Wednesday, October 19
Noon – 7:00 pm  Registration Open
1:00 pm – 5:00 pm  Exhibitor Set-up
5:30 pm – 7:00 pm  Networking Cocktail Reception

Thursday, October 20
6:30 am – 7:00 pm  Registration Open
7:00 am – 11:00 am  Exhibitor Set-up
11:30 am - 1:00 pm  NAWLA Grand Opening Luncheon
   Keynote Presenter: Chuck Leavell, Tree Farmer & Rock Star
   NAWLA John J. Mulroney Memorial Award Presentation
1:15 pm – 6:00 pm  Tradeshow Open
   Networking Central and New Products Showcase
4:30 pm – 5:30 pm  Wood Basics Course Alumni Reception
6:00 pm – 7:30 pm  Networking Cocktail Reception
   Seigfried & Roy’s Secret Garden & Dolphin Habitat

Friday, October 21
7:30 am – 11:30 am  Registration Open
8:30 am – 10:00 am  Magellan Network Breakfast & Program:
   Global Promotion & Softwood Lumber Check-off
   Craig Larsen, Softwood Export Council
   Steve Lovett, Blue Ribbon Commission on Softwood Lumber Check-off
10:00 am – 2:00 pm  Tradeshow Open
   Networking Central and New Products Showcase
2:00 pm – 6:00 pm  Exhibitor Dismantle
Boise Cascade Engineered Wood Products continues to add new dealer relationships by delivering on the four points of the Boise Cascade EVP value proposition:

1. A dependable supply of profitable, certified, in-demand products.
2. The strongest distribution network in North America.
3. A suite of effective business tools and guidance.
4. A professional culture, easy to do business with.

**An Independable Supply of Profitable, Certified, In-Demand Products**

Boise Cascade offers a broad range of engineered wood products -- not general building materials. Boise Cascade Engineered Wood Products makes available a broad range of value-added services so dealers can help their homebuilder customers build better homes in less time.

- Boise Cascade is committed to maintaining production capacity improvements in order to meet demand when the industry returns to normal, and has again been expanding production capacity by another 50% above peak 2006 capacity. The homebuilding industry has been using on average about 8% more LVL products per year in new homes, so will require as much LVL to build 1.4 million new homes in 2013 as it took to build 2.1 million homes in 2006.

Boise Cascade Engineered Wood Products also enable homebuilders to obtain green building points under either USGBC® LEED® or NAHB National Green Building Standard™ programs. Boise Cascade makes available either FSC® Chain-of-Custody certified or SFI® Chain-of-Custody or Fiber Sourcing certified engineered wood products across its product line throughout North America. Boise Cascade products that can now be ordered either FSC® or SFI® certified include BC18 Joists with VERSA-LAM® LVL flanges, ALLJOIST® joists with solid sawn flanges, Versa-Lam® LVL headers, beams and columns, VERSA-STUD™ LVL framing lumber and VERSA-RIM® rim boards.

**The Strongest Distribution Network in North America:**

Throughout the United States and Canada, 60 experienced Boise Cascade EVP distributors are located. 60 experienced Boise Cascade EVP distributors are located. A professional culture, easy to do business with.

**A Suite of Effective Business Tools and Guidance:**

- One example is Boise Cascade’s SawTek™ precision processing systems, now available with different levels of features starting at under $50,000 all the way up to fully automated processing that can cut holes for HVAC and mark and identify pieces according to their location in the structure.

- Boise Cascade’s Business Planning Process is available through Area Managers to help dealers plan the direction of their businesses.

- Boise Cascade offers deep engineering support – seminars for engineers, architects and code officials as well as product substitution requests, custom design information, technical notes and other engineering jobs.

- Boise Cascade is also deep in software support, available from three software trainers, three product managers and two software support personnel offering general support, online or personal training, software spec writing, software testing and more.

**A Professional Culture, Easy to do Business With:**

- Dealers will find a great group of people at Boise Cascade Engineered Wood Products, eager to understand how each dealer’s business works and help them be even more successful.

- Boise Cascade provides personalized customer service, providing dealers with product and technical support – seminars for engineers, architects and code officials as well as product substitution requests, custom design information, technical notes and other engineering jobs.

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**A Suite of Effective Business Tools and Guidance: Boise Cascade Engineered Wood Products EVP**

Boise Cascade Engineered Wood Products makes available a broad range of value-added services so dealers can help their homebuilder customers build better homes in less time.

- This suite of value-added services, many of them exclusive to Boise Cascade, can help dealers forge even stronger, mutually beneficial working relationships with their homebuilder customers.

**A Professional Culture, Easy to do Business With:**

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**The BOISE CASCADE Value Proposition To Help Dealers Succeed in 2012**

- A DEPENDABLE SUPPLY OF PROF- 
  ITABLE, CERTIFIED, IN-DEMAND PRO- 
  DUCTS.

- A STRONG DISTRIBUTION 
  NETWORK IN NORTH AMERICA:

- A PROFESSIONAL CULTURE, EASY 
  TO DO BUSINESS WITH:

- A SUITE OF EFFECTIVE BUSINESS 
  TOOLS AND GUIDANCE:
Not all suppliers are created equal
Buy your Western Red Cedar from these quality producers.

WRCLA MEMBERS
Downie Timber/Selkirk Specialty
Enyeart Cedar Products
Gilbert Smith Forest Products Ltd.
Haida Forest Products Ltd.
Idaho Forest Group
Interfor
Mary’s River Lumber Co.
Mid Valley Lumber Specialties
North Enderby Timber Ltd.
OrePac Building Products
Power Wood Corp.
Quadra Wood Products

Sawarne Lumber Company Ltd.
Skakertown
Skana Forest Products Ltd.
Twin Rivers Cedar
West Bay Forest Products
Western Forest Products, Inc.

