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# KING FOREST INDUSTRIES: Customer Driven With A Can-Do Attitude

**Wentworth, N.H.**— By focusing on customer needs, King Forest Industries, located here, continues to reap success despite ongoing stubborn and challenging trends in the lumber industry.

John King, president and owner of King Forest, depends on his seasoned 80-person staff to continue to produce up to 30 million board feet of Eastern White Pine (EWP) annually.



Pictured is John M. King Jr., owner and president of King Forest Industries, Wentworth, NH.

King has guided his company through multiple market trends and facility upgrades to meet the needs of their domestic, as well as international, customer base.

“We have a drying capacity of about 1.3 million board feet, depending on the thickness of lumber,” King said. “The reason we need that kind of capacity for 30 million board feet of lumber production is because we dry a lot of thicker stock — 4/4 through 8/4 lumber.”

King added that his company “is fussy about drying” in regard to quality and moisture content. For the industrial market, King Forest’s target drying goal is 8 to 10 percent with 12 percent as a peak. If the percentage exceeds 12 then the wood gets marked and redried. “We have lineal moisture meters on both of our dry lines to insure the customer receives dry lumber,” said King. “We feel this is extremely important. Stable lumber is what we ship.”

King Forest’s wood is also certified under the Sustainable Forestry Initiative (SFI).

“Pam McGraw led our certification efforts and did a great job,” King said. “She got it done over the course of a few months and we passed our audit on the first time, which is very rare, and with no conditions whatsoever. It was well worthwhile and has been very well received by many of our customers and in fact demanded by some of our customers.”

King Forest’s production, which includes EWP in thicknesses from 4/4 through 8/4, primarily consist of 50 percent boards and 50 percent other products. “On any given day, you can go into the mill and we will be sawing three different thicknesses, depending on the quality of the log and a variety of factors,” King explained. “We try to optimize the value of every single log. It may slow the production process—we could saw quite a lot more volume if we just wanted to saw boards, which we have in the past—but it’s diversified our markets a great deal and given us a larger geographical area that we now sell in and to a larger number of customers.”

In fact, half of King Forest’s production is sold internationally. “Not only do our products go to Canada, but also to Pakistan, Arab Emirates, India, China and Vietnam. It’s a rapidly growing segment of our business and one in which we strive to do things that other mills do not. For example, offshore business really demands thicker lumber and that’s in everything from 7/8’s blank lumber to full 1-inch rough, as well as 5/4, 6/4 and 8/4. We made a commitment years ago



White Pine in storage sheds at King Forest Industries ready for shipment.

to saw thicker lumber, which enable us to service a wider range of markets.” King Forest ships its products in an array of configurations. “We have the ability to load containers right here at our mill, which also differentiates us from other mills, and gives us great flexibility in our container capabilities,” King commented.

King Forest moves its lumber so quickly, said its owner, that “you won’t find any green inventory here. It goes in the kiln the same day it is sawn, at least in the summertime. In the winter, you might find about 100,000 board feet of green lumber in inventory. That’s how we operate. We don’t carry; we saw in our mill a fresh product that is going on a truck or in a container. So we are basically a custom sawmill.”

Making all the cogs in the production wheel run smoothly is the 80+ staff, many of whom have 30 years’ industry experience. Several key personnel include: Kevin Godfrey, sawmill manager; Jerry Bixby, planer mill supervisor; Anita Latulippe, controller; Pam McGraw, office manager; Scott O’Meara, computer technology; Steve Albaugh and Chuck Sackett, boiler/kiln operator.



King Forest’s dry kilns and storage buildings.

John King’s son Joe is the latest addition to the staff. Joe grew up in the industry and with King Forest. “He has helped mostly with production scheduling, working with the planer crew and I wanted him to become more familiar with all aspects of the business,” the elder King said.

King Forest Industries is a member of NELMA and the North American Wholesale Lumber Association.

“Our main goal is to produce high quality products and make it obvious to our customers how much we value them,” said King. “We keep at the forefront of our minds daily that we must do an excellent job with everything so we can get new customers and retain the ones we have.”

For more information about this company, visit online at [www.kingforest.com](http://www.kingforest.com). ■

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The FrameGuard® Total treatment was developed by Lonza, an international corporation and leading supplier to the life science, pharmaceutical and healthcare industries. Lonza Wood Protection provides the broadest range of industrial wood treatments in the world, and licenses the production of such respected brands of building products as Wolmanized® Outdoor® wood and Dricon® fire retardant treated wood.

EPEX Trim is proudly manufactured using a line of water-based factory-applied primers from Sherwin-Williams, designed for lasting protection and exceptional aesthetics across the range of environmental and end-use conditions. Providing coatings that protect and beautify for over 146 years, Sherwin-Williams has been at the forefront of developing innovative technologies for the building products industry.



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Focused on providing the best solutions for the industry, EPEX Trim is produced using a unique process that ensures long lasting durability and beauty. We combine the lasting wood protection of FrameGuard® Total treatment from Lonza with an advanced-technology water-based primer from Sherwin-Williams, then use a proprietary factory-application process that ensures full and consistent coverage on all four sides of the substrate.



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Driven to produce the most consistent products available, Bitterroot Valley Forest Products remains focused on sustainable solutions through the development of longer lasting products developed to have less environmental impact.

Our products are trusted to protect and beautify statement residential and commercial projects across North America. Our signature Montana Hewn Timber Siding warms the walls of a major restaurant chain, while Bitterroot Valley Forest Products' trademarked Montana Ghost Wood Line and Timber Siding have been used throughout the interior and exterior of structures throughout the resort developments of Breckenridge, Aspen, Park City, and the Blue Ridge Mountains of North Carolina.

EPEX Trim provides superior performance and aesthetics, backed by a 30-year limited warranty. For more information on the range of EPEX Trim products, installation, or warranty details, please contact Bitterroot Valley Forest Products at 877-626-1505 or visit us at [www.epextrim.com](http://www.epextrim.com).



