

LAZY S LUMBER & COLUMBIA CEDAR: Tips And Services At Your Fingertips



Lazy S Lumber & Columbia Cedar web site's home page.



The company offers a full line of tight knot Western Red Cedar lumber.



Todd Fox, Sales Manager of National Sales

Beaver Creek, Ore.—In today's competitive marketplace, Lazy S Lumber and Columbia Cedar, located here, are committed, more than ever, to providing old-school service, with the Customer's needs a priority, with tomorrow's technology.

Our web site is a quick and easy way to see our full range of Western Red Cedar products, applications guides and company information. Visit our photo gallery to show your customer applications of our products to assist in your promotion and sales.

We provide links to trusted companies that provide related products to apply, finish and maintain the natural beauty of Western Red Cedar sidings, paneling, fencing, decking AND Cedar plywood panels. "We believe that providing as much information to our customers and others who access our web site, helps educate the end user and hopefully the homeowner in the benefits and beauty of our products," said Merry Schmidt, co-owner of the Companies. "We continually seek to

find out what our customers want and then develop ways to deliver it."

CEDAR PLYWOOD

The Cedar Plywood panels are Unique to Lazy S Lumber, these plywood panels can be added to our customers truck load to make an extremely well stocked inventory without the need to overstock any one item.

Ralph Schmidt, owner, said, "The Cedar Plywood line of products, has picked up this year. People are finding value in our 4 x 8, 4 x 9 and 4 x 10 Cedar panels for many uses. The most popular is our 4 x 8 flat square edge panel used with our 1 x 2 or 1 x 3 Cedar battens making a total Cedar board & batten look, at a very affordable price."

All our 19/32 Cedar Craft Plywood panels meet or exceed the Cal Fire requirements. The listing can be found in California's State Fire Marshal Building Materials Listing Program (BML). Go to

http://osfm.fire.ca.gov/strucfireengineer_bml.php. Currently listed as Panel Crafters, Inc., totally owned and operated by Lazy S Lumber.

FSC CERTIFIED

Columbia Cedar is now able to supply FSC products, recently earning the FSC (Forest Stewardship Council) Chain of Custody Certification granted by SCS (Scientific Certification Systems) who is accredited by the FSC to certify companies to their international standards. Columbia Cedar FSC-C106644. This means that Columbia Cedar meets the strict tracking requirements for ensuring that the products sold as FSC-certified come from a responsibly managed forest.

For more information please visit www.fsc.org and www.sccscertified.com.

ELECTRIC BLUE

Todd Fox, Sales Manager remarked, "Our 7/8 Electric Blue product line of

KD Cedar boards is an item in our product listing that was a direct response to our customers' needs. The high quality of the EB product line keeps customers asking for more because of the high percentage of on grade boards minimizing cut-out and waste on their job sites."

"Electric Blue is always individually wrapped half packs in 1 x 4 thru 1 x 12. This makes it easier for our customers to receive more items on a truck, enabling better management for their inventories. We make it Company Policy that Our Customers Come First."

For more information, visit online:
WWW.LAZYSLUMBER.COM
WWW.COLUMBIACEDAR.COM

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DON "THE GODFATHER" DORAZIO
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CHAD "CLAUDE" FINDLAY
 SALES MANAGER

Looks great when he's wakeboarding looks less great when he's on the beach. He makes up for his lack of style with extensive cedar product knowledge.
cfindlay@westbaygroup.com



KYLE "CRAZY LEGS" JONES
 SALES REPRESENTATIVE

Looks like Scorch from "Saved by the Bell" and has the athletic ability of Tony Hawk. Good thing he's a cedar expert, or he'd never find a job.
kjones@westbaygroup.com



MARC "BACKSNAP" BELZIL
 SALES REPRESENTATIVE

The hotshot in the office, well, at least we thought he was, until we found out his major snowboarding injury of a broken forearm, actually happened on a bunny hill.
mbeil@westbaygroup.com



DARREN "THE PRICE IS RIGHT" BARKER
 SALES REPRESENTATIVE

He'd like to give you a great deal, but you'll have to spin the wheel first. He would also prefer if you had your pet sprayed or neutered.
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BENNETT LUMBER Introduces Imperial: A Cedar Product Second To None

Princeton, Idaho—Since 1939, Bennett Lumber Products Inc. has re-invented itself time and again to accommodate changing markets and fluctuating economic challenges. The ongoing recession that has gripped the nation is but one more such challenge for this established lumber company to overcome.

Bennett Lumber produces numerous species that are native to the area and has persevered and actually thrived even in recent years due to innovative new product offerings and capital improvements which will have the company primed and ready to respond when the demand on the lumber market fully returns.

Jim Vandegrift, Sales Manager at Bennett Lumber, recently explained the company's current status. Among the many positive developments at Bennett Lumber over the past year is its new Cedar product, Bennett Imperial. Vandegrift said, "Bennett Imperial is available in 1x4 through 1x12 and is very similar to what you'd consider as a premier product home center board. It's as good as you can get in a very usable two-face, and we've had a great deal of success with this product in the marketplace."

Vandegrift elaborated that in order to avoid giving a "detrimental product" to our 3 & Better customers, "in the sawmill we increased our target sizes, both on our thicknesses as well as our product width. In doing so, we're able to garner about 70 percent recovery on our Imperial grade, which is usable two-face and about a 30 percent recovery on the 3 & Better, which is still graded to the rough face, as Cedar boards always have been. The Imperial is virtually skip-free and wane-free on the surface face, allowing the customer to utilize it in applications, either on the rough S1S2E face or the smooth face."

Bennett introduced Imperial this spring. Vandegrift reported that customers are "enthused about it. Our customers who like the 3 & Better continue to buy the 3 & Better. Those that are heavily competing with the box stores, with their customer base and the smaller retail stores, the Imperial is just the absolute best thing they can have for that. Imperial is very competitive in the marketplace."

With Imperial, Vandegrift said the turn-



Bennett Lumber Sales Manager Jim Vandegrift is pictured with a 1x8 board of Red Cedar.



Bennett Lumber's highly recognizable paperwrap protects all the company's products in transport. Pictured are Bennett's sales team of Jim Vandegrift and Bob Jahns.



The Bennett Lumber sales team of Jim Vandegrift and Bob Jahns are pictured in front of Ponderosa Pine Selects.

around time on orders is the same as any other product. Bennett "has stock on the ground," he said. "We don't run patterns for inventory; we don't stock it but we can have a pattern order created and finished within 7 to 10 days, depending on the time of week the order is placed. We like to run our pattern machine two or three days a week, so it is determined when the orders are placed."

Imperial is shipped in the same Bennett paperwrap as the rest of the company's products. "We take a great deal of pride in the Bennett logo, and Imperial is in the same wrap that we do everything in," Vandegrift said.

The company has changed protocol on its 3 Common Ponderosa Pine. Vandegrift noted, "In our 3 Common Ponderosa as well as 3 Common Englemann Spruce and Standard Idaho White Pine, product is now pulled to length. Previously it was all pulled two lengths per unit. We made some adjustments in the planer department so that it is all pulled to length, which definitely helps our customer base."

Additionally, Bennett's premium dimension products continue to be a strong item on the market. Vandegrift said, "Our overall dimension volumes are not off that much, even though we're running more Ponderosa than we have in the past. We do have a true White Fir in 2x4 through 2x10 and a Fir/Larch dimension in that same size. When market conditions dictate, we will make 2x12 in both items. In White Fir we do both a 2 & Better in our 2x4, as well

as a Standard & Better, and then a Select Structure on top of that. For the markets that demand a No. 2 stamped product, we have one in White Fir. Our Standard & Better and the Premium is slightly higher on the 2 & Better than the Standard. It's an extremely good product."