AFFILIATE MANUFACTURERS
BW Creative Wood Industries
Cedarshed Industries
Outdoor Living Today
PLH Products/Health Mate
Synergy Pacific/Quattro Timber

www.realcedar.org
1.866.778.9096
The Black Hills National Forest was designated as a reserve on February 22, 1897 and was designated as a National Forest upon the establishment of the U.S. Forest Service in 1905. The name "Black Hills" comes from the Lakota words Paha Sapa, which mean "hills that are black". Seen from a distance, these Pine-covered hills, rising several thousand feet above the surrounding plains, appear black. The Black Hills area, including the National Forest, spans 125 miles from north to south and 60 miles from east to west, with two-thirds of the area in south-west South Dakota and one third in northeast Wyoming. The total area of the Black Hills is 1.5 million acres, with 1 million forested acres. The first timber sale on public lands, "Case 1", was near Namie, S.D. in the Black Hills in 1897. Much has changed since then, but today these lands are managed in a way that provides benefits to society and the forest owner, while maintaining their beauty for generations to come through modern forestry techniques.

Modern forestry techniques encompass the science, art, business, and practice of conserving and managing forests and forest lands to provide a sustained supply of forest products, forest conditions, or other forest values desired by the forest owner. More specifically, forestry combines a functioning scientific knowledge of soils, hydrology, wildlife and habitat, plant physiology and natural history, biometrics, and ecosystem processes, with the application of land surveying, timber harvesting systems and operations, information technologies, and business. In this sense, forestry is where the rubber of scientific knowledge meets the road of achieving ecological, social, and economic land management objectives. As you might imagine from its extremely broad definition, forestry is a tremendously diverse and internally specialized profession. Each and every forest of the world is biologically unique; accordingly, so is the practice of forestry therein. Each forest is managed in a different fashion, which is tailored to fit the natural processes that shaped them and the physiological traits of the tree species themselves.

The physical characteristics of the Black Hills vary a great deal from one end of the Hills to the other. These differences affect vegetation distribution and growth, and consequently the management of the natural resources found here. Ponderosa Pine is the most dominant of all the tree species in the Black Hills. It occurs at all elevations, on all soil types, and on all aspects. There are ten different Ponderosa Pine habitats that vary in elevation from 3700 feet to 6600 feet. It can be found growing on the steep rocky slopes of the southern hills as well as in the heavier soil in the northern hills. Ponderosa Pine is a fairly long-lived tree, as they live to be about 300 to 500 years old. In the Black Hills, however, the mature Ponderosa Pines are only 80 to 290 years old. The mature trees in the Hills measure 80 to 100 feet tall, which is much shorter than in other habitats, such as California, where the largest recorded living Ponderosa measured 223 feet tall and 287 inches of circumference. The largest tree in the Black Hills is located near Custer, S.D. and is 132 feet tall and 108 inches around.

The climate of the Black Hills differs from the surrounding plains due to the influence of the regional uplift. The increased elevation results in a climate of increased precipitation and lower temperatures than the surrounding plains. But even more unique are the differences of climates within the Hills. Average temperatures can vary as much as 10 degrees from the Northern Hills to the Southern Hills and average rainfall can vary as much as 13 inches from the lower elevations to the highest elevations. These variations of the climate create a unique and breath-taking environment marveled by all whom set eyes on it.
Homegrown" means we grow and manufacture all of our products right here in the United States. Through our family of prestigious companies: Devils Tower Forest Products, Rushmore Forest Products & Spearfish Forest Products, you can count on the dedication of Neiman Enterprises to ensure quality "Homegrown" American made products.

866-466-5254

www.neimanenterprises.com
WOODTONE – Real, Natural Wood Products You Can Depend On

Challsworth, B.C.—Vision, a pioneering spirit and tenacity are the hallmarks that inspired Larry Huot to become the president, producer and international leader of coated wood factory DiPrizio, a family-operated business with over 30 years of experience in the production and supply of exterior solutions to the building industry.

Coast to coast, DiPrizio has fostered long-term partnerships resulting in a culture that thrives on success stories from the mill to the final consumer. The p a r t n e r s h i p s have enabled DiPrizio to become the largest manufacturer of pre-primed real wood exterior trim & fascia products. Marketer, and we had the RealWood™ Family of Products, they included: Plus™, RealTongue™, RealSoft™, RealTongue & Soft™, and RealCorner™.

To be a leader in the market requires a different approach. For example, Woodtone has invested in specifying quality, reliability and value in the door to door design chain. Working hard to earn the respect of its customers, Woodtone has evolved in growing the relationships. The firm has created new opportunities for new customers into long-term partnerships. With manufacturing facilities operating in Canada and the United States, Woodtone is well-positioned to service North America.

Woodtone’s dedication to innovation has led the market by example and Woodtone is a pioneer in specifying quality, reliability and value in the door to door design chain. Working hard to earn the respect of its customers, Woodtone has evolved in growing the relationships.

Also in-service to its customers is an extensive inventory with over 30 years of experience in the production and supply of exterior solutions to the building industry.

The firm maintains production capacity in its Middleton facility between 1.2 to 1.3 million board feet for prompt shipment to our wholesale distribu-

DIPRIZIO PINE SALES’ Latest Value-Added Service: EWP Primed Products

In the competitive market, DiPrizio has been a leader in providing a wide range of value-added services to customers. One such service is offering EWP Primed Products. This service provides Primed Eastern White Pine products and we are providing a way,” said Scott Brown, DiPrizio’s sales manager.

“Right now, we are doing a two-coat system. Every knot is binned and then we have two coats of oil, and that really keeps in any kind of pitch or resin. Then the customer puts a coat of latex on the top and they’re done.”

DiPrizio has specialized since its inception in Eastern White Pine, and this latest value-added service further underscores the firm’s understanding of its current customer base as well as its product. The primed boards are available in 8' through 16' lengths, and 3 through 12 inch widths in 4/4 and 5/4. The big reason we started doing this is because all we had were D Select boards.

Prior to this in a primed product was 16-foot finger joint Eastern White Pine.” Brown said “If the customer had an 8-foot piece that he had to come in and stop from, DiPrizio will sell him a 16-foot board at the retail lumber store. Now he can go to the store, buy an 8-foot section, and he has 8, 10s, 12s and 14s to choose from, so it cuts down on time, and he can figure out what he needs and save money. The contractors are loving it.”