# EPICOR SOFTWARE – Inspiring Business Excellence

Epicor® Software Corporation is excited to have this opportunity to tell NAWLA members at the Traders Market about our company—and how we are serving you. Epicor Software Corporation delivers ERP and business software solutions to the manufacturing, distribution, retail, and service industries. With more than 20,000 customers in over 150 countries, we are a company with global experience that focuses on industry-specific solutions.

Epicor acquired Solarsoft Business Systems in October 2012, which had itself just acquired **Progressive Solutions Inc.**, a long-time NAWLA member and software vendor serving the lumber and wood products industry. The acquisition brought two outstanding solutions to our product suite: **LumberTrack™** and **BisTrack™**.

### LumberTrack Serves Manufacturers and Distributors

Epicor LumberTrack has been a leading software solution for lumber and wood products manufacturers, remanufacturers and wholesalers for decades. In fact, LumberTrack is used by 10 of the 25 largest North American Softwood lumber producers. LumberTrack customer **Interfor** credits LumberTrack for supporting its 30 percent growth and 60 percent increase in exports. “Other major forest product companies are struggling with the problems that we have resolved with LumberTrack,” says Keith Power, General Manager of Information Technology at Interfor. “We have just-in-time stats available to us at the click of a button. Information is much more reliable, much more accurate, and much more timely.”

But LumberTrack isn’t just for the large producers in the industry. Smaller and specialized producers use LumberTrack to operate more efficiently, develop new domestic and export markets, and provide the business insight required to remain globally competitive. “Lumber Track has improved nearly all aspects of our business. Having a better handle on our inventory and production has allowed us to expand and grow in new ways,” says **Westervelt Lumber’s** Joe Patton.

LumberTrack is also used by wholesale distributors of lumber and wood products. Buying groups like **Do It Best** and **Lumbermen’s Merchandising Cooperative**



Keith Matterson, LumberTrack Senior Director at Epicor.

(LMC) use LumberTrack to procure lumber and other products at volume pricing for their members. And LumberTrack customer **Patrick Lumber** uses LumberTrack to manage its value-added distribution business. “We have a very good handle on our inventory. Even though we have inventory at probably 50 different locations, we know how much money we have invested in the various products,” says Les Oliver, Controller at Patrick Lumber. “We’re able to tell customers what we have available to ship. And when negotiating with customers, our traders are not guessing the value of the inventory.”



Epicor LumberTrack has been a leading software solution for lumber and wood products manufacturers, remanufacturers and wholesalers for decades.

### User-customizability, Multi-language Support

With the release of the new LumberTrack V10, usability and access to data has been enhanced by adding user-specific customization, user-defined fields/functions and easier data interchange with other applications. Customers, including **Idaho Forest Group**, are excited about the added flexibility of the new version. “LumberTrack will

now give us the ability to customize our application to capture and display additional information that is most important to us,” says Melody Martz, sales analyst for Idaho Forest Group.

LumberTrack V10 also adds support for multiple languages and enhanced export functionality, opening up new opportunities for all NAWLA members with operations throughout North America and overseas.

### Optimization Through Implementation, Service and Support

Epicor brings together professionals with expertise in lumber and wood products manufacturing and distribution, as well as business analysis, data conversion, accounting, project management and training to help ensure your business processes are streamlined and data integrity is assured. “Many of us have worked our entire careers in the forestry industry,” says Keith Matterson, LumberTrack Senior Director at Epicor. “We take pride in incorporating what our experience tells us are the best practices and evolving business trends into our software solutions to help our customers in the forestry industry be competitive and run their business better.”

### BisTrack for LBM Suppliers

Epicor BisTrack was originally designed to serve LBM pro-dealers and contractor yards. But the lines between distribution, pro-sales and retail are never that clear in supply chains, and over the years BisTrack has added functionality for both the retail and distribution sides of the LBM industry.

This summer BisTrack V4 was released—a release that includes more pricing, discounting, bulk procurement, AVO, transfer and shipping functionality aimed at better meeting the needs of LBM distributors. Andy Kick, CFO at NAWLA distributor member **Lake States Lumber**, says, “We know BisTrack is on a platform we can continue to grow with, and that it will have plenty of capacity for us.”

### Epicor – Committed to the Industry

“The addition of LumberTrack and BisTrack has brought Epicor great products, as well as an influx of talent and energy,” says Steve Bieszczat, Epicor Senior VP of Marketing. “We now offer expertise and compelling solutions for the entire lumber, wood products and building materials supply chain—from primary manufacturers to value-added producers to wholesale distributors to pro-yards and hardware stores—backed by the largest ERP company focused on the industry.”

Visit the Epicor booth #326 while at the NAWLA Traders Market to see demonstrations of the latest versions of BisTrack and LumberTrack, and discuss how these technology solutions can help your company. ■

In today’s complex world at least one thing is plain and simple. At Cersosimo we provide you with the largest and most consistent supply of quality hardwood—from the heart of New England forests. And we’ve been doing it for over 55 years. You’ve come to count on us to be there and deliver the best—and do it consistently.

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Photo: www.naturallywood.com

# Be Prepared With An Effective Fire Prevention Plan

### Fire Prevention Plan (FPP)

A fire prevention plan (FPP) complements a facility's emergency action (EAP), one objective of which is to minimize the frequency of evacuation. Preventing fires from occurring is the most efficient way to achieve this objective. The FPP will vary by occupancy because the fire hazards in a business office are different than those in a manufacturing plant. The FPP should be designed to meet the particular needs of your facility.

### Elements of a FPP

Employees should be aware of the hazardous properties of materials and processes in their workplace and the degree of fire hazard each possesses. A fire prevention plan should include, as a minimum, the following elements:

- A list of the major workplace fire hazards.
- A list of fuel sources and the procedures for their proper handling and storage.
- A list of potential ignition sources (such as welding, smoking, and others) and their control procedures.
- A list of the type of fire protection equipment or systems that can control a fire.
- Names or regular job titles of personnel responsible for maintenance of equipment and systems installed to prevent or control ignitions of fires.
- Names or regular job titles of personnel responsible for control of fuel source hazards.

