

Potlatch Corporation

Supplier Questionnaire

☒ indicates required field.

Step 1:

☒ Legal Company Name: _____

☒ Legal Address: _____

☒ City: _____ ☒ State: _____ ☒ Zip: _____

☒ Main Contact Name: _____

☒ Phone Number: _____ Fax Number: _____

☒ Tax ID Number: _____

☒ Type of Organization (choose one): Public Corporation, Private Company, Employee Owned, Partnership, or a Subsidiary

Indicate if your company is certified as a: Minority or Women Owned Business

Name & Address of Certification Organization:

How long in Present Business: _____

Financial Information

☒ Annual Sales Revenue: _____

Liquidity Ratio: _____

Sales to Total Assets: _____

Inventory Turnover: _____

Dun & Bradstreet Number and Rating: _____

Operating Expenses as a % of Sales: _____

If distributor or jobber; include a list of the manufacturers for which you are an authorized distributor or sales agent. If services/construction you may enter N/A.

☒ Distributor: _____

☒ Manufacturer: _____

☒ Jobber: _____

☒ Services/Construction: _____

☒ Please indicate your annual spend with each manufacturer:

Step 2:

▣ List the products/commodities that you can offer to each Potlatch Facility (refer to addendum A for a list of the products and Potlatch facilities):

What commodities would you like to bid on (use the list in Addendum A)?

▣ Please list the location(s) from which you would serve each Potlatch facility:

Sales: _____
Office: _____
Service Center: _____
Distribution: _____

What Potlatch sites do you want to do business with (use the list of facilities in Addendum A)?

Describe how your company is organized. Include the personnel that would be responsible for our account, as well as day to day contacts for the sites.

What is the company's percent of market share in the North America regions in which you are present? In what product categories do you have the highest market share?

Your company's Internet site: _____

☒ Who would you consider your major competitors and estimated percent of their market shares in each product category?

☒ If you have done business with any Potlatch facility in the past, please indicate the facility and approximate years:

☒ Is your company willing to participate in online bids? Yes or No

Step 3:

For the following items, indicate whether you have the capability and the level of expertise or extent deployed (low, medium, or high):

<input type="checkbox"/> Receiving EDI orders/Acknowledgement:	
<input type="checkbox"/> Receiving EDI invoices:	
<input type="checkbox"/> Accept purchase card purchases:	
<input type="checkbox"/> Electronics catalogs:	
<input type="checkbox"/> Bar Coding (reading manufacturers):	
<input type="checkbox"/> Bar Coding (special labels for us):	
<input type="checkbox"/> Consignment:	
<input type="checkbox"/> Supplier management keepfills:	
<input type="checkbox"/> Pay on consumption:	

Provide a list of 5 of your current customers whom we may contact. Include contact names and telephone numbers.

Company	Contact	Phone Number
<input type="checkbox"/>		
<input type="checkbox"/>		
<input type="checkbox"/>		
<input type="checkbox"/>		
<input type="checkbox"/>		

Addendum A

Potlatch Sites:

Bemidji Lumber Mill
Gwinn Lumber Mill
Post Falls Particleboard
St. Maries Complex
Warren Southern Unit

Product List:

ABRASIVES
ABSORBENTS
ABSORBERS,SHOCK/BEL/AIRMTS/DMP
ACIDS
ACTUATORS
ADAPTERS
ADHESIVES/SEALANTS
ADVERTISING
AGITATORS & MIXING EQUIPMENT
AIR COND,CHILL,HVAC,SUPPLIES
AIR WATER SOLID WASTE TRMT.
ALARMS
AMPLIFIERS
APPLIANCES
ARMS
ARRESTORS
AUTOMOTIVE PARTS & SUPPLIES
BAGS/SACKS
BANDING & STRAPPING MATERIAL
BASES
BATTERIES & SUPPORT EQUIPMENT
BEARINGS
BELTS-VBELTS & OTHER P. TRANS
BIOCIDES
BLADES
BLADES (COATER, DOCTOR, ETC.)
BLEACH PLANT CHEMICALS
BOOTS & SLEEVES, EXPAN. JOINTS
BOXES
BRACKETS
BRAKES
BRICK
BRUSHES
BUILDING SUPPLIES
BURNERS
BUSHINGS
BUSINESS MACHINES & EQUIP.
CABLE
CAMERAS & SUPPLIES
CARBONATE
CARTONS
CAUSTICIZING CHEMICALS
CHAIN & COMPONENTS
CHARTS
CHEMICALS
CIRCUIT BOARDS & MODULES
CIRCUIT BREAKERS
CLAMPS
CLAY
CLOTHING, PERSONAL(NON-SAFETY)
CLUTCHES
COATER DRYER FELTS
COATING CHEMICALS
COILS
COLLARS
COMMUNICATION
COMPOUNDS, INDUSTRIAL
COMPRESSORS & EQUIPMENT
COMPUTER HARDWARE
COMPUTER SOFTWARE
CONDUIT & ACCESSORIES
CONSULTANTS
CONTACTORS & CONTACTS
CONTROL DEVICES
CONVEYORS ASSOCIATED PARTS
CORES AND PLUGS
COUNTERS
COUPLINGS
COVERS
CYLINDERS & ACCESSORIES
DAMPERS
DCS EQUIPMENT
DELIGNIFYING CHEMICALS
DETECTORS & SENSORS
DIAPHRAGMS
DISPERSANTS
DYES
ELECTRICAL DRIVES & PARTS
ELECTRICAL HARDWARE
ELECTRONIC COMPONENTS
ENZYMES
EQUIPMENT MOBILE
EQUIPMENT PROCESS
EXTRUDER CHEMICALS
FANS & BLOWERS
FASTENERS & ASSOC. HARDWARE
FELTS/SCREENS/WIRES
FILTERS,FILTER ELEMENTS &
FINISHING SUPPLIES
FIRE FIGHTING EQUIP & SUPPLIES
FIRST AID SUPPLIES & MEDICAL
FLUIDS, INDUSTRIAL
FOILS
FOOD & BEVERAGES
FOOD SERVICE EQUIPMENT
FUELS
FUSES
GASES
GASKETS
GASOLINE
GAUGES
GEARMOTORS
GEARS
GENERAL CONTRACTOR

