

FILLER KING® Continues To Serve As An Industry Leader

Homedale, Idaho—Since 1988, FILLER KING®, located here, has built a sterling reputation as a manufacturer of custom, stock and I-Joist Compatible (IJC) glulam beams and laminated roof decking, as well as a provider of high quality customer serv-

itions. Selling both grades enables us to give builders exactly what they need in every design and cost situation instead of trying to do two very different jobs with one product," she added.

According to Vitek, the defining differences in usage between Framing Grade and Appearance Grade are as follows:

Framing Grade:

These applications will be hidden from view when the structure is completed and the company follows industry standard with strong 3-1/2-inch and 5-1/2-inch framing grade products. "When it's going to be covered up so appearance doesn't matter, builders shouldn't pay a cent more than for basic framing grade," noted Vitek.

Appearance Grade:

Vitek said when it truly needs to be appearance grade, "our product is always true to its name. The industry standard 3-1/8-inch and 5-1/8-inch dimensions enable us to



FILLER KING®/Boise Cascade curved glulam beams and laminated wood roof decking help beautify the Talking Sticks Casino in Phoenix, Ariz.

ice. Such high standards did not go unnoticed by Boise Cascade Wood Products, L.L.C., which purchased FILLER KING® just last year.

The result of this acquisition is all positive, said Amy Vitek, FILLER KING® sales manager. "Our product line is now the industry's most complete line of laminated beams – stock, custom, curves/arches – and whatever else architects and designers can come up with," she said.

At FILLER KING®, various wood species are available, including Douglas Fir/Larch and the durable species of Alaska Yellow Cedar and Port Orford Cedar. FILLER KING® also offers laminated wood roof decking and solid tongue and groove roof decking.

All products are being marketed under the FILLER KING® and Boise Cascade Engineered Wood Products (BCEWP) names, and dealers will typically carry one or the other of the two brands.

At FILLER KING®, the ability to provide customers an expanded product line will certainly please the company's loyal customer base. Regardless of the firm's purchase by Boise Cascade Wood Products, customers will not notice a change in the customer service provided by FILLER KING®. "The high standard of service to our customers remains the same," Vitek said.

Key personnel at FILLER KING® remain the same as well. In addition to Vitek, the sales and marketing team is comprised of Beth Baldwin Bonner, Tom Shew and Vickie Miller. Yet with the acquisition by Boise Cascade comes opportunity for new personnel to join the FILLER KING® team



If architects and designers can dream it, FILLER KING®/Boise Cascade can build it.

shave a little deeper to eliminate larger imperfections that could create serious trust issues out on jobs. Customers are our lifeblood, and we would never give them products that could cause them problems with their builder customers."

About FILLER KING®: FILLER KING® is situated on a 20+ acre site that is arranged to handle stock beam inventory and raw material goods. FILLER KING® is a member of the North American Wholesale

Lumber Association.

About Boise Cascade: Boise Cascade Wood Products, L.L.C., headquartered in Boise, Idaho, manufactures engineered wood products, plywood, lumber and particleboard and distributes a broad line of building materials including wood products manufactured by the company's wood products division. For more information, visit the Boise Cascade website at www.BCewp.com.

For more information about this company, contact Amyvitek@fillerking.com.

Please Visit Us at NAWLA Booth No. 425

WEST BAY FOREST PRODUCTS—PREFERRED CEDAR MANUFACTURER



West Bay Forest Products maintain a 6-acre property stocking up to 4 million feet of Cedar and 74,000 square feet of completely indoor manufacturing.

"PREFERRED CEDAR Brand" Cedar products celebrates its 1st year anniversary this year at the annual NAWLA conference. Since its launch in Las Vegas, the "PREFERRED CEDAR Brand" has enjoyed exceptional penetration into all North American Cedar markets. Focusing on thorough grading, manufacturing standards, and extensive packaging, PREFERRED CEDAR provides the end user with a recognizable quality brand. Based in Langley, B.C.—West Bay

The plant also operates with 100 percent plastic chains to minimize any occurrence of iron stain. According to company President Don Dorazio; "We offer finishing that is second to none with extensive packaging and value-added options that provide customers with the best in Western Red Cedar," he explained. "Keeping in mind the changes occurring in the marketing of Cedar products, we have an operation that is flexible enough to handle larger runs, but also handle small runs of specified products, plus be able to ship less than truckload lots and be able to manufacture a multitude of items, all with the goal of being completely customer focused."

Western Red Cedar products offered by West Bay include, in clear and knotty:

- 1" x 2" through 1" x 12"
- S1S2E Cedar Trim Boards
- 5/4" x 3" through 5/4" x 12" S1S2E Fascia
- 2" x 3" through 2" x 12" S1S2E Fascia
- 2" x 3" through 2" x 12" S4S Dimension
- 2" x 3" through 2" x 12" Rougher-Head Dimension
- 5/4" & 2" Decking
- Balusters
- Fence Pickets
- Post & Rail
- Pattern Stock
- Pre-Fabricated fence panels.

West Bay's aim over its 24-year history has been and continues to be to stay customer focused. The company continues to believe in the two-step distribution program, striving to build strong partnerships with distribution partners.

West Bay feels that its employees are among its greatest strengths. West Bay Forest Products employs a total of 65 people.

West Bay has a strong sales team, which includes Sales Manager Chad Findlay, and Sales Representative Kyle Jones, Darren Barker and Marc Belzil. "We have assembled a strong team from many backgrounds," Findlay explained. "One key to our success is our people who are proud to wear the West Bay logo."

"West Bay has reached this point by being market driven," Dorazio said. "Changes in our industry, whether good or bad, always results in opportunities and our goal is to position ourselves to seize these opportunities."

West Bay Forest Products and Manufacturing Ltd., is a member of the Western Red Cedar Association (WRCLA); North American Wholesale Lumber Association (NAWLA); and BC Wood. For more information visit www.westbay-group.com.



Nationally Branded PREFERRED CEDAR is graded as NO HOLE, NO WANE, NO ROT, NO IRON STAIN

Forest Products & Manufacturing Ltd., offers 100 percent Western Red Cedar products including: trim and fascia boards, decking, fencing, siding, timbers, balusters, patterns and all custom inquiries.

Occupying their current facility for approximately 12 years, West Bay Forest Products supplies over 40 million board feet of Western Red Cedar



West Bay offers the selection of custom package sizes to accommodate distribution.

annually from a six-acre paved yard and 74,000 square feet of completely indoor manufacturing facility. The firm's equipment includes a Stetson Ross 6-12 planer and a 54-inch McDonough re-saw and a multi-rip.

Please Visit Us at NAWLA Booth No. 302

DURGIN AND CROWELL: Continuing to Invest In Technology, Personnel To Better Serve Customers

Durgin and Crowell Lumber Co., headquartered in New London, N.H., was founded in 1976. The purpose was to create high quality Eastern White Pine lumber. 35 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 boards, as well as all the by-products that generated from the milling process. Recent certification under the Sustainable Forestry Initiative (SFI®) program has only helped to show the dedication towards the best milling practices. All products from lumber 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, a 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 simple 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 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 and better lumber for the customer.

Enhance Paneling products offered by Durgin and Crowell have solidified their presence in the market. Offering, a pre-finished VOC free board that is ready for immediate installation. No sanding or staining on the job. The success of the Enhance has allowed them to purchase a new UV curing oven. The new oven will increase quality and production.

In addition to investing in new technology at the mill, they have also added Alex Darrah to their sales team. Alex was brought on to help promote the Enhance line of products, as well as increase the company presence in



Sales contacts at Durgin and Crowell include: Alex Darrah, B Manning and Chuck Gaede.

the marketplace. By increasing their sales force, Durgin and Crowell hopes to better serve and understand customer needs.

Durgin and Crowell still believe 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; Alex Darrah, Sales; Phone: (603) 763-2860; Fax: (603) 763-4498; and www.durginandcrowell.com

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WESTERN FOREST PRODUCTS—Committed to Innovating a Globally Competitive Forest Products Business



Western Forest Products (WFP), located on the coast of British Columbia, attributes its success in part to controlled logging from company tenure.