### Housekeeping

The purpose of fire prevention-related housekeeping is to ensure that hazardous accumulations of combustible waste materials and residues are controlled so that a fast developing fire, rapid spread of toxic smoke, or an explosion will not occur. All areas

should be tidy and orderly, and trash should be removed (daily) to an outside trash dumpster or otherwise disposed of. The FPP should provide information relating to the housekeeping and storage procedures, including strict guidelines in dealing with the accumulation of flammable and combustible materials and residues.

### Ignition Sources

Procedures for controlling workplace ignition sources, such as smoking, welding, and cutting, should be addressed in the FPP.

Smoking should be prohibited; at a minimum, designated smoking areas should be established and non-combustible receptacles for smoking materials should be provided and routinely emptied by the staff. Ideally, such operations should be performed in areas separated from other operations by firewalls and fire doors. Equipment, including torches and fuel/gas cylinders, should be regularly inspected and serviced, and provided with the proper safety mechanisms. Cutting, welding, and soldering operations should use a hot work permit system.

### Fire Suppression and Alarm Systems

Prompt discovery and control of fires is critical to reducing property damage. Fire detection and suppression systems should be installed and maintained. The FPP should provide a general overview of the types of protective systems present and how employees should use those systems.

### Fire Alarms

A fire alarm system should be designed, installed, and maintained in accordance with requirements of NFPA 72, *National Fire Alarm Code*. The system should be monitored by a central station alarm company, with automatic retransmission of fire alarm signals



Prompt discovery and control of fires is critical to reducing property damage. The FPP should provide an overview of the types of protective systems present and how employees should use them.

to the fire department. The FPP should detail how the alarm system will be tested and maintained.



Fire extinguishers should be located throughout the facility.

### Fire Suppression Systems

The varieties of fire hazards present in a facility necessitates that fire suppression systems be designed for the specific hazards present. The FPP should provide information relating to the types of suppression systems present and any preventive maintenance required. The requirements for maintaining sprinkler systems are contained in NFPA 25, *Standard for the Inspection, Testing, and Maintenance of Water-based Fire Protection Systems*, and should be utilized in developing the FPP.

Fire extinguishers should be located throughout the facility, in compliance with local codes and as required by NFPA 10, *Standard for Portable Fire Extinguishers*.

### Training

Prior to assignment in the workplace, all employees should be provided with information regarding the fire hazards, detection and suppression equipment, and the control systems present. Employees whose job duties require interaction with fire protection systems should receive detailed training on the proper control and application of fire prevention systems.

Employees that are expected to take an active role in flue suppression, such as using fire extinguishers, fire hoses, or other equipment, should receive advanced training. This training should be in accordance with the type of duties performed and the related OSHA regulations for those duties.

For more information on these types of loss prevention programs or your overall property insurance needs, please call us or have your agent give your local LUA office a phone call for more information.

We have over 100 years of experience in the forest products industry designing and working with our customers to provide property insurance programs to fit your diverse needs.

For more information, contact Steven Feinstein at Lumbermen's Underwriting Alliance, located in Boca Raton, FL, at 855-300-1905. ■



According to the Lumbermen's Underwriting Alliance, procedures for controlling workplace ignition sources, such as smoking, welding and cutting, should be addressed in your company's Fire Prevention Plan (FPP).

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# MID VALLEY LUMBER: A Leader In Meeting The Needs Of Western Red Cedar Customers

Mid Valley Lumber Specialties Ltd. is on a never-ending quest to fine tune its Western Red Cedar product line to meet their customers' ever-changing lumber needs. "We know that to stay relevant in an industry like ours that's still re-building after one of the worst downturns in recent memory, we must work closely with our existing customers." This forward thinking attitude has gained the trust and loyalty to brand that



Mid Valley Lumber Specialties Ltd. headquartered in Aldergrove, BC, is perpetually striving to fine tune its Western Red Cedar product line to meet their customers' ever-changing lumber needs.

Mid Valley covets. Mid Valley's head office is located in Aldergrove, BC, and they have a satellite sales office in Chilliwack, BC. Most of their lumber is processed at a Cedar Remanufacturing Facility in Maple Ridge, BC. The sales team includes Omar Derkach, Bryan Lundstrom and President Al Fortune. Keeping the whole operation running smoothly is Comptroller Wendy George. These veterans of the lumber industry know the importance of treating the customer as

you would like to be treated. Their experience and knowledge of local products and grades ensure that their customers are stocking only those items which are unique to their geographical area. "We've all been in the industry long enough to know that to be successful, for the long run, you have to supply the right product, on time at a mutually beneficial price," Fortune says.

Mid Valley Lumber has come a long way from their humble beginnings 20 years ago as an Office Wholesaler selling production from local mills to being a significant Manu-

facturer/Distributor of their own line of quality Western Red Cedar products. Fortune says, "We're running approximately 22,000,000 fbm a year with a large portion of the finished production shipping by rail car. We're on track to do 120 cars this year alone."

Their products are shipped throughout Canada and the United States as well as many overseas destinations.

Mid Valley sources most of their raw material from two main geographical areas. Their primary fiber source comes from the beautiful British Columbia coastal region where the older growth logs tend to be darker red in color and this is supplemented with the finer grained material from the interior of the province.

"We are very fortunate to have built some close relationships with many of our raw material suppliers which ensure that we receive a very constant supply from which we build our program type business on," Fortune said.

When it comes to the manufacturing process Mid Valley works very closely with all those involved at the mill. As raw material comes in from a variety of different sources



Mid Valley ships by rail car a large portion of the 22 million board feet of lumber it produces yearly.

it's very important to have experienced people working toward a common goal to produce the very finest of grades and finishes. Fortune said, "If we didn't have a 100 percent commitment that we do from the mill manager down to the person pulling on the green chain we wouldn't be as successful as we are today."