Bennett is operating two shifts in both its mill and planer facility, an increase in labor from 15 months ago. "This is still down from our production capacity, which would be ideally 60 hours per shift per week, but we are gaining and I've seen the improvement," Vandegrift said. "Our production is 50 percent of what it would normally be with the two mills due to economic conditions."

"The export market has definitely helped and we've increased our overall presence in the export market from about 2 percent of our overall production to more in the neighborhood of 8 percent. That's a combination of Pine board exports into Mexico, China, Pakistan and Vietnam."

Capital improvements were also on Bennett Lumber's agenda the past year as the firm invested in equipment and machinery improvements in its Clarkston mill, known for its Ponderosa Pine production. "When the U.S. domestic market does improve, we'll be ready to turn the key and get that mill going and turn out some fiber that's needed in the marketplace," added Vandegrift.

Bennett's Princeton mill, according to Vandegrift, produced twice as much Ponderosa Pine in the last three years than normal. Bennett is producing predominantly 6/4 Ponderosa Pine in Shop and

Moulding for the window and door manufacturers, some 4/4 in Selects through 4 Common in 1x4 through 1x12, and occasionally some 5/4.

"We also cut Idaho White Pine," added Vandegrift. "We're one of basically two mills that produce Idaho in any substantial volume. We like to think that we produce the premiere product in Idaho White Pine in the Sterling and upper grades and the Standard. IWP account for 5 to 6 percent of our annual production."

Bennett has survived through the years, said Vandegrift, because "we're a small, family-owned business in which our communications are so good — all the way from Frank Bennett, our president, to the guy that pulls the dry chain in the planer. We're able to change fairly quickly to the demands of the marketplace."

Key personnel, in addition to Vandegrift, includes: Frank Bennett, President and son of founder Guy Bennett; Brett Bennett, vice president; Bob Jahns, sales assistant; Jan Dimke, secretary-treasurer; and Mitch Dimke, general manager of the Clarkston mill.

Bennett Lumber is a member of the North American Wholesale Lumber Association. For more information, visit online at www.blpi.com.

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SWANSON GROUP SALES – Reimagine, Reinvent, Reignite

Glendale, Ore.—When Bob Dylan first released *The Times They Are A-Changin* in 1963 he wasn't singing about U.S. Housing starts and the subsequent



Swanson Group Sales new radiant barrier plywood panel - TruBlock

struggle in the forest products industry...but he could have been.

Since hitting its peak in 2005 the U.S. housing market has been in a tailspin for the last six years and the forecast today is far from optimistic leaving most mills and producers in a scramble to find alternative markets for their wood products. In the big-picture nothing has greater take-away for wood products than a robust housing market and so the historical strategy in this industry for getting through the downturns is to hang on until the ship is righted and housing bounces back. But after six years of predicting that things have bottomed and will start to improve - economists are now taking the bloom off the rose and starting to paint their prognosis with a realist's eye as opposed to an impressionist.

The result of the prolonged housing drought has brought out the usual industry suspects of curtailments, layoffs and plant closures but it has also uncovered some creative innovations as mills seek

to find new products and markets for their wood products. At Swanson Group Sales we said **enough** of this stale economy...it's time to take a fresh approach to our business....and remember those attributes that make wood the premiere building product in the world...excellent strength to weight ratio, ease of workability, depth and range of uses, and based on renewability alone it's the most "green" product one can use. Wood is an awesome material and the range of uses for forest products is only limited by our own creative thought.

So we rolled up our sleeves and said it's time to **reimagine** what we can do and make. A salesman found a market for small squares if we could produce them - not an easy transition for a small log mill - but we looked at our equipment and found a way to make them and today they are a solid contributor to our bottom line. We looked at our double 4 ply line at our Springfield Plywood mill and with an adjustment that we call the "double dip" we are able to produce a 4



Making lumber in millimeters and 13' long is new for Swanson Group Sales.

ply and a 5 ply panel at the same time and we're also able to make thinner pan-

els much more efficiently. We had to **reinvent** the way we made things in the mill. We had an opportunity to export dimension lumber if we could make certain metric sizes. It took a collaborative effort between sales, our customer, our millwrights, and management to come up with a working solution but

today we are making sizes we never dreamed of before and are talking in millimeters instead of inches - but it is paying dividends. We had a customer who needed a plywood backed radiant barrier panel - as opposed to the more common OSB backed panel - and we said ... "We can do that". Now we have radiant barrier plywood panels as part of our mix. And finally we had to **reignite** the company - the sales staff, the mill staff, and the timber buyers, everybody had to get on board and view our business through a new set of eyes.

Although former President John F Kennedy gets credit for this line from his inaugural speech; it was actually penned by George Bernard Shaw and goes: "Some people see things as they are and ask why. I dream things that never were and ask why not." Today we are turning our business upside down and inside out and looking at it from a perspective we've never viewed before. For example, in the last two and a half years we have participated in trade missions to Dubai, China and South Korea to learn more about the export business.



A customer sizes up lumber from Swanson Group Sales

We have laid up panels we never considered before to meet customer requests and have a JAS stamp for our plywood which makes it eligible for shipment to Japan.

We are still SFI certified for fiber sourcing and participate in Pacific Power's Blue Sky program to utilize alternative sources of energy....programs that add cost but are the right thing to do.

With new products and new markets it's a whole new ballgame....and it's anything but business as usual for anyone in the forest products industry....but one constant is that Swanson Group Sales is here for you, bringing the products you need for today's challenging business environment.

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ANTHONY FOREST PRODUCTS Upgrades, Excels In Safety

Modernization of Sawmill

Anthony Forest's Urbana sawmill is undergoing a tremendous mill mod-

ernization capital project. A new, third headrig, high-speed edger, dual path dry kilns, and a new planer mill are being installed. This will leverage the Urbana mill, which is



Key personnel members at Anthony Forest Products are: Nichol Greer, Lumber Sales Assistant; Donna Allen, Lumber Sales Representative; and Russ Kimbell, Lumber Sales Manager.

ernization capital project. A new, third headrig, high-speed edger, dual path dry kilns, and a new planer mill are being installed. This will leverage the Urbana mill, which is

injury and illness rates. Along with the APA awards, the Urbana sawmill and the Arkansas laminating plant received the



Steve Zylkowski, Manager of APA Quality Services from Tacoma, Wash., presented the Incident Free Honor Society Award to Johnny Nolan, Manager at the Anthony Forest laminating plant in El Dorado, Ark.

already one of the most efficient Southern Pine mills in the nation. Production capacity will be around 150 million board feet of high quality SYP lumber to serve our customers. Throughout the mill at each machine center are quality control systems and scanning technology to ensure the highest quality lumber. At the planer mill all graders are certified by Timber Products Inspection (TPI). Internal quality control measures will be even surer with the installation of optimized lumber grading.

Three Locations Named Member of 2010 APA Incident Free Honor Society

The El Dorado laminating plant, the Georgia laminating plant and Anthony Eacom, Inc. all received the APA Incident Free Honor Society Award for working the entire year of 2010 with zero incidents. There were 112 companies which participated in the 2010 safety survey, and 21 companies (or 18%) received the Incident Free Honor Society Award.

The APA Safety and Health Awards Program is the premier safety award program for the engineered wood industry in North America. It encourages and recognizes operational excellence with the goal of reducing

out a lost day away from work.

New Literature Is Here!!!

A new brochure has been designed to focus on lumber. It was created so that our existing lumber customers and prospective lumber customers have a visual piece with text and pictures to refer to.

The brochure contains sections on Anthony Forest Products' history, specifics about the Urbana sawmill, including products and the mill modernization project. It also includes transportation information, Customer Service, and Certification Programs.

The brochure may be obtained through our Lumber Sales Department. Please feel free to contact Russ Kimbell, Lumber Sales Manager, Donna Allen, Lumber Sales Representative, or Nichol Greer, Lumber Sales Assistant. You can also visit our website at www.anthonyforest.com.

