

Building North American Competitiveness

TRADE WORKS



27% of the world's GDP

with only **7%** of the world's population

WE MAKE THINGS TOGETHER

On average,
Canadian goods sold
to the U.S. contain

25% U.S. content



WE DO BUSINESS TOGETHER

Canadian companies have invested
\$309 billion in the U.S.

Total foreign investment among
Canada, the U.S. & Mexico is
\$662 billion



West Fraser

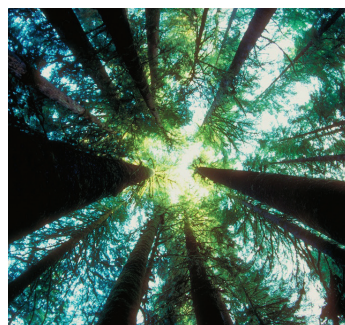
Helping North America out-compete the world



West Fraser, founded in British Columbia in 1955 as a small timber producer, is now North America's largest lumber producer with nearly \$3.3 billion in sales and 40 operations throughout Western Canada and the Southern United States. In the U.S., West Fraser has 16 operations from Texas to North Carolina. In Canada, West Fraser has 24 locations across Alberta and British Columbia. North American operations employ 7,500 people in both countries.

West Fraser continues to build its North American supply chain, with recent purchases of two sawmills in Arkansas and another in Alberta. West Fraser is investing in its mills to the tune of \$360 million this year alone.

North American integration has helped West Fraser expand its operations throughout the U.S. and produces a wide range of timber products.



Through its extensive distribution and logistics network, West Fraser uses a mix of rail and trucks to ship wood products throughout North America. Lumber is shipped by rail through Canada and to the U.S. where West Fraser uses reload sites in order to deliver small "just-in-time" quantities to builders. West Fraser exports lumber and MDF around the world.

WEST FRASER MEANS JOBS

West Fraser
employs 7,500 people
across North America

February 2015. This story of North American integration is based on publicly available information. Unless otherwise mentioned, all trade figures are in U.S. dollars.