A few of the details that help to set us apart from our competition is the use of paperwrap, and in many cases, bottom boards to help eliminate dirt and discoloration on higher end materials. All of their units are banded with plastic band-



Pictured is Mid Valley's 2x2 WRC product.

ing to prevent oxidation marks, commonly known as "iron stain."

Mid Valley believes in the sustainability of the Western Red Cedar industry and to that end they are active members of the following associations: Western Red Cedar Lumber Association, The North America Wholesale Lumber Association, BC Wood, The British Columbia Wholesale Lumber Association, and the Independent Wood Processors Association.

If you are looking for a company that is producing a quality Western Red Cedar product and committed to working closely with their customers toward a common, profitable goal give Mid Valley Lumber Specialties a call.

For more information about Mid Valley Lumber Specialties Ltd., visit the company website at [www.midvalleylbr.com](http://www.midvalleylbr.com) or call 604-856-6072. They can also be reached by email: [al@midvalleylbr.com](mailto:al@midvalleylbr.com); [bryan@midvalleylbr.com](mailto:bryan@midvalleylbr.com); [omar@midvalleylbr.com](mailto:omar@midvalleylbr.com). Their fax number is 604-856-6043. The head office is located at 3084 275 street Aldergrove, BC V4W 3L4 ■

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# Mill Services Continues To Increase Eastern White Pine Fingerjointing Market Share

**Cobleskill, NY**—The superior quality of Eastern White Pine (EWP), indigenous to the Northeast region of the United States, continues to play the leading role in the ongoing expansion in personnel and equipment of Mill Services Inc., located here.

Jamie Place, co-owner of Mill Services along with Dan Holt, said, “We believe that Eastern White Pine is just a tremendous species, and obviously it has a long-storied history in the New England area. Its durability and workability are proven throughout this region where homes continue to stand strong that were built with Eastern White Pine in excess of 200 years ago.



The new scanning and optimizing equipment increases efficiency and maximizes recovery at Mill Services Inc., located in Cobleskill, NY.

“At Mill Services, there has never been a time in which we’ve made a higher quality, better Eastern White Pine product than right now.”

That’s a big statement, but one that Place can back up with figures to prove his point. Mill Services has continuously flourished since Place and Holt bought the facility in 2007. At that time, 38 employees staffed the operations. Today, current personnel fluctuate between 62 and 70 and work one shift, plus a “hybrid” shift that manufactures on Saturdays. Mill Services added six to

eight employees last year and are on track to do the same this year. “We’ve been able to add personnel and equipment simply because we’ve gotten busier,” noted Place. Mill Services’ target market consists primarily of wholesale distribution companies and ships predominantly in the northeast quarter of the U.S. No doubt they purchase

from Mill Services because they recognize the attention to detail the company pours into its products, and especially its fingerjointing.

“Fingerjointing has been around a long time in the millwork business,” said Place. “It’s in all kinds of applications and the reality is that fingerjointing and the machinery associated with it has gotten better, as well as the manufacturing process.”

Mill Services manufactures fingerjointing in 2-inch through 12-inch widths on a daily basis, and has the capability to produce 14, 16, 18-inch wide boards as specialty items.

Place noted that fingerjointing is 100 percent clear before it’s primed. “It’s defect-free,” he said. “It’s square-edged, no knots. Put one or two coats of primer on it and it’s ready to be nailed up and painted.”

Mill Services processes in the neighborhood of 40,000 to 50,000 board feet of EWP daily, depending on width. To meet demand and fulfill customer expectations, “We’ve added an awful lot of equipment to increase efficiency and most importantly, to increase quality,” Place commented. “In the last few months, we’ve facilitated some major renovations, adding a new Weinig optimizing line to, in theory, double the volume that we can optimize. We’ve also added a new Weinig moulder in the last year to increase our milling capacity and to provide a better product.”

Mill Services also added a planer in front of its optimizing line and the planer “allows us to buy more varied material from more mills,” Place explained. “We can buy rough lumber, sized lumber, wide lumber—a wide variety— and we can mill it and size it to exactly what we want, prior to it going into our scanning and optimizing line. That’s a huge advantage. The better the product that we start with, the more uniform and superior the product we will achieve out of the other end of the mill. Plus, we do it with more efficiency.”



Mill Services maximizes yield with a new Rose Re-Rip.

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A Weinig moulder helps Mill Services provide a superior finish.

Mill Services also produces most traditional NELMA patterns. “Although that is not our main thrust because our equipment is busy with fingerjoint,” Place said. “We do some custom milling for some customers and probably will always continue to do so as we have the time to do it. The last couple of years, one thing we’ve been able to do is make panels up to 16-foot long and 50-inches wide.”

New sanding equipment, purchased within the last year, has made this new service available at Mill Services. “We don’t produce large volumes of panels but the addition of this product is exciting and serves a market for us,” said Place, who added, “We have also added another Conception Finger Jointer, which allows us to double our fingerjointing capacity.”

Mill Services primes with multiple coats 4/4 and 5/4, 2-inch through 12-inch widths at its priming plant. “We do a wide variety of coatings, including one or two coats,” commented Place. “For some customers we just use straight oil coatings, and for others, we do a premier product, which is a latex over an oil coating. We have a tremendous amount of flexibility in our priming.”

Place added, “I think people have come to the realization that White Pine has remained strong, is a terrific specie and it has actually grown in demand. There is no reason to shop overseas when the best product is growing right here and employing people right here. At Mill Services, our goal is to meet the customer’s demand, provide a better and trouble-free product.”

Mill Services Inc. is a member of the Northeastern Lumber Manufacturers Association.

For more information on Mill Services, visit online at [www.millservicesinc.com](http://www.millservicesinc.com) or phone 603-654-8509. ■



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"Epicor BisTrack saves time and gives us better information about the history of each product, which is critical in terms of costing our inventory. It supports our light manufacturing and allows us to coordinate activities between the five locations. Most importantly, we know BisTrack is on a platform we can continue to grow with."