Please Visit Us at
NAWLA Booth No. 615

Longevity, Quality Define DURGIN AND CROWELL

New London, N.H.—Durgin and Crowell Lumber Co. was founded in

1976. The purpose was to create high quality Eastern White Pine lumber. Thirty-five years later, the mentality and the business is running stronger than ever. With key employees that have been with the company since the beginning and one of the most modernized Eastern White Pine mills in the country, Durgin and Crowell has the future well in hand.

The mill saws up to 32 million board feet per year. Production consists of mostly 4/4 and 5/4 boards, as well as all the by-products that are generated from the milling process. Recent certification under the Sustainable Forestry Initiative (SFI®) program shows the dedication to commitment we have to the vast timberland that we procure Eastern White Pine from on a sustainable basis. All products from lumber

ple philosophy: the more uniform the lumber going into the dry kiln, the more uniform it will be coming out. These smaller kilns allow them to custom dry loads to specific customer requirements without under or over drying.

The planer mill stands behind its Weinig/Waco 30XL moulder along with a Yates-American A20-12 planer. Having the best of both worlds, the moulder is used for all the pattern stock and high-end lumber. The planer is used to run the custom inline band-sawn material, a wonderful change from the all-too-common rougher



Peter and Ben Crowell, co-owners of Durgin and Crowell Lumber Co., located in New London, N.H.



Chuck Gaede and B Manning with samples of Durgin and Crowell's Enhanced Paneling.



Enhance Paneling is the latest innovative product offered by Durgin and Crowell, a prefinished VOC free board that is ready for immediate installation.

head. The latest project at the mill was the installation of a new Camfil-Farr dust collection system to ensure the best air quality for its employees, which provides a better working environment.

Enhance Paneling is the latest innovative product offered by Durgin and Crowell, a prefinished VOC free board that is ready for immediate installation. No sanding or staining on the job. Enhance is a vacuum coated, UV dried product produced at the mill. Keeping the environment and customer safety in mind, this product is perfect for those environmentally friendly building projects as well as a huge time saver at installation.

Even with the latest technology, Durgin and Crowell still believes that the employees are what make it happen. Longevity in the workplace shows the true commitment to its employees. If you have a question, they are ready with the answer. It may not be the answer you want to hear, but it will be said with honesty and long-term customer commitment in mind.

SALES CONTACTS
B Manning – Sales Manager
Chuck Gaede – Sales
Phone: (603) 763-2860
Fax: (603) 763-4498
www.durginandcrowell.com

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NAWLA Booth No. 317

to sawdust, bark and shavings are used to maximize the potential of the logs, making sure to follow a zero waste objective.

From laser-guided saws to the first-ever automatic grader on Eastern White Pine, Durgin and Crowell's sawmill is top notch. All filing is done in house with its state-of-the-art sharpening room. Along with all the latest technology, newly hired quality control personnel is working strictly with the sawmill to ensure the best sawing and grading possible before sending the wood to the planer mill.

Once sawn, the lumber enters into one of 18 Irvington-Moore dry kilns. Going against tradition of large track kilns, Durgin and Crowell uses a sim-

PPG MACHINE APPLIED COATINGS, Your Partner For Today's Environment



From Left to Right: Ken Barry, Dave Siteman, David Jeffers, Jon Westmaas, Craig Combs and Patrick Hanulak.



Front row from Left to Right: Liz Egan, Rindy Learn and Beth Kirol; back row: Tim Hurley and Patrick Hanulak.

Pittsburgh, Pa.—PPG Machine Applied Coatings, headquartered here, has been a pioneering force in the machine applied coatings industry for 85 years and is positioned to supply machine coaters and their customers environmentally responsible products today, tomorrow and for years to come.

There are three key components to PPG's success and their customers successes, that allow them to keep their company at the forefront of the industry:

- **Technology to develop environmentally friendly products;**
- **Multi level customer development with superior support and service;**
- **Backed by the power of PPG: depth of technology, marketing, and distribution.**

As a market leader, PPG prides itself on dedicated Research & Development and Field Technical

teams solely focused on machine applied products and technology. PPG continues to raise the bar for their associates to formulate products that will enable their customers to deliver performance and quality unrivaled in the marketplace. PPG recently launched an intermix coating system that can be used to coat wood, fiber cement and fiber composite siding, trim and molding substrates. This system is a more cost effective way for their customers to provide color flexibility and quality while eliminating costs by controlling paint inventories.

Beth Kirol, technical manager for PPG MAC, said "technology and resources to develop environmentally responsible products, coupled with the needs of our customers to meet the most stringent performance and environmental standards, is evident in our products that we deliver." PPG currently offers a variety of primers

and finishes that are less than 100 g/L VOC (Volatile Organic Compounds) and HAPS (Hazardous Air Pollutants) free and are launching products that will allow their customers the ability to further their eco-friendly practices.

David Jeffers, national sales manager for PPG MAC, noted "we continue to develop a culture from our sales to customer service reps, along with our research and development team, that the customer comes first." PPG delivers on this model by creating a network of employees whom their sole responsibility is to the factory applied market. Jeffers continued "with 10 employees, that combined have over 120 years in this business segment, we continue to earn our reputation as the leader in the factory applied coatings industry."

Many of PPG's products offer ready mix colors or can be tinted from PPG's exclusive Voice of Color®

color system. PPG's color systems can be found not only on interiors and exteriors of homes, but also on 2/3 of every vehicle on the road, appliances, phones, space shuttle and 2/3 of every jet liner.

Pittsburgh-based PPG is a global supplier of paints, coatings, chemicals, optical products, specialty materials, glass and fiberglass. The company has more than 150 manufacturing facilities and equity affiliates and operates in more than 60 countries.

For more information about PPG and PPG Machine Applied Coatings, visit them on the web at www.ppg-machineappliedcoatings.com or call 1-877-622-4277.

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ROSEBURG—Working Together, Growing Together

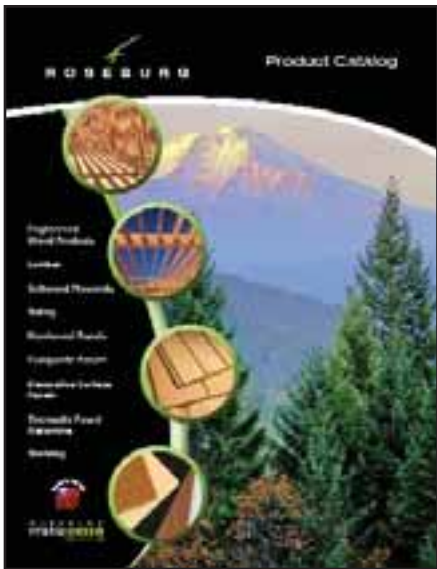
Dillard, Ore.—For 75 years, Roseburg Forest Products, based here, has been a family-owned manufacturer of engineered wood products, lumber, plywood, particleboard and specialty panels. The company owns and manages over 600,000 acres of timberlands in the Western United States and operates manufacturing facilities in the Western and Southern regions of the country. Roseburg employs over 3,000 talented and experienced workers located in more than 80 communities throughout the United States and markets the broadest mix of products to cus-



Roseburg Forest Products' log yard located in Dillard, Ore.



This is an image of Roseburg's laminated veneer lumber.



