canadian and US-based carriers service the immediate area. There is also the potential to use back-haul .

## Ontario Wood Welcomes Ontario Hardwood Products Ltd.

Ontario Hardwood Products Ltd is a Canadian company which was established 1939. For over 60 years OHP has supplied high quality kiln dried North American hardwood to customers in Canada, USA, Western Europe and the Far East. OHP is located in Toronto, ON, with a major facility just 20 minutes from Pearson International Airport. OHP is a 3rd generation family business that employs over 30 employees dedicated to supplying quality products to customers.

Facilities include a kiln with capacity for over 45 000 BMF and several warehouses that contain over 2 million BMF of prime grade. OHP boasts state-of-the-art grading facilities which allows them to separate both lengths and widths according to the customer's wishes.