GLASSWARE
HARDWOOD PULP
HEAT EXCHANGERS
HEATERS & HEATING ELEMENTS
HOIST,WINCHES,& MOTOR. LIFTING
HOSE & COMPONENTS
INKS
INSOLUBILIZERS
INSTRUMENTATION/COMPONENTS
INSULATION
JANITORIAL HARDWARE & SUPPLIES
JOINT, FLUID FLOW
KITS
KNIVES-AUTOMATED & INDUSTRIAL
KNIVES-PERSONAL USE
LAB SUPPLIES (NON CHEMICAL)
LABOR
LADDERS
LATEX
LIGHTS, LAMPS, BULBS, &
LUBRICANTS
LUBRICATORS
LUMBER (FOR CONSUMPTION)
MAILING SUPPLIES
MATERIAL HANDLING
MEASURING DEVICES-PROCESS
METERING DEVICES-PROCESS
MOTORS, ELECTRICAL
MOTORS, NON-ELECTICAL
MUFFLERS & SILENCERS(NON AUTO)
NATURAL GAS
OFFICE SUPPLIES-CONSUMABLES
OIL
OPERATING SUPPLIES
PACKING,PACKING RINGS & SETS
PAINT & MARKING SUPPLIES
PAPER MACHINE CHEMICALS
PAPER MACHINE DEFOAMERS
PAPER MACHINE DRYER FELTS
PAPER MACHINE POLYMERS
PAPER MACHINE WET FELTS
PAPER MACHINE WIRES
PATCH
PIGMENTS
PIPE & ACCESSORIES
PLASTICS-MRO
PLATES
PLUMBING FIXTURES & SUPPLIES
POLYETHYLENE
POWER AND REC MATERIALS
POWER SUPPLIES
PROMOTIONAL ITEMS
PULLEYS & SHEAVES
PULP MILL CHEMICALS
PULP MILL DEFOAMERS
PULP MILL SCREENS
PULP MILL WIRES
PUMPS & PUMP PARTS
RACKS
RECYCLED FIBER
REDUCERS
REELS
REGULATORS
RELAYS
RENTALS & LEASES (EQUIPMENT)
RENTALS & LEASES (NON EQUIP)
RESINS
ROLLS/ROLLERS
ROPE
SAFETY

SAWDUST PULP
SAWS-INDUSTRIAL
SCANNERS
SEALS
SHAFTS
SILICA
SITE PREPARATION
SIZING AGENTS
SOFTWOOD PULP
SPRINGS
SPRINKLERS/NOZZLES
SPROCKETS
STARCH
STARTERS
STRAPPING AND BANDING
STRUCTURAL METALS
SWITCHES
TAPE
TELEPHONES
TERMINALS
TEST EQUIPMENT
TESTING
THICKENERS
TOOLS
TRANSFORMERS
TRANSMITTERS
TUBING & ACCESSORIES
TURBINES & TURBINE PARTS
VALVES
VIBRATORS
WASTE TREATMENT CHEMICALS
WATER TREATMENT CHEMICALS
WAX
WELDING SUPPLIES
WHEELS & ASSOCIATED EQUIPMENT
WIRE (ELECTRICAL)
WIRE (NON ELECTRICAL)
WOOD PRODUCTS DEFOAMER
WRAPPING