Vancouver, B.C.—Western forest Products Inc. (Western) is an integrated Canadian forest products producer, which manages crown timberlands and manufactures Softwood lumber and wood products on the coast of British Columbia. Western has a premium species mix; Western Red Cedar, Hem-Fir, Douglas Fir, Yellow Cedar and Sitka Spruce. With this unique timber base, WFP produces a wide range of products, from commodity to specialty appearance, for the global marketplace.

Western is the largest forest tenure holder and lumber producer on the coast of B.C. The company is well-positioned to access growing Pacific Rim markets as well as established North American and Japanese markets. With an annual capacity of 1.5 billion board feet, WFP's eight sawmills and two remanufacturing plants are designed to capitalize on its unique, high quality timber supply to produce long lengths, large cross sections and high grade appearance lumber in addition to commodity lum-

ber. Given our strong balance sheet and assets, we have the financial flexibility to re-invest in the company. We have begun executing on a \$200 million investment plan over the next three years that will make us more profitable over all business cycles. It is a testament to Western's commitment to its manufacturing facilities and a critical step in positioning the company for the future to remain a leading supplier of products. Two-thirds of the strategic capital is focused on busi-

ness repositioning, while the remaining third is earmarked for cost reduction projects.

The Saltair sawmill upgrade, is the first investment in this plan, at \$16 million.

The Saltair Sawmill, built in 1972, converts coastal mid-size logs into high value specialized products in Hemlock, Douglas Fir and Western Red Cedar. This capital project, the first at the mill since the mid 1990's, will make Saltair the largest single line sawmill on the coast of B.C. This project will provide upgrades to the edgers, stacker and sorters; increasing production by 15% making it more competitive with global producers. Increased efficiencies with the upgrade will reduce mill bottlenecks, not only a benefit to pro-

ductivity, but also the safety of the work environment. Our ability to provide a variety of products to a diverse customer base will ensure we are able to operate through varying market conditions. Upgraded edgers will facilitate onsite production of prime sizes for the ever growing Asian market; a critical part of the customer profile which also includes Europe, Australia, and North America. Once the project is complete, a more competitive mill, that can absorb market fluctua-



Pictured are Western Red Cedar timbers at Western Forest Products.

tions, will provide a more stable supply to customers.

Our next set of investments will be in auto grading technology. Automatic lumber grading technology has been used in the commodity lumber



This is an example of WFP's Whitewood selection.

business around the world for over a decade. The technology has proven effective in assessing lumber grades quickly, accurately, and consistently, increasing value, recovery and efficiency. Western, in partnership with Lucidyne Technologies Inc., is refining the technology necessary to address the complexity of coastal species lumber grading, resulting in the first installation of auto grading on the B.C. Coast. The equipment will deliver a significant increase in operating speeds, improve value, and increase lumber recovery. This

installation will make Alberni Pacific Division a more competitive mill in the global marketplace and more resilient to market fluctuations. First installation is expected to commence by year-end, and will be rolled out to remaining mills over the next 3 years. We anticipate announcing additional components of our strategic plan over the course of the year.

We are committed to being competitive through the lumber cycle, this is critically important to Western as we compete in global markets with other global producers. Our capital projects will provide two basic benefits, reduced costs and increased product flexibility. We are investing back into our business to ensure we maintain our position with our customer base and as a global competitor.

For more information visit www.westernforest.com.

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RICHARDSON TIMBERS Continues To Add Value With New Products

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

Richardson's inventory consists of No.1 and Better green Douglas Fir in sizes up to 20x20 and lengths up to 40-feet; Appearance Western Red Cedar in 16x16 and lengths up to 32-feet; No. 1 kiln-dried and 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 and 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.

Richardson Timbers added a new hand-hewn product line in January of 2012. "We offer multiple finishes and now we have included hand-hewing into that list," General Manager Scott Boyer Sr., explained. "We've also expanded our products. We've always offered Douglas Fir and Coastal Cedar, but we've now branched out into carrying a full line of Redwood in Clear from 1x2 to 1x12.

"We offer construction heart Redwood from 2x4 to 2x12, 4x4 to 6x6 and we carry Merch Redwood for concrete applications. Those are some of our new products."

Boyer said, "If you can imagine it—we can cut it here. Basically we range from 20x20 up to 40-foot long. We can do net sizes. Our saw is capable of cutting 20-

inches, so if the customer wants a 6x20 we can cut a 6x20. If it's 8x18, we can cut 8x18. Whatever size they need we can cut it here."

Richardson offers specialty products and services on a per order basis. "If somebody needs an upper grade of any of the species we offer we can provide it," Boyer noted. "We have a custom millwork department and we can run any species through that equipment."

Included in Richardson's equipment are two moulders, one of which is manufactured by Yates and the other by Weining. "Between those two pieces of equipment we can run anything a customer wants. For example, take a pattern off of a house that's 150 years old that you can't find anymore, as long as they can provide us a sample, we have the ability to make the knives so we can create the pattern. It doesn't matter how old it is," Boyer added.

Boyer believes the continued success of Richardson Timbers lies within the people. "We work as a family unit," he explained. "Our core value is unity within ourselves and when you have that you create pride with your employees. The people that work here have ownership in what they do. When you achieve that, there's another level that you get into as far as the true quality of the work that our team can produce."

Boyer added that Richardson's employee experience level is over 50 years with just two of their people. "We have employees that have never been employed elsewhere and that speak vol-



A 40-foot timber processes through Richardson's vertical band resaw.



Richardson Timbers, located in Dallas, Texas recently introduced a full line of Redwood in Clear from 1x2 to 1x12.

umes as for their knowledge in their individual positions here. Our people are one of our strongest advantages over others in this industry."

The company has 21 employees. Outside salesmen include: Jamie Hursh, Brian Suggs and Jarrod Brashers.



The company added a new hand-hewn product line in January of 2012.

By Terry Miller

Steven Rogers provides inside sales support and designs corbels and brackets. "Genaro Barones Berrones has recently been promoted from the mill into the office as a coordinator for logistics and inventory control," Boyer said. "And Michelle Tharp and I also provide inside sales support."

According to Boyer the difference in Richardson Timber's lumber products is consistency and equipment. "Our pillar of strength is our consistency. I don't know of another facility that does what we do with as much equipment as we have. Our Tru-Ruf machine creates a finish or a surface on a timber when it's fed through. To my knowledge there are only two of the Tru-Ruf machines in existence and we have one of them. There are four heads on this machine and when you feed the timber through, it touches all four faces at the same time so it's a one-pass process. It will take approximately about 1/8-inch off of each face of the timber from one end to the other, so it's not like a saw texture where you can get waver in the blade. The end result is a more consistent face, ensuring the customer receives a fresh timber.

"We are a value-added company. We offer field support, custom cutting and design work on corbels, brackets and arches. The value that we can bring our customers is experience and knowledge," Boyer concluded.

Richardson Timbers is a member of the North American Wholesale Lumber Association, Lumbermen's Association of Texas and the Home Builder's Association.

For more information visit www.richardsontimbers.com.

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GULF COAST SHELTER Welcomes Opportunities At New Facility



Sales Assistant Carolina Bejarano reviews orders with Tino Frutos, president of newly opened Gulf Coast Shelter (GCS) of California in San Diego.



GCS of California's staff includes Tino Frutos, Carolina Bejarano, Sergio Salazar and Paulino Valencuela.



GCS of California's facility consists of 10,000 square feet of warehouse space, along with the sales office. This facility accommodates the sales and distribution of a full range of building materials.

Daphne, Ala.—Gulf Coast Shelter (GCS), a wholly-owned subsidiary of Shelter Products, Inc., with offices located here and Laurel, Miss., announces the opening of its new sales office and distribution facility in San Diego, Calif., on May 1, 2012. GCS of California is strategically located to service the Southwest U.S. and Mexico building material markets.

GCS of California's President, Tino Frutos, owned and operated a building products distribution business in San Diego for the past seven years. Frutos brings a wealth of experience and a proven track record in servicing this market. "We are excited to bring our two companies together under GCS. GCS brings the financial strength and a diverse number of new products which provides us the opportunity to better service our existing customers, as well as, providing the opportunity to grow the business," Frutos explained.