Andy Kick, CFO  
Lake States Lumber Company  
Sparta, WI  
NAWLA wholesaler member

"Epicor LumberTrack gives our managers access to information and metrics to make improvements, to look at costs and control them using accurate data. Inventory visibility allows us to optimize production schedules, sell faster and speed inventory turnover. The services have been fantastic. They're all very nice, very professional, and they know what they're talking about."



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Anthony Forest Products  
El Dorado, AR  
NAWLA manufacturing member

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2012 NAWLA Traders Market® Photo Recap



(Front row) Rick Palmiter, Idaho Forest Group, Coeur d'Alene, Idaho; Jerry Bolt, Parksite Inc., Apex, N.C.; Erol Deren, Idaho Forest Group; and (back row) Garth Williams and Ahren Spilker, Idaho Forest Group



Jack Draper, WRCLA, Vancouver, B.C.; Jeff Derby, Western Forest Products Inc., Vancouver, B.C.; Brian Coddington, Hill & Knowlton, Hill+Knowlton Strategies, headquartered in New York City, N.Y.; and Wayne Miller, The Softwood Forest Products Buyer, Memphis, Tenn.



Doug Clitheroe, Interfor, Maple Ridge, B.C.; Bill Griffith and Mike Lerner, Benjamin Oddyke, Horsham, Pa.; and Garth Williams, Idaho Forest Group, Coeur d'Alene, Idaho



Jack Bowen, Hancock Lumber Co., Casco, Maine; Vincent Micale and Bernie Nugent, Warren Trask Co., Stoughton, Mass.; Matt Duprey, Hancock Lumber Co.; Carl McKenzie and Lawrence Newton, U.S. Lumber Group LLC, Duluth, Ga.; and Kevin Hynes, Hancock Lumber Co.



Alex Darrah, Durgin & Crowell Lumber Co. Inc., New London, N.H.; Carlos Furtado, Sawarne Lumber Co. Ltd., Richmond, B.C.; and James O'Grady, Goodfellow Inc., Delson, Que.



Anthony Muck, Reed Rediger, and Rose and Jim Hassenstab, DMSi, Omaha, Neb.



Kevin Murphy and Alison and Matt Duprey, Hancock Lumber Co., Casco, Maine; and Rick Palmiter, Idaho Forest Group, Coeur D'Alene, Idaho



Tracey Gorski, NorSask Forest Products Inc., Meadow Lake, Sask.; Doug Chiasson and Christian Gilbert, Irving Forest Products, St. John, N.B.; and Susan Coulombe, Irving Forest Products, Dixfield, Maine



Frank Stewart, Western Wood Products Association (WWPA), Portland, Ore.; Lou Chance, ForesTel LLC, Portland, Ore.; Eric Schooler and Wade Mosby, The Collins Cos., Portland, Ore.



David Jeffers, PPG Machine Applied Coatings, Raleigh, N.C.; Joe Nealon, Pacific Western Lumber Inc., Lakewood, Wash.; Wayne Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; and Ted Roberts, Roberts & Dybdahl Inc., Des Moines, Iowa



Mike Kelly and Kenny Bernstein, Mid-State Lumber Corp., Branchburg, N.J.; Ron Cluster, Tri-Pro Forest Products, Oldtown, Idaho; Dan Paige, Sandy Neck Traders, South Dennis, Mass.; and Terry Baker, Tri-Pro Forest Products



Larry Schmedding, Empire Lumber Co., Kamiah, Idaho; Sara Bond, Perma Treat of Illinois Inc., Marion, Ill.; and Sal Amico, Taiga International Sales, East Amherst, N.Y.



Leonard Testa, PPG Machine Applied Coatings, Quebec, Que.; Francis Belanger, SBC Cedar, St-Prospier, Que.; Jennifer Burroughs, PPG Machine Applied Coatings, Pittsburgh, Pa.; Shawn Enoch and Jeb Harper, Cedar Siding & Lumber Inc., Rochelle, Ill.; and David Jeffers, PPG Machine Applied Coatings, Raleigh, N.C.



Ted Roberts, Roberts & Dybdahl Inc., Des Moines, Iowa; Bob Mai, Mike Flynn, and Derek Dryden, Potlatch Corp., Spokane, Wash.; Nir Meltzer, Bramwood Forest Products, Toronto, Ont.; and Bill Nocerin, Potlatch Corp., Warren, Ark.



Bob Lattanzi, Hood Distribution, Ayer, Mass.; Lee Greene, Jr. and Leslie Southwick, C&D Lumber Co., Riddle, Ore.; and Bruce Kulzer, Hood Distribution, Hattiesburg, Miss.



Jim Hassenstab, DMSi, Omaha, Neb.; Gary Vitale, President, NAWLA, Rolling Meadows, Ill.; Dan Kane, Fiberon, New London, N.C.; and Anthony Muck and Reed Rediger, DMSi



Matt Yates, Capital Lumber Co., Tacoma, Wash.; Carlos Furtado and K.K. Sangara, Sawarne Lumber Co. Ltd., Richmond, B.C.; and Jim Stuckey, Wholesale Wood Products, Dothan, Ala.



Dennis Badesheim, Idaho Timber LLC, Boise, Idaho; Mike Stevens, Wes Bush, and Wayne Jordan, Neiman Enterprises Inc., Hulett, Wyo.; and Jason Jacobson, U.S. Cedar, Sherwood, Ore.

Additional photos on page 30

Wholesale/Wholesale Distributor Special Buying Issue



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	6"	152bf	144bf	144bf	440bf
	8"	149bf	144bf	149bf	442bf
	10"	153bf	150bf	160bf	463bf
	12"	144bf	156bf	144bf	444bf



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**Jack Bowen**  
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**601**



2012 NAWLA Traders Market® Photo Recap – continued from page 28



Tim Thorison, Roseburg Forest Products, Cedarburg, Wis.; Mark McLean, Roseburg Forest Products, Roseburg, Ore.; Mark Stoffer, Lake States Lumber Inc., Schofield, Wis.; and Steve Killgore and Pat Lynch, Roseburg Forest Products, Roseburg, Ore.



