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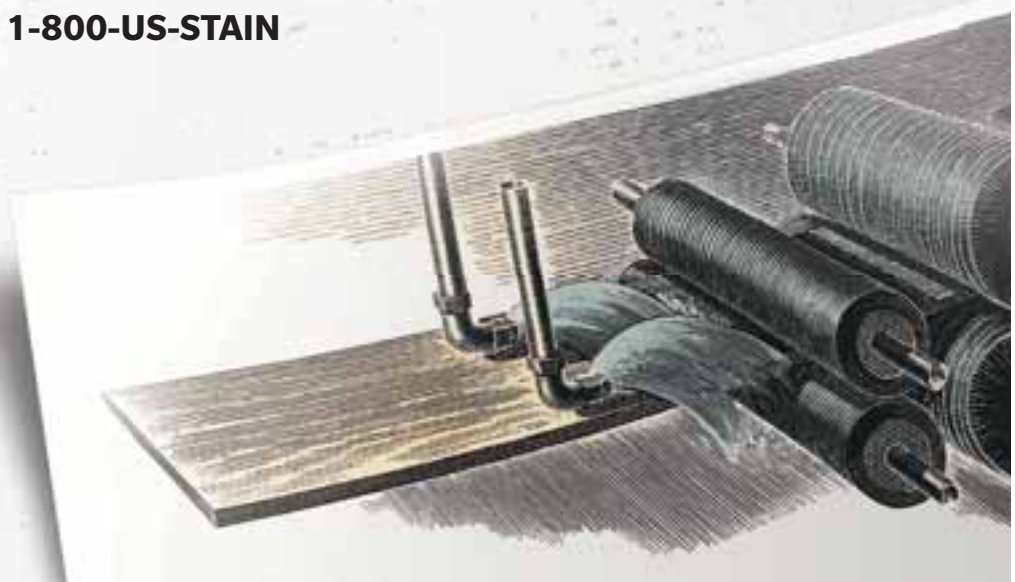
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2012 NAWLA Traders Market® Photo Recap – continued from page 32



Darrel Hanson and Dirk Kunze, Interfor, Bellingham, Wash.; James O'Grady, Goodfellow Inc., Delson, Que.; Shane Harsch, Interfor, Burnaby, B.C.; and Kirk Plagge, Intermountain-Orient Inc., Boise, Idaho



Jim Griswold, Filler King, Homedale, Idaho; Lance Sanders, Tri-State Forest Products Inc., Saginaw, Mich.; Amy Vitek, Filler King; and Brian Hutchinson, Tri-State Forest Products Inc.



Tyson Palmer, Pacific Western Wood Works Ltd., Delta, B.C.; Dan Plouffe, National Forest Products Ltd., London, Ont.; and Dennis Wight, Pacific Western Wood Works Ltd.



Michael Kirkelle, David Smith, Jim Walsh and Mark Denner, Rosboro, Springfield, Ore.



Mickey Brown, Roseburg Forest Products, Roseburg, Ore.; Bill Smith, Mid-State Lumber Corp., Branchburg, N.J.; and Gary Pittman, Roseburg Forest Products



David Jeffers, PPG Machine Applied Coatings, Raleigh, N.C.; Jennifer Burroughs, PPG Machine Applied Coatings, Pittsburgh, Pa.; and Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.



Janet Wheeler, Interfor, Burnaby, B.C.; James O'Grady, Goodfellow Inc., Delson, Que.; and Gary Arthur, Haida Forest Products Ltd., Burnaby, B.C.



Bryan Lundstrom, Mid Valley Lumber Specialties Ltd., Aldergrove, B.C.; Carol Ann Berry, FLW International, Princeton, N.J.; and Al Fortune, Mid Valley Lumber Specialties Ltd.



Jeff Easterling, NeLMA, Cumberland, Maine; Natalie Macias and Ashlee Tibbets, Softwood Export Council, Portland, Ore.; and Chris Knowles, Oregon State University, Portland, Ore.



Corey Scott, Kalesnikoff Lumber Co. Ltd., Castlegar, B.C.; and Jim Livermore, Nicholson and Cates Ltd., Burlington, Ont.



William Hertford, Honsador Lumber LLC, Portland, Ore.; and Todd Fox, Lazy S Lumber Inc., Beavercreek, Ore.



Erik Nagli and Pete Schiller, Honsador Lumber LLC, Kapolei, Hawaii; and Ralph Schmidt, Columbia Cedar/Lazy S Lumber, Kettle Falls, Ore.



Kent Beveridge, Michael Rockborough-Smith, William Trant, Diane Tutush, Tony Darling, Scott Lindsay and Chris Beveridge, Skana Forest Products, Richmond, B.C.



Pat Duchien and Jim Edinger, Bitterroot Valley Forest Products, Missoula, Mont.; Ryan Kline and Mike Herrema, Disdero Lumber Co., Portland, Ore.; and Dennis Ebel, Bitterroot Valley Forest Products



Tim Stoeffler, Amerhart Ltd., West Salem, Wis.; Erik Gustafson, Amerhart Ltd., Green Bay, Wis.; and Michael Booth and Mike Pidlisecky, Woodtone, Chilliwack, B.C.



Chris Musselman, Weyerhaeuser, Tacoma, Wash.; Shane Harsch, Interfor, Burnaby, B.C.; Robert Sandve, Haida Forest Products Ltd., Burnaby, B.C.; and Kyle Jones, West Bay Forest Products & Manufacturing, Langley, B.C.

