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Special 2013 Wholesaler/Distributor Buying Issue

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2013 Special Edition

NAWLA Traders Market® –Mirage Resort and Casino, Las Vegas, Nevada

The 2013 NAWLA Traders Market moves back to Las Vegas! Coming off its 17th successful year, the Crossroads of Lumber and Distribution will once again meet at the Mirage Resort and Casino in Las Vegas, Nevada. NAWLA last held the Traders Market at the Mirage in 2011 and received very favorable comments from exhibitors and attendees alike. "Looking at all the options and listening to our show attendees, Las Vegas was an easy choice," said Gary Vitale, NAWLA President & CEO.



(Left to Right): NAWLA officers: Treasurer Mark Kasper, Amerhart Limited, Green Bay, WI, Chairman Mike Phillips, Hampton Lumber Sales, Portland, OR, 2012 Chairman Mike Mordell, UFP Purchasing Inc., Union City, GA, Committee Chairman Dan Semeak, Pacific Woodtech Corporation, Burlington, WA, Rick Ekstrom, Western Forest Products, Vancouver, BC, Chris Beveridge, Skana Forest Products, Richmond, BC and NAWLA CEO/President Gary Vitale.

Since 1996 the Traders Market has held a unique position among lumber and building material trade shows as it is the only one that focuses almost exclusively on the lumber supply chain. Unlike other shows, the vast majority of exhibitors are manufacturers of lumber and lumber related products.

Last year the show hosted over 240 exhibiting companies and over 1300 individual attendees representing over 500 companies. These companies comprise all aspects of the lumber supply chain from manufacturers to wholesalers as well as service providers and importers and exporters. This fosters an unrivaled atmosphere of networking whether you are looking for a new supplier, an offshore opportunity, or if you are looking to expand your domestic footprint. If it has to do with expanding opportunities, the NAWLA Traders Market is the place to be!



Attendees enjoy the networking opportunities

"The benefits of having so many current and prospective customers and suppliers

Continued on page 75

Suppliers, etc. Praise Benefits Of NAWLA Traders Market®

LESLIE SOUTHWICK – C&D Lumber Co., Riddle, Ore.

NAWLA Traders Market brings together the full array of the lumber industry in a very dynamic and unique atmosphere. Each year, we are given the opportunity to meet with customers new and old that we may not see throughout the rest of the year. This is a perfect opportunity for us to showcase our products and put our best foot forward. The interaction of networking with customers, learning and discussing their issues, exploring opportunities and building



Continued on page 74



MATT DUPREY – Hancock Lumber Co., Casco, Maine

Each and every year Hancock Lumber recognizes the value of attending the NAWLA Traders Market. We value our time spent in the field with customers and the Traders Market gives us one venue where we can accomplish that and more. The NAWLA Traders Market is a very professional platform for us to see current customers, talk to new prospects and show the market the new things we are doing to serve the world with our Eastern White Pine

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BRYAN LUNDSTROM – Mid Valley Lumber Specialties Inc., Aldergrove, B.C.

What does the NAWLA Traders Market mean to Mid Valley Lumber Specialties? As we all know, the acronym "NAWLA" stands for North American Wholesale Lumber Association but around our office it stands for "Never Miss a Traders Market". Okay it doesn't really work but you get the idea. Over the past 15 years we've had at least one person from our company attend all but the very



Continued on page 74



Tammy Williams – Simpson Lumber Company LLC Tacoma, WA

Simpson Lumber Company LLC has attended the NAWLA Traders Market® since the first year it was in Dallas and it has been an exceptional venue to meet with customers. The wholesale community year over year sends key traders to participate and it continues to be a cost effective way to meet and showcase our products. The attendance, networking opportunities, and our ability to