The new and larger facility is located at 2350 Marconi Pl., Suite 102, San

Diego, Calif., and will accommodate the sales and distribution of a full range of building materials. Some of these products include roofing, siding, laminate flooring, decorative panels, lumber and panel products. "The joining of our two companies brings a wealth of market experience along with the opportunity to broaden the distribution of the full range of building products the GCS Group sources from its vendor partners," John Austin, President of Gulf Coast Shelter stated.

The new facility consists of 10,000 square feet of warehouse space along with the sales office. The facility opens with four employees including two warehousemen and a sales assistant. Carolina Bejarano, Sales Assistant, has worked with Frutos for one year and is well-versed in all products as well as providing the reception and back office support in conjunction with GCS's headquarters in Daphne, Ala. "GCS has brought a lot of new prod-

ucts as well as state-of-the-art computer support systems to assist us to better service our customers," Carolina commented.

Sergio Salazar has been with Frutos for three years and oversees the warehouse. "The increased warehouse space allows us the ability to store more material as well as providing us the opportunity to more efficiently offload and load material to reduce waiting time and improve customer service," Salazar stated.

Frutos said, "Products are consolidated at the warehouse and shipped in either full truckloads or LTL into the Southwest U.S. and Mexico markets. The Mexico market is unique and offers a number of opportunities to expand the shipment of first and seconds in building products to distributors, retailers and contractors. The facilities proximity to this market, along with our customer relations, ensures that we will continue to maintain the level of service our customers

have come to rely upon. This market also offers added benefits to GCS's suppliers for both their first and second production by providing expanded distribution for their manufacture."

"GCS, a subsidiary of Shelter Products Inc., opened for business in 2004 in Daphne, Ala. Since that time the sales and growth of this company have far exceeded our expectations as well as complimenting our contractor sales group. We are excited about the opportunities that GCS of California brings to our Gulf Coast Shelter Group and its valued customers and suppliers," commented Joe Beechler, President and CEO Shelter Products.

To learn more about GCS of California visit its website at www.gcsca.com or call Tino Frutos at 855-661-8220 – Office, 619-399-6097 – cell or 125*321107*26 Nextel.

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IDAHO TIMBER Provides Spruce, Fir, Cedar and Pine—“Just-In-Time”

By Terry Miller



(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.



Pictured is Idaho Timber of Carthage, Carthage, Ark.



Idaho Timber's first load of Cedar delivered to Lowes.

Boise, Idaho — Idaho Timber is a nationally recognized leader in the forest products industry providing an extensive range of quality wood products to markets across North America and the Pacific Rim. Based here, this 33+ year old organization has a “one-shift” shipping capacity of approximately 70 million board feet of Ponderosa Pine, Douglas Fir, White Fir, Spruce, Southern Yellow Pine and Cedar products by ship, rail and truck each month.

Emerging from the adversity of the 1970s, Idaho Timber has successfully combined business and resource management with productive manufacturing to ensure dependable service and quality. The firm's manufacturing, distribution and sales facilities are strategically located throughout the United States.

When asked to what he attributed Idaho Timber's continued success, Idaho Timber's President and CEO Ted Ellis offered, “We are in the business of combining service and quality of lumber to get our customer the desired product. The Idaho Timber advantage is our commitment to sustainable forestry, balanced with the healthy growth of our company. Idaho Timber is well regarded within the industry as a low-cost provider of lumber products and has a leading marketshare in the United States,” Ellis continued, “We have long-standing relationships with a diversified base of suppliers and customers. “In 2012, our strategic initiatives to better

align our company as a primary ‘just-in-time’ vendor for our customers, combined with our efforts to be the go-to outlet for our suppliers, are proving to be effort and time well spent,” stated Ellis. “As each business day goes by we develop, train and teach relationship-building techniques within the company. The reputation of Idaho Timber and employees, as a result of these efforts, has never been better. We achieve this balance through the efforts of our people—dedicated, knowledgeable, and experienced. Handling the complexities of timberland management, sawmills, manufacturing plants, regional distribution and sales takes a company with people at the center.”

Through its nine facilities located in the Northwest, Southwest, South Central and Southeastern United States, Idaho Timber remanufactures dimensional lumber and home center boards. Idaho Timber, through primary manufacturing, produces 5/4” radius-edge decking and an array of specialized products, including split post and rail fencing products.

Idaho Timber has seven dimensional lumber remanufacturing facilities located in Boise, Idaho, Chadbourne, N.C., Fort Worth, Texas, Henderson, N.C., Lake City, Fla., and Albuquerque, N.M. Inclusive in their operations, the firm has one board remanufacturing facility located in Weiser, Idaho. This particular facility is located on 25 acres and has 128,000 square feet of manufacturing space with an annual shipping

capacity of 60 million board feet. The Weiser operation produces 1”x4” to 1”x 12”, 4’ to 16’ boards and strips, clear hobby craft boards and common boards. Unique to Idaho Timber, this facility is a primary supplier to the home improvement industry in the U.S. and Australia.

In addition, Idaho Timber operates a traditional sawmill in Carthage, Ark. Situated on nine acres with 126,000 square-feet under roof, the sawmill has annual shipping capacity of 60 million board feet. Radius-edge decking and export clears are produced here in 5/4”, and the mill is capable of producing 2”x4” and wider dimension lumber.

A split post and rail fencing facility is located in Troy, Idaho. Encompassing 18,000 square feet on 10 acres for production, the operation has an annual shipping capacity of 600 truckloads. Idaho Timber's newest location is in Chadbourne, N.C., and is situated on nine acres with 63,000 square-feet of manufacturing and storage space. The annual shipping capacity is 60 million board feet. This facility produces SPF and European Spruce, 2”x4” to 2”x12”, 8’ to 24’ studs and dimension lumber as well as 1”x4” to 1”x12” Ponderosa Pine, Engelmann Spruce and European Spruce boards, pattern stock, edge glued boards and other specialty products.

When asked about plans for future growth opportunities and initiatives, Ellis noted, “Management believes that substantial opportunities exist to increase revenue and profitability by focusing on the following

three initiatives:

1) Leveraging customer base—Providing additional value-added services and products to our existing customer base

2) Leveraging product base —Providing existing product offerings to new customers.

3) Geographic expansion—Extending our national footprint in areas where demand is strong and opportunistically acquiring underperforming operations in targeted building material and primary sawmilling segments.”

As for international markets, he commented, “Our market investigation outside the U.S. will continue, not only for sales opportunities but for supply opportunities in the area of value-added product distribution.”

As it relates to possible acquisitions, Ellis asserted, “We continue to pursue potential acquisition targets that fit within parameters defined by the acquisition strategy and will continue to evaluate identified potential acquisitions.”

Idaho Timber is a member of Treated Wood Council, Idaho Forest Products Commission, North American Wholesale Lumber Association, American Wood Council and is SFI certified in several locations.

For more information visit www.idahotimber.com.

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WESTON WOOD SOLUTIONS—Global Sourcing On Three Continents

Mississauga, Ont.—Weston Wood Solutions Inc., a diversified supplier of lumber and engineered wood products to manufacturers and distributors in North America, Europe, and Asia, has established a global network of product sources, with key suppliers in Chile, China and Eastern Canada. The company's goal is to use diversified sourcing to smooth out variables and maintain service regardless of rapidly changing world circumstances.

Headquartered in Mississauga, near Toronto, Weston maintains a supply of products for its customers through strategic warehouse locations including the Southeast and Northeast U.S., and in Western Canada, with Quebec staff also located at all manufacturing sites. Weston offers its customers both direct shipment from overseas and LTL or full load services from their Distribution Centres. Weston's key products include trim boards, moldings, window and door components, and finger joint blanks in Radiata and Eastern White Pine.