Brown said the primed D Select boards then give contractors an option as to where to buy their high-end products, or special profiles, such as sash for porches, columns, and cornice work. DiPrizio offers the primed, Eastern White Pine D boards in different pack sizes too. We can provide 500 feet or 1,000 feet – whatever the customer needs.

DiPrizio offers log cabin siding, to the healthy number of staff. It is the most important to four people working in the manufacturing sector for the firm and DiPrizio has a retail yard with 23 workers.

DiPrizio operates a plane and moulder and runs about seven dry kilns with over 600,000 board feet of capacity per cycle. The mill consists of a 600-horsepower Hurst wood-fired boiler and turbine, which produces over 400,000 kilowatt hours per year. The mill has an extensive inventory of kiln-dried 4/4 through 6/4 Eastern White Pine lumber, White Pine timbers and V-joint decking, as well as unique products, such as 6/4 log cabin siding, beams, mantels, paneling, and pre-stained trim, including vast varieties of finger jointed products with the quality of Waring moulding finish. DiPrizio handles a variety of requests for special patterns, grade programs, which they provide. They are the only producer and operator of the Nova Scotia Lumbermen’s Association-certified timber, a charter member of the Nova Scotia Lumbermen’s Association, and the New England Lumbermen’s Association.

Center of photo) Scott Brown and Larry Huot, DiPrizio Pine Sales, Middleton, N.H., are joined by guests at the DiPrizio booth during a recent trade show.

Larry Huot, president and owner, and Marcelle Perry, director of operations for DiPrizio Pine Sales, discuss the firm’s production at the double cut bar mill. The mill carries an extensive inventory of kiln-dried 4/4 through 6/4 Eastern White Pine lumber, White Pine timbers and V-joint decking, as well as unique products, such as 6/4 log cabin siding, beams, mantels, paneling, and pre-stained trim, including vast varieties of finger jointed products with the quality of Waring moulding finish. DiPrizio handles a variety of requests for special patterns, grade programs, which they provide. They are the only producer and operator of the Nova Scotia Lumbermen’s Association-certified timber, a charter member of the Nova Scotia Lumbermen’s Association, and the New England Lumbermen’s Association.

Wholesale Lumber & Millwork Association’s TradeMark®, the New Hampshire Timberland Owners Association, and the Northeast Retail Lumber Association.

Visit DiPrizio online at www.diprizio.com, and www.woodtone.com or call 1-800-384-9999 and ask for Scott Brown, vice president sales and marketing.

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RusticSeries™ is a proven coating technology, which Woodtone also offers the capability to slip their products using the latest technology in both flood and spray applications.

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DiPrizio is owned and operated by the Llano family of companies. It is the company to work with a healthy number of staff. It is the most important to four people working in the manufacturing sector for the firm and DiPrizio has a retail yard with 23 workers.

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By 1990, a larger warehouse was purchased and the firm focused on maintaining its existing client base and using other manufacturers’ facilities. While the company lost significant time, the firm focused on maintaining its quality and productivity.

In January of 2003, the brand new, one-of-a-kind moulder facility began operating. Pacific Western Wood Works grew by more than 20,000 square feet to a total of 40,000 square feet of dry manufacturing space. This new facility allowed the company to perfect their CLF Cedar products, including the CLF VG finish and CLF dimension. A Waring Hydromat 23E8 head moulder that is supported by a Rondamat 960 grinder is utilized in Pacific Western’s profiling process. The company produces its own steel templates and then grinds raw knife steel to the finished profile. With over 20 years experience in exporting to the UK, Japan, Germany, Spain, Korea and China, the company ships their product by rail and container as well as by intermodal vans. Utilizing a state-of-the-art tally tag system, Pacific Western can identify and track each load throughout the production process, shipping and for inventory purposes. The team at Pacific Western Wood Works takes pride in their work and monitors each product throughout the manufacturing process. While large enough to handle large orders and to turn new orders into shipable product quickly, the company can handle small orders and to turn new orders into shipable product quickly.

Visit Pacific Western Wood Works at the NAWLA Traders Market in booth #721. For more information about Pacific Western Wood Works Ltd. visit www.pwww.ca.

Efficient

Swanson Group was one of the first mills in Oregon to convert to small log production in the mid 1960’s to lessen their dependence on old growth Douglas fir and create efficient small log mills.

Innovative

Today we manufacture a wide range of wood products, including railroad ties, premium grade dimension, metric sized lumber for export, and many grades of structural plywood. We are nimble enough to react to market changes and big enough to get the job done.

Since 1951 we’ve been making quality forest products used by distributors, dealers, builders, remodelers, and do-it-yourselfers. By listening and responding to our customers we are producing the products that make sense for today.
NAWLA Is The Essential Link For The Industry

NAWLA is expanding its programs throughout the world to help companies have the resources to succeed.

Networking

NAWLA members are proud to be part of a network of companies that have been working together for over a century. The ability to network with other companies is vital to the success of any business. NAWLA provides its members with the opportunity to connect with other companies in the industry, share knowledge, and learn from each other.

Outreach

NAWLA's outreach programs help to promote the forest products industry and educate the public about its benefits.

Education

NAWLA offers a wide range of educational programs to help companies learn about the latest trends and technologies in the industry. These programs include webinars, seminars, and workshops, as well as membership in a variety of industry associations.

The Teal-Jones Group is a fully integrated forest company which encompasses everything from timber harvesting to manufacturing and sales of finished products. The Teal-Jones Group has a rich history of providing its customers with high-quality products and services.

The company's commitment to sustainability is evident in its efforts to conserve forest resources and reduce its carbon footprint. This commitment has earned the company recognition as a leader in responsible forestry practices.

Sawmills, pulp and paper mills, and wood products manufacturers all benefit from being part of the Teal-Jones Group. The company's products are used in a wide range of applications, from construction and furniture to automotive and marine applications.

The Teal-Jones Group is headquartered in Rolling Meadows, Illinois, and can be found in Graham and Caw, British Columbia, Canada. The company's operations span across North America and the world, with a strong focus on sustainability and customer satisfaction.