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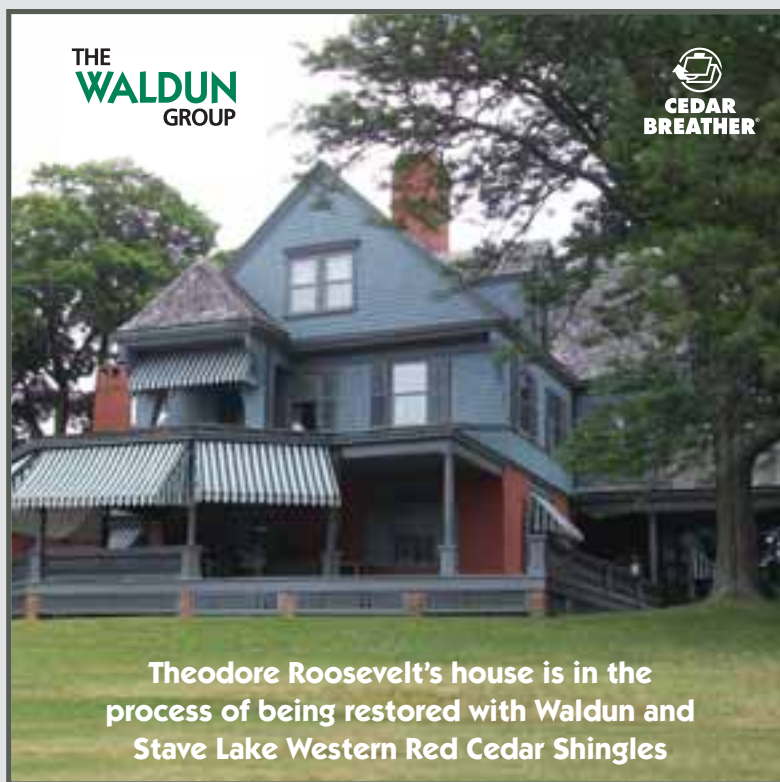


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THE WALDUN GROUP

WHO'S WHO IN SOFTWOODS



GARY ARTHUR

Gary Arthur is sales manager at **Haida Forest Products Ltd.**, located in Burnaby, BC. Haida Forest Products offers Western Red Cedar sidings, panelings and specialty products. The firm produces approximately five million board feet annually. Arthur has been in his current position for 29 of his 38 years with Haida Forest Products. He began his career in the forest products industry as a tallyman and boxcar loader in 1975. Married to Linda, the couple has two children. In his spare time Arthur enjoys fishing, hiking, snowshoeing and biking. Haida Forest Product Ltd.'s manufacturing plant sits on five acres of land in Burnaby, British Columbia, located

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TRENT FREEMAN

Trent Freeman is a sales and marketing representative at **Mars Hill Inc.**, located in Waynesboro, MS. Mars Hill is a wholesaler of 9 million board feet per year of Southern Yellow Pine in No. 3, 1-1/2, 11/16 and 7/16 pallet grade and 1-1/4 inch hardwood runner stock. The company offers pallet parts, including Softwood and hardwood deck boards and stringers. In addition, Mars Hill offers contract remanufacturing, and purchases 7 million board feet of certified lumber per year. In his position, Freeman is in charge of maintaining sales of product for high volume pallet assemblers and conducting in-house sales. He has been with the company for five years, but has been involved in the industry for 30 years.

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JIM MCGINNIS

James E. 'Jim' McGinnis III is president of **McGinnis Lumber Company**, located in Meridian, MS. McGinnis Lumber is a family-owned wholesaler of Southern Pine, hardwoods and other forest products, with sales marketed to 40 states across the U.S. as well as areas of the Caribbean and Mexico. Products sold include Pine lumber, corrugation – a paper-based fiberboard used primarily for boxes, pallets, and skids – chock blocks, plywood, oriented strand board, hardwood timbers, among many other products. The company operates as a mill-direct shipment wholesaler, in business since 1922.

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JAMIE MOULTON

Jamie Moulton is a sales representative for **Diprizio Pine Sales**, located in Middleton, NH. Diprizio Pine Sales is a manufacturer of Eastern White Pine products. With an annual manufacturing quantity of 22 million board feet, the company offers a wide range of Softwood forest products, including timbers, siding, paneling, flooring and moulding, as well as rough lumber and 6/4 decking. Grades of lumber used include Select, Common and shop/furniture grades. Moulton has been with Diprizio Pine Sales for 22 years. His first job in the forest products industry was in the planing mill at Diprizio. Advancing through the

Continued on page 76



BILL NOCERINO

Bill Nocerino is senior sales representative for the Warren, AR, location of **Potlatch Corporation**. Potlatch Corporation owns approximately 1.43 million acres of Forest Stewardship Council (FSC) certified forestland in Arkansas, Idaho and Minnesota. Stud mills in Gwinn, MI, and Bemidji, MN, produce approximately 300 million board feet of Spruce, Pine and Douglas Fir (SPFs). The Warren location produces 190,000 board feet of wood products for industrial and consumer use in Southern Yellow Pine surfaced material (2x4 through 2x12, No. 2, 3 and 4). Potlatch Corporation also offers all dimensions and grades of FSC certified lumber.