Roseburg's product catalog offers images and complete descriptions of their products.

tomers throughout North America. Roseburg strongly believes

“Working Together, Growing Together”, the theme chosen to commemorate the company’s 75th anniversary, is very appropriate to describe its relationship with NAWLA and its members. It also defines why their relationship continues to grow stronger every year. As NAWLA’s **Single Source Producer, Roseburg offers:** mixed product shipment opportunities; integrated manufacturing facilities; flexible sales and marketing options; dependable supply of quality products; forest management practices certified by third-party verification; efficient, low-cost production; quality products that meet or exceed industry standards; skilled and knowledgeable manufacturing and customer

service; broadest product mix from one source; broadest mix of Green Build wood products; and FSC certified and No Added Urea Formaldehyde (NAUF) products. All these features from one **Single Source Producer** that believes its customers are the company’s most valuable asset. Roseburg’s manufacturing facilities include: a sawmill, Softwood and hardwood plywood, particleboard and decorative surface plants in Dillard, Ore.; plywood plants in Coquille and Riddle, Ore.; particleboard plants in Missoula, Mont., Louisville and Taylorsville, Miss., and Russellville, S.C.; engineered wood products plant in Riddle, Ore. and four decorative thermal-

ly-fused melamine facilities located in Oxford, Miss., Missoula, Mont., Orangeburg, S.C., and Dillard, Ore. Roseburg has made a major commitment to producing green FSC and NAUF products for its customers. In fact, they produce North America’s broadest selection of green wood building products. To download the Roseburg Product Catalog visit roseburg.com For more information, contact a Roseburg territory sales manager at 1-800-245-1115

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LUA Provides Steps To Plan For An Emergency: Make Sure Your Business Is Prepared For The Worst

Lumbermen's Underwriting Alliance recommends to all of its policyholders to develop an Emergency Response Plan to safeguard interests. Emergencies strike without warning and it is crucial that your business has a plan to defend against the worst. An immediate response to an emergency could mean the difference between survival and hardship. Following is a five-step process to help you prepare for the unexpected.



Step One-Assess your Needs

- Research the history of emergencies at your facility to help develop planning strategies.
- Take a look at offsite and onsite hazards that could expose your facility to emergencies.
- Have a supply of materials that could be used during a natural hazard such as tarps and plywood for emergency repairs.

Step Two-Create a Written Policy

- A statement of purpose declares the company's intent and objectives, while specifying limitations to responding to certain site-specific incidents.
- A written policy outlines the plan of

action and top management's commitment to addressing emergencies. The plan should be reviewed annually to assure that any changing conditions are recognized and updated.

- Assign a sponsor from executive management to approve, facilitate, and provide full support to the development and implementation of the organization-wide business continuity program.

Step Three-Create a Response Team Structure, Roles, and Responsibilities



- Set up an onsite Emergency Response Team (ERT). Assign each person involved a specific duty.
- Appoint an Emergency Coordinator or Leader to organize training, analyze each department's hazards, and ensure that needed emergency supplies are available. Establish written ERT procedures, including a site visit with the fire department before an emergency. During an emergency, the Coordinator is responsible for directing and supervising the ERT's assigned duties.
- Have a designated individual call the fire department and ERT members when an emergency occurs.
- Assign a Sprinkler System Operator, when appropriate, who knows where all

sprinkler valves are located and is capable of operating them in the event of a fire.

- Designate a Fire Pump Operator, when appropriate, who is capable of making sure that the pump starts automatically after the fire alarm sounds.
- Choose a Maintenance Operator who is responsible for shutting off all flammable gases, liquids, and other hazardous materials in an emergency. This individual needs to know where primary and secondary shut-offs are located and how they operate.
- Establish a Salvage Team to be in charge of getting the facility back in business after an emergency. This team should start repairs as soon as practical. Duties might include drying out wet areas, giving priority to major damage of vital equipment or processes, and contacting contractors for repairs and rebuilding needs.
- Firefighting Teams are appointed and trained to fight a small fire until fire department arrives. These members need to know the proper types of extinguishers to use in different emergencies.
- Select an Electrician to shut down electrical fans or air handling ventilating equipment during an emergency. They must know the locations of all switches, generators, and emergency power equipment.
- If part of your own staff, Guards and Watch Service personnel should be trained in all aspects of the above men-

tioned responsibilities in the event of an emergency occurring after business hours.

Step 4-Train your Personnel

- Educate personnel for each level of response.
- Establish drills with the onsite team and coordinate their efforts with the public fire department and other outside emergency response agencies.

Step 5-Do the Audits

- Conduct annual audits of the emergency plan at predetermined intervals.
 - Develop a program to assure that changes in construction, occupancy, protection, and exposures are accounted for in the plan and ensure they are communicated to the Emergency Coordinator.
- By taking the time to plan for emergencies and raise employee awareness on how to respond to potential disasters, LUA's policyholders are promoting a safer workplace environment for everyone.
- Visit LUA's website at www.lua.cc for further information.
- Disclaimer: This information is provided as guidance only. It contains nationally recognized standards on the types of information that should be contained in an Emergency Response Plan. LUA recognizes that sections of this guide may not be applicable to every policyholder and all possible situations or needs may not be identified. It is each policyholder's responsibility to evaluate the potential risks related to their operations and determine the appropriate responses.

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Global Sourcing Done Right: WESTON Puts Teams In Key Locations



Primed steel door stiles with end-work.

Mississauga, Ontario—Weston Wood Solutions Inc., a diversified supplier of lumber and engineered wood products to manufacturers and distributors in North America and around the world, has established a global network of new product sources, with key suppliers in Chile and China. Headquartered in Mississauga, near Toronto, Weston operates from a 70,000 sq. ft. warehouse and maintains a supply of products for its customers through strategically located warehouses in Georgia, Maryland and Alberta, Canada. Weston offers its customers direct shipment from overseas suppliers and provides LTL or full load services to major Distribution Centres from West to East coast across the U.S. Weston's key products include trim boards, mouldings, LVL components, and finger-joint blanks in Radiata, Eastern White Pine and Chinese Fir, and Select boards in New Zealand Radiata.



WWS Primed trim boards packaged and ready to go.

Weston has become a pre-eminent gateway for global materials sourcing offering a broad spectrum of products and logistic services and Weston knows that it succeeds when its customers succeed. According to President, Alan Lechem, Weston's recent expansion into Chile has

been an exciting step. "We have recognized the vast potential in the Pacific Rim. The move to expand our operations in Chile not only allows Weston to exploit new product and market opportunities, but also enables our customers to stay closer to the sourcing locations."

Mauricio Bravo has been recently promoted to General Manager of Weston Chile S.A. He will continue to oversee procurement and quality control in addition to further developing Weston's import and export business. "After my relocation, our business relationships will grow, and these will provide for more exciting opportunities for our customers," said Mauricio. Products from Chile include Radiata S4S FJ boards 1x4-1x12, mouldings and finger-joint blanks. Weston Chile is developing relationships with local suppliers who lack their own export capabilities, providing Weston with attractive, back-up sources of supply to satisfy unpredictable customer demand and guard against supply delays. Weston Chile is also exploring importing certain high-end Canadian-sourced building products. Mauricio will be representing Weston this year at NAWLA and looks forward to meeting his many customers in Las Vegas!

In addition to Mauricio, Weston attracted a local industry expert in Chile, Ramon Flores, who has extensive experience in developing markets for both lumber and plywood. Ramon will be servicing specialty plywood markets in South America and the Caribbean while expanding Weston's sourcing network in Chile, Brazil, and Uruguay.

Weston's product manager, Cinius Lee, runs Weston's operations in China. He travels there extensively and manages an experienced local team of Weston's quality control experts who examine every outgoing load. Cinius has developed broad experience establishing the best supply from Weston's Chinese mills and he has the cultural insight needed to effectively manage relationships with companies in one of the most exciting markets in the world. Products from China include doorframes, primed gesso boards, window extension, Cedar fence boards and spe-



WWS stocks over 100 different jamb and window extension profiles, and can machine in-house head and sill dados to any specification. An image of mortised exterior jamb is shown here.

cialty products such as Adirondack chairs and garden sheds.