NAWLA Booth No. 830

Please Visit Us at NAWLA Booth No. 830

The Wood Basics Course provides companies with a chance to invest in their employees and their futures.

Teal-Jones – Manufacturing Cedar Products Since 1946

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NAWLA Booth No. 830

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The Wood Basics Course provides companies with a chance to invest in their employees and their futures.
Established in 1977, Cedar Creek Inc. began as a single wholesale building materials distribution company in Tulsa, Okla. Now with a central office in Oklahoma City, Cedar Creek has expanded into 12 distribution facilities in seven states. These branches are capable of servicing more than 17 states across the Midwest and Mid-South.

Cedar Creek's focus throughout its evolution as a business has been "Wood Products for the Heart of America." According to Don Keene, branch manager at the 16-acre Milan location, the secret to Cedar Creek's success is its ability to maintain quality longterm relationships with its customers and suppliers. "This is a relationship business," he said. "Even as technology improves, I think this business is still a handshake, a backslap, and connecting with people that we do business with. I think they absolutely have to trust what we as a company tell them to be fact."

Keene continued, "We take care of the customer and we do what we say we are going to do. We also do that on our vendor side. We want, and work toward, that same kind of relationship with them. We treat our suppliers like we treat our customers," said Keene. "We covet these relationships."

Cedar Creek offers a broad range of Softwood species, including Spruce, Southern Yellow Pine and Cedar, which Keene said is a "huge focus for us. We carry boards to big timbers in Cedar, as well as siding.

Cedar lumber inventory at Cedar Creek includes 4x4 through 12x12, 2x2 through 2x12 in dimension lumber and 1x4 through 1x12 boards. The company purchased the species from "all the major mills," Keene said.

"The model for all Cedar Creek branches is to be a one-stop shop," he added. "From commodity sticks through the real high-end specialty wood products, all of the branches have those materials on the yard. Cedar Creek has one of the most diverse inventories of any supplier. Cedar Creek also offers a significant amount of wood panels, said Keene, both in Softwoods and hardwoods, both domestic and imported. Domestic hard-woods handled by Cedar Creek include poplar, red oak, walnut, cherry, Hickory, ash, maple and beech. Eighty-five to 90 percent of all Cedar Creek orders are shipped the next day after an order is placed. "I think that's one of the great things about this company," Keene added. "It's not just our branch; all of our branches can provide that really high level of next-day delivery service to our customers."

Retail lumberyards are a significant portion of Cedar Creek's customer base, along with cabinet manufacturers and other industrial buyers.

Twenty-six employees staff the Milan facility, including an inside and outside sales team, operations and administrative staff. Four outside salesmen are on staff here. "We have the best salesmen in the field," Keene noted. "We also have a very capable, knowledgeable, inside sales staff. We are good at what we do."

In addition to Milan, Cedar Creek branch locations are situated in: Charlotte, N.C.; Dallas, Texas; Arlington, Texas; Houston, Texas; Kankakee, Ill.; Springfield, Mo.; Little Rock, Ark.; Monroe, La.; Oklahoma City, Okla.; San Antonio, Texas; and Tulsa, Okla. The firm recently purchased Epperson Lumber in Statesville, N.C., located near Charlotte.


To view the company's website, go to www.cedarcreek.com

To contact the Milan branch office directly, phone 731-686-0815.
For their Custom Glulam, Rosboro is manufacturing in lengths up to 100’, depths to 72”, and curved beams. Wood species that position to organize and refine a product line that is suited to the rapidly evolving industry. For their Custom Glulam, Rosboro is manufacturing in lengths up to 100’, depths to 72”, and curved beams. Wood species that don’t go into manufacturing in lengths up to 100’, depths to 72”, and curved beams. Wood species include Douglas Fir, Port Orford and Yellow Cedars, each one being used for specific Rosboro products based on their characteristics and features. Some of these product options are Rosboro BigBeam, a 30F high-strength, I-Joist compatible glulam, and Treated Glulam, a decay-resistant glulam that is an ideal product for decks, porches, and balconies.

Keeping a keen eye on the emerging green marketplace, Rosboro is positioning its products accordingly while maintaining a strict tradition of sustainable forestry practices. Because it’s sourced from second and third generation forests, engineered wood has long been touted as a renewable resource, and Rosboro is punctuating that point by offering FSC-certified glulam and using resins that meet or exceed global emission standards. The company also utilizes 100% of every log it harvests for the production of primary or secondary products. The parts of the log that don’t go into lumber, plywood, or glulam are used for paper, particle board, medium density fiberboard, and bio-fuel for home and industrial use.

New Website and Tech Advances

Technological advances are now a priority for Rosboro, which is looking to its web portal as a comprehensive resource for digital tools and data, including a tech library of product information and free downloads of the Rosboro’s KeyBeam glulam software.

Recognizing that its web portal can be an effective communication tool with existing and future clients, Rosboro has introduced an online customer showcase called “Made with Rosboro,” which highlights building projects that incorporate Rosboro products. Supplementing this new social-media strategy is Rosboro’s Facebook page, which updates clients on everything from product news to employee profiles. Rosboro has also become a founding sponsor of BuilderLink (www.YourBuilderLink.com), which fuses social media and online business functionality specifically for the building industry.

In a proactive bid to evolve with the times, Rosboro has turned industry struggle into market opportunity, a strategy that has already paid dividends to building community members who now have access to innovative new products and technological platforms.

Please Visit Us at NAWLA Booth No. 404
HANCOCK LUMBER: “Investing In Our Customers’ Success”

Hancock’s current Bethel moulder facility that will have a major increase in footprint by this fall.

Hancock’s new Pittsfield moulder facility under construction.

Hancock’s Eastern White Pine product specially packaged for a customer with custom wraps.

Casco, Maine—Each and every day the 200 employees at Hancock Lumber work to deliver on the promise of the “Red Bag Solution.”

Living up to their promises to their customers takes the combined teamwork and focus of all Hancock’s employees. “Ask any grader to tell you who the customer is for the boards they are grading that day and they will be able to tell you,” said Matt Duprey, VP Sales. “There is a good chance that the grader has met the customer at some point during a customer visit to one of our mills.