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QUALITY in Fiber, Milling, Packaging and Service
DIVERSIFICATION in Species, Products and Applications
STRENGTH in Growth, Re-Investment and Strategic Alliances



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Neiman Enterprises Remains Focused on Quality Products and Service

Hulett, WY—Neiman Enterprises, a fourth generation, family-owned business, prides itself on providing industry-leading customer service and strives to offer the finest in Ponderosa Pine Boards, Pattern, and Shop and also Engleman Spruce Lodgepole Pine (ELSP) Premium studs. The continued success of Neiman Enterprises is dependent upon offering customers a high quality product with exceptional customer service. Neiman currently operates three mills cutting Ponderosa Pine including Devils Tower Forest Products, Rushmore Forest Products and Spearfish Forest Products, and one ESLP stud mill, Montrose Forest Products, formerly known as Intermountain Resources. With total production of over 250 MMBF per year, Neiman Enterprises' capabilities are abundant.



Example of No. 3 & Better Blue Stain Boards produced by Neiman.

Neiman Enterprises is SFI certified and is fully committed to providing products that have been harvested using responsible forestry management practices, with emphasis not only on log quality, but also on the importance of maintaining and preserving the forest for current and future generations. Neiman's emphasis on quality starts in the forest and continues through the entire manufacturing process. Optimized sawmill production, state-of-the-art cutting technology, customized kiln schedules, industry leading finishing, and relentless quality control

are all a part of producing a high quality, consistent product capable of meeting customers' needs.

With today's evolving markets it is even more important that customers' needs are understood as to best be able to meet those needs. Highly mixed loads, specified tallies, specialized packaging, flexible logistical services, and JIT shipping solutions are all part of being an industry leader in customer service. Neiman also operates two

Weinig HydroMat Moulders capable of producing up to 40 MMBF of pattern stock annually including custom pattern profiles, end-matching, sub-bundling, and end-capping. The Neiman Sales Team combines over 150 years of industry experience in sales, shipping, manufacturing, and forestry and is ready to find solutions to all your lumber needs.

Blue Stain Products: Beautifully Responsible

Neiman Enterprises offers a number of blue stain products produced from trees that have been exposed to the Mountain Pine Beetle, and continues to work collaboratively with the US Forest Service to control the spread of the Mountain Pine Beetle.



Blue Stain Pattern is especially suited for those seeking a rustic appearance in a Pine paneling product.

These trees are the source of the blue stain logs that we cut to produce the No. 3 & Better Blue Stain boards that we offer. This product is pulled as a No. 3 Common & Better appearance grade where at least 50 percent of each piece is covered with a medium to heavy blue stain. Blue Stain paneling products offer a rustic and unique appearance for interior and exterior applications. It has also gained popularity in parts of the manufacturing sector

looking for a higher quality fiber for boxes, crates, and pallets.

Most of the logs processed at Montrose Forest Products are a product of Lodge Pole Pine trees that have been infected by the Mountain Pine Beetle. The beauty of this product rests in its positive environmental impact.

By taking an otherwise dead tree and converting it to a premium product significantly reduces the fire danger and carbon emissions caused by the Mountain Pine Beetle.

Montrose Forest Products' primary product is a Premium ESLP stud, in both 2x4 and 2x6. The Product mix includes 8', 9', and 10' PET as well as a full 8', 9', and 10' double end trim studs.



All Montrose studs are end-branded and end-waxed.

Short length studs used as web stock in trusses are also available. All studs are end-waxed and end-branded with the Montrose name and ready for distribution.

The mill's capacity for one shift per day nets a total annual production of approximately 55 MMBF. However, the ability to keep a steady flow of ESLP logs coming into the mill has been difficult. "One of our largest obstacles will be the availability of timber contracts; we will need to work closely with the Forest Service to ensure a consistent source of logs." Neiman stressed. Neiman's intention is to maintain the current level of production, and if timber contracts are made available assess the possibility of future production expansion. "We will also be evaluating optimizing upgrades that could be made in both the mill and planer facilities to increase the quality and efficiency of production."

Neiman Enterprises is committed to being their customers' preferred supplier of wood products. They take pride in the prompt and courteous customer service they provide, and making the buying experience as easy as possible. Feel free to stop by the booth at NAWLA and visit with their sales staff about being your provider of high quality wood products. For more information visit www.niemanenterprises.com. ■

Please Visit Us At NAWLA Booth 413

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Good for you. Good for our forests.
www.sfi-program.org



www.NeimanEnterprises.com 866-466-5254

Roseburg Forest Products is Building on a Firm Foundation

Dillard, OR—For over 75 years, Roseburg Forest Products, based in Southwestern Oregon, has been a privately held manufacturer of wood-based products. The four major product groups produced by the company are plywood (both Softwood and hardwood), lumber, engineered wood products, and composite panels. Roseburg is a vertically integrated company. To support their on-going operations Roseburg owns and manages over 600,000 acres of timberlands in Southern Oregon and Northern California. The timber base, combined with their broad manufacturing capabilities, has positioned Roseburg as a key player in the North American building products industry.

In the mid-1930s Kenneth Ford, the company's founder, acquired a small lumber mill with a handful of employees in Southwest Oregon. Today the company is being led by Kenneth's son, Allyn Ford, and employs over 3,000 associates in more than 80 communities throughout the United States. From the company's beginning in the 1930s the primary objective has been to be a conscientious steward of the environment while providing quality wood products to the marketplace.



To support their on-going operations Roseburg owns and manages over 600,000 acres of timberlands in Southern Oregon and Northern California.

On the solid-wood side of the business Roseburg's manufacturing facilities include a large world-class short-lumber sawmill facility, three Softwood plywood facilities, a hardwood plywood facility, a Softwood veneer facility, and a state-of-the-art engineered wood products facility all located in the western United States. On the composite side of the business Roseburg's manufacturing facilities include four

particleboard facilities and four laminating facilities located in the western and southern regions of the United States.

As an integrated manufacturer of wood products Roseburg has always had a major Commitment to sustainability and what is currently referred to as the green movement.

Back in the 1960s Roseburg was one of the first companies in the wood products industry to produce particleboard from residual wood waste generated during the lumber and plywood manufacturing processes. Historically this residual waste had either been incinerated or dumped into landfills.