"Our strategy of placing our own people on the ground in countries we source from guarantees the highest quality standards and customer service levels for which Weston is renowned. We also have a rigorous testing process," says Alan. The local experts have a thorough knowledge not only of manufacturing, materials and

move to develop a global business, we have also started selling to other markets in South America and Asia," said Mauricio.

The housing downturn has shifted the needs and requirements of many customers in the wood industry; for example, many U.S. buyers of wood components are reluctant to commit to buying full containers. Weston's inventory in domestic warehouses allows for prompt fulfillment of LTL and full load orders. Weston also excels in fulfilling special requests such as custom mouldings and small order runs.

Despite challenging economic times, Weston has been on a growth path introducing new products, further penetrating existing markets and developing new opportunities. Weston's updated product portfolio includes oak and mahogany door-jamb, prompted by the increasing demand for high-end fiberglass doors, and composite and cellular PVC components sold to door pre-hangers.

Through 25 years of exceptional customer service, Weston has built a talented and committed management team. Alan, and vice-presidents Howard Kumer (Sales) and Dave Gambell (Operations), have over 70 years of combined experience working in the lumber industry. All of the key principals have developed strong customer and supplier relationships and are dedicated to creating innovative and cost-effective solutions to suit their clients' needs.

Engrained into the company's "family-like" culture are the desire to help clients grow and a passionate respect for all stakeholders. Ultimately, these values manifest into Weston's goal of having strong, trust-based relationships with customers and suppliers. Mauricio and Cinius have done an excellent job nurturing relationships in international markets and as an increasingly global company, Weston ensures that strict western standards and company values transcend national boundaries. In the words of Mauricio, "We try to duplicate key values and standards used in North America in all of our international subsidiaries."



Weston's production team at their facility in China.

methods, but also of the end uses of the company's products. This understanding is crucial to ensure that Weston customers get what they want, packaged to their requirements and delivered with consistency.

Beyond Chile and China, Weston is actively looking at other resource economies to build a true global network. "We have been successful in bringing materials in to the US from global markets, but we see a future in the opposite direction as well," said Alan. "As part of our

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IDAHO TIMBER Re-Invents, Adds New Services And Product



(Left to Right) The Executive Team at Idaho Timber includes: Ted Ellis, President and CEO; Scott Beechie, CFO; Brock Lenon, VP of Sales and Marketing; and Dave Taugher, VP Human Resources & General Counsel.



Idaho Timber General Manager's Meeting Attendees - July 2011 in Hot Springs, Arkansas.

Boise, Idaho—With a slow recovery generally expected following an ongoing persistent difficult housing market, Idaho Timber's leadership realized that to increase the company's marketshare, reinvention of the firm's product offerings and services was necessary. To achieve that, Idaho Timber embarked on a detailed plan.

"We made an attempt to measure everything within our company, as far as efficiencies and the typical measurements are concerned," said Ted Ellis, president and chief executive officer at Idaho Timber. "We also measured our ability to capture marketshare by comparing shipments to housing starts. We found that our footage shipped by housing start has nearly doubled from what it was at the peak of the housing market. So, even though our volumes are down significantly, we have captured a great deal of marketshare. Many other measurements improved significantly, as the focus to improve in each area continued.

"Another way Idaho Timber changed is while we used to be more of a fill-in supplier for some of the major pro dealers. We are now considered primary suppliers of those pro dealers. That is a significant change in our position within the market."

Ellis said Idaho Timber made that change by identifying the "just-in-time advantages" for having inventory. "Our customers were very aware of their cash position," he said. "In some situations, they were constrained and in other situations they just wanted to

manage their cash better. In some cases, we have actually gone through and analyzed their business and proven to them that their returns on investment and market risk exposure are less by having the ability to purchase from Idaho Timber, competitively, in the field. This is opposed to ordering cars from the mills in the West that could expose them to four to six weeks in lead time, and constantly changing markets."

By purchasing from Idaho Timber, customers can buy much less and order exactly what they want. Plus, the order will arrive the next business day or two. Ellis noted that his sales team has traveled much more this year in order to establish this new position (for Idaho Timber), with their valued customers.

"Even though our employee base is half of what it was at the peak of the industry, our sales staff is relatively the same. We've concentrated on maintaining our efforts to serve our customers," he added. "We've visited customers not only on the sales level, but also at the senior management level."

Additionally, Idaho Timber has managed to grow its value-added service and some specialty product offerings. It has also invested in new equipment (such as molders) and picked up significant business in pattern products of Pine, Spruce and Cedar.

"We've re-entered the Cedar fencing business over the last couple of years, which has been a growing category for us," Ellis said. "We've always been a home center board supplier of Ponderosa Pine and Spruce boards, but now we're providing Cedar boards and patterns to the customer, as

well."

Another significant endeavor Idaho Timber has undertaken is to become a global supplier. Once strictly domestic-focused, the firm is reaching out, successfully, internationally.

"One of the major things in which our company had always prided itself was being good at servicing the U.S. market. We had globally acquired products for distribution and remanufacturing, but we certainly needed a better sales focus outside the U.S. market," Ellis said. "Now we're making multiple trips to developed and emerging markets. We have been to China, Japan and plan to go to Taiwan, Vietnam and Australia later this year - to further explore opportunities to serve those ever-changing markets."

Idaho Timber also gained a considerable amount of business with the new Woolworths-Lowe's Australia venture.

Particularly favored in those international markets, is the firm's Southern Yellow Pine decking. For that market, decking is treated and stained, and specifically designed and manufactured. Idaho Timber is also manufacturing a fencing product from Southern Pine, which is a very heavy profile fencing that would be unique to the global market.

In North America, Idaho Timber continues to look for "sensible acquisitions in areas where we can be environmentally responsible, and areas where we can create market niches. These would primarily focus on primary sawmills and other manufacturing that is not commoditized as much as dimension lumber would be," added Ellis.

Idaho Timber, which began in 1979, maintains a sawmilling operation in Carthage, Arkansas, which specializes in 5/4 SYP decking and 2x4 to 2x12 dimension; and a Cedar split-rail fencing mill in Troy, Idaho. The Weiser, Idaho, facility produces boards in Ponderosa Pine, Spruce and Radiata Pine (1x4 to 1x12), Lodgepole Pine (1x4 through 1x12), and pattern stock and strips (1x2, 1x3, 2x2). The Boise, Idaho, facility produces Doug Fir and Hem-Fir studs and dimension (2x4 through 2x12/8' to 20'). This location recently completed construction of a Cedar remanufacturing facility able to produce 40 million board feet of Cedar boards,

fencing and pattern stock. The Chadbourn, North Carolina, facility produces SYP, Ponderosa Pine, Engelmann Spruce and European Spruce boards (1x4 through 1x12), pattern stock, edge-glued boards and specialties. The Henderson, North Carolina, facility produces SPF and Hem-Fir studs and dimension (2x4 through 2x12/8' to 20'). The Idaho Timber location in Fort Worth, Texas, produces SPF studs and dimension, Southern Pine lumber (2x4 through 2x12/8' to 20') and boards as well as a variety of pattern products in multiple species. The Lake City, Florida facility produces SPF and SYP (2x4 through 2x12/4' to 24') studs, dimension and pallet stock. The Albuquerque, New Mexico, facility produces SYP, Hem-Fir, SPF and Ponderosa Pine (2x4 through 2x12/8' to 20') studs and dimension, boards, and pattern stock and distributes decking, plywood, OSB, glulams and roofing materials from that facility.

Idaho Timber is a member of the North American Wholesale Lumber Association (NAWLA), Temperate Forest Foundation, Sustainable Forest Initiative and Forest Stewardship Council.

For more information on Idaho Timber, visit www.idahotimber.com.