“Your will find plastered on the walls of the firm’s planer mills and sawmills “Do whatever it takes to meet the needs of your customers – deliver unsurpassed quality,” said Duprey. Hancock Lumber has become a “Customer Centric” organization, said Kevin Hynes, CCO Hancock Lumber. As competition from offshore lumber species and the availability of plastic substitutes has gained a foothold in the U.S., Hancock Lumber has responded with the “Red Bag Solution.”

“We start with some of the best wood fiber in the world. (Eastern White Pine), which has been hard for the past 163 years to satisfy the needs of its customers, never in its history has this commitment been stronger. Recently, Hancock Lumber broke ground at their Pittsfield Operation to start construction on a building to house a new Weising molder. This facility will be completed in early September and will bring the total number of planing/moulding operations to 6. “We are extremely excited about the tremendous amount of flexibility we will have to run small orders and shorten the lead on pattern orders,” said Jack Bowien, VP Sales.

Also at Hancock’s Bethel facility, the firm is building onto the existing planer mill building to enable the current moulder operation to expand its footprint. “With this expansion, we will be able to increase our trimming and sorting capabilities, greatly increasing the flexibility of this operation; more sorts, more patterns, shorter lead times for our customers,” said Mike Halle, Bethel Finish Manager. Perhaps the biggest project for 2011 is building onto the existing planer mill building to enable the current moulder operation to expand its footprint. “With this expansion, we will be able to increase our trimming and sorting capabilities, greatly increasing the flexibility of this operation; more sorts, more patterns, shorter lead times for our customers,” said Mike Halle, Bethel Finish Manager.

The addition of automated sorting bins and the lengthening of the current building, will increase the number of sorts from 21 to 40 sorts. “This is a big project for us and we want to get it right so we are spending a lot of time finding the right equipment and designing the best layout,” said Mike Shane, General Manager, Casco Facility.

These expenditures are all focused with the customer in mind, which has been Hancock’s philosophy in the past years. “These expenditures are being done in order to continue to provide our customers with as many options as possible,” said Matt Duprey, VP Sales and Marketing. “The company will benefit from a product flow/automation standpoint but the big winner here is that we are providing our customers from three facilities with unmatched product sorting, packaging and stamping capabilities. Our formula between our mills has always had flexibility and high turn-around times, but these new expenditures will really put us in an even better place for what today’s market demands are with our eyes on what tomorrow will need as well.”

Hancock Lumber operates a diverse array of businesses led by Kevin Hancock, the 6th generation President of the company. The firm has three state-of-the-art Eastern White Pine sawmills that are Forest Stewardship Council (FSC) and Sustainable Forestry Initiative (SFI) certified, seven retail lumberyards in Maine and New Hampshire, two Bargain Barn outlets, one Kitchen/Bath/Window store and a landscape division with 15,000 acres. The firm is a member of the North American Wholesale Lumber Association (NAWLA) and Northeast Lumber Manufacturers Association (NELMA).

For more information visit the company’s website at www.hancocklumber.com.

Visit Hancock Lumber at Booth 700 for what they can do for you!!

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C&D LUMBER Continues 100+ Years Of Service

Great People: C&D Lumber employees believe in their products and are committed to continuing the tradition of providing the best quality lumber and timbers to their customers. Our motto: Great People. Great Products. We set our expectations high because we know the success of customers’ projects start with the quality of our wood. We make a habit of giving the extra mile to ensure our customers experience is second-to-none, by offering peace counts, custom cutting, anti-stand, anti-mold treatment, mixed loads and more. One of the ‘Great Products’ that we offer is our line of Premium Exposed® Douglas Fir. With natural beauty, exceptional strength and when appearance matters, our Premium Exposed® rough sawn timbers and 2” lumber have become the preferred lumber for open-beamed construction. We start with pre-selected raw materials and manufacture beams with precision milling. All Premium Exposed® products are graded on an in-house grade rule which exceeds WWPA’s standards for pitch, shake, and wane. Our line of premium decking products manufactured out of Incense Cedar is an excellent choice for real wood decking. Incense Cedar is highly rated in a majority of physical properties including natural durability, shrinkage, checking, weathering, warping, and insulation value. We also offer a variety of Incense Cedar lumber products perfect for remanufacturing and custom cut timbers available in rough and smooth surfaces. Lastly, we manufacture a wide variety of products out of Port Orford Cedar. Port Orford Cedar specially grows just inland from the rugged Southern Oregon coast. Historically, Port Orford Cedar was the preferred wood for boat building, chosen for its strength, durability, and decay resistance. It offers a wonderful scent and very light color that can be left natural or stained to virtually any tint. This product is first-rate for decking, timbers, and indoor projects.

Great Customers: C&D Lumber values their customers as top priority, striving to build win-win relationships each and every time. Visit them at Booth NAWLA No. 724. For more information, contact C&D Lumber at (541) 874-2241 or visit www.cdlumber.com.

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- have sorted and random widths in Red Oak, White Oak, Poplar, Ash, Hickory, Tupelo, Sap Gum and Cypress in 4/4 through 8/4 for export or domestic shipment.
- have 1.7 million bd. ft. kiln capacity.
- saw Cypress framing timbers and manufacture various tongue-and-groove patterns.
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- saw cross ties and industrial timbers.
- manufacture crane mats for the pipeline industry.
- offer prompt delivery with company trucks and local trucking companies.

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Great Products: Expand your living in the outdoors. Premium Exposed Douglas Fir Timbers and Cedar Premium decking are quickly becoming the preferred products when creating a beautiful outdoor living space.
Western Forest Products (WFP) is the largest coastal Western Red Cedar producer in the world,” Jeff Derby, Western Red Cedar Sales Manager explained from WFP’s Vancouver sales office. “Approximately 60 percent of our production is sold to industrial accounts. The balance is a broad range of finished products which supply distributors throughout North America and offshore markets.” In spite of the depressed U.S. housing market, WFP has seen 17% growth in its Western Red Cedar sales volume.