Today, residual by-products that cannot be converted into other down-stream end-use products such as composite panels or paper, are used to fuel one of the company's co-generation facilities. The co-generated power provides energy for an adjacent facility and in some cases is sold to a local energy provider for use in their power grid.

This long-standing commitment to sustainability, coupled with their wide range of manufacturing capabilities, allows Roseburg to offer the broadest portfolio of "green" products available from a single North American wood products manufacturer.

The company also has a history of cooperatively working with government agencies and third-party certification organizations. They believe that cooperatively working with these outside entities further demonstrates their overall commitment to high standards and public awareness. From silviculture practices defined by the Oregon Department



Roseburg's manufacturing facilities include a large world-class short-lumber sawmill facility, three Softwood plywood facilities, a hardwood plywood facility, a Softwood veneer facility, and a state-of-the-art engineered wood products facility all located in the western United States.

of Natural Resources or the Forest Stewardship Council to product integrity



In keeping with this evolving business environment Roseburg has recently launched a newly designed website at roseburg.com. Roseburg believes it is a valuable resource that business associates can use to make informed decisions about Roseburg's portfolio of products and the markets the company serves.

specifications defined by the Engineered Wood Association or the Composite Panel Association, the company is always striving to pursue continuous improvement and meet or exceed industry standards.

The management team at Roseburg continues to acknowledge the evolving business needs of its customers and the way people obtain and share information. In keeping with this evolving business environment the company has recently launched a newly designed website at Roseburg.com. Marketing Director Mark McLean explained, "We are excited to introduce our new website and believe that our customers, and other interested parties throughout the wood products supply chain, will find the site to be packed with information about Roseburg and the products we offer. We hope it will prove to be a valuable resource that our business associates can use to make informed decisions about our portfolio of products and the markets we serve."

With nearly eight decades of engagement in the forest and wood products industry, Roseburg has experienced the peaks and valleys of many business cycles. They attribute their longevity to two things. First is a sustainability mindset that facilitates their ability to plan for tomorrow while taking care of business today. Second is a loyal customer base that values stability, manufacturing excellence, and the importance of partnering with a proven supplier who is committed to the industry.

To learn more about this unique company please visit Roseburg.com. ■

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Booth Nos. 700 & 702**



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IDAHO FOREST GROUP Continues Growth

Coeur d'Alene, ID—Idaho Forest Group (IFG) continues to expand its products, services and customer base, said Erol Deren, VP of sales and marketing.



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.

"There is a relentless drive to improve at all levels," Deren said. "Heading into 2014, we continue to focus on high quality in our milling, packaging, and service, as well as diversifying species, products and applications."

Deren noted that customers respond to the fact that IFG grew stronger, not weaker, during the economic downturn. He credits the company's people and ongoing re-investment in technology. "We've been through, not just a recession, but a depression in the housing market," he said. "The conditions pushed us beyond



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

what we would have attempted in normal circumstances. This has resulted in a substantially more diversified product and customer base. Since 2010 we have added over 170 customers and 970 new products."

IFG owns five high-tech production facilities in northern and central Idaho, with capacity for manufacturing more than 1 billion board feet per year. These economies of scale, combined with the unique logistic and production capabilities of each operation, offer advantage in product options, pricing, shipping and name brand recognition, Deren said.

"We continue to invest significantly in the latest technology to provide the most production flexibility, highest quality control, and lowest conversion costs," he said. "This is not an option if you want to thrive in today's environment."

Species offered include Doug Fir, Larch, Hem Fir, White Fir, Cedar, White Pine, Ponderosa Pine and SPF, all grown in the Intermountain West region, which provides fiber with tight grain, small knots and visual appeal.

Idaho Forest Group offers private

labeling, bar coding, end branding, custom sizes, custom profiles and patterns, custom grading and specifications, specified tallies, proprietary grades, mixed loading, half packs, destination pricing and inventory management.



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

Certifications include FSC, SFI and PEFC.

"The combination of high-quality fiber, high-tech sawmills, talented people and extensive products and services provides the ideal opportunity for strong, long-range strategic partnerships," Deren said.

More at IdahoForestGroup.com. ■

Please Visit Us At NAWLA Booth No. 605

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4 EASY TO DO BUSINESS WITH:



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- Should a problem arise, working together, we figure out how to solve it.
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Learn more: <http://x.co/bcc054>