Weston is unique in several ways, said Alan Lechem, President. "We inventory a lot of proprietary profiles which we distribute to our clients, so they can achieve just-in-time production. For many manufacturers we manage the entire procurement process including weekly stock checking, forecasting, recommendations of alternatives and SKU rationalization. In addition, having our own finger joint blanks and machining capability means we can respond quickly to surges in demand or



Weston Wood Solutions, Mississauga, Ont., 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.

oversold and turning down orders," he says. Weston Chile is also importing Canadian-sourced building solutions for the domestic market. Mauricio will be representing Weston at NAWLA and looks forward to meeting his friends from the industry in Chicago!

Cinius Lee runs Weston's operations in China. He travels there frequently and manages Weston's experienced local quality control team who monitor every part of the manufacturing process and examine all finished product. Working with Mauricio, Cinius has developed supply of Radiata Pine to Weston's Chinese mills in order to increase production.

"Like other overseas shippers, we have experienced challenges this year, due to increased orders not just from North America but because we are competing with strong demand from other countries who also source from China. This coincided with a prolonged rainy season and government restrictions on logging." Cinius has also developed partnerships with new manufacturers to produce an enhanced paint finish on mouldings, and to supplement supply. "We have been working very hard to return our lead times to normal, but doing it right takes time to ensure quality and procedures are in place. By the third quarter we will see significant results from our investments in kilns, machinery and suppliers," says Cinius.

Weston's base in Ontario is close to sources of Eastern White Pine, which traditionally has been used for millwork in that region. "White Pine is a tremendous material for millwork; its soft, stable, readily machinable and has very little pitch," said Lechem. Weston has been involved in the White Pine industry for over 30 years, and sales of millwork in that specie remain strong even though it is priced considerably higher than imports. This is primarily due to the excellent material properties and fast manufacturing lead times. Weston supplies White Pine millwork in blanks, board, mouldings and frames to both Canadian and U.S. based customers. "White Pine is our specie of choice when clients need something fast or in smaller quantities that cannot justify import volumes," he says. Another growth area for White Pine has been as a substrate for vinyl wrapped frames and brickmould, which are used throughout colder areas in North America. Howard Kumer, Vice President explains: "White Pine has very little grain pattern due to the soil and climate conditions, so there is little danger of raised grain or telegraphing through vinyl wrap. Since glue adheres to it extremely well and the millwork is so stable, we use it for many of our door and window components. Vinyl wrap is increasing in volume as more builders and homeowners alike appreciate the rigidity, lower cost and "green" properties of wood, while enjoying the maintenance free and weatherproof qualities of the vinyl wrap".

The company has plans to continue their growth by adding products, talented people and additional distribution locations. Lechem said, "We are always looking for opportunities that fit with our family-like culture, and align with our core values, which are centered on providing quality products, leveraging our industry knowledge, and developing relationships with clients that transcend the normal role of supplier."

For more information visit www.weston-forestproducts.com.



Weston expects to see significant results from their investments in kilns, machinery and suppliers.

special orders." Global sourcing for Weston means not only procurement, but also placing their staff overseas for both logistic and quality control. "We specify manufacturing methods, brand name materials for adhesives and paint, and develop strict quality standards that our local partners must follow," said Lechem. As a result, Weston's sales from global sources have been very strong this year as more customers recognize our commitment and capability."

M a n a g i n g Weston Chile is Mauricio Bravo, who relocated back to his hometown of Concepcion last year. "My focus has been getting closer to our suppliers, by supporting them with financing, assistance in machinery sourcing, and developing programs around products that fit well with their capabilities," says Mauricio. This has included shipping Radiata lumber and blocks from Chile to supply Weston's manufacturers in China. "The shortage of millwork fibre in China has presented some excellent opportunities for us to help Chilean suppliers who lack their own export capabilities and marketing," says Mauricio. "Being back home has been very timely because Weston Chile is able to work resourcefully to get product made and shipped, despite most millwork plants being



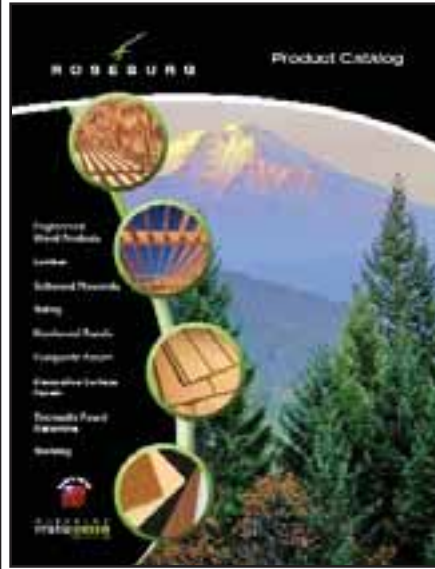
An image of Weston's Double Rab Jambs

oversold and turning down orders," he says. Weston Chile is also importing Canadian-sourced building solutions for the domestic market. Mauricio will be representing Weston at NAWLA and looks forward to meeting his friends from the industry in Chicago!

ROSEBURG—Working Together, Growing Together

Dillard, Ore.—For 75 years, Roseburg Forest Products, based here, has been a family-owned manufacturer of engi-

neered wood products; 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,



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

neered 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



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

Ore.; particleboard plants in Missoula, Mont., Louisville and Taylorsville, Miss., and Russellville, S.C.; engineered wood products plant in Riddle, Ore. and four decorative thermally-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



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

throughout the United States and markets the broadest mix of products to customers 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:

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IDAHO FOREST GROUP Shows New Product Line



The Idaho Forest Group sales and administrative team are: (left to right) Erol Deren, Wade Wheeler, Melody Martz, Ahren Spilker, Mason Anderson, Garth Williams, Robin Martin, Alan Kamms, Ken Koenig, Gina Percy, Andy Dunham and Rick Palmiter.



Idaho Forest Group has now acquired five mill facilities in the Intermountain West, and continues to invest significantly in computerized technology.

Coeur d'Alene, Idaho—Idaho Forest Group (IFG) will show its updated lumber product line from the Intermountain West region at the NAWLA Traders Market® November 7-9 at the Hyatt Regency in Chicago, Ill.

For 2013, IFG plans to continue its expansion of specialty products, including Cedar, White Fir, Ponderosa, and Engelmann Spruce/Lodgepole Pine, said Erol Deren, VP of sales and marketing.

"At this point, we have the broadest line of species and products in North America," he said.

The company will continue to fine-tune production and shipping from their newest mill facility in Lewiston, Idaho, Deren said, along with expansion of specialty products.

"It will be interesting to see how the lumber industry responds to the signs of the housing recovery taking place," he said. "We know there will inevitably be a lag in response, due to the down-scaling in infrastructure from the forest to the job site. The question will be how our indus-

try steps forward to meet that new demand."

Other future plans for IFG include expansion of the company's ability to offer custom profiles and patterns, adding scope and value to specialty products. Other fine-tuning is expected to lead to shorter shipping times and better inventory management for customers.

In fourth quarter 2011, the company announced that it was acquiring a Lewiston, Idaho, lumber production facility along with nearby timber supply from



Idaho Forest Group's Ken Koenig, Garth Williams, Rick Palmiter and Erol Deren at company headquarters in Coeur d'Alene, Idaho. Their conference table was made by a local craftsman using all species of wood they sell.

Clearwater Paper Corporation. That \$30 million purchase gave the company another strategic hold in a region renowned for its timber supply.

IFG is now Idaho's largest lumber producer, and one of the Top 10 biggest in America, with capacity for manufacturing more than one billion board feet per year. With the Lewiston purchase, IFG now owns five mills throughout northern and central Idaho's vast forests.

"We like our supply here in the Intermountain West," Deren said. "Our locations give us the ability to pull desirable fiber out of the forests according to demand. We are in an excellent position to harvest exactly the product our customers are asking for, and ship it in timely fashion."

Lumber species include Western Red Cedar, White Pine, Douglas Fir, Western Larch, Grand Fir, Western Hemlock, Lodgepole Pine, Englemann Spruce, Sub-Alpine Fir and Ponderosa Pine.

The company has the capacity for private labeling, bar coding, end branding, custom sizes, specified tallies, mixed loading and destination pricing. As another part of its strategic growth, IFG has invested significantly in technology, with computers making precise evaluations throughout the milling and kiln-drying process.

