

Woodstock, ON – April 27th, 2022

Gillfor Distribution Inc., parent company to OWL Distribution, McIlveen Lumber Industries, Brunswick Valley Distribution and Brown & Rutherford Co., is excited to announce the purchase of AFA Forest Products Inc.

AFA is a leading and long-standing distributor for building products in Canada and is headquartered in Bolton, ON. AFA owns and operates 13 distribution facilities that service the entire Canadian retail, wholesale and industrial landscape for both commodity lumber and specialty products.

Gillfor and AFA will continue to operate in parallel until a full operational assessment is completed and a seamless integration can be executed. A detailed plan and contact list will be shared with all stakeholders for the pending integration in due course.

“The Gill brothers had a vision to establish a national distribution channel for the family’s Cedar production in British Columbia, the realization of that Canadian dream started in 2012 with the entry into the distribution industry. The AFA acquisition will elevate Gillfor to be amongst the largest Canadian distributors for building products, and allow us to truly provide local partnerships from coast to coast.”
– **Gary Gill, Chairman, Gillfor Distribution & Fraserview Group of Companies.**

“This acquisition provides Gillfor a strategic and entrenched distribution partner that will supply Vendors and Customers with a comprehensive, uniform go-to-market strategy for its products and programs.” - **Bob Dosanjh, CEO, Gillfor Distribution.**

“We are very excited over this great opportunity for all of our Partner Customers, Suppliers and Staff. The acquisition and consolidation will bring tremendous growth opportunities for all and is a highly complimentary transaction. The Client and Supplier experience is paramount to AFA’s success and this will continue in a new and dynamic direction.” – **Grant Yegavian, CEO and Murray Finkbiner, President, AFA Forest Products.**

About Gillfor Distribution Inc. Gillfor is an independent wholesale distributor of building materials, including lumber and specialty products, owning and operating 6 distribution centers. Gillfor is aligned with market-leading Vendors and lumber mills to ensure its customers receive quality products in a timely manner.

About AFA Forest Products Inc. AFA was founded by four colleagues and friends in 1974. Starting with only one branch in Bolton, specializing in the distribution of construction plywood and lumber to the Ontario commodity market, today’s AFA is truly coast-to-coast and has maintained its position as one of the leaders in the distribution industry for a wide range of building products, providing value with honesty and integrity.

Gary Gill – Chairman

Bob Dosanjh – CEO



Grant Yegavian – Chairman & CEO

Murray Finkbiner – President & COO

Please find below a list of questions that can hopefully answer some general queries that you may have. For more information, please call Gillfor Distribution Inc. or AFA Forest Products Inc. head offices as appropriate.

Why is Gillfor acquiring AFA? The acquisition allows for Gillfor to participate in all markets with a uniform product offering and leverage the significant amount of synergies between the 2 companies.

Will the companies become a public company? Both companies will remain privately-held.

What will the new company be called? For now, the plan is to run both companies in parallel until a consolidation can occur. AFA and Gillfor will continue to run separately until that time.

At what point will a potential consolidation occur? Gillfor & AFA plan to become one company in Q4 of 2022.

Who is my point of contact? Your assigned Purchaser, Account Manager, Inside and/or Outside salesperson will not change. Please continue to contact your representative until otherwise notified.

Who do I pay invoices to? Please make payments for all sales orders to the entity that invoices you.

Do my payment terms change? Each company's payment terms will remain intact until further notice.

Will my Supplier terms change? Each company's Supplier terms will remain intact, including the point of contact. Suppliers will be contacted personally to review each program in the near future however at this time, Gillfor & AFA do not anticipate a disruption in servicing existing programs.

Will my method of payment be affected? Each Company will continue to operate on its current platforms until further notice. Please continue to use existing manners of making and accepting payment in the usual course of business.

Can I order 'AFA material' from Gillfor, and vice versa? At this time, only those programs that are assigned to each company will continue to be serviced by that entity.

Will I still be able to order anything and/or everything that each company is offering today? There are no plans to remove programs at either company.

Will my rebates be affected? While Gillfor & AFA run separately and in parallel with each other, each Company will manage their own individual, separate rebates, both with Customers and Vendors alike.

How can I get more information? Please contact the head offices if you have a special request: AFA Forest Products (800) 268-5983 or Gillfor Distribution (800) 265-1985.

Gillfor Distribution and AFA Forest Products would like to thank their partners in assisting with the transaction.



J.P.Morgan