Derby attributes WFP’s success in WRC to three key factors: supply security through company controlled logging from company tenure; getting the right log to the right mill ensuring dependable, consistent high quality products; and a commitment to rapid service and customer demand through an on ground inventory position.

“With a rapidly changing marketplace and a dramatically shortening supply chain, WFP has adapted its sales and logistics approach to be more responsive,” Derby explains. “We work closely with distributors to identify their requirements on a quarterly basis – this allows us to sell forward and plan harvesting and mill production. However, we also maintain reload inventory to build prompt mixed cars, trucks and containers to respond to customers needs. We can deliver stock by truck to customers just as quickly as if the reload was in their backyard. The key,” Derby goes on to say, “is close relationships and communication which ensures we have the right product on ground and ready to ship.”

“We provide product and service excellence for all customers and markets we serve,” Derby says. “A key strength of our organization is our employees and we are committed to creating a safe work place that brings out the best in people. Our employees are dedicated to their profession, company, co-workers, and customers. Their unique skill sets, years of experience, and commitment to achieving excellence are reflected in our products, processes and culture of continuous improvement and innovation. A reflection of this responsiveness to customer demand is our new stocking program of Douglas Fir Timbers. This product line is a No. 1 and Better, free of heart, free of wane, appearance product line is a No. 1 and Better, free of wane and market profiles of the northern part of Vancouver Island.”

Western Forest Products is fully committed to the protection of the environment and sustainable development of forest resources. WFP provides a full range of sustainable and certified products through the Program for the Endorsement of Forest Certification (PEFC). Custody (CoC) as well as FSC Controlled wood products.

Western Forest Products has significantly restructured its operating and financial platform over the last few years and is now well-positioned to implement its $125 million capital investment plan. These investments will ensure Western continues to be the premier supplier of coastal wood products for markets around the world. WFP is well-positioned, from a log and manufacturing standpoint, to continue to grow its Western Red Cedar business for years to come,” said Derby.

For more information visit www.westernforest.com.
MILL SERVICES Continues To Upgrade Equipment
To Deliver Superior Finger Joint Products

Cobleskill, N.Y.—Mill Services Inc. is having a great year. Orders are strong, the company has added 15 new employees, and an ambitious program of equipment and facility upgrades is paying off in more efficient operations and top quality Eastern White Pine finger joint products.

According to Jamie Place, co-owner of Mill Services Inc. with Dan Holt, part of their current success can be attributed to the strength of Eastern White Pine. "Over the past decade, Eastern White Pine was losing marketshare to cheaper imported woods. But now the imported products are showing weaknesses. Some of the imported woods are not performing well in the tough New England climate, plus current fluctuations are making them more expensive. At least in New England we're seeing people return to tried and true Eastern White Pine," he explains.

Mill Services is the largest producer of finger joint boards in the northeastern United States. The company has the capacity to manufacture up to 7,000,000 board feet per month and deliver to customers throughout the entire U.S. specializing in NEAMaL patterns. Mill Services carries a full range of 4x4 and 4x4 finger joint boards in lengths up to 20'. All products are available with either one or two coats of oil or latex primer. Mill Services carries its own inventory to expedite deliveries.

Since Dan Holt and Jamie Place bought Mill Services Inc. in 2007, they have steadily implemented improvements and equipment upgrades to provide the best possible product. They started by adding a Luxscan Scanline and Weinig 450 OptiCut optimizing system to increase accuracy, quality and yields from wood fiber. The next equipment upgrades included a new convection oven that dries at a lower temperature for a more uniform finish, in 2010, the company installed new sanding equipment to better prepare boards for priming. A few months later, a new buffing equipment was installed to make further improvements in the priming process. Most recently, Mill Services installed a new Weinig Hydromat 23C moulder and a 32' DMC top and bottom sander to increase the company’s shaping and finishing capabilities. Thanks to the new sander, the company can now provide high quality finishes for boards up to 48" wide. In addition to the equipment upgrades, Mill Services owners continue to revolve in their manufacturing facility to make it more efficient and environmentally sensitive. "Some changes, such as adding storage, actually result in a better product because we can protect finished or unfinished wood from damage during elements," Holt explains. During the past year, Mill Services earned both a Sustainable Forestry Initiative (SFI) and FSC certifications. White Pine is grown and harvested in small part of the company’s environment. "If you’re serious about making an environmentally sensitive product, you’ve got to look at everything from the materials that you use, to your manufacturing system, to how durable your product is, to how far you are transporting the product," says Holt. Mill Services uses wood that is grown and harvested just a few miles from its manufacturing facility. The finger joint boards are then manufactured from start to finish at the company’s Cobleskill, N.Y. plant. Holt adds that Eastern White Pine’s natural resistance to decay means that no chemicals are required to enhance durability. "The natural tannins in Eastern White Pine provide natural durability that has been proven to last. Just look around New England and you’ll see lots of 200- year-old buildings, many of which have some of their original Eastern White Pine trim boards," he points out.

Holt and Place are proud to be manufacturing a high quality product that is easy on the environment, but say that recent plant upgrades are just a start. "We’ve got a great product, but we’re not content to rest on our laurels. We will always be improving our processes and our finger joint product," says Place.

For more information about Mill Services Inc. and their products visit them on the web at www.millservicesinc.com or contact them by telephone at 603-654-8509 or 603-654-8508.

TETON WEST And NORTHERN PRIMING Combine 76 Years

Cheyenne, Wyo.—Two well-positioned manufacturing plants in the Rocky Mountain region have combined their resources to bring a unique product to the market. Teton West Lumber Inc. and Northern Priming and Prestain (NPPS) are combining their machine finishing and remanufacturing facilities to present Windswept, a factory milled and finished trim, siding, and fascia product designed to replicate the natural texture and patina of aged and weathered barn wood. Windswept is finished with Olympico®, the original and leader in machine applied coating technology.