Scott Boates, The Teal-Jones Group, Surrey, B.C.; Steve Lindauer, Lake States Lumber Inc., Sparta, Wis.; John Susla, Capital Forest Products, Annapolis, Md.; Allan Hurd, The Teal-Jones Group, Wilsonville, Ore.; Jason Cedergreen, The Teal-Jones Group, Wilsonville, Ore.; Kelly Smith, The Teal-Jones Group, Salmon Arm, B.C.; Jay Baker, Lake States Lumber Inc., Duluth, Minn.; and Kevin Schroeffer, Lake States Lumber Inc., Schofield, Wis.



Frank Stewart, WWPA, Portland, Ore.; Alyson Kingsley, The Collins Cos., Portland, Ore.; and Wayne Miller, The Softwood Forest Products Buyer, Memphis, Tenn.



Christian Skarring, Aljoma Lumber Inc., Medley, Fla.; Bob Bell, Boling-Brunson-Bell Lumber Co., Memphis, Tenn.; Peter Krihak, Holbrook Lumber Co.



Peter Cutts, Taiga Building Products Ltd., Oakville, Ont.; Doug Chiasson and Susan Coulombe, Irving Forest Products, St. John, N.B.; and James Morris,



Matt Pedrone, Cabot, Newburyport, Mass.; John Smart, Cabot, Seabrook, N.H.; Kim Pohl, Maze Nails, Peru, Ill.; and Jim Tittle, Cabot, Lamotte, Ill.



Chris Musselman, Weyerhaeuser, Tacoma, Wash.; Steve Fowler, J. M. Thomas Forest Products, Henderson, Colo.; and Ahren Spilker, Garth Williams and Mason Anderson, Idaho Forest Group, Coeur D'Alene, Idaho



Roger Champagne, Capital Forest Products, Annapolis, Md.; Jim Robbins, Robbins Lumber Inc., Searsport, Maine; Matt Pedrone, Cabot, Newburyport, Mass.; Jessica Navascues, Plycem USA Inc., Alpharetta, Ga.; John Smart, Cabot, Seabrook, N.H.; Alden Robbins, Robbins Lumber Inc.; and Steve Boyd, Manufacturers Reserve Supply Inc., Irvington, N.J.



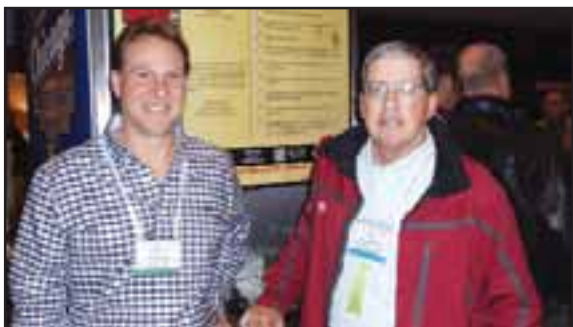
Ian McLean, Spruceland Millworks Inc., Atchison, Alberta; Corey Scott and Hal Hanlon, Kalesnikoff Lumber Co. Ltd., Castlegar, B.C.; and Paul Bouchard, BP Wood, Penticton, B.C.



Rick and Lillian Ekstein, Weston Forest Products Inc., Mississauga, Ont.; and Win Smith, Limington Lumber Co., East Baldwin, Maine



Gunnar Brinck, Tumac Lumber Co. Inc., Clackamas, Ore.; Carlos Furtado, Sawarne Lumber Co. Ltd., Richmond, B.C.; and James O'Grady, Goodfellow Inc., Delson, Que.



Steve Maneri, International Forest Products LLC, Foxboro, Mass.; and B Manning, Durgin & Crowell Lumber Co. Inc., New London, N.H.



Mike McCollum, Gary Pittman, and Mickey Brown, Roseburg Forest Products Co., Roseburg, Ore.; and Tim Thorison, Roseburg Forest Products Co., Cedarburg, Wis.



Mark Denner, Jim Walsh and David Smith, Rosboro, Springfield, Ore.; and Fred Hodnik, Pacific Woodtech Corp., Burlington, Wash.



Edward Vila, Universal Building Specialties, Lakeland, Fla.; Ryan Furtado, Western Forest Products Inc., Vancouver, B.C.; and John Boor, Universal Building Specialties



Jeff Derby, Ryan Furtado and Ben Meachen, Western Forest Products Inc., Vancouver, B.C.; Stephen Fowler, J.M. Thomas Forest Products, Henderson, Colo.; James O'Grady, Goodfellow Inc., Delson, Que.; and Brad Flitton and Daniel Rocha, Western Forest Products Inc.



Chad Findlay and Darren Barker, West Bay Forest Products, Langley, B.C.; Bob Broke and Meghan McMurray, Snohomish Mill Co. Inc., Snohomish, Wash.; and Don Dorazio, West Bay Forest Products, Langley, B.C.



Jeff Easterling, NeLMA, Cumberland, Maine; and Thom Baker, Wappoo Wood Products Inc., Sidney, Ohio

Additional photos on page 32



## Value Engineering With Rosboro's X-Beam™ Product Line

**Springfield, OR**—Over the last several years, the building industry has increasingly focused on value engineering in new construction, so it's no surprise that Rosboro's full framing-width X-Beam™ has become a favorite among distributors, developers, specifiers, and framers. The phrase, "It fits!" has resounded as they learn the time and cost saving benefits. This year, Rosboro has taken value engineering to the next level by offering Treated X-Beam—a beautiful honey-colored Douglas Fir beam in architectural appearance that is rot and insect resistant, making it perfect for decks, porches and balconies where appearance is paramount. But value engineering is more than just good fit and beauty, so let's examine the real benefits of Rosboro's X-Beam line.