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CLEARWATER PAPER WOOD PRODUCTS DIVISION Offers Diverse Products, Services



Key personnel at Clearwater Paper Wood Products are: (front from left) Jamey Currin, administrative assistant II, Terry Johnson, sales manager, and (back row left) salesmen Allen Gaylord and Brian Johnson.

Lewiston, Idaho—In 1926, The Clearwater Timber Company constructed the world's largest White Pine sawmill here. Today that rich heritage still lives on with Clearwater Paper Corporation producing 225 million board feet of lumber annually at the same location on the banks of the Clearwater River.

According to Terry Johnson, sales manager for the Wood Products Division of Clearwater Paper, the company offers dimension lumber, Douglas Fir and White Fir (2x4 through 2x12 boards) and Inland Red Cedar (1x4 through 1x12 boards), as well as patterns, paneling and decking.

Two hundred sixty employees man two 40-hour shifts weekly to meet the firm's lumber demand.

Clearwater Paper has a complete profile department fully capable of running Cedar boards and bevel siding.

Johnson said, "We aggressively market our capabilities of making edge glued and finger joint products in Pine and Cedar, which is a product we are strongly promoting."

Additionally, the company has the capability to "produce Cedar bevel siding, paneling, patterns and decking," commented Johnson.

Clearwater Paper has state-of-the-art dry kilns with capacity to ensure that the dry product meets every customer's specifications and expectations, he added.

The fact that Clearwater Paper has many long-term employees enhances its ability to accom-



Pictured is a sample of Clearwater Paper's 1x6 fingerjointed Cedar product.



Clear fingerjointed Cedar by Clearwater Paper.

date orders.

Johnson noted, "It's interesting how we have the flexibility to tackle new ideas plus we have an experienced workforce. Some have been here 35 years. Together, we are changing things and constantly looking for ways to improve with open-mindedness about what we are doing, how we are doing it, and how we can improve and excel."

Nothing is wasted at the sawmill. The company is an integrated major producer and seller of green power from woody biomass.

Distribution yards, remanufacturers and retail chains are the company's primary customers. But Johnson added that they are constantly developing relationships.

Clearwater Paper ships via rail and contract trucking.

Much of its lumber can be purchased with chain-of-custody certification under the strict standards of the Forest Stewardship Council. The company is also a member of



This is a sample of the company's 1x8 Channel Rustic.

the Western Wood Products Association.

Clearwater Paper was spun off Potlatch Corporation in the fourth quarter of 2008 and is traded on the New York Stock Exchange (NYSE: CLW). The company's sales staff is based at its lumber offices at Lewiston.

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SIMPSON LUMBER CO.—Focused on Quality Products

By Terry Miller



Simpson Northwest Sales Team: Dave Cunningham, sales; Milt Farvour, sales; Laurie Creech, director of sales and marketing; Dave Heldoorn, sales; and Al Gedroez, sales.



Matt Eirvin, Simpson Georgetown plant manager; Bruce Harris, Meldrim plant manager; Buck Mehl, Southeast operations manager.



Simpson Southeast Sales Team: Don Spiers, sales manager; Shawn O'Kelley, sales; Meredith Webb, sales; and Robert Jenkins, program sales manager.

Tacoma, Wash.—Simpson Lumber Co. LLC, headquartered here, is one of the oldest continuously operating forest products companies in the Pacific Northwest. The company started operations in 1890 and currently has facilities in Western Washington; Meldrim, Ga.; and Georgetown, S.C.; with sales offices in Tacoma, Wash., and Wilmington, N.C.

Laurie Creech, Director of Sales and Marketing for the Northwest commented, "We're positioning for the future and we're focused on producing a quality product that our customers are asking for by name. Our Gold Label® products have grown in demand and are becoming a preferred product."

What started in the Longview stud mill, Simpson's Gold Label products have evolved and are now available in both lumber and studs. According to Creech, "transitioning to an appearance-grade product line has not happened without its challenges to the mills. We have some of the latest technologies at work in our mills and our in-line grading scanners ensure a quality product. Our mills have stepped up to the challenges and we have some of the best employees in the industry."

Simpson Lumber's Southeastern sawmill operations located in Meldrim, Ga. and Georgetown, S.C. were acquired in 2008.

"Our goal is to be the preferred supplier," Buck Mehl, Southeast Operations Manager, said. "We focus on manufacturing high-quality products. If you're not a preferred supplier your customers will not come back."

Mehl said about 80 employees work at each of the company's Southeastern locations. "We put safety first in everything that we do. Our employees are our best asset and as such we value them and treat them with respect."

"Southern Yellow Pine is a strong wood and the focus in the South is to make a better appearing and performing product," he mentioned. "At the Meldrim location, an MSR machine stresses the lumber after it goes through the planer and the resistance is measured which determines the strength of the wood."

Mehl said some of the Southern division's targeted customers are treaters. "There are a lot of treaters that buy from us. In the South, Gold Label products are a No. 1 grade appearance, square-edge product." As for special services offered at the two locations, Simpson can ship half packs and covers its railcars with plastic bags that keep the product clean and dry. "The people at both the Meldrim and Georgetown mills are long-time employees. They are used to producing a high-quality product

that shines when it leaves," Mehl said.

Simpson also has four mills that ship from Shelton, Wash.: Mill 3, Mill 5 and the newly acquired Johns Prairie mills. Mill 3 produces 2x4 through 2x12 up to 24'; Mill 5 produces 2x4 through 2x6 up to 16', and Johns Prairie, acquired in September 2010, has both a small log and large log mill that focuses on the export markets. Dwight McKay, Northwest Operations Manager commented, "The small log mill has been shipping products primarily to Japan and the large log mill is targeted to start operating sometime in 2012 depending on log supply." In 2001 Simpson built a large log mill in Tacoma, Wash. that produces 2x4 through 2x12 up to 24' and in 2006 they acquired a green Doug Fir stud mill in Longview, Wash.

"Our goal is to be a preferred supplier to our customers. Our teams are focused on producing our high-quality Gold Label Lumber, and the Johns Prairie team's efforts are geared toward exporting a high-end product to Japan," McKay said.

Along with supporting the Softwood industry as a member of the North American Wholesale Lumber Association (NAWLA), Western Wood Products Association (WWPA), American Wood Council, American Forest & Paper Association, and Lumber Association of California & Nevada

(LACN), Simpson supports sustainable forestry and is Sustainable Forestry Initiative (SFI®) chain-of-custody certified. Simpson's environmental policy reflects the company's dedication to the principles of environmental issues. Simpson has a long history of working together with neighbors, governmental agencies, conservation lists and others to address environmental issues in ways that benefit all parties.

According to the company website, "Simpson has voluntarily implemented a number of projects to improve the environmental performance of its operation. It's all about working together for a common goal."

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For more information visit www.simpson.com or contact 253-779-6447.

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RICHARDSON TIMBERS Provides Fresh Cut Appearance With Tru-Ruf

By Terry Miller

Dallas, Texas—Richardson Timbers located here, has been serving the construction industry for over 60 years, and is one of the leaders in custom millwork and manufacturing of customized timbers.

Richardson Timbers has recently taken measures to defeat the concerns of mineral stains, banding marks and graying of timbers that often come with the territory of carrying inventory with the installation of the Tru-Ruf machine.

"With this machine we can run a timber through just one pass and it's a brand new, fresh timber," General Manager Grant Vaughan explained. "The Tru-Ruf brightens all four sides of the timber and the result is a completely different finish than the saw texture or the surfacing; it's more of a comb look."

Grant said the new machine has the ability to handle sizes from a 1x to a 12x20. "There are four chain saw blades that hit the timber all at once," he continued.

Richardson Timbers offers custom patterns, rafter tails, trailer flooring, corbels, surfacing, resaw boards and dimension, rip board and dimension, most Southern Yellow Pine patterns, precision end trimming and saw texture.