WINDSWEEP
Manufactured from new lumber
• Low VOC® environmental friendly and no lead paint residue commonly found in old barn wood
• Excellent color retention for long-lasting rich colors
• Sunblock® UV protection that protects against harmful sun damage
• Utilizes factory-finish technology in a controlled environment promoting better air quality and consistent coverage
• Various colors capturing the grays, browns, and even the barn red found in old buildings throughout the west
• Five species including: EIS-LPP, SPF, Cedar, Aspen and Fir
• Includes most standard paneling and siding patterns in 1x2 through 1x12 composites, 2x4 through 6 in dimension and squares from 3/4 through 12x12

Teton West Lumber began operations in 1973 as a wholesale lumber company specializing in Western wood products. The company has grown and evolved over the years to include mill years in Wyoming, in Colorado, in Wyoming, and Utah, plus a remanufacturing plant in Wyoming. Our species mix includes Englemann Spruce, Lodgepole Pine, Ponderosa Pine and Aspen in 4x4 boards, dimension and squares.

Woodworks, our remanufacturing plant located at the crossroads of I-25 and I-80, is served by both the UP and BN railroads. This fast, precise paneling, finishing, pattern stock, and industrial cut stock and is equipped to handle all remanufacturing of Western Softwoods and has accredited heat treat and IPPC stamps. Woodworks can provide proprietary packaging of our manufactured wood products to your specifica-

TETON WEST
Specializing in NeLMA patterns, we offer the best quality finger joint boards in the Rocky Mountain region. With over 35 years in business, this family-owned company has two generations of experience in machine applied coating technology. NPPS has spent the past two years completely renovating the plant in Kelsey Wyoming, the Colorado plant, including multiple-coat systems, and state-of-the-art drying equipment. This new facility will prime, coat, finish and clearcoat all solid wood substrates, including finger joint boards, finger jointed products and all composite siding, trim and fascia. Fire treating and insect protection is available on all wood species. This facility is equipped to serve the continental U.S., with easy access to I-80, I-70 and I-25.

Unite most machine coating opera-
tions, which use a single type of coating, NPPS has five different types of coating equipment. This allows us to utilize the coating style and equipment that best fits your needs. NPPS has also revolu-
tioned the multi-coat system, allowing us to put multiple coats in a single pass. This technique provides multi-coating protection at a more competitive price. NPPS can also sand between coats, where a more polished type of finish is required.

Please Visit Us at NAWLA Booth No. 616
Maple Ridge, B.C.—Quality and integrity are the focal points of The Waldun Group. Since their founding in 1974, they have used their time in the industry to perfect the manufacturing process of top quality Western Red Cedar products. They have pursued, and achieved, a level of excellence that is unparalleled in the Western Red Cedar industry.

Quality Throughout

The supervisors at The Waldun Group each have 30-45 years of experience. This has helped build the character and knowledge of these key employees. The entire management team demands a level of quality that will not be compromised. The quality of their production is set so high that it has created craftsmen in the process. Most of The Waldun Group’s employees have been with the company for 15-30 years, and this has led to a proud and loyal work force. The company’s employees are now a part of an engrained culture that has made Waldun the most consistent producer in the industry.

Inspection

The Waldun Group’s products are held to superior standards and rigorous testing. This stringent program includes two independent grading agencies. Both agencies perform grading and testing on Waldun products even though only one is required. This helps raise the expectations at the mill with the inspectors that grade the product.

There are roofing mills that do not even have independent inspectors check their products. Some mills are happy if an inspector misses off grade product or turns a blind eye to it. At Waldun the process has checks and balances to make sure this does not happen. The two inspecting agencies are welcomed as part of the company quality control program. Unfortunately many Cedar roofing companies do not make the published grading rules a priority. They will actually hide defective products from their inspector.

Excessive flat grain, knots or knot shadows, and even rot in #1 shakes and shingles can cause a roof to fail in as short a time period as five years. This has lead to a loss of marketshare and shingles can cause a roof to fail in as short a time period as five years. This has lead to a loss of marketshare and this has help raise the expectations at the mill even though only one is required. This stringent program includes two independent grading agencies. Both agencies perform grading and testing on Waldun products even though only one is required. This helps raise the expectations at the mill with the inspectors that grade the product.

Any producer, wholesaler, or roofer that does not see the word Certi on the label it is not a Certi shake or shingle. The non-Bureau product was removed from the jobsite and replaced with Certi shakes (these shakes were Certi-Last).

Here is an example of fraudulent product (100% flat grain):

Flat grain: when the growth rings run horizontally along the butt end of the piece

Any producer, wholesaler, or roofer that is knowingly selling, trading, or applying off-grade product is the demise of the industry. Homeowners do not want a defective Cedar roof. Unfortunately, most of the roofs that are defective will be switched to an alternative product when the Cedar fails. The Waldun Group also takes time and care with all the little things that contribute to make a company stand above the competition. The packaging is always done with care. Their 2 inch pallets, shrink-wrapping, and air-bagging are always done with durability in mind. Pallets are known to break down and fall apart by the time they get to a customer’s yard, but Waldun rarely has this problem.

The organization counts every piece of flat grain that is packed. This ensures that every bundle has 90% edge grain. They are the only mill that goes through such rigorous procedures. There is no guesswork as to the level of quality in each bundle.

The Waldun Group encourages the roofing industry to only do business with the mills that participate in ethical practices; whether that is in the production or application of on-grade products, the providing of a safe work environment, or paying a just wage.

Please Visit Us at NAWLA Booth No. 607
Skana Forest Products Ltd. has been selling into the North American market for the last twenty years.

Skana Forest Products Ltd. specializes in wholesale softwood lumber, plywood, fencing and the manufacturing of specialty Western Red Cedar.

Our knowledgeable team is committed to providing innovative and high quality forest products to Canadian, US and overseas markets.

Congratulations NAWLA on another successful Traders Market!

“New Reality—The Road To Market Recovery It’s A Marathon, Not A Sprint!!”