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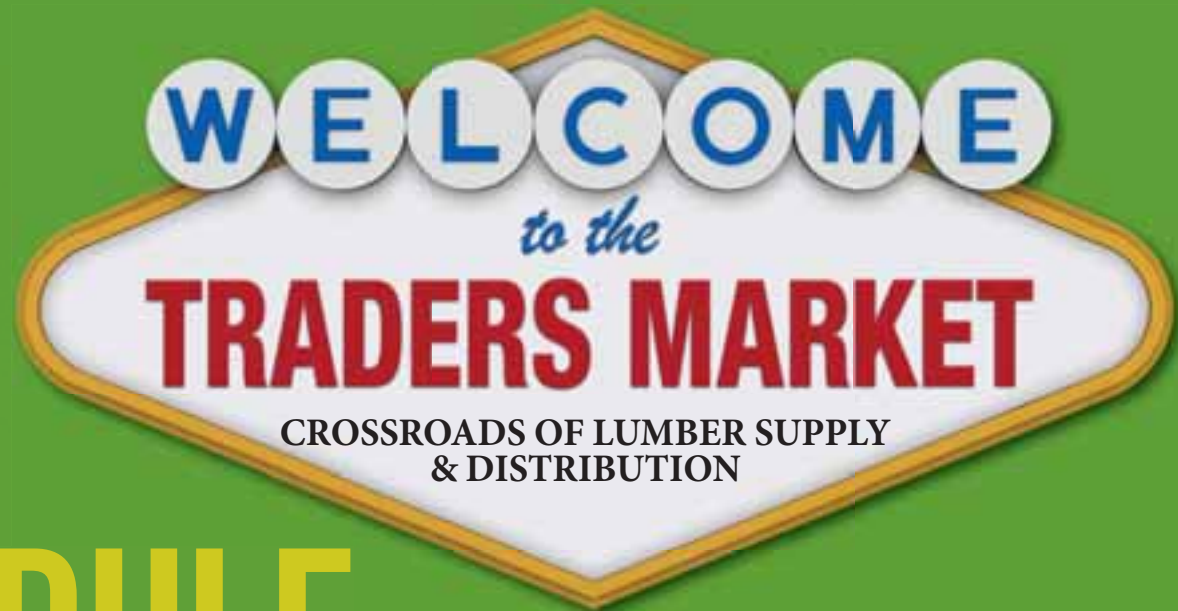
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Booth#	Company	Booth#	Company
603	Ainsworth Group of Companies	517	Maze Nails
911	Andersen Pacific Forest Products	701	McShan Lumber Co.
321	Anglo American Cedar Products	922	MetroWest Transload
508	Ante-Holz GmbH	520	Metsa Wood
516	Anthony Forest Products Co.	327	Mid-Columbia Lumber Products, LLC
527	Arauco-USA	505	Mid Valley Lumber Specialties Ltd.
426	Arrow Reload Systems Inc.	333	Millar Western Forest Products Ltd.
900	Asia Building Materials Limited	709	Mobilier Rustique (Beauce) Inc.
627	BC Wood Specialties Group	902	Montreal Wood Convention
429	BPWood	513	Moulding & Millwork
909	BPD/Merchant Magazine	1020	Murphy Company
604	BLG Cargo Logistics GmbH & Co.	532	National Nail Corp
515	BNSF Railway	413	Neiman Enterprises, Inc.
710	B.W. Creative Wood Industries Ltd.	726	Norsask Forest Products Ltd. Partnership
310	Balfour Lumber Company	733	Northeastern Lumber Manufacturers Assn.
823	Belco Forest Products	612	North Enderby Timber
708	Benjamin Obdyke	526/528	Nusku Partners, LLC
500	Bennett Lumber Products	631	Oregon Canadian Forest Products
410	Biewer Lumber	723	Osmose, Inc.
523	Big Soo Reload	420	PPG Machine Applied Coatings
405	Binderholz Deutschland	431	P&S Transportation Inc.
312	Bitterroot Valley Forest Products	432	Pacific Lumber Inspection Bureau
809	Blue Book Services	712	Pacific Western Wood Works Ltd.
801	Boise Cascade Wood Products	907	Pacific Wood Laminates
1008	C&C Resources Inc.	502	Pacific Woodtech Corporation
402	C & D Lumber Co.	625	Penn. Lumbermens Mutual Insurance
904	CMPC	421	Plum Creek
323	Cabot	613	Plycem USA, Inc.
812	Calculated Structured Designs Inc.	817	Porcupine Wood Products Ltd.
317	California Redwood Co.	820	Potlatch Corporation
330	Caliper Human Strategies	824	Power Wood Corp.
328	Calvert Co., Inc.	905	Probyn Group
901	Canadian Forest Products	320	Progressive Rail Inc./Carload Connection
923	Carrier Lumber LLC	1016	Pyramid Mountain Lumber, Inc.
728	Cedarline Industries Ltd.	924	Random Lengths
201	Center-Line Group	1022	Raven Logistics, Inc.
704	Central Cedar Ltd.	628	Re-Transportation Company
533	Century Aluminum Railings	305	Resolute Forest Products
623	Cersosimo Lumber Co.	621	Rex Lumber, LLC
725	Coastal Plywood Company	607	Rhino Deck by Master Mark Plastics
715/717	Collins	300	Rielly Lumber Inc.
828/830	Columbia Cedar	329	RISI
800	Conifex Timber Inc.	705	Robbins Lumber, Inc.
903	Contechem Inc.	915	Rosboro
615	DMSi	700/702	Roseburg Forest Products Co
624	Dakeryn Industries Ltd.	512	RoyOMartin Lumber
729	Diacon Technologies Ltd.	525	Samko
810	Digger Specialties, Inc.	529	Samuel Strapping Systems-Coding
804	Dorris Lumber & Moulding Co., The	805	SaverSystems
727	Duckback Products	401	Sawarne Lumber Co. Ltd.
504	Dunkley Lumber Ltd.	433	Scotch-Gulf Lumber LLC
416	Durgin & Crowell Lumber Co., Inc.	716	Selkirk Specialty Wood, Ltd.
825	Eacom Timber Corporation	826	Seneca Sawmill Company Inc.
315	Eagle Plywood Specialties	713	Serpentine Cedar Ltd.
309	ECO Chemical, Inc.	815	Shasta Green
731	Elk Creek Forest Products	531	Shuqualak Lumber Company
510	Empire Lumber Company	311	Sierra Forest Products
706	Enduris Extrusion	316	Sierra Pacific Industries
326	Epicor Software	912	Silva Star Forest Products
908	Euler Hermes North America	707	Silver Creek Premium Products Ltd.
308	Fiberweb, PLC	514	Simpson Lumber Co., LLC
313	Florida East Coast Railway	425	Sinclar Group Forest Products
732	Forest2Market, Inc.	616	Skana Forest Products Ltd.
803	Forest Products Distributors, Inc.	711	Snavelly Forest Products
509	ForesTel, LLC	920	Snider Industries, LLP
910	Fraser Specialty Products	217	Sodra Timber AB
811	Fraserview Cedar Products Ltd.	325	Softwood Export Council
832	Freres Lumber Co., Inc.	1000	SOFTWOOD FOREST PRODUCTS BUYER
609	Gilbert Smith Forest Products Ltd.	629	Southern Cross Forest Products
714	Gorman Bros. Lumber Ltd.	314	Spruceland Millworks Inc.
301	Haida Forest Products Ltd.	331	Starborn Industries
412	Hampton Lumber Sales	721	Stimson Lumber Company
601	Hancock Lumber Company	724	F. H. Stoltze Land & Lumber Co.
821	Hardel Mutual Plywood Corp.	306	Sunbelt
914	Hoover Treated Wood Products	406	Sunset Moulding Company
917	Hy Mark Wood Mfg., Inc.	1002	Swanson Group Sales Company
630	INTL FCStone	423	Taupo Wood Solutions
605	Idaho Forest Group	302	Terminal Forest Products Ltd.
501	Idaho Timber LLC	617	Teton West Lumber, Inc.
730	Independent Dispatch Inc.	600	The Teal-Jones Group
913	Indiana Rail Road Company	404	Thompson River Lumber Co. of Montana
814/816	INTERFOR	633	Tiger Deck LLC
307	International Beams, Inc.	522	Tolko Marketing and Sales Ltd.
506	InterWrap Corp.	507	TradeTec Computer Systems Ltd.
802	Irving Forest Products	304	Trebnick Tags & Labels
620	ISIS Wood Product Solutions, Inc.	632	Tri-Pro™ Forest Products
615	Jeld-Wen, inc.	303	TrimJoist Corporation
608	Norman G. Jensen, Inc.	322	Trinity River Lumber
407	Julius Becker Forest Ltd.	511	C. M. Tucker Lumber Companies
906	KP Software Systems	430	UFP Purchasing Inc.
414	Kalensikoff Lumber Co., Ltd.	409	Union Pacific Railroad
417	Kenora Forest Products	428	Vaagen Bros. Lumber, Inc.
411	Kenwood Lumber Ltd.	813	Versatex Trimboards
1012	Klausner Trading USA, Inc.	626	The Waldun Group
925	Kop-Coat	415	Watkins Sawmills Ltd.
1014	Krauter Auto-Stak	822	Weaber, Inc.
720	LP Building Products	503	West Bay Forest Products
806	LWO Corporation	403	West Fraser Mills Ltd.
422	Lake States Lumber, Inc.	703	Western Forest Products Inc.
602	Leslie Forest Products Ltd.	427	Western Wood Products Assn.
921	Lignum Forest Products LLP	424	Westervelt Lumber
622	Limington Lumber	400	Westshore Specialties
408	Lonza Wood Protection	530	Weyerhaeuser NR Company
521	Maibec Inc.	722	WoodPro Software Inc.
610	Majure Data, Inc.	807	Woodtone
808	Manning Diversified Forest Products Ltd.	524	Wynndel Box & Lumber
916	Mary's River Lumber Company	611	Zip-O-Logs Mills, Inc.
324	Mason Forest Products		
606	Matra		