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JOE PELUSO

Joe Peluso is a territory sales manager for **Mid-State Lumber Corp.**, a wholesale building materials distributor that maintains three full service facilities in Branchburg, NJ, Warwick, NY, and Kingston, PA. The Mid-State Lumber customer base spans the Mid-Atlantic and New England regions. The company's goal is to provide the finest quality building material products and competitive pricing in a fast and reliable manner. Mid-State Lumber distributes Royal Building Products Moulding, Zuri Decking, Tamko aluminum railing, James Hardie® products, as well as porch flooring manufactured by Aeratis. In addition, Mid-State car-

Continued on page 76



ADDISON ROSS

Addison Ross recently joined **Skana Forest Products Limited** as a lumber trader. Located in Richmond, BC, Skana Forest Products specializes in a wide range of products including framing lumber, MSR, No. 3 and Economy, finger-joint lumber, plywood, agricultural stakes and furring strips. The company markets to North America as a wholesaler of SPF, Pine, Western Red Cedar and Plywood. Ross graduated from Dover Bay Secondary School, Nanaimo, BC, in 2007, and plans to graduate from the University of British Columbia in 2014 with a

Continued on page 76



TONY SAAD

Tony T. Saad is sales manager for Canada's division of **Nordic Engineered Wood**, based in Toronto, ON. In his position Saad develops and supports a distribution network for engineered wood across the Canadian market and assists the Mid-West in the U.S. Nordic Engineered Wood is a division of Chantiers Chibougamau Lumber (CCL), and manufactures solid-sawn I-joists and glulam beams from more than 200 million board feet of lumber it produces annually. The company also produces TallWall Studs, insulated studs and insulated headers. The company offers a full complement of residential

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COREY SCOTT

Starting out with **Kalesnikoff Lumber Co. Ltd. (KLC)** as a lumber piler in 2001, **Corey Scott** has been a member of the KLC team for over 12 years. More recently, Scott has been a Sales Team Leader at KLC for the past seven years, as well as in charge of fiber purchasing, production management and inventory control. Kalesnikoff Lumber Co. Ltd. is located in Thrums, BC, and produces approximately 65 million board feet per year. In 2013 KLC continues to expand their multi-species offerings to include: Douglas Fir, Western Larch, Spruce-Pine-Fir, and Idaho White Pine. Achieving their chain-of-custody Forest Stewardship

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JOHN TSOURMAS

John Tsourmas is division product manager for **Boise Cascade Company**, located in Boise, ID. Boise Cascade is a full line distributor offering lumber and panels, along with non-commodity, general line items. Commodities offered include dimension lumber, boards, plywood, oriented strand board and studs. The company distributes Spruce Pine Fir, Southern Yellow Pine, Ponderosa Pine, Fir Larch, Hemlock Fir, and Douglas Fir (green and dry) in various grades. Boise Cascade also purchased 35 million board feet of certified lumber across all of its branches in 2012. As division product manager Tsourmas works closely with over 30 of the company's locations to identify opportunities and grow targeted product lines. His first

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New Friends, New Connections and New Ideas At NAWLA Traders Market

The 2013 renewal of NAWLA's Traders Market, which many of us consider to be a highlight of the year, continues a 17-year tradition of bringing together the leaders of the lumber industry.

In many ways, the Traders Market is a microcosm of NAWLA and its role as an important, active network, a hands-on educational experience and a prism looking into a complex but increasingly bright future.

The last several years have not been easy for our industry and although we can see much progress, it is more important now than ever to connect with others in the same work, to stay current with technology and new sources of knowledge, to bring the next generation into the heart of our efforts, and to remain innovative. You cannot clear the timber alone. Without the unity, knowledge and innovative energy of others in the industry, even the best of us would be on the trail that leads away from the promise we can now see on the horizon. It is our wood, our bond, and our future, and we help the industry grow by helping each other grow. After a very successful show in Chicago last year, we return to Las Vegas. The schedule once again allows attendees to return home for the weekend or stay and enjoy some down time after the show.