**Now that X-Beam is manufactured to match I-Joist depths  
builders and developers ask for X-Beam because it saves them  
money.**

## X-Beam: Easy, Cost-Effective and Beautiful

Since its debut in spring of 2010, Roseboro's X-Beam has been saving time and money on job sites by simply fitting standard framing dimensions. X-Beam is available in 3-1/2", 5-1/2", 6-3/4" and 8-3/4" widths. Depths include I-joist depths, as well as conventional glulam depths of 1-1/2" increments and 9-1/4" and 11-1/4" to match 2x10 and 2x12 joists. Framers no longer need to field assemble multiple 1 3/4" beams to achieve framing lumber widths in be used for exposed or concealed er has been mitigated; X-Beam is refore short beams have no camber 8" camber.

headers and beams, and the same X-Beam can be used for exposed or concealed applications. Furthermore, the old issue of camber has been mitigated; X-Beam is manufactured with a slight 5,000-foot radius, therefore short beams have no camber and a beam as long as 24' would have a slight 1/8" camber.

As for why builders and developers like X-Beam, quite simply, they are saving thou-

sands of dollars by choosing X-Beam over other, more costly EWP. The fact is, Rosboro X-Beam costs 20 percent to 30 percent less than LVL and up to 15 percent to 20 percent less than strand lumber.

"The pressure is on engineers to find cost-effective alternatives," says Mark Scambray of the Structural Resource Group, a consultant for structural engineers. "The economies and full-framing dimensions of the X-Beam make it the beam of choice when designing wood buildings."

Finally, not only does X-Beam cost less than competing EWP, the increased section size results in more load-carrying capacity (up to 12 percent for 3-1/2-inch and 7 percent for 5-1/2-inch).

These performance characteristics also make X-beam a superior choice for



**Treated X-Beam, designers and developers love the clear treatment on X-Beam, according to Rosboro, Springfield, OR.**

short beams and headers.

## Treated X-Beam—The Next Step

For years customers have been asking for an aesthetically pleasing treated beam for exposed applications like decks and porches. Of course, they also expect the same quality and strength as standard glulam beams. To meet this demand, Rosboro has upgraded the treated glulam line from Southern Yellow Pine to coastal region Douglas Fir. The treatment is a clear wood preservative, called Hi-Clear II that protects against decay, mold, bacteria, and insects—including the Formosan termite—while leaving the wood an attractive honey-color. No more dirty green or brown treated beams!

"The industry has been waiting a long time for a product like Treated X-Beam," says David Smith, sales manager at Rosboro. "It not only offers a pleasing aesthetic for highly visible applications like decks, porches and balconies, but

also nicely consolidates our product lines, making specification easy."

Rosboro distributors now inventory Treated X-Beam in 3 1/2-inch and 5 1/2-inch widths and I-joist compatible depths of 9-1/2-inch, 11-7/8-inch, 14-inch, 16-inch and 18-inch.

Treated X-Beam is backed by a 25-year warranty.

## What About Hardware?

Surprising to many, using X-Beam products doesn't require special, higher-priced connecting hardware, so there are significant savings to be had in this area as well. Other engineered wood products need specialized connectors. Since X-Beam is made from Douglas Fir, the nail requirements are the same as Douglas Fir timbers—meaning you can buy standard beam hangers off the shelf that are rated for Douglas Fir and meet your project's design load.

Simpson Strong-Tie and USP have developed a hanger series that supports the X-Beam product line. A .pdf of popular options for X-Beam can be found at


[www.strongtie.com/ftp/csq/CSG-XBEAM13.pdf](http://www.strongtie.com/ftp/csq/CSG-XBEAM13.pdf).

More than any other engineered wood product on the market today, Rosboro's X-Beam is proving to be a perfect match for framing dimensions, budgets, and value engineering. It saves money without sacrificing performance. X-Beam and Treated X-Beam are now available at lumberyards throughout the country and can be shipped immediately from local inventories. More information available at [www.XBeamGlulam.com](http://www.XBeamGlulam.com). ■




Depths include I-joist depths, as well as conventional glulam depths of 1-1/2" increments and 9-1/4" and 11-1/4" to match 2x10 and 2x12 joists.

**Please Visit Us At NAWLA Booth No. 915**



## Potlatch FSC® Certified Wood Products




Green building practices have always been important to Potlatch. We understand that our livelihood depends on how we manage our natural resources. In fact, Potlatch is so committed to environmentally-sound practices, all 1.5 million acres of our North American forestlands have been certified under the strict certification guidelines of the Forest Stewardship Council (FSC). That also means builders who build with Potlatch products may earn LEED credits toward their Green Building efforts and projects.

<p><b>LUMBER</b></p> <p><b>St. Maries, Idaho</b></p> <ul style="list-style-type: none"> <li>• Douglas Fir and Larch Framing Lumber 2 x 4 and 2 x 6</li> <li>• Hem Fir Framing Lumber 2 x 4 and 2 x 6</li> <li>• Inland Red Cedar Decking and Boards</li> </ul>	<p><b>Warren, Arkansas</b></p> <ul style="list-style-type: none"> <li>• Loblolly Pine and Shortleaf Pine Framing Lumber 2 x 4 to 2 x 12</li> </ul> <p><b>Bemidji, Minnesota</b></p> <ul style="list-style-type: none"> <li>• Spruce, Pine Fir Studs, 2 x 4 and 2 x 6</li> </ul>	<p><b>Gwinn, Michigan</b></p> <ul style="list-style-type: none"> <li>• Spruce, Pine Fir Studs, 2 x 4 and 2 x 6</li> </ul> <p><b>PLYWOOD</b></p> <p><b>St. Maries, Idaho</b></p> <ul style="list-style-type: none"> <li>• Douglas Fir plywood</li> <li>• White Fir plywood – sanded, industrial and sheathing</li> </ul>
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**Potlatch Corporation**  
Wood Products Division • 601 West First Avenue Suite 1600 Spokane, WA 99201  
Tel (509) 328-0930 • Fax (509) 327-9409

The FSC logo identifies products which contain wood from well managed forests certified in accordance with the rules of the Forest Stewardship Council. The Global Benchmark for Responsible Forest Management. FSC trademark. ©2004 Forest Stewardship Council A.S. CEC-156130. 000070 NW 246100 1415

 **Potlatch**

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2012 NAWLA Traders Market® Photo Recap– continued from page 30



Yves Careau, IndiFor Lumber Inc., Ste-Foy, Que.; Nathalie Houde and Denis Rousseau, Montreal Wood Convention, Quebec City, Que.