Their mill has the capability of cutting timbers in sizes up to 20x20 – 40' in length.

Richardson's inventory consists of No.1 and Better green Douglas Fir in sizes up to 20x20 and lengths up to 40-feet; No. 1 and Better Appearance Western Red Cedar in 16x16 and lengths up to 32- feet; No. 1 kiln-dried and Tru-Dry Fir in sizes up to 2x16 and lengths up to 24-feet (larger sizes available upon request); and Douglas Fir in sizes 1x6, 2x6, 1x8 & 2x8 from 6 through 16-foot R/L only - board or pattern; and oak timbers up to 12x12 and in lengths up to 20 feet.

Grant explained that keeping inventory on the ground is important at Richardson Timbers so they are able to respond and expedite orders promptly. "We try very hard to keep our lead time to a minimum of two or three days," he said. "I don't believe in being over three days unless it's a custom order. All orders with Richardson Timbers ship complete."

"We're very unique and take pride in what we do," Grant said. We've worked very hard to achieve the quality of the material and services that we offer our customers."

With equipment like the precision end trimmer, Grant said



Custom built Tru-Ruf equipment provides a fresh cut appearance to the timber once it is processed.



Lucio Martinez cutting a Cedar bracket on Richardson Timbers' bandsaw.



Abel Rivera (foreground) and Diego Marquez (background) working on resawn material.

Richardson Timbers has a multitude of capabilities. "We can take somebody's 2x4 10's and cut them to 8's or whatever the order calls for. We have a straight line rip saw, two moulders, a Mattison and a Weinig." Other equipment

at Richardson includes a bandsaw and a profile grinder.

Richardson Timbers' products have gone into the making of many high-end homes, restaurants and other businesses. "We are big enough to service any order, but we're small enough to satisfy the individual customer as well," Grant said. "We are customer-driven, not industry-driven. We don't want to be the biggest, but we do want to be the best."

A testament to the statement, "Your products are only as good as your people," Grant said, "The group of people that we have are not only excellent at what they do, but it's an honor and a pleasure to work with them."

Lynn Surls is the President/CEO at Richardson Timbers.

Including Grant Vaughan, General Manager, key personnel of the operation are: Durae Miller, office administrator; Steven Rogers, inside sales representative; Bruce Cole, mill manager; Lucio Martinez, specialty items supervisor; Jamie Hursh, outside sales representative for North and West Texas markets as well as Oklahoma; Jarrod Brashers, outside sales representative for the Houston market; and Brian Suggs, outside sales representative for the Austin/San Antonio market.

Richardson Timbers is a member of the North American Wholesale Lumber Association; Lumbermen's Association of Texas; Ft. Worth Lumbermen's Association; and the Homebuilder's Association. For more information visit www.richardsontimbers.com.

KING FOREST INDUSTRIES Expands Service

By Terry Miller

Wentworth, N.H.—King Forest Industries has been a leading provider of Eastern White Pine (EWP) lumber for many years. That has not changed even though recent economic challenges have

been experienced industry-wide. In response to those challenges, this venerable firm's leadership guided its team by thinking "outside the box." John King, president and owner of King Forest said, "I refer to us now as a high pro-

needs. We are a proactive and responsive EWP manufacturer."

To accommodate orders, King Forest operates its sawmill 45 hours weekly and 50 hours weekly in its two planing



John King, owner of King Forest Industries, located in Wentworth, N.H., has had a sawmill in Wentworth since 1975.



Eastern White Pine lumber stands ready for shipment by trucks. King Forest's products cater to the distribution system with all items, plus the industrial market for the production of such items as furniture, cabinets, window and door parts, and flooring.

duction specialty mill and that's really what we are now. You can go into our mill on any given day and we may be sawing 4/4, 5/4, 6/4 and/or 8/4, as well as a variety of timber sizes. You do not survive these kinds of economic times without mental toughness and a good team. We have both."

To accommodate the necessary changes in the industry, King Forest has thickened and widened its raw materials in order to achieve a broader marketshare. "There is a segment of the market that requires thicker lumber than making a 3/4-inch board, and we've gone that route," King said.

King Forest's products cater to the industrial market for the production of such items as furniture, cabinets, window and door parts, and flooring. "It doesn't really matter what the size of the lumber is that the customer needs, we try to find a way to do it," King said. "If it is valuable to the customer, then it is valuable to us. We do a variety of special sizes and grades to accommodate whatever special needs the customer has."

"It seems to be a growing trend for a lot of the manufacturers' customers, for example, to be able to bring in a whole trailer load of 5-1/4 and turn that into a product. It makes their operation more efficient. The traditional way was for a company to bring in random width lumber and rip it up. But it seems to be going more and more away from that and customers are wanting more specified widths and lengths now," added King. "We have adapted in order to fulfill these market driven

needs. One planing mill is a 16-knife machine and the other is an 8-knife machine. "We do pattern work and specialty products on the lower production line," King said.

King Forest's target moisture content is 8 to 10 with an in-line moisture meter to ensure that nothing over 12 percent leaves the mill. The kilns are fueled by wood waste, and the firm this year invested one-quarter million dollars on kiln improvements. A 600-horsepower



Scott Hamilton and Jerry Bixby at work in the planer mill overseeing quality control.

steam boiler produces steam and electricity for the kilns, in addition to heat for the building.

King Forest wraps all lumber in a high quality, fitted paper cover prior to transport at no additional charge to customers, and prides itself on its ability to ship well-packaged lumber on time.

The King Forest team is comprised of 80 employees. Several key personnel, in addition to King, are: Jerry Bixby, planer mill supervisor; Kevin Godfrey, sawmill manager; Anita Latulippe, controller; Pam McGraw, office manager; Steve Albaugh and Chuck Sackett, boiler/kiln operator; and Scott O'Meara, computer technology.

King Forest is an active member of the North American Wholesale Lumber Assoc. and NELMA.

"We've been here in business a long time and we intend to be here for a long time in the future," King said, "because we can provide a consistent product over a long period of time."

For more information, visit online at www.kingforest.com.

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Andersen Pacific Forest Products Ltd. is a family-owned and operated sawmill located in Maple Ridge, B.C.



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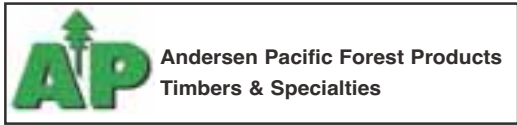
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Andersen Pacific began operations in 1993 with cutting clear VG lumber and temple timbers into Japan. The lumber was manufactured to many clear finished products in Japanese homes from door and window components (shoji



From clear VG to specified housing package tallies in timbers, Andersen Pacific's philosophy to deliver consistent quality lumber with on-time delivery is serving the changing requirements of today's building material business.



Andersen Pacific aims to raise its profile as a Timber & Specialties manufacturer offering Coastal fibre from British

screens) to decorative beams in century old temple reconstructions. Specialty VG lumber from Andersen Pacific was also used for other high value wood markets in Japan, like ceremonial and decorative boxes, and fish cake boards. The experience and knowledge gained from cutting specialty



Since its inception, Andersen Pacific has gained a reputation for its quality manufacturing of specialty lumber to Asia and North America.



In 2009, Andersen Pacific evolved from a custom cut service mill into its own lumber sales business.

lumber in Yellow Cedar, Spruce, Hemlock, Balsam, and Douglas Fir for Japan was used to begin cutting WRC VG clear products for North America in 2001. A few years later, our Douglas Fir timber program was added to the production line, serving the timber frame market. Since its inception, Andersen Pacific has gained a reputation for the quality manufacturing of specialty lumber to Asia and North America.



As the North American lumber market recovers in 2010, representatives for Andersen Pacific say the firm aims to raise its profile as a Timber & Specialties manufacturer offering Coastal fiber from British Columbia.