SCHEDULE

Wednesday, October 23

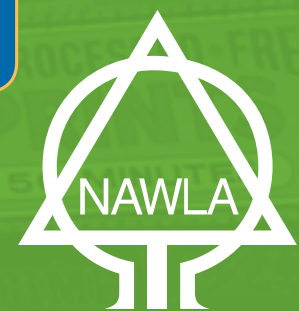
Noon – 7:00 pm	Registration Open
1:00 pm – 5:00 pm	Exhibitor Set-up
1:00 pm – 3:00 pm	Committee Meetings
5:30 pm – 7:00 pm	Networking Reception

Thursday, October 24

6:30 am – 7:00 pm	Registration Open
7:00 am – 10:45 am	Exhibitor Set-up
8:00 am – 9:30 am	GENNEXT Focus Group – Invitation Only
11:00 am – 12:30 pm	Grand Opening Luncheon <i>Keynote Entertainer: Greg Hahn</i>
12:45 pm – 5:30 pm	Tradeshow Open <i>Networking Central</i>
6:00 pm – 7:30 pm	Networking Reception

Friday, October 25

7:30 am – 11:30 am	Registration Open
8:00 am – 9:30 am	Magellan Network Breakfast & Program
9:30 am – 1:30 pm	Tradeshow Open <i>Networking Central</i>
11:30 am – 1:00 pm	Lunch on Tradeshow Floor
1:30 pm – 6:00 pm	Exhibitor Dismantle



Mill Tours And Talks: Engaging Our Customers In The Every Board Counts Pledge

Casco, ME—Hancock Lumber's Every Board Counts pledge extends beyond the walls of its three Eastern White Pine manufacturing facilities and the employees behind making the world's finest EWP boards. This phrase encompasses Hancock's entire value stream – from its forests, mills, employees, customers and beyond to our customers' customers and the enduser. Top to bottom, outside and inside, everyone is getting involved in understanding that Hancock's brand carries the reputation of making every board count, one piece at a time.



Hancock Lumber launched its "Every Board Counts" campaign to better understand WHO the customer behind every board was. As a part of this opportunity to learn more directly from our customers and understanding how to make every board count, our teams invited customers to the mills and asked them to present to all of our sawmill employees.

In 2012, Hancock Lumber launched its "Every Board Counts" campaign based on a company-wide survey and our employees identifying an opportunity to better understand WHO the customer behind every board was. As a part of this opportunity to learn more directly from our customers and understanding how to make every board count, our teams invited customers to the mills and asked them to present to all of our sawmill employees. At these sessions, including a full mill tour, a luncheon session with employees and a marketing & sales breakout meeting, our employees learn about customer needs DIRECTLY from the customer. Hearing how their products get sold and what the challenges and opportunities are is an integral part of being able to deliver on making Every Board Count. The informal Q&A sessions engage both the employees and the customers in planning our businesses and success together. Vice President of Sales, Matt Duprey, states the value of these efforts with a

simple, yet powerful statement: "Over the past decade we've done a lot of listening. Listening to our customers is the most important thing we do."