"We certainly have pursued machinery that gives us more product from the log, but even more important, gives us the tightest tolerances that today's professional contractor and even do-it-yourselfers are demanding," Deren said.

Idaho Forest Group was formed in 2008 when two successful Intermountain West timber interests – Riley Creek Lumber and Bennett Forest Industries – combined their resources.

"Both of these longtime companies are family-owned with a traditional value mindset," said Marc Brinkmeyer, founder of Riley Creek Lumber and now president of Idaho Forest Group. "Our two businesses shared common traits that fostered a successful merger, including like commitments to serving customers and employees, investing in facilities, and embracing the forest products heritage."

IFG also has the ability to manage inventory at their locations for specialty stocking distributors. "Our biggest wholesale distributor customers rely on us," said Rick Palmiter, account manager. "If that means mixing a lot of products on the load, we'll do that. On any given truck we may have eight to 12 different items on it. We load a substantial amount of highly mixed trucks in order to enhance our customers inventory turns."

The people at IFG have a "can-do" attitude that speaks for itself. In addition to Deren and Palmiter, other sales personnel at IFG include Ahren Spilker, Mason Anderson, Garth Williams, Andy Dunham, Ken Koenig and Wade Wheeler.

"We continue to grow in capacity and to strengthen our focus on the business fundamentals," Brinkmeyer said. "Our never-ending goal is getting quality products out of the Intermountain West and into our customers' hands."

For more, visit www.idahoforestgroup.com

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COLUMBIA CEDAR: Closing The Gap



Ralph and Merry Schmidt, co-owners of Lazy S Lumber in Beaver Creek, Ore., and Columbia Cedar, Kettle Falls, Wash.



Pictured are Sales Managers Chris Retherford and Todd Fox.



Electric Blue is individually wrapped in half packs, illustrating Columbia Cedar/Lazy S Lumber's commitment to their customer service policy that customers come first. The companies' ability to load multiple items on a truck provides easier management of them.

Kettle Falls, Wash.—With the expansion at Columbia Cedar's Sawmill, and market conditions showing some promise, it was time to bring all manufacturing to the raw resource and close the gap between Lazy S Lumber in Beaver Creek, Ore., and Columbia Cedar's mills, here in Kettle Falls.

To that end, in July 2012, Columbia Cedar leased the planers and kilns on the Boise Building site in Arden, Wash.

Just 18 miles from Columbia Cedar in Kettle Falls, this facility has proven to be the advantage of more kiln capacity, a better rail site, more dry storage and allows for production expansion that the coming markets will need.

With the doubling of production at the Columbia Cedar Sawmill, the additional planers and kilns at Columbia Cedar Arden has brought cost savings in transportation and a timely solution for the growing pains from the added production.

The facility in Beaver Creek is being phased out as a manufacturing plant and all of that production is now being done at Columbia Cedar Arden. The Beaver Creek site will continue to be the sales office for Todd Fox and Jim McAllister at 509-738-4711 and the main distribution for panels and baled shavings. We are happy to have Pete Adkins join our Sales Staff at The Corporate

Office in Kettle Falls where his main focus is on product transportation and by-product sales.

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.

GOING FORWARD

Under the umbrella of Columbia Cedar, Inc., all boards, decking and VJoint will carry the Columbia Cedar brand, and our consistently popular Bevel Sidings will always carry the Lazy S Lumber Brand. All panel products will also carry the Lazy S Lumber Brand as well.

We are happy to have Jim McAllister join our Sales Staff in the office at Beaver Creek. His focus is on the Panels division of Lazy S Lumber. In this economy, the sales for the Cedar Panels has shown improvement over last year. Manufactured in 4' x 8' - 9' & 10' sizes, the Deschutes and Rogue Valley grades continue to move even in a poor housing market. The 19/32 Panels, meet or exceed California Building Fire Codes for use in urban areas. The products can be nailed directly to the studs without need for subsidizing, dramatically reducing labor

and material costs for builders.

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

COLUMBIA CEDAR & LAZY S LUMBER's ability to load mixed truckloads of any of our products plus the Cedar Panels, have proven an advantage for our customers in this age of "just-in-time" inventory management.

Columbia Cedar remains committed to innovations that improve manufacturing methods and product lines to insure the highest quality product to our customers.

Our website www.ColumbiaCedar.com 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 companies that sell related products to apply, finish and maintain the natural beauty of your Western Red Cedar sidings, paneling, fencing, decking AND Cedar plywood panels.

ELECTRIC BLUE (EB)

Todd Fox, Sales Manager, remarks, "Our 7/8 Electric Blue product line of KD Cedar

boards has been 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 making use of our Customer Service Policy -Our Customers Come First- our ability to load multiple items on a truck provides easier inventory management of them.

"The relationships built over the last 30 plus years are a very valuable asset to our companies," said Ralph Schmidt, co-owner of the company. "The growth continues to be an ever present goal of our Management Team. We are striving to keep our customers competitive in this tough economic times, and to continue making our relationships with them a win-win."

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2x4; 2x6; 2x8

Stud Mill – Usk, WA

Random Mill – Colville, WA

Random Mill – Midway, B.C.

Ponderosa Pine
Rough Green Mill – Eager, AZ
4x4 – 7x9, 8' – 16'

SOUTHERN PNEUMATICS—Your Solution For Removing DUST

By Terry Miller



Southern Pneumatics Dust Collection Systems shown at different locations throughout the United States.

Knoxville, Tenn.—Southern Pneumatics, located here offers complete design, fabrication and installation of dust, smoke, and fume collecting systems. The coined name “Southern Pneumatics,” is a derivative of the company’s pneumatic air pollution control systems.

Operating from a 16,000 square-foot facility, Southern Pneumatics handles 26 gauge to ¼-inch steel. Their experienced installation team covers transportation, cranes and aerial equipment. “We gear ourselves up for what has to be done,” said Joe Hill, owner and president of the firm, which is a division of the Joe Hill Co. Inc.

Southern Pneumatics has permits to truck product in 48 states and Mexico. The company uses computer aided drawing (CAD) systems when working with customers to ensure that designs are right before they go into production.

“Customers send us their drawings via email, and we schedule a field evaluation to ensure that everything is on track,” Hill said. “Once that’s ready, we send them the CADs.”

More than once Southern Pneumatics has been called on to handle emergencies, such as a major fire in a bag house. “Because we’re agile, we’ve been able to react quickly in emergency situations,” Hill said.

As for average installation time Hill explained, “We offer a smooth installation with minimal downtime. Normally our installations are complete in two weeks or less. Everything that we do is planned extensively ahead of time, so that when we arrive, we have the operation up and running without holding our customer’s facility up for long periods of time.”

In addition to installing new equipment, the company also provides upgrades and renovations to existing systems. Their broad experience in the following areas allows us to provide complete, high efficiency, turn-key solutions:

- Furniture Manufacturers
- Cabinet Production Facilities
- Architectural Millwork Fabricators
- Flooring Plants

- Manufactured Housing Plants
- Wood Molding Facilities
- Counter Top Manufacturing Plants
- Store Fixture Manufacturers
- Other Wood Working Plants
- Welding Exhaust Systems

According to Hill, Southern Pneumatics custom base is broad and includes a wide range of industries.

“Our customer is anyone with severe material handling problems, and who is being overwhelmed by dust in the tonnages,” Hill said. “And not just 100 pounds here and there, we’re talking tons.”

“We address any plant that has nuisance dust, including rock mills, ceramic and furnace manufacturers and foundries,” Hill said. “We specialize in low-pressure pneumatic systems – that’s what our name is all about.”

Southern Pneumatics has been tackling customer dust problems since 1958; the year Hill’s father founded the company in Newport, Tenn., after years of experience working for Southern Blowpipe of Chattanooga, Tenn. It wasn’t long before

he was running a truck a day to Knoxville, where the company is now based. The younger Hill took over in 1972 when his father fell ill, and has been in a management role ever since.

According to Hill, Southern Pneumatics also builds very efficient cyclones, with custom-made elbows designed to turn either a lot or a little material, depending on the gauges.