Bruce Kulzer, Hood Distribution, Hattiesburg, Miss.; Bob Latanzi, Hood Distribution, Ayer, Mass.; B Manning, Durgin & Crowell Lumber Co. Inc., New London, N.H.; and Dale Mantay and Tom Ellis, Detroit Forest Products Inc., Westland, Mich.



Mark Grube and Joe Honochick, Zip-O-Log Mills Inc., Eugene, Ore.; and Eric Shanahan, Hutchison Lumber & Building Products, Adams City, Colo.



Alden Robbins, Tonia Tibbetts and James Robbins, Robbins Lumber Inc., Searsmont, Maine; and Jim McGinnis, McGinnis Lumber Co. Inc., Meridian, Miss.



Steve Firko, Pennsylvania Lumbermens Mutual Insurance, Philadelphia, Pa.; Bryant Beadles, Balfour Lumber Co. Inc., Thomasville, Ga.; and John Smith, Pennsylvania Lumbermens Mutual Insurance



David Hanson, Snider Industries, Marshall, Texas; Keith Smith, Conner Industries, Inc., Ft. Worth, Texas; Calvin Biddix, U.S. Lumber Group LLC, Du-luth, Ga.; and Rusty Arnold, Roberts & Dybdahl Inc., New Century, Kan.



John Walcott, Vaagen Brothers Lumber Inc., North Vancouver, B.C.; John Branstetter and Chris Shofer, Vaagen Brothers Lumber Inc., Colville, Wash.; and James Lambert, Vaagen Brothers Lumber Inc., North Vancouver, B.C.



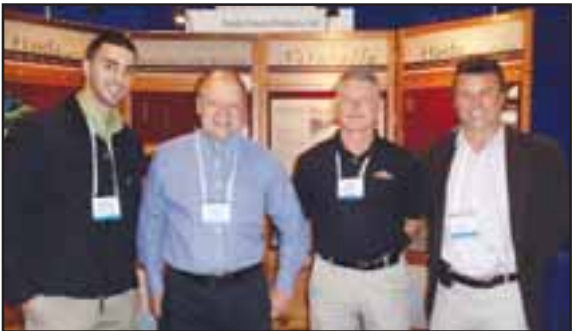
Dustin Wood, Weston Forest Products Inc., Mississauga, Ont.; David Hel-doorn and Laurie Creech, Simpson Lumber Co., Tacoma, Wash.; Brandon Desyatnik, Weston Forest Products Inc.; Meredith Webb, and Don Spiers, Simpson Lumber Co.; Eric Chen, Vanport International, Inc., Boring, Ore.; and Milt Farvour, Simpson Lumber Co.



Tom Ancel, Westwood Lumber Sales, Kalamazoo, Mich.; John Brissette and Kirk Nagy, The Walden Group, Maple Ridge, B.C.; John Sosula, Capital For-est Products, Annapolis, Md.; Curtis Walker, The Walden Group; and Roger Champagne, Capital Forest Products



Jean-Marc Dubois, Nordic Engineered Wood, Montreal, Que.; Archie Land-reman, Woodworks, Racine, Wis.; Albert Renaud and Tony Saad, Nordic Engineered Wood; and Scott Durbin, Cook County Lumber Co., Chicago, Ill.



Robert Acierno, National Forest Products Ltd., London, Ont.; Robert Sandve and Gary Arthur, Haida Forest Products Ltd., Burnaby, B.C.; and Dan Plouffe, National Forest Products Ltd.



Brock Lenon and Dennis Badesheim, Idaho Timber LLC, Boise, Idaho; and Chris McSwain, Idaho Timber LLC, Lake City, Fla.



David Destiche, Amerhart Ltd., Sun Prairie, Wis.; Jim Vandegrift, Bennett Lumber Products, Princeton, Idaho; Jeff Kocken, Amerhart Ltd., Green Bay, Wis.; Bob Jahns, Bennett Lumber Products; and Nick Brigato, Tampa Inter-national Forest Products, Tampa, Fla.



Dillon Forbes, Coastal Plywood Co., Havana, Fla.; William Price, All Star Forest Products Inc., Jackson, Miss.; Jim Olson, Coastal Forest Products, Chapman, Ala.; and Mike Theberge, Phoenix Forest Products, Richmond Hill, Ont.



Robert Hruby and Stephanie Mulvogue, Weston Forest Products, Missis-sauga, Ont.; Kevin Miller and Dave Wildeman, Boise Cascade Wood Prod-ucts, Boise, Idaho; Steve Sprenger, Sprenger Midwest Inc., Sioux Falls, S.D.; Bill Moyer, Boise Cascade Wood Products; and Kevin Fykstra, Sprenger Midwest Inc.



Wade Mosby, Eric Schooler, Josh Dean, Alyson Kingsley and Kevin Paldino, The Collins Cos., Portland, Ore.; and Kirk Plagge, Intermountain-Orient Inc., Boise, Idaho



Jeffrey Cook, Todd Shipp and Mike Pedersen, Probyn Group, Morton, Wash.; Peter Fograscher, Probyn Group, New Westminster, B.C.; (front) Jason Mann, Chris Boyd and Todd Kion, Probyn Group, New Westminster, B.C.; and Dave Cochenour, Probyn Group, Morton, Wash.



Matt Duprey and Jack Bowen, Hancock Lumber Co., Casco, Maine

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Wholesale/Wholesale Distributor Special Buying Issue