Listening to our customers' needs starts the process to ensure Every Board Counts. Responding to, acting on, and delivering real value to put initiatives in place creates a unique dynamic between Hancock and our customers. We are committed to actively being a part of our customers' success. Hanging on the walls in our mills are quotes from our customers, like these two examples from US Lumber and CanWel Building Materials: "For years U.S. Lumber has been a proud distribution partner for Hancock Lumber Pine. Today, we may be more



Hancock Lumber employees spend time with customers reviewing data for products.



U.S. Lumber Co. employees and their director of product management, Carl McKenzie, report, "For years U.S. Lumber has been a proud distribution partner for Hancock Lumber Pine. Today, we may be more honored to represent them than ever before."

honored to represent them than ever before. Through an extreme effort from the entire Hancock production team they are shipping product where every board actually does count for the dealer and for the enduser. I have seen them make it, and I believe that our customers will choose Hancock Lumber day in and day out because it is uniquely suited to their needs for trouble free, entirely usable, and completely beautiful Eastern White Pine."

—Carl McKenzie, Director of Product Management, U.S. Lumber Company

"In Hancock we have a knowledgeable, committed supplier who provides a competitive program and quality product, combined with a keen ability to listen and act quickly when we present market challenges. Combine that with our high level of passion for the Pine business and our great customers and away we go."

—Les Mackay, Atlantic General Manager, CanWel Building Materials

Everything we do at Hancock Lumber is in direct response to our customers' feedback to deliver value, be consistent in what we deliver and be flexible to change when necessary. From installing an entire shrink wrap system and creating pack sizes with consistently balanced tallies, to customizing branding opportunities on board ends, lumber wraps and producing unique marketing tools, Hancock Lumber makes Every Board Count in myriad ways by delivering what the customer wants, when they want it.



CanWel Building Materials employees and their Atlantic general manager, Les Mackay, credit Hancock for providing "a competitive program and quality product, combined with a keen ability to listen and act quickly when we present market challenges."

Continuing to involve everyone in the value stream will enable Hancock to make Every Board Count for every customer. Unprecedented flexibility and consistency rules the sawmill division at Hancock Lumber. Customers, sales managers, and the teams at the sawmills are in constant dialogue to ensure endusers ultimately receive the best product that meets their expectations. Long-lasting, growing partnerships happen through honesty, communication and adaptation. Bring us your market challenges and opportunities, and we will go to work together to provide industry-leading products and service, one order at a time, one board at a time, every time.

Hancock Lumber operates a diverse array of businesses led by Kevin Hancock, the 6th generation President of the company. The family-owned and operated company operates three state-of-the-art Eastern White Pine sawmills that are Forest Stewardship Council (FSC) certified, seven retail lumberyards in Maine and New Hampshire, two Bargain Barn outlets, and one 7,000 sq. ft. kitchen, bath, window and door showroom. Hancock also owns and responsibly manages 12,500 acres of working forest that is open to the public for recreation. The company is a member of the North American Wholesale Lumber Association (NAWLA) and Northeastern Lumber Manufacturers Association (NELMA). For more information visit the company's website at www.HancockLumber.com. ■

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INTERFOR Emphasizes Quality And Building Value

Vancouver, BC – Interfor (International Forest Products Limited) is a growth-oriented lumber company that offers customers around the world one of the most diverse lines of quality lumber products.

Headquartered in Vancouver, British Columbia, Interfor owns 13 sawmills – five in British Columbia, four in the U.S. Pacific Northwest and four in the U.S. Southeast. Together, the mills have a capacity to produce about 2.2 billion board feet.



Interfor markets its Reserve Pine line in partnership with exclusive wholesale distributors in the United States who will serve quality-minded retail lumberyards.

While size and diversity are important, Dirk Kunze, manager of market development, says Interfor's emphasis is on quality and building value.

"We're building value in everything we do, every day," he says. "We have made a commitment to customers that we will deliver quality products that meet their specs on time without fail. Where necessary, we are upgrading machinery so we can offer the highest quality lumber to high-end markets."

Kunze says that since Interfor has access to some of the best Pine in North America, it will begin production this fall of a new top-quality product line, Reserve Pine. "Reserve is a proprietary grade that supersedes No. 2 & Better WWPA grade in that it has a much tighter wane restriction, allows no blue stain, and its waxed ends virtually eliminate end splitting," he says. "Reserve is truly a cut off the top. It represents the finest fiber Central Oregon has to offer."

To accommodate the new product line, Interfor is installing a high-speed Weinig H5000 moulder at its Gilchrist, OR, mill. "Weinig's Swedish made Waco line of moulders delivers a finish second to none," says Kunze. "And because this is a straight Pine product, every piece in the lift will have a near sanded appearance, as the fiber structure in Pine traditionally results in the best surfacing."

The Gilchrist mill produces about 100 million board feet annually, of which 80 to 85 million board feet is Lodgepole and Ponderosa Pine. The balance is



Interfor's Gilchrist mill produces about 100 million board feet annually, of which 80 to 85 million board feet is Lodgepole and Ponderosa Pine. The balance is Douglas Fir and White Fir, which will continue to be run to dimension lumber, but through the new Weinig H5000 high-speed moulder.

Douglas Fir and White Fir, which will continue to be run to dimension lumber but through the new high-speed moulder. Kunze says the mill's large Ponderosa Pine logs drive an extensive Industrial program that supplies furniture and door manufacturers in Oregon and elsewhere in the United States. "Interfor's Gilchrist mill is moving further away from commodity lumber and into the production of quality products best suited for specialty and Industrial customers."

Reserve Pine production will first focus on 1x4 through 1x12 high-end micro-eased edge Pine board products, then move to Lodgepole and Ponderosa pattern products, and finally onto a 2" premium decking product.