“If the customer has to move the materials a long distance, then they know they can,” he said. “If they have to take it 300 feet through a low-pressure system, we can do that, too.”

That “can do” attitude has helped propel Southern Pneumatics to nearly 45 years of success, and it’s what will keep the company on track for growth and success in the years to come.

“The key is to stand behind your work,” Hill explained. “We know that whatever problem exists has to be fixed, so we fix it.”

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VAAGEN BROTHERS LUMBER—The Legacy Continues

By Terry Miller



John Branstetter, Russ Vaagen and Duane Vaagen make up the management team at Vaagen Bros. in Colville, Wash.



This log crane is capable of lifting an entire truckload from the truck and onto the yard.



Rough, dry lumber is kept at Vaagen's lumberyard in Colville.

Colville, Wash.—Established by Bert and Bud Vaagen in 1952, Vaagen Brothers Lumber Inc. spans three generations and over half of a century. This year Vaagen Bros. Lumber Inc. has been producing high quality lumber for 60 years. Quite an accomplishment for a family-owned and operated independent sawmill company from rural northeast Washington State.

Duane Vaagen, President, is the second-generation owner of Vaagen Bros. Lumber Inc. and has spent his entire career in the forest products industry. He has served as president since 1980 and has directed the company's operations for the last 30 years. He continues to drive the vision and the success of the company and provide leadership for an entire industry.

Vaagen Bros. Lumber Inc. operates three sawmills currently. The flagship facility in Colville produces approximately 120 million board feet in the sawmill and surfaces nearly 240 million board feet a year. The stud mill in Usk, Washington (50 miles southeast of Colville) produces about 50 million board feet of 8, 9 and 10-foot lumber on a one shift basis. Most recently Vaagen Bros. Lumber Inc. has been re-tooling a mill in Midway, B.C. (60 miles northwest of Colville) to specialize in small diameter logs. It also produces 8 to 20 foot lumber much like Colville

Midway. Midway is set to produce more export material, most of which is destined for Australia. Midway is still in start-up, but currently produces 6 million board feet per month, but should be cutting 8 to 10 million board feet in the next six months. All of the Vaagen mills use HewSaw technology for their break-downs. They are very efficient, single pass, small diameter mills.

"We're very excited about our new facility," John Branstetter, Sales Manager said. Primarily the products offered will be the same as our location in Colville, Wash., 2x4, 2x6 and 2x8 in a mixture of SPF and Fir/Larch."

Branstetter indicated the plant intends to produce up to 10 million board feet per month once it's operating at full capacity. "Right now all the lumber is being shipped to our Colville facility to be planed and surfaced. We're still in the start-up phases at the new facility, but we expect to be at full production complete with a planer and dry kilns in the future."

Formerly a Pope and Talbot Inc. sawmill, Branstetter said Vaagen recently acquired the mill and is in the process of re-tooling it. "We've upgraded it from a band mill to a HewSaw," he explained. Technology from Finland, HewSaw very efficiently manufactures small logs into lumber. "HewSaw is our primary equipment manufacturer for this operation," he

said. "Specifically designed to handle small logs, the HewSaw produces dimensional lumber with minimal waste and maximum efficiency."

Offering Douglas Fir, Western Larch, Hemlock Fir and Cedar, Vaagen's corporate headquarters located in Colville utilizes state-of-the-art lumber scanning technology to assure product quality, strength and consistency while optimizing the use of each log. Debarking and log chipping equipment are in place to produce wood fiber for the paper products and landscaping industries, along with hog fuel that is used in a boiler system to create steam for drying lumber. Excess hog fuel is sold to Avista Utilities in Kettle Falls, Washington for the production of green energy.

The sales team at Vaagen consists of John Branstetter, Sales Manager (over 30 years of lumber sales experience), Mick Vaagen, Sales and Transportation Specialist and Chris Schoefer, Sales and International Product Specialist. The team works together to effectively sell and ship everything Vaagen Bros. Lumber cranks out. Vaagen also has an agreement with Merritt Bros. Lumber in Athol, Idaho and J&H Trading out of Boise, Idaho to help market and sell lumber throughout the United States.

Vaagen Bros. is dedicated to responsible forest practices. The company philosophy

includes managing a thriving business and protecting the future of the forests. A Western Wood Products Association (WWPA) member, Vaagen has the Quality Manufacturing Systems Program through the WWPA.

Vaagen Bros. Lumber Inc. is also a member of Timber Product Manufacturers, NAWLA, and the Northeast Washington Forestry Coalition. Vaagen Bros. Lumber is committed to making the highest quality lumber while maintaining the highest ethics in everything that it does. From business, to community to forestry, Vaagen Bros. Lumber does its very best to do things the right way.

"We are a small log operation that is very interested in the health of the timber and being involved in our own communities," Branstetter concluded.

Future plans for Vaagen include operating a new rough green mill in Eger, Ariz., slated for 2013. This location will have Ponderosa Pine green timbers available in 4x4 through 7x9, 8' to 16'.

For more information visit www.vaagen-bros.com.

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Lumber & Sons: NELMA Celebrates Lumber Mill Families

All lumber mills share a common goal of an enduring and profitable industry. But mills run for generations by one family have an added pressure - the pressure of building,



Nick Bowie-Haskell, Brek Heikkinen and Mike Record, President of Record Lumber in Oxford, Maine took the film crew (shown here) for a hike to get a bird's eye view of the facility.

maintaining and handing off a legacy to their children, nieces, nephews, and grandchildren. Growing industry pressures, economic decline and foreclosures are pushing the children of mill families to look for work outside of the trade. And the industry is seeing a decline in the family mill business.

For these reasons, the Northeastern Lumber Manufacturers Association (NELMA) wants to celebrate these families in two upcoming projects. "While there are still a number of great mill families within the NELMA family, we've also lost quite a few over the years. We felt an obligation to capture and preserve the stories from these mills for future generations," said Jeff Easterling, President of NELMA.

The first project is a short video [think of it as a trailer for a longer documentary], which contains personal interviews with several working mill families. The interviews explore the trials and tribulations of holding both a family and a business together through good times and bad. It reveals new perspectives on running a mill in today's market. Families interviewed for the trailer include the Robbins [Robbins' Lumber], the Brochu's [Pleasant River Lumber], the Woodbreds [Lovell Lumber] and the Records [Record Lumber].

"It was always my dad and my uncle when I started. And now I work here with my brother and sister, and my two nephews just started working here" - Alden Robbins, Robbins Lumber.

"Our goal is to make a feature length documentary on this issue to preserve as many stories as we can from so many of the amazing families in the Northeast," said Easterling. "There are a lot more NELMA families we couldn't cover in this first short film, so we're hoping to expand the project in the future through outside funding sources to capture more stories like these."

The video is currently in post-production and should be available on NELMA's YouTube channel (www.youtube.com/nelmatv) in early November.

The second project is the 2012 Winter issue of the *White Pine Monographs*. *The Monographs* is

the popular magazine published by NELMA that has roots dating back to the 1910s. Currently, the publication is most popular with architects and fine homebuilders, but is gaining in popularity with many others inside the lumber industry as well. Published several times a year, its focus is on traditional and unique uses of Eastern White Pine, featuring local builders, architects and their projects, all while exploring the rich history of Eastern White Pine. This upcoming issue will highlight extended interviews with even more



Luke, Jason and Chris Brochu of Pleasant River Lumber in Hancock, Maine.

NELMA family-run mill members. Look for it to be published in December of 2012. To subscribe for the magazine and have a print copy of *The Monographs* mailed to your home or office, please email info@nelma.org and put "Monograph Subscription" in the subject line.

Mothers, sons, grandchildren, aunts, daughters, fathers, wives and uncles are the building blocks of many mills throughout the country. These multi-generational lumber operations have a rich heritage and an unparalleled dedication to the durability and sustainability of the wood products industry. As NELMA quickly approaches its 80th anniversary, these projects are designed to respect and protect a legacy of stewardship, community and endurance by the lumber industry of the Northeast.



Jim Robbins, CEO of Robbins Lumber in Searsmont, Maine trimming Christmas trees with grandson, Eli.

