When it comes to helping land buyers find the property of their dreams, Potlatch delivers.

When recreational land buyers come to Potlatch, they are looking for smart advice and a high level of personal service. And that’s exactly what the local experts in the Potlatch Preferred Broker Network will provide you, working closely with our real estate managers.

Whether you know exactly what you want, or aren’t sure where exactly to start, Potlatch’s Preferred Brokers will go the extra mile to make sure you find the perfect property to fit your needs. With deep experience in selling recreational property – and there is simply no substitute for that experience – they can help you figure out everything from a property’s hunting potential to its timber value.

And if you want some proof of how well our brokers do their jobs, and how painless they can make the process, ask some of our satisfied customers. Here are testimonials from four folks who have had a great experience working with Potlatch to buy property:

• Chris H., a buyer in Minnesota, got to know Potlatch by leasing land from the company for many years. And when he bought a hunting and recreational property with the help of Close-Converse Properties, he was impressed by how smoothly everything went.

“All of the Potlatch folks I have dealt with have been great and very responsive,” he said. “The Close-Converse and title and closing companies have been very easy to work with.”

The key in making a transaction as painless as possible is that Potlatch has longstanding, deep relationships with title and closing companies, making the process seamless.

• When Jim M. with a popular local timber holding company came to Potlatch broker Pete Prutzman of Kingwood Forestry Services to buy a tract in Howard County, Arkansas, he wanted to use the property for recreation and timber production.

He came to the right place. Prutzman is one of the most knowledgeable real estate experts in Arkansas on the timber aspects of a purchase, and he worked with Jim to buy a tract with a combination of pines and hardwoods.

“It’s important for a buyer who is looking for timber value to truly understand how timber value fits into the picture, both short-term and long-term,” Prutzman said. “So we take care to explain everything and do our homework.”

Continued on page 4
When Charlie Chernak was deciding what he wanted to do for a living back in the late '70s, he met a man who worked as a land surveyor and as a Realtor. What great jobs, Charlie thought. Soon, Charlie was working as a surveyor for the U.S. Forest Service, traveling all over northeast Minnesota. And after 15 years of that work, he moved into recreational real estate, starting his brokerage, Bear Island Land Co., in 1995.

And now, after helping hundreds of recreational real estate buyers over the years, he still loves coming to work every day, helping people find the perfect Minnesota property for their needs. "I love being outdoors, and I love hunting and fishing, which all ties into my job," Charlie said. "Every piece of land is unique, and having learned about the roads, the lakes, the people in this part of Minnesota, I can put that knowledge to use every day."

Charlie has lived in the same house on Bear Island Lake in Minnesota for 28 years, and his grown daughters, who live in Duluth and Minneapolis, come home regularly. "As much as they love the city, they tell me they still miss waking up to the loons, to hearing the ice crack in the wintertime," he said. "They truly love coming back to visit Mom and Dad."

Charlie's relationship with Potlatch dates back to when he started his brokerage, and he appreciates how well the company manages its properties. Recently, Potlatch started doing improvements to certain Minnesota properties, such as clearing trails and home sites. "The improvements are very popular with many of our buyers, who tend to be busy folks in their 40s," Charlie said. "One thing I've seen in my career is that as time has gone along, we find that buyers want more help in figuring out improvements to their properties, and like it when the seller has done some of those improvements."

Bear Island Land Co. is busier than ever, selling Potlatch properties in Minnesota to buyers who want the same thing Charlie loves so much – a place in the woods to call their own, creating a getaway for family and friends, and a place where they can hunt, ride ATVs, fish or simply relax.

For more information about Bear Island Land Co., Inc. or its Potlatch land listings 943 East Sheridan Street | Ely, MN 55731 Phone: 888-621-2268 | Website: www.bearislandland.com Email: charlie@bearislandland.com

'**TIS THE SEASON**

**KEEPING YOUR COOL THIS SUMMER**

Here's some help in picking out a cooler that will work for you this summer… Baby, it's hot outside, so making sure you have the right equipment to keep your food and drinks cool is important. You need a high-quality cooler, and we aren't talking about the type you get at the dollar store.

A high-end cooler can cost hundreds of dollars, so it's smart to do some research before you buy. The reviewers at *Field & Stream* can offer some help. They tested temperatures in a number of coolers over 10 days, and then got even tougher and threw them off the back of a pickup truck going 45 miles per hour to test their durability (but it looked like too much fun to be work).