While Reserve Pine will utilize the best of the smaller tight knotted fiber at the Gilchrist mill, Interfor will continue marketing industrial products. "We have full lines of both 5/4 and 6/4 Random Width Commons & Shop, which are tailored to endusers in specific dimensions," says Kunze. "We sell to industrial accounts that take the full range of random width product, and to customers who require only specific sizes for production of window and door components."

"We'll be using our new Weinig H5000 moulder for all products except pattern. It can service up to 12 inches wide, providing edge control and finish quality

that is unparalleled. The pattern product will be run on a smaller Weinig H25 line, again delivering industry leading surfacing."

Kunze says Interfor will market its Reserve Pine line in partnership with exclusive wholesale distributors in the United States who will serve quality-minded retail lumberyards. Interfor also has an export office in Burnaby, and some of the product will be sold to offshore markets in Japan, Korea and China.

"We plan a very extensive launch campaign with our selected distribution partners, and will provide collateral, brand information and product samples," he says. "We will support our distribution partners with sales literature that includes machinery information, technical specifications and product details."




Interfor will be using its new Weinig H5000 moulder for all products except pattern. It can service up to 12 inches wide, providing edge control and finish quality that is unparalleled, according to Interfor.


All Reserve Pine products will be transported by rail or truck from the Gilchrist mill, and there will be custom smaller packages so customers can buy smaller quantities and keep them protected under wrap.

"Reserve Pine is just the latest example of how Interfor is striving for excellence in everything we do, and how we are looking for ways to provide the highest quality products for our customers," says Kunze. "This new product line will help meet the increasing demand for premium boards while positioning us as a leader in this growing market."

For more information about Interfor, visit www.interfor.com. ■

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Bennett Lumber Stays Strong Through Leadership Of Four Generations

Princeton, ID—As 2013 draws to a close, Bennett Lumber Products Inc. is gearing up to celebrate 75 years in the lumber industry in 2014. The family-owned business has been sustained through the leadership of four generations of the Bennett family. Currently, three generations are represented at the well-established company.



Bennett Lumber Products Incorporated's sales assistant Joe Buttice and Sales Manager Jim Vandegrift examine a Pine board.

Bennett Lumber has thrived through the years not only by providing quality Softwood lumber, but also by staying focused on top quality customer service and cultivating strong relationships with partners in the wholesale and wholesale distribution industry.

"We rely on the wholesaler and the wholesale distribution network to move our product," said Jim Vandegrift, sales manager for Bennett Lumber. "Developing strong partnerships is critical to our success."

Through those partnerships and strong customer service, the Princeton facility this year is expected to produce around 100 million board feet of lumber, which closely mirrors the total production achieved last year by Bennett.

"When the market picked up in the first quarter this year, we didn't add any shifts or extra hours. One thing we did differently

was cut our Lodgepole to dimension as opposed to boards," Vandegrift explained. "Our return on that was better and gives us an increase in production through the first six months of the year. Overall, production in 2013 will closely mirror what we did in 2012."



Pictured are sales assistant Joe Buttice and Sales Manager Jim Vandegrift in front of a truckload of Bennett's paper-wrapped product.

Bennett Lumber produces 6/4 Ponderosa Pine in Shop and Moulding for window and door manufacturers, some 4/4 in Selects through 4 Common in 1x4 through 1x12, and occasionally some 5/4 Shop.

Bennett Lumber introduced its Imperial Cedar product two springs ago, and it is geared toward customers who utilize No. 3 and Better. Imperial, which is graded both faces (rough and surfaced) and available in 1x4 through 1x12, all in 7/8th boards, is shipped in the same Bennett paperwrap as the rest of the company's products. "The success of our Imperial grade Cedar has been very high since we introduced it, and we have a customer

base that knows how to use Cedar. Our No. 3 and Better, graded to rough face is perfect for them. The Imperial is perfect for those people who are selling to the housewife who is going to the store and wants to pick out every piece they go through."

Fresh patterns are also offered by Bennett. Vandegrift said, "Patterns are all run to order specifications and can be produced in all Inland Empire wood species, including Engelmann Spruce, Inland White Pine, Inland Red Cedar, Douglas Fir-Larch, and White Fir. It's all custom cut and can be delivered on mixed trucks. Production in patterns is up about 10 to 15 percent this year over last year. It's hard to determine what that is due to, but the fact that we do a very nice product, which can be ordered in as small a volume as 5,000 board feet, is bound to impact marketability."

Bennett Lumber's inventories have grown over the past five years, noted Vandegrift. "One reason for that is to help our customers and it has been a necessity due to the market conditions we've endured. We do carry a slightly larger inventory than normal just

so we will have product on hand for prompt shipment for our customers."

Ability to provide prompt shipments applies to Bennett's export orders as well. Vandegrift said, "Our 2012 export business was actually good and Mexico was the primary location for anything going out of the U.S. This year, it's probably down a little bit. Mexico continues to represent the biggest portion of it for us. They've surpassed the business we used to do with China and Vietnam as recently as a year ago."

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

Long-time assistant sales manager and safety director Bob Johns recently retired from Bennett Lumber Products. Johns was a former Colonel in the U.S. Air Force. "Bob has worn a lot of hats for Bennett and has been a valuable member of our team," said Vandegrift. "We will miss him."

New to the Bennett team is Joe Buttice as sales assistant. Buttice holds a degree in Forestry and Forest Management from Oregon State University. "We're excited to have Joe onboard. He is a very good addition to the Bennett team," commented Vandegrift.

Bennett Lumber Products Inc. is a charter member of the North American Wholesale Lumber Association's Traders Market. "We've been there since the very first one," noted Vandegrift. "We wouldn't miss it. It is just a great opportunity to see all of our customers, and equally as important, our customers are all our friends. It's a very valuable tool we have for sales."