Vancouver, B.C.—This year marked the 57th Annual General Meeting for the Western Red Cedar Lumber Association (WRCLA), an organization that has enjoyed an impressive history and has rightly earned its reputation as “the voice of Western Red Cedar” throughout the world. Over that period, market cycles have fluctuated considerably, but few can recall one that has been as lasting or cut as deeply as the current one. In these, the most challenging of times, it is easy to understand the desire to hunker down and wait out the storm. There is no question that lean organizations focused on fiscal restraint are required to survive. That said, in spite of current market woes, WRCLA members have found the means to champion a comprehensive WRC market promotional program that is supported by in market field experts and aket promotional program that is supported by in market field experts and a "Real Cedar" branded products supplied by WRCLA members symbolizes this quality first commitment.

The new reality involves functional shifts within the industry as they relate to the changing roles of supplier, distributor and retailer, and how those changes have impacted the Western Red Cedar business. For the WRCLA membership, understanding how the evolving role of the distributor will impact both current and future business is critical. By recognizing the shift and resulting affects, the WRCLA will be positioned to align programs and resources for the most effective implementation and in-market support. With this in mind, the content and format for the WRCLA Business Session at the 2011 NAWLA’s Traders Market® has been reshaped. This year’s session will feature a panel of industry distribution players that have agreed to engage in both the development of content for the session as well as panel participation. The panel will be asked to respond to questions related to the evolving role of distributor and how changing dynamics between suppliers, distributors and retailers is impacting Western Red Cedar business. In addition, the content will include questions on the use of existing WRCLA resources, as well as improvement ideas. Ultimately the objective will be to determine changes needed to increase Western Red Cedar demand in the current market and the steps required to position the species to capitalize when the recovery occurs. One of the more exciting elements of WRCLA’s effort has been the promotion of Western Red Cedar’s environmental credentials. By leveraging the heightened awareness of environmental issues, the WRCLA market program intends to position Western Red Cedar as the ultimate green building material for non-residential, repair and remodel, and outdoor living applications. In recent years, we have written about Life Cycle Assessment (LCA) and the research work completed on siding and decking. The initial studies provided clear and creditable verification of Western Red Cedar’s environmental superiority when compared to man-made materials. This was followed with a research project that established the first wood product Environmental Product Declaration (EPD) in North America for siding and decking earlier this year. EPDs hold potential as standardized comparison for building materials and WRCLA supports the concept of EPDs as the industrial equivalent to the nutrition label on a cereal box. Demand for responsible production and an increasing number of environmentally conscious specifiers or end users, has EPDs gaining acceptance as a means of sorting through the maze of competing marketing claims. While specifiers are driven by many factors such as cost, maintenance, building design codes, etc., it is anticipated that environmental credentials or standards will become the pre-requisite for products to participate in the selection process.

There is no silver bullet but one thing is certain, success will be driven not only by active participation of suppliers but also the buyers whose businesses rely on these resources. With this in mind, we invite you to join us for the WRCLA Friday morning session at NAWLA’s Traders Market on October 21st. The interactive meeting format will be intended to inform and engage participants on current market trends while seeking ideas to improve Western Red Cedar’s competitive position. These ideas will enhance business margin opportunities for industry players in the short-term and position them to capitalize on building activity returns and demand improves.

For more information visit www.wrcla.org or call me directly at 604-891-1234.

Type III environmental declaration developed according to ISO 14024 and 14025 for average Cedar decking products manufactured by the members of the Western Red Cedar Lumber Association.
SNIDER INDUSTRIES-
75 Years Of Quality Service

Marshall, Texas—Reaching the milestone of 75 years of continuous operation would typically indicate a company steeped in a rigid business practice and a resistance to change. This is not the case for Snider Industries. Change, new challenges and the unwavering commitment to improvement are embraced by the company leadership in an effort to perfect operations and customer service. Snider Industries, a third-generation, family-owned operation, embraced the opportunity to create a custom information management system unique to their needs.

In 2007, after years of investigative research, Snider commissioned Sreveport, Louisiana IT company Praeses, to create and deliver a new and innovative information management solution. The Praeses team was tasked with creating a system specific not only to the lumber manufacturing industry, but also to Snider Industries and their workflow. After endless attempts to forage many existing forest products systems companies, they discovered a unique software package that was a perfect fit for their needs. A call to one of Snider's customers, who were having to pursue their own, unique information management system. We chose the Praeses team, and worked in partnership with them through providing industry insight and operations specific to Snider Industries. We created a 21st century solution,” said Jill Snider Parr, Snider Industries owner.

Praeses project leader, Lee Hearns, facilitated the development of a system that used Intuit’s QuickBooks Enterprise as the base and added custom modules for the three industry specific areas of service: timber management, the planer mill operations and sales and marketing. Snider Parr, Snider Industries owner. The planer mill has three production lines including a separate pattern line. All of Snider’s patterns are available in #2 and Better. A moisture content mark of 15% allows for a soft, pliable board suitable for conventional steam kilns at 180° F. All of Snider’s lumber is at the heart of every sawmill operation and it’s no different for Snider. Snider’s patterns are available in #2 and #3; and a moisture content mark of 15%, including D and F short-leaf pine.

With a fully enclosed facility of over 220,000 square feet of finished lumber storage and loading, Snider prides itself on the clean, dry and dust-free delivery of their finished lumber. The lumber stays under roof and is never exposed to elements once the drying process is complete. Customer trucks are able to load, weigh and depart from the massive building. Snider can provide just-in-time delivery for Immediate, same-day shipment.

On-line Retailer Directory Adds Value

Cumberland Center, Maine—For the past few years, NELMA has been quietly offering free on-line listings for lumber retailers. It’s one part of an on-going, long-term strategy to connect the lumber industry in new and innovative ways. Today, with nearly 100 retailers listed in the database, NELMA introduces an on-line directory of lumberyards and lumber retailers.

Wholesale/Wholesale Distributor Special Buying Issue

SSL Industries manufactures approximately 56 million feet of Southern Yellow Pine annually.

On-line Retailer Directory Adds Value

Cumberland Center, Maine—For the past few years, NELMA has been quietly offering free on-line listings for lumber retailers. It’s one part of an on-going, long-term strategy to connect the lumber industry in new and innovative ways. Today, with nearly 100 retailers listed in the database, NELMA introduces an on-line directory of lumberyards and lumber retailers.