Part of the success of Traders Market is that people know what to plan around. We started GenNext, the special focus on the industry's next generation of leaders during the 2011 Traders Market and continued it at the 2012 Leadership Conference. It will return in 2013. At this luncheon, attendees will get a chance to network with their peers and hear an excellent presenter. Not a member of GenNext? Don't worry. Everyone is welcome. Make sure you sign up to meet the future of this great industry.

This year, Comedian Greg Hahn will follow Chairman Mike Phillips opening ad-

dress. A favorite on the nationally syndicated Bob and Tom Radio Show, Hahn has appeared on Late Night with Conan O'Brien, Comedy Central, CBS, ABC, FOX, MTV and CMT. You will not want to miss this one.

While I am sure you will enjoy the two or three days you spend at Traders Market, I hope you leave the show knowing there is much more to NAWLA. For some of you, the show is the only contact you

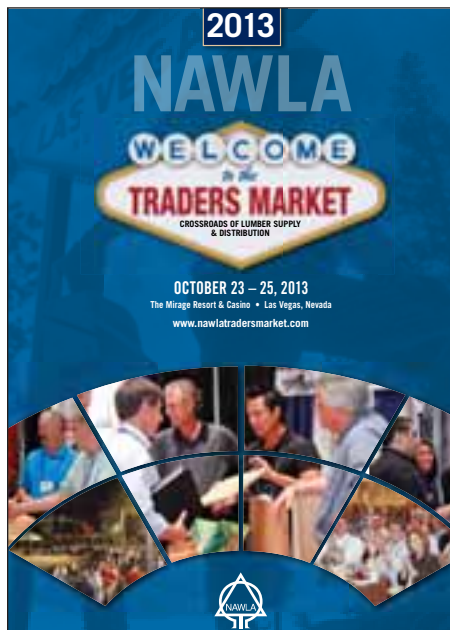
Gary Vitale,
CEO and President
NAWLA




have with NAWLA. We want to change that. If you aren't a member, please join. If you already are, we hope you participate in our other programs offered year round. NAWLA wants to be your business partner in success. Our programs are designed to fit any member's needs in this economy. Please take a few minutes to learn more. Be our guest at the NAWLA booth and pick up the latest membership and program brochures. Stop a NAWLA staff member and ask how you can get more from your membership. Your membership, and your association, should work for you.


We hope to see you in Las Vegas.


Gary Vitale






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A Message from the Chairman...

On behalf of the North American Wholesale Lumber Association, I'd like to welcome you back to the bright lights of Las Vegas, Nevada and to the premier lumber show in the building products business!



The 2013 Traders Market program will be as exciting as any in the past because with the renewed growth in the housing market and the overall improvement in the economy, networking with your customer or supplier has never been more important, and NAWLA has again provided the perfect venue to "get things done!" It's expected that this year's attendance will reflect the new reality in the forest products market (it's once again getting better and bigger!) and the programs will focus on expanding the opportunities for doing better business in a changing environment. Some of the industry's best networking opportunities

are to be found somewhere between the show floor and the hotel lobby as manufacturers, wholesale distributors and service affiliates all find familiar faces in a crowd excited by this year's strong collection of attendees. In addition, there's

an area of the show floor dedicated as "Networking Central" where traders can privately do business away from the hustling and bustling traffic found in the Exhibitor aisles.

As an added benefit the Magellan Breakfast provides updated information about topics critical to successfully guid-

**Mike Phillips,
Chairman
NAWLA**



ing your company through today's global business environment. Here, speakers address real issues and provide thoughtful insights that can help drive your sales opportunities to the next level by expanding your overall market reach. The final touches are being added to the program and will be announced when completed in late September.

NAWLA continues to take the lead on developing the "GenNext" group of industry traders by providing a Thursday program focused on issues specific to transitioning the business leadership to the next generation. There may not be a more important issue facing the industry today than continuing to attract and train the "brightest" to lead the industry into the next decade, and it's exciting to see a growing number of "newbies" have the opportunity to participate in this year's program.

As noted by just a few of the mentioned activities, this year's conference will provide both an opportunity to see existing business partners plus catch up on current industry trends, and I invite all members to register early for the 2013 Traders Market as well as stay tuned for other NAWLA event announcements. Like many of you "survivors", NAWLA has been engaged in strengthening its position as the industry's leading building products association and remains committed to adding value to the overall membership through its educational, informational and industry related programs.