In 2009, Andersen Pacific evolved from a custom cut service mill into its own lumber sales business. From clear VG to specified housing package tallies in timbers, Andersen Pacific's philosophy to deliver consistent quality lumber with on-time delivery is successfully serving the changing requirements of today's building material business.

As the North American lumber market recovers in 2010,

contacts are: Archie Rafter, Dean Fedoruk or Sam Satosono at 604-462-7316.

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NAWLA -

Continued from page 1

presenter, Chuck Leavell, definitely adds a star quality to Traders Market. Chuck is widely known for his piano and keyboard work in the world of rock and roll. During his long career, he has worked with such legends as Eric Clapton, George Harrison, The Allman Brothers, and John Mayer. Since 1982, Chuck has been performing and touring with the Rolling Stones.

In addition to music, Chuck's other passion is forestry. He has authored four books on environmental issues: a children's book, a history of forestry, a look at smart growth, and an autobiography that details his passion for the environment. This year's keynote address will be during the Grand Opening Luncheon on Thursday, October 20.

In an effort to stay ahead of issues affecting the industry, NAWLA has rapidly expanded its participation in global issues. The 2010 Traders Market® included companies from nine different countries. This year, NAWLA is working with other organizations such as the Softwood Export Council and the American Hardwood Export Council to connect overseas buyers and sellers.

The Magellan Network continues its tradition of addressing timely and important topics on the forest products global marketplace. This year's program will focus on worldwide promotion efforts, in anticipation of a significant expansion in the near future. The two confirmed speakers are Steve Lovett with the Blue Ribbon Commission for Softwood Lumber Check-off and Craig Larsen with the Softwood Export Council. With the recent passage of the Softwood Lumber Check-off Program, the industry's efforts to reach the architects and specifiers (both domestically and abroad) will continue to grow. This year's Magellan Network program will be a breakfast event on Friday, October 21.

The Traders Market website – www.nawlatradersmarket.com – has complete information on the schedule, fees, floor layout, hotel reservations, and sponsorships. Registration has already opened

for exhibiting companies and individual attendees.

TRADERS - Hassenstaub

Continued from page 1

customers is an incredible value to our company. It allows us to maintain great relationships with these companies and continue to deliver the best possible service to them.

On top of the great networking opportunities, the speakers and educational opportunities at the event are excellent resources. They give us insight into future trends and emerging issues that affect our customers.

Just like other NAWLA events, the Traders Market provides incredible value and does not disappoint. I highly recommend attending this event to all NAWLA members as well as companies considering joining the NAWLA association.

TRADERS - Southwick

Continued from page 1

working with customers, learning and discussing their issues, exploring opportunities and building and strengthening those relationships makes the NAWLA event an interaction that is a must attend event on our travel schedule yearly. NAWLA continues to evolve each year into an event that all attendees can gain something from.

In our current market state and the challenges that our industry continues to face NAWLA opens the doors to new relationships by uniting companies and encouraging strong national relationships. The annual attendance alone demonstrates the value of this event. Promoting commerce is always NAWLA's number one priority and that is what will keep C&D Lumber Co.'s attendance a given.

Continued on page 69

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TRADERS - Reed

Continued from page 1

attending one of the numerous work shops & classes... you will undoubtedly meet and expand your relationship with key customers & suppliers. The environment provides an excellent setting to learn more about the industry as a whole in terms of current trends and market changes. You will have many chances to meet new people in your field who share similar concerns and interests.

Most importantly though... you'll leave the show having built stronger relationships with those you deal with on a regular basis throughout the year. It's hard to put a price on the personal relationships built at NAWLA year in and year out.

We look forward to attending the show again this year... it's proven to be an impeccable resource for fostering the kinds of relationships you need to run a successful business... especially during these challenging times.

TRADERS - Augustin

Continued from page 1

Market® provides us with an opportunity to meet with our industry partners, to share new products, develop new customers and reinforce many valued relationships.

I would not miss an opportunity for our companies to attend NAWLA each year. During the past 2 years of market instability, KLC has continued to achieve growth and strengthen strong customer relationships. Maintaining our flexibility and responding to customer needs is always a priority for KLC. In January 2010 both KIW & KLC achieved their FSC, COC Certification providing our customers with a new source for FSC Certified lumber products.

KLC produces dimension & metric lumber products, Douglas Fir kiln-dried & green timbers and is well-known as a supplier of premium Idaho White Pine. Located just a few kilometers away, KIW manufactures paneling, flooring & exterior home siding. Both KLC & KIW have the advantage of being located in some of the finest Softwood forests in the world, in the West Kootenay region of Southern British Columbia. Come and see us this year at the NAWLA Traders Market in Las Vegas at booth #906, we look forward to meeting you!

James L. Robbins
President
Robbins Lumber
Inc.
Searsport, Maine



The NAWLA Traders Market® is always very successful for us in many ways. If you are serious about selling and trading lumber, the Traders Market is the place you need to be. If I had to pick only one lumber show to attend to sell lumber, the NAWLA Traders Market would be the one I would attend. It is the most important lumber show available to the lumber industry and we look forward to it every year.



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The NAWLA Traders Market® provides us with a terrific opportunity to meet with new prospects we have only spoken to

on the phone, as well as catching up with our many long standing customers. This industry really is the people business. So meeting people face to face is important. In these tough economic times NAWLA allows us to meet many of our business partners and new prospects all in one place. In our software and data services segment, trust and relationship is at the foundation of our Business Solutions offering. Partnerships can last 15 – 20 years or more, so we see NAWLA playing a key role

in the relationship building process. Getting to know people, and sharing ideas about how to help improve their business results can lead to some great dialogue about value opportunities. I find that most people are quite open to sharing when they aren't pushed to "buy now", but rather invited to learn more about our approach in a relaxed forum like NAWLA. Our goal is to meet new people and share what's new in our world. Technology evolves very quickly, so to the average attendee there is lots to keep up on. WE make the process simple and easy to understand. We can even introduce booth visitors to our customers while at the show if they wish. Attendees always find it very easy and educational to simply drop by the booth and ask how we might be able to help.

WHO'S WHO - Dunse

Continued from page 6

a Diploma of Technology in Business Administration from British Columbia Institute of Technology.

He and his wife of 33 years, Janice, have three sons.

In his free time, Dunse enjoys motorcycle riding.

WHO'S WHO - Hodgkin

Continued from page 6

Husson College, in Bangor, Maine. He and his wife, Kimberly, have two children. When he is away from work, Hodgkin enjoys hunting, fishing, boating and snow mobil-ing.

WHO'S WHO - Hunter

Continued from page 6

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WHO'S WHO - Meachen

Continued from page 6

Wholesale Lumber Assoc., and the Western Red Cedar Lumber Assoc. For more information visit www.westernforest.com.

WHO'S WHO - Ryback

Continued from page 6

Western Wood Products Association (WWPA).

Ryback's duties as president of his company include working as Pine purchasing manager.

He has been sole owner of Trinity Forest Industries for 27 years.

His first job in the forest products industry was for U.S. Plywood Corporation in Gold Beach, Ore., in the summer of 1966. That was the summer after he graduated from Woodside (Calif.) High School.

In 1971, he graduated from New Mexico State University with a BBA in finance and economics.

He was hired out of college by American Forest Products. Before going into business for himself, Ryback worked for a number of operations across the country.

Ryback is past member of the board of directors and past chairman of the education committee of NAWLA and has served on the quality standards committee of WWPA. He also is a member of Lumber Pioneers.

Ryback and his wife of 35 years, Judy, have two sons.

In his free time, Ryback enjoys following college football, working out in the gym, golf, travel and gardening.

WHO'S WHO - Sanchez

Continued from page 6

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