As you hit the woods this summer, it's a great time to find a recreational property to buy and call your own. Start by contacting one of the folks in the Potlatch Preferred Broker Network – real estate pros who can help you keep your cool and find the perfect property for using that perfect cooler. Contact one of our experts today!!
REAL ESTATE SHOWCASE

WITH PROPERTIES FROM 20 TO OVER 200 ACRES AND PRICES TO FIT ANY BUDGET –

YOUR SEARCH BEGINS HERE.

STURGEON RIVER ACREAGE
Side Lake, Minnesota | 40 acres

Located north of Chisholm off of Highway 73 is this 40+/- acre parcel beautifully situated on the Sturgeon River. Featuring aspen tree cover, the property adjoins county land and is within the Superior National Forest.

For more information about this, or other Minnesota properties, contact:
Charlie Chernak, Bear Island Land Co., Inc.
888-621-2268 | charlie@bearislandland.com

SEYMOUR ROAD PLANTATION
Montgomery County, Mississippi | 53 Acres

Located north of Chisholm off of Highway 73 is this 40+/- acre parcel beautifully situated on the Sturgeon River. Featuring aspen tree cover, the property adjoins county land and is within the Superior National Forest.

For more information about this, or other Minnesota properties, contact:
Charlie Chernak, Bear Island Land Co., Inc.
888-621-2268 | charlie@bearislandland.com

IRON SPRINGS
Nevada County, Arkansas | 42 Acres

Iron Springs is a 42 +/- acre tract of timberland located in northern Nevada County, about 5 miles north of Prescott, AR. With county road frontage, this tract offers potential use as a home/farm/ranch site with a wide range of investment opportunities to reap either from future timber growth or pastureland harvest operations.

For more information about this, or other Arkansas properties, contact:
J.D. Neeley, United Country – Neeley Forestry Service
870-836-5981 | jdneeley@neeleyforestryservice.com

HIDDEN CREST
Orofino, Idaho | 600 Acres

Found in the midst of the Clearwater County wilderness this large remote wooded parcel offers beautiful scenic views of the Dworshak Reservoir. It also is a popular setting for area wildlife especially with its multiple seasonal creeks. Convenient to boating & water sports, hunting, camping, ATV, hiking and more!

For more information about this, or other Idaho properties, contact:
Rick Musick, United Country – Musick & Sons
208-983-0069 | rick@ucidaholand.com

VIEW OUR REAL ESTATE SHOWCASE VIDEO
HAPPY BUYER. HAPPY LIFE.

Continued from page 1

- David D. is a repeat buyer, having purchased three Minnesota properties from Potlatch. Like many recreational land buyers, the reasons for his latest purchase were varied — hunting, recreation, investment and timber production.

Working with Close-Converse and the Potlatch team was easy, and he appreciated how open Jody Osterloh of Close-Converse was during the transaction.

“Jody is an honest person,” he said, “and during the process of buying Potlatch properties, my direct and indirect experience with her has been very good.”

- As John V. worked on buying a 237-acre Potlatch property in Idaho on behalf of the Boy Scouts, he realized it wasn’t the simplest of transactions. It ended up being part of a three-part transaction in which Potlatch sold the 32-acre Orofino Gun Club site to the Club, and bought 30 other acres from the Scouts.

Now, the Scouts have a good camping property, the Gun Club owns its land, and Potlatch gained a high-quality timber tract. In short, everyone won.

“Potlatch real estate managers Jim Lemieux and Ben Ballard provided excellent service throughout the process,” John said. “Their guidance and expertise were much appreciated.”

These are hardly isolated instances of success. And the formula is simple: Have a network of knowledgeable real estate brokers, provide them quality recreational property to sell, and work in an atmosphere where the buyer’s needs come first. At Potlatch, it really isn’t any more complicated than that.

Want to share your Potlatch experience with us?

Take our survey now or email us.

We’d love to hear from you!

POTLATCH PREFERRED BROKER NETWORK

Let us show you why your Potlatch Preferred Broker is the only name you’ll need to know when it comes to buying property.

Please contact the broker nearest your area of interest or visit us at www.PotlatchLandSales.com.

We look forward to helping you with your property search!

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