I look forward to seeing you all in the "City of Lights" during October and making this year's Traders Market a resounding success! Please join with all your friends, business partners and industry peers as we celebrate another outstanding NAWLA effort!!

**Mike Phillips
Chairman**

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IDAHO TIMBER Expands Its Services With Sawmill Acquisition

Boise, ID—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.

Idaho Timber recently began the process of refurbishing a sawmill the company acquired in Coushatta, LA. Idaho Timber's President and CEO Ted Ellis explained, "We purchased the former Hood Industries sawmill that had been down for five years, so we have undertaken an extensive renovation and upgrade effort in hopes of bringing it on line by September 1. Along the way we've encountered several surprises. The biggest and best surprise is that we've received more applications by qualified people in this area than we imagined possible – we have over 400 skilled, enthusiastic and excited people to choose from."

Idaho Timber has been operating nine other mills and manufacturing facilities prior to this acquisition. Ellis addressed how this new sawmill enhances the company's current product line and geographical footprint. He said, "Idaho Timber is currently the largest remanufacturer in North America. Our position in this segment, combined with our sawmill operations, makes us the company we are today. The Coushatta sawmill brings us new capabilities in Southern Yellow Pine that will further enable us to provide the full range of quality Softwood products our customers desire, both domestically due to the mill's ideal South/Central location, and internationally due to its close proximity to Gulf ports."

Regarding the company's anticipated product line expansion through the Coushatta



Idaho Timber's President and CEO Ted Ellis.

mill's diverse production capabilities, Ellis reported, "We have not finalized our product mix yet, but we have received requests from home center, pro dealer, industrial and foreign customers. We want to offer the items we have the

flexibility to produce, and plan to incorporate dimension, timbers, decking, boards and other value-added items in the mix to varying degrees."

Regarding the dramatic Q1 and Q2 lumber price swings and market direction, Ellis commented on what he anticipates through the balance of the year and how Idaho Timber is being positioned for it. He said, "What goes up, must come down. And the further it goes up, the farther down it must fall. We expect continued volatility as excess supply and excess demand trade places from time to time. Idaho Timber is ideally positioned to take advantage of this volatility through low operating costs, excellent customer relations and an established market presence."



Idaho Timber began the process of refurbishing and extensively upgrading this sawmill in Coushatta, LA, which was previously owned and operated by Hood Industries.

What are Idaho Timber's plans for ongoing growth in the coming years? Ellis informed, "Our production growth will be in primary sawmilling. After evaluation, we've determined we want to be in the South. We like this region's products, its log supply, the readily available workforce and the people in its communities. To grow our markets, we have not only

maintained our operating divisions' full complement of sales professionals through the downturn to properly service our customers and grow domestic market share, but have also expanded our marketing efforts overseas. We've found that growing export sales is an arduous process, but are making progress and anticipate this sector will become a significant contributor to our overall growth."

He continued, "Idaho Timber is open to any product idea that customers, suppliers or stakeholders have that will allow us to fill a need within the marketplace. Whatever business or market we enter, we strive to be the best we can be."

