

**Hardy Wentzel, CEO of Structurlam**  
**Speech at Conway, Arkansas Press Conference**  
*December 9, 2019*

Governor Hutchinson, Mayor Castleberry, Congressman Westerman, ladies and gentlemen of the press, leaders and families of the Arkansas forestry industry, and honored guests.

Thank you for that warm welcome. I'm Hardy Wentzel, and I'm very excited to be here. My colleagues and I have been looking forward to this day for a long time. Not that I've been counting, but, 587 days is how long we've been on this journey to today's announcement.

Not long ago, I delivered a presentation to an industry trade group in which I remarked, "The future is not a place we are going, but a place we are creating."

Today, in partnership with the great State of Arkansas and the City of Conway, I am thrilled to stand before you, in this 288,000 square foot building, and mark the beginning of a new tomorrow – one that is more sustainable, with more jobs, and more opportunities for this city, this state, and this region.

Together, we are creating a future based on an innovative product that is transforming commercial building construction across North America. This product is called Mass Timber, and it's replacing concrete and steel as a more efficient, pleasing and sustainable structural building material for use in 6-story mid-rise construction – and in the near future buildings up to 12 stories in Canada and 18 stories in the U.S.

Structurlam is the first mass timber manufacturer in North America, and today leads the industry with over 250 mass timber projects delivered since 2015. With that, I invite you to join me in watching a brief video we've prepared to introduce you to Structurlam and this proven and disruptive building material.

*(Roll video)*

Our roots in North America run deep. Beginning in Penticton, British Columbia, in 1962, Structurlam has challenged legacy building conventions to revolutionize commercial construction. Our business has grown as more building owners, architects, engineers and builders come to understand the undeniable advantages of building with mass timber. In addition, we also pioneered cross laminated timber, or CLT, ground protection access mats and plan to produce these in this new facility. We have been a glulam beam and column manufacturer for nearly 60 years, and this new plant and our existing operations in B.C. will work in tandem to serve customers across North America.

Being here today in Arkansas feels like home. Just like in British Columbia, we're surrounded by the natural beauty of forests, and we enjoy close relationships with two incredible institutions of advanced learning who are pioneering the next generation of mass timber know-how: the University of British Columbia and the University of Arkansas. Both regions take great pride in our wood products manufacturing and design heritage. The Fay Jones School of Architecture & Design at the University of Arkansas is about to launch a master's program on wood design, and we look forward to collaborating with them.

Today, we are proud to announce our expansion with the planned July 2021 opening of a new world class, state-of-the-art, highly efficient and cost competitive mass timber manufacturing operation here in Conway. This near turn-key facility is ideally located in close proximity

to a large supply of sustainable timberlands that produce Southern Pine lumber, accessible transportation corridors, and major construction markets in the southern U.S. Combined with our operations in B.C., we will be the largest mass timber producer in North America with technical support services and a project delivery team that is unmatched.

Starting in January, we'll begin conversion of this former steel fastener plant to a new facility rooted in creating sustainable products. Our planned \$90 million investment will culminate in a mid-2021 opening and the creation of 130 new jobs at start-up. Additionally, Structurlam is proud to be a strategic partner in providing these innovative and sustainable building materials to the new Walmart Home Office Campus in Bentonville.

I would like to recognize Walmart for being our first customer, and Governor Hutchinson and the State of Arkansas for recognizing the potential and transformative impact that Structurlam and the mass timber movement promises to the people of Conway, the forest industry in Arkansas, and to a future where commercial building construction is revolutionized by a new way of building with one of nature's most abundant and renewable resources.

Mayor Castleberry, thank you, too, for the quick and accommodating response we've received at every phase of this process. The experience we've had with city government, the chamber, and development corporation couldn't have been better. We're excited to have a home in Conway and look forward to growing together.

Finally, I'd like to acknowledge my colleagues from Structurlam who have traveled here with me today, and our associates in B.C. watching the simulcast of today's press conference, to mark this milestone. Your know-how, experience and passion have powered the transformation

of our company. We've long held a vision of growing to lead the industry. This remarkable goal is now realized and enabled by the first customer of this new plant: Walmart.

At the beginning of my remarks I mentioned the 587-day journey to today. Now, we begin the second leg of our journey. 570 days to Day 1, when production begins. In the meantime, we need to transform this former steel fastener plant into a world class mass timber manufacturing facility. We need to renovate, install new machinery, expand our U.S. sales force, hire our operations teams in Conway, certify our products, and finally, make our first delivery to Bentonville.

How lucky are we to seize this moment and grow together along with the State of Arkansas, the City of Conway, and the sustainable forest industry that makes it all possible.

Thank you.