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Southern Pine Industry Set For Recovery

Some faint glimmers of hope have appeared for the recovery of home construction markets, perhaps in the not-too-distant future. Building permits are up one month, down a bit the next, indexes measuring builder confidence have reached a plateau, while production volume of Southern Pine lumber runs ahead of last year's pace – a good sign. Uncertainty prevails; the lumber industry remains cautiously optimistic. The Southern Forest Products Association (SFPA) provides a collection

agencies responsible for other species are in different stages for evaluating design values.

Lumber dealers need to understand that, in spite of the lower No. 2 2x4 design values now in effect, options exist for using Southern Pine materials. One option is to specify that a customer use a larger size and/or higher grade of visually graded Southern Pine lumber. Another option is to use machine stress rated (MSR) lumber and mechanically evaluated lumber (MEL). Those in the

building supply chain also need to understand that design values for mechanically graded lumber, timbers and specialty items did not change. For all products, sources of supply can be found within SFPA's online Product Locator at www.SouthernPine.com.

Moving forward, SFPA continues to provide more information as it becomes available; check www.SouthernPine.com frequently for updates. Dealers will find many of their questions answered by reviewing a comprehensive set of Q&As on the site; visit the page tagged New Design Values.



SFPA Expo 2013 will showcase the latest equipment technologies and services for the forest products industry.

Southern Pine is strong, reliable

Southern Pine's strength is comparable to other softwood species used in residential and commercial construction.

"The strength and superior treatability of Southern Pine lumber against decay and termites provides a great value for manufacturers, designers, builders and consumers," notes Cathy Kaake, SFPA's vice president of technical marketing.

"The extensive testing protocols used assure that everyone involved in the specification, sale and use of our products has the most current information about how Southern Pine lumber can be used confidently and economically", she adds.

SFPA: At your service

The products dealers sell are the result

of resources to help dealers and distributors improve their Southern Pine sales. SFPA materials not only help train employees but also educate customers on the proper selection and application of Southern Pine lumber. Dealers know the versatility and value Southern Pine provides for their customers: dependable strength, exceptional treatability and attractive appearance. And on a daily basis, SFPA supports dealers and distributors with the sales help they need.

Product Locator completes the order

These days, more dealers wanting to source specific Southern Pine products are turning to SFPA's online product locator. Here, dealers can search among more than 400 product listings and be directed right to the manufacturers' contact information. It's a handy, time-saving tool and just a few clicks away at www.SouthernPine.com. SFPA members are regularly updating their product listings, assuring on-time delivery to dealers and distributors.

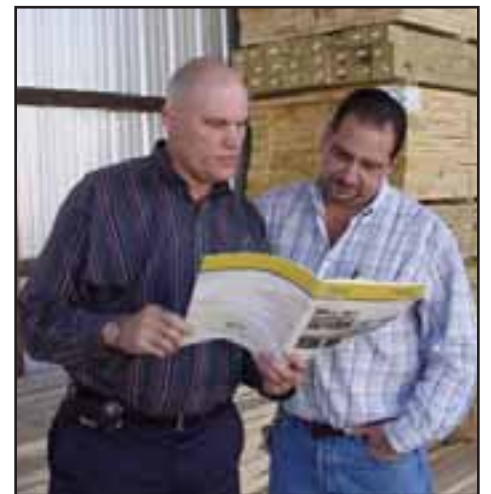
The locator is also an opportunity for SFPA members to list hard-to-find items. "Delivering a quality product is our number one priority, and a dealer has many options when ordering. Offering long lengths plus the anti-mold protection on all our products are popular selling points," notes sales and marketing manager Ron Coker of Hood Industries.

Southern Pine info online

Today, www.SouthernPine.com is the authoritative resource for product information. SFPA can help steer customers your way. It's all here – a buyer's one-stop resource for Southern Pine lumber information. This site now offers more features, easier navigation and the latest product details. Within the publications section of the site, SFPA's lumber library is a collection of helpful titles that dealers can rely on to help educate themselves and their customers about the proper selection and use of Southern Pine materials.

New Design Values: Dealers have options

The last major change for visually graded dimension lumber occurred in 1991 when design values for Southern Pine and other North American species were published based on In-Grade testing of full-size samples of commercially produced lumber. Since 1994, Southern Pine Inspection Bureau (SPIB) has conducted an annual resource monitoring program developed in collaboration with the U.S. Forest Products Laboratory (FPL). SPIB is the first rules-writing agency to publish new design values reflecting these changes. Rules-writing



SFPA publications help train dealers' employees and educate their customers.

of the latest manufacturing technologies. Every two years, SFPA sponsors the Forest Products Machinery and Equipment Exposition to showcase the best in new technology to increase manufacturing efficiency. In the long run, this event adds value to the manufacturing process, impacting the products dealers can deliver to their customers. Complete information about the next show – Expo 2013, to be held June 6-7 – can be found online at www.sfpaexpo.com.

Providing the necessary services to its member companies and their customers while healthier markets are on the horizon, SFPA can help assure the long-term success of the Southern Pine lumber trade. Complete information about SFPA programs and services is available at www.sfpa.org.

NAWLA -

Continued from page 1

work and sales done.”

This year, NAWLA has added some additional programming in addition to the excellent networking opportunities that exists at each Traders Market. For the first time, Traders Market will provide special programming for our next generation of leaders. On Wednesday, November 7, NAWLA will host a networking luncheon with a speaker and topic of interest to younger generations. While the final speaker and topic has yet to be confirmed at this writing, it will likely focus on how emerging leaders can use their generational skill set to advance their careers and help the company.

“We started the focus on GenNext at the 2011 Traders Market and continued it at the Leadership Conference this year,” said Vitale. “After two events where we listened to what they wanted and needed, we are happy to finally provide a function for them to learn how to promote themselves and their companies.”

In an effort to stay ahead of issues affecting the industry, NAWLA has rapidly expanded its participation in global issues. The 2011 Traders Market included companies from ten different countries. This year, NAWLA is working with other organizations such as the Softwood Export Council to connect overseas buyers and sellers. In March 2012, NAWLA visited with some of the largest lumber companies in China to talk about attending the show and they say the feedback has been very positive.

Following this focus on China, the Magellan Network program this year will provide attendees with detailed updates on the future of the China economy, as it relates to the lumber industry. Russ Taylor with International WOOD Markets Group will be the sole presenter, giving attendees a chance to hear the latest market trends in China as well as ask specific questions. Once again, the program will be a breakfast on Friday morning.

“China has been the engine that has kept the industry afloat,” said Vitale. “What happens if it slows down or when the market matures? We wanted to get in front of this important issue, and no one is more of an expert on it than Russ.”

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 - Southwick

Continued from page 1

tion of networking 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.

TRADERS - Duprey

Continued from page 1

the market the new things we are doing to serve the world with our Eastern White Pine boards. The NAWLA Traders Market is also a place to educate ourselves with the number of functions that NAWLA puts on during the event.

Just being at the NAWLA Traders Market helps us take a temperature of what is going on in the global market today. Getting a sense of how the wholesaler community is doing with the ever-changing

needs of the market is very important for us. The NAWLA Traders Market gives us a chance to do that in a venue that brings the industry together.

TRADERS - Lundstrom

Continued from page 1

from our company attend all but the very first show. The Traders Market has given us the chance to explore new products and ideas and meet more people in less time than a marathon road trip. As an exhibitor we have not found a better or more cost effective way to reach out to new customers or have some face-to-face time with existing ones.

At the very least, having a booth at the Traders Market gives us a higher profile, keeps us connected with our customers and lets everyone know we're here for the long haul.

TRADERS - Hanlon

Continued from page 1

is excited to be attending his 1st NAWLA Traders conference this year.

As always, attending the NAWLA Traders Market® is an annual priority for Kalesnikoff Lumber Co. Ltd., giving us a chance to visit our customers in person, meet new customers, share industry news, experiences and trends. Hal Hanlon brings with him many years of experience in the wood industry and is looking forward to meeting everyone face-to-face. Hal has been busy expanding product lines and trying out new things at Kootenay Innovative Wood Ltd., so we are excited to share new products and species with our colleagues at the 2012 NAWLA Traders Market®.