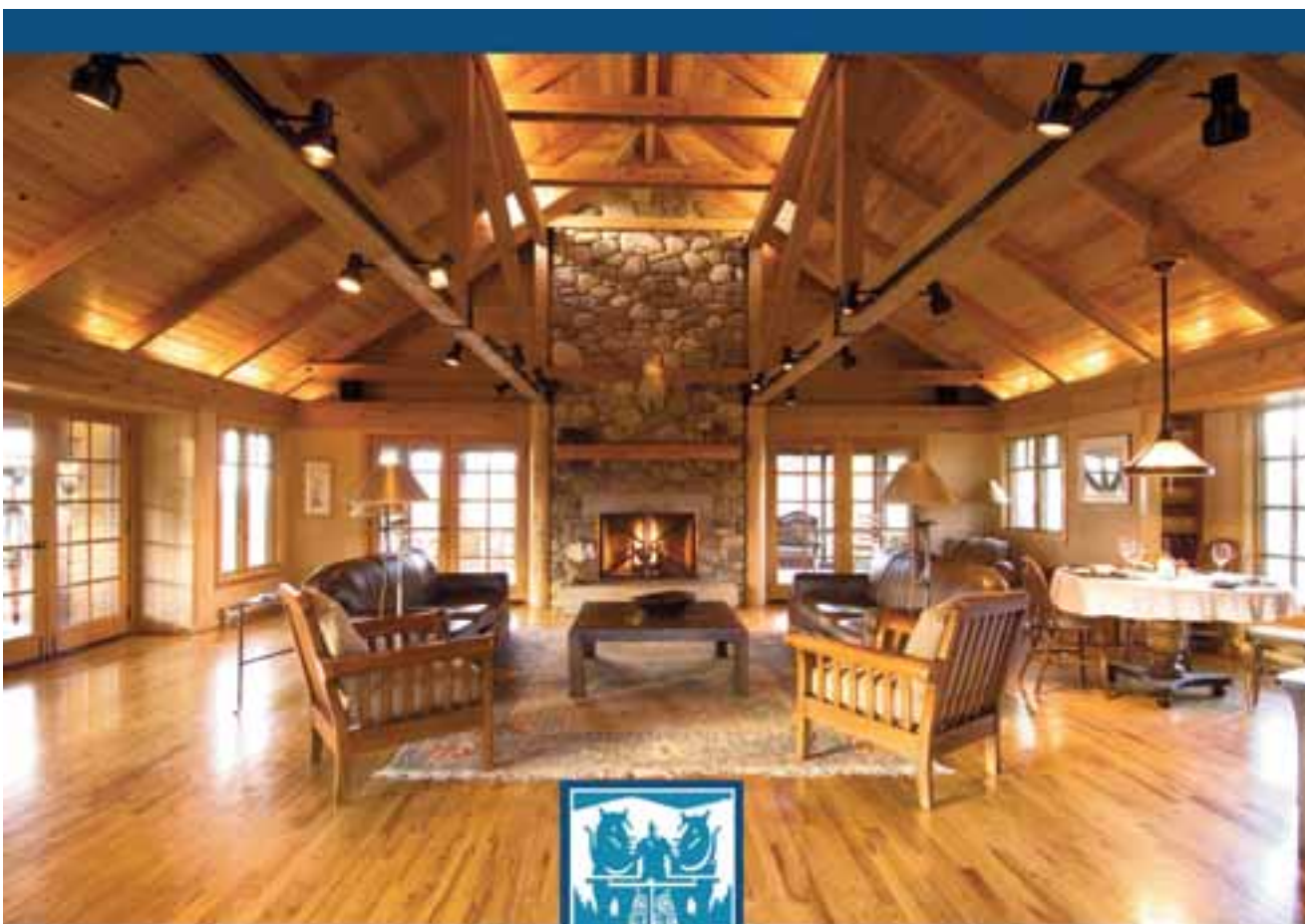
Emerging from the adversity of the 1970s, Idaho Timber has successfully combined business and resource management with productive manufacturing to ensure dependable service and quality. The firm's manufacturing, distribution and sales facilities are strategically located throughout the United States.

Idaho Timber has six dimensional lumber remanufacturing facilities located in Boise, Idaho, Albuquerque, NM, Fort Worth, TX, Henderson, NC, Chadbourne, NC and Lake City, FL, plus a board remanufacturing facility located in Weiser, ID. In addition, the company operates a traditional sawmill in Carthage, AR, producing 5/4 Radius Edge Decking, a Cedar products mill in Troy, ID, manufacturing Split Rail Fencing, and will soon open the recently acquired sawmill in Coushatta, LA.

Idaho Timber is a member of Treated Wood Council, Idaho Forest Products Commission, North American Wholesale Lumber Association, American Wood Council and is SFI and/or FSC certified in several locations. For more information visit www.idahotimber.com. ■



Pictured is an Idaho Timber log situated on a headrig.



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Kalesnikoff Lumber Co. Ltd. (KLC)

At KLC we have now completed our sawmill modernization project. Investing \$15 million into the sawmill, the Kalesnikoff family is dedicated to maintaining and expanding our traditions of quality and flexibility as a multi-species mill. The modernization's primary focus was to incorporate today's cutting edge technology to increase lumber recovery, grade outruns and most importantly, to build on our



Aerial view of the Kalesnikoff mill.

competitiveness in the value-added niche programs and markets we target. Kalesnikoff is committed to maintaining our reputation for quality and flexibility in both size and species. We thank all of our customers for your visits and interest in this project over the past year. Our team here at the mill, our dedicated customers and the many talented engineers, electricians and contractors all helped to make this upgrade project a success.

Kootenay Innovative Wood Ltd. (KIW):

Beautifully your home with natural Softwood products from Kootenay Innovative Wood Ltd. (KIW). Our product lines include Paneling, Solid Wood Flooring, Exterior Home Siding, Roof Decking, and Specialty Millwork Products. Working closely with our partners at Kalesnikoff Lumber Co. Ltd. allows us to select quality raw fiber right from the source. Our superior finishing and "Quality is Our Only Product" motto, provides a complete package that keeps customers coming back. The on-site Knife Grinding and CNC template rooms allow us to design and cut

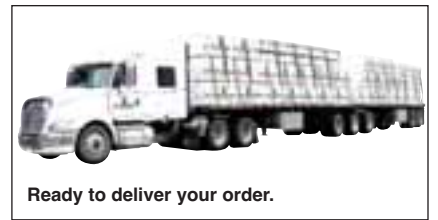


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Tough and durable home siding.

durable siding to protect your home. KIW exterior home siding is made using kiln-dried fiber. Choose from a variety of styles that include Cove, Bevel, Shiplap, Board and Batton or Channel Siding. Our siding is also available in Western Red Cedar or Douglas Fir.

For more information on Kalesnikoff Lumber Co. Ltd. or Kootenay Innovative Wood Ltd. please visit our websites at www.kalesnikoff.com, email sales@kalesnikoff.com; or www.kiwood.com, email sales@kiwood.com. We also invite you to call our sales team at Kalesnikoff Lumber Co. Ltd. at 250-399-4211 or Kootenay Innovative Wood Ltd. at 250-359-8050. We look forward to talking to you and to meeting you in person at the 2013 NAWLA Traders Market, Booth No. 414 ■

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Internationally Published Study Confirms J.D. IRVING, LIMITED, Forests and Forest Products Manufacturing Are A Significant Carbon Sink Over The Next 50 Years

Saint John, NB— J.D. Irving, Limited (JDI), has collaborated with the Faculty of Forestry and Environmental Management at the University of New Brunswick (UNB) to produce a comprehensive first-of-its-kind report on the carbon balance of JDI woodlands and forest products operations.

The two-year study, funded by the Natural Sciences and Engineering Research Council of Canada (NSERC) and J.D. Irving, Limited, has found that JDI forests will sink (absorb versus emit) about 92 million tonnes of carbon dioxide over the next 50 years. That's the equivalent of the entire emissions of the Maritime Provinces for one year or 18.4 million cars off the road for one year.

A peer-reviewed article titled, "A Comprehensive Greenhouse Gas Balance For a Forest Company Operating In Northeast America – R.E. Cameron, C.R. Hennigar, D.A. MacLean, G.W. Adams and T.A. Erdle" was published in the most recent edition of the Journal of Forestry – the most widely circulated scholarly forestry journal in the world.

"This is one of the first studies in Canada to take such a detailed look at a very vertically integrated company across all its forest products activities," said Dr. Chris Hennigar, at the UNB Faculty of Forestry and Environmental Management.

The study took into account all greenhouse gas emission sources – from the harvesting and trucking of wood from the forest through to the emissions from the manufacturing of forest products.



J.D. Irving, Limited's 60-year commitment to tree planting will cross the 900 million mark this year – a national record in Canada.

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"We wanted to include everything for this life-cycle accounting of our forest operations," said Greg Adams, Research and Development Manager, JDI Woodlands. "We included how our forests are projected to grow over the next 100 years, as well as all the activity that goes on in the forest, like tree planting, harvesting, and transportation. We also measured all energy sources used in JDI forest and forest product activities and we included the carbon storage in all forest products."

By combining all of the carbon sinks and carbon emissions associated with JDI's entire woodlands and forest products operations, the forest carbon model indicates a total of 58 million tonnes of carbon dioxide will be sequestered in the next 50 years.

"JDI forest and forest products operations are not emitters of carbon dioxide, but in fact the entire operations will be sinking (absorbing) a million tonnes of carbon dioxide equivalents, on average, every year over the next 50 years," Adams said.

Beyond the 50-year window, modeling indicates the company will remain a sink or carbon-neutral for many years based on today's forest management, processes, products and energy profiles. An important contributor to this positive environmental result is the company's almost 60-year commitment to tree planting which will cross the 900 million mark this year – a national record in Canada.

For more information about J.D. Irving, Limited, visit online at www.jdirving.com.

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