We would like to thank the NAWLA organizers and *The Softwood Forest Products Buyer* for their hard work in bringing us together each year. The benefits, new associations and industry knowledge we bring home are priceless!

Kyle Jones
West Bay Forest Products
Langley, B.C.




The NAWLA Traders Market® is a “can't miss it” event for West Bay Forest Products and should be for any company looking to sell lumber in any real quantity. There is no other event that brings together mills, distributors, wood manufacturers, and service providers in this kind of dialogue rich environment. To get similar exposure a company would have to make numerous trips flying back and forth all over the continent. Reducing the costs of building relationships is not the only advantage.... What NAWLA successfully creates is the premier event for exposure for our industry. This exposure includes new products, ideas and opportunities we need to look at as we all move into the Global market era. If you are not trying to improve, streamline or expand... then you are falling behind. Every year we leave the Traders Market with something new to work on.... They make it hard not to!

WHO'S WHO - Brown

Continued from page 6

has a son and three daughters. He enjoys driving an ATV, snowmobiling and boating.


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**B Manning - General Manager
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Sales contacts at Durgin and Crowell include: Alex Darrah, B Manning and Chuck Gaede.

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WHO'S WHO - Campbell

Continued from page 6

and Glendale. The stud and dimension mills are members of the Western Wood Products Assoc. (WWPA) and the plywood mills are members of the Engineered Wood Products Assoc. (APA).

WHO'S WHO - Carlisle

Continued from page 6

fishing, hunting and drag racing. The majority of Mars Hill's Softwood and hardwood lumber is sourced in the Southeastern United States. The company specializes in Southern Yellow Pine cut stock and hardwood lumber and also supplies cants, deck boards, fence boards, and standard 1x4's up to 2x12's. For more information visit www.marhillinc.com.

WHO'S WHO - Daugherty

Continued from page 6

Pine, Western Red and Aromatic Cedar, Hemlock Fir, red and white oak, maple, poplar, ash, okume, lauan, African mahogany, beech, knotty and superior alder, walnut, hickory, and cherry. Daugherty has been in his current position for approximately 13 years. Prior experience includes lumber and roofing sales manager for Georgia Pacific Corp., and inside and outside sales and purchasing for Weyerhaeuser Co. He began his career in the forest products industry cleaning construction sites during the summer while attending Central State University, Edmond, Okla., where he obtained a Bachelor of Science degree in special education. In 1986 Daugherty received an award for Southwest Regional Sales and received the same award in 1992. He and his wife Linda have two children. In his spare time he enjoys King James Bible study, spending time with family and pets, song writing, live music, travel, and University of Oklahoma sports.

Cedar Creek Inc., established in 1977, is a wholesale building materials distribution company. The company focus is to provide "Wood Products for the Heart of America." Beginning as one yard in Oklahoma, Cedar Creek has since expanded operations to 12 distribution facilities. As a result of this expansion, Cedar Creek, Inc. is able to provide service to over 20 states across the Midwest and Mid-South. For more information visit www.cedarcreek.com.

WHO'S WHO - Easterling

Continued from page 6

forester for Arkansas Forestry Service. A graduate of Mississippi State University, Starkville, Miss., he obtained a Bachelor of Science degree in wood science and marketing. Easterling is a member and past board of director of the Forest Products Society, past board of director and member of the Maine Forest Products Council, past chapter president of Mississippi State University Alumni Association and club president of USA Swimming, Westbrook, Maine.

He received the Mississippi State University College of Forest Resources Alumni Fellow Award and was among the Mississippi State University College of Forest Resources Alumnus of the Year in 2000. In his spare time Easterling enjoys landscaping and historical architecture. He and his wife, Lisa, have twin daughters, Sarah and Sidney. For more information visit www.nelma.org.

WHO'S WHO - Feldman

Continued from page 6

incorporated by President Chris Beveridge in 1987. The company distributes into the North American markets as Lumber Wholesalers of SPF, Fir, Pine, Plywood and Western Red Cedar and remanufacturers of Western Red Cedar.

Skana is both a manufacturer and distributor of forest products. At its remanufacturing facility in Vernon, B.C., the company produces a full program of high-grade specialty Western Red Cedar products; while the Herbert, Saskatchewan plant's primary focus is specialty Spruce-Pine-Fir products.

Skana is a member of the BC Wholesale Lumber Association, Western Retail Lumber Association, Western Red Cedar Lumber Association, North American Wholesale Lumber Association, International Wood Products Association, Western Wood Truss Association and the Building Supply Industry Association of B.C. For more information visit www.skana.com.

WHO'S WHO - Fortune

Continued from page 6

This year is a particularly busy year for Fortune. He has plans to compete in three full marathons culminating in November where he will run in the famous New York City Marathon. Fortune, who is also an avid cyclist, competed in a few bike races this year and most recently climbed Mount Rainier.

WHO'S WHO - Garland

Continued from page 6

customers and mills alike seek out Bridgewell, and Garland as the purchasing manager.

With 26 years experience in the forest products industry, Garland has held every role from making cold calls for traders as an intern to quickly moving up the ranks to broker and currently manager. His first role in the business was at Western International Forest Products, followed by several years of owning a log export company and then a management position at Morse Family Yards, before Garland was recruited by Bridgewell nearly two years ago.

A native of Beaverton, Ore., and a baseball veteran and enthusiast, Garland coaches the sport at a local high school. He also plays golf in his spare time and spends time with wife, Gail, daughter Zoey, 18, and son, Parker, 17.

Bridgewell offers several value-added services including source-to-jobsite materials flow, superior logistics expertise, custom job-specific reports, strategic inventory locations and more. It is an operating company of Atlas Holdings LLC, a Connecticut-based company that owns and operates businesses in a number of industrial sectors. More information about products and services can be found at www.BridgewellResources.com.



WHO'S WHO - Stallings

Continued from page 6

Stallings is a member of the Home Builders Association of Charlotte, N.C., and an elder at Carmel Baptist Church, located in Matthews, N.C. He and his wife, Stephanie, have three children.

For more information visit www.bc.com/ewp


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WEST BAY FOREST PRDTS. & MFG. LTD.	800-688-1108	604-881-0259	wbsales@westbaygroup.com	www.westbaygroup.com	59
WESTERN FOREST PRODUCTS	604-648-4500	604-899-3737	jderby@westernforest.com	www.westernforest.com	60
WESTON WOOD SOLUTIONS	905-667-9120	905-677-7330	info@westonwoodsolutions.com	www.westonwoodsolutions.com	26
WINSTON MACHINERY & EQUIPMENT	800-844-7680	205-893-2401		www.winstonmachinery.net	62
WRCLA	866-778-9096	604-687-4930	wrcla@wrcla.org	www.realcedar.com	23
ZIP-O-LOG MILLS, INC.	541-393-3309	541-683-4241	mgrube@zipolog.com	www.zipolog.com	27



Acadia Clear Coat



Precoating protects and beautifies.

Robbins oil based polyurethane clear coat offers a gloss base with a satin topcoat for a superior finish, saving both time and money. Precoating the lumber also protects it from onsite dust and dirt. The wood is all surfaced on a moulder, then lightly sanded before being sent through a two coat sprayed on finish, and sanded between coats. Robbins pine is kiln dried to 10-12% moisture content to minimize shrinking.



Available Pine stock:

- Stocked in 6" and 8" widths in WP4 and ECB1SWP4
- Random length units in stock
- 8', 10', and 12' lengths also available
- Custom widths and patterns also available

Robbins clear coat offers an OLYMPIC® stain gloss base with an *Olympic* stain satin topcoat for an outstanding finish.



For more information, please contact us at **(207) 342-5221** • **www.rlco.com**

Striking!



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Electric Blue Wrapped in "half packs"

*Select & Quality, Kiln-Dried,
Tight-Knot Western Red
7/8's Cedar Boards*

- S1S2E Rougher Head Face
- Widths: 4", 6", 8", 10", & 12"
- Lengths: 8', 10', 12', 14', & 16'
- No wane or hit and miss dressing on two edges and back face

Waxed ends add protection