For more information about Bennett Lumber Products, visit online at www.blpi.com and at the **NAWLA Traders Market, booth 500.** ■



Joe Buttice recently joined Bennett as sales assistant. Buttice holds a degree in Forestry and Forest Management from Oregon State University.

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Disdero Lumber: Excelling With WRC And Doug Fir Products For 60 Years

Clackamas, OR—Disdero Lumber Co., located here, is celebrating its 60th anniversary of service in the lumber industry as a distributor and manufacturer of specialty wood products, including Cedar, Douglas Fir, Hemlock, Pine, Alder, Hardwood Decking, Timbers, Paneling, Siding, and many more. The company maintains one of the largest inventories of specialty wood products in clear and appearance grade lumber in the Western United States.

The durability of Clear Western Red Cedar (WRC) is evident in this product offered by Disdero Lumber. Disdero manufactures S4S and S1S2E boards, lumber, paneling, siding profiles, and custom millings in both vertical and mixed grain. WRC has proven to be the perfect choice for interior and exterior applications. Disdero's Clear WRC is of the highest quality in order to sustain its beauty for a lifetime. Cedar lumber is lightweight, and accepts paint, stain and finish of all types.

Disdero's kiln-dried (KD) No. 1 and Better Douglas Fir timbers are FOHC (Free of Heart Center) and chosen for superior appearance.

These timbers are dried in state-of-the-art conventional kilns that use a computer-controlled low pressure steam system. They are dried to a moisture content of 19 percent or less, 1-inch in from all surfaces. By kiln-drying Doug Fir timbers, Disdero creates a more attractive finished product with greater

in both boards and dimension lumber. A wide array of patterns, including tongue and groove paneling, shiplap patterns, roof and patio decking and beveled Cedar siding, are available at Disdero.

The company has built its longstanding reputation as a quality lumber provider by offering full service and one-stop shopping. Disdero Lumber can fulfill orders requiring custom manufacturing, kiln drying and pre-staining, as well as other services. These include: special patterns, sanding, hand hewing, timber siding, custom timber cutting, timber trusses, corbel cutting, priming, finger jointing, custom sorting, and LTL shipments.

Disdero Lumber Co., which is now servicing all 50 states, is a member of the following: Forest Stewardship Council, Strategic Forest Initiative, the North American Wholesale Lumber Association, National Lumber Grades Authority, Western Building Material Association, Temperate Forest Foundation, Timber Framers Guild, West Coast Lumber Inspection Bureau and the Western Red Cedar Lumber Association. For more information about this company, visit online at www.disdero.com or phone 800-547-4209. ■



Among the many popular products manufactured by Disdero Lumber Co. of Clackamas, OR, is lock-deck/roof decking. This structurally engineered product consists of two to five kiln-dried lumber laminations bonded together with an exterior waterproof adhesive to form glue-laminated decking.



Disdero's kiln-dried (KD) No. 1 and Better Douglas Fir timbers are FOHC and chosen for superior appearance.

Stock sizes for prompt shipment 4x4 through 12x12 up to 24' in length, and textures available include: S4S, resawn 4-sides or mill rough. Resawn timbers are sawn to standard S4S sizes and fit standard hardware with long lengths



The durability of Clear Western Red Cedar is evident in this product offered by Disdero Lumber Co., which manufactures S4S and S1S2E boards, lumber, paneling, siding profiles and custom millings.

available up to 40'. Disdero's KD timbers can be painted, stained or finished to achieve a natural look. Disdero recommends this product for use in exposed beam ceilings or post and beam construction.


Among the many popular products manufactured by Disdero is lock-deck/roof decking. This structurally engineered product consists of two to five kiln-dried lumber laminations bonded together with an exterior waterproof adhesive to form glue-laminated decking. It is commonly used in heavy timber construction, as well as wood frame and hybrid systems. For example, Lock-Deck's decking is perfect for ceilings and roofs, as well as for balconies, mezzanines and floors. With Lock-Deck, extraordinary designs can be created for homes, commercial buildings, churches, offices and other structures.

The company's Select Tight Knot Western Red Cedar (STK WRC) is a re-manufactured Disdero product that is valued for its rustic beauty, durability and superior performance, especially when used in exterior applications. Disdero's STK WRC is recommended for siding, fascia, trim, patio decks and garden structures. It is a preferred product for interior applications as well, such as wall and ceiling paneling. Disdero's STK WRC is available in a full range of sizes


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Continental Underwriters Inc., The National Solution To Your Local Risk

Continental Underwriters Inc., Richmond, VA—Headquartered here, Continental Underwriters Inc. has a mission to provide the best insurance solution for the forest products industry. Established through the purchase of Keith D. Peterson & Co. Inc.-VA by founder C. Preston Herrington III, Continental Underwriters, Inc. offers property and casualty insurance for all aspects of the forest products industry.

The company provides coverage for: sawmills; chip mills; dimension mills; lumber yards; millwork operations; planer mills; dry kiln operations; wholesale and retail building materials distributors; cabinet, door, flooring, furniture, mobile home, paperboard box, upholstered furniture, veneer, plywood, pallet and box, truss, log home and mobile home manufacturers, woodworking plants, among others.

Through partnerships with multiple carriers, the company offers competitive programs for the following lines of coverage: property, inland marine, general liability, commercial auto, workers compensation and employers liability, commercial umbrella, employment practices liability, equipment breakdown coverage and crime coverage.



Continental Underwriters, Inc. staff has more than 60 years of combined experience in the forest products insurance industry. Their experience as managing general agents and wholesalers of property and casualty insurance allows them to write policies for lumber operations across North America.

Continental's knowledge of forest products insurance, matched with their desire to provide unparalleled service, proves to help both small and large insurance agencies grow their book of business.

Key personnel, including Herrington, are Managing Director Amanda Huang, Northwest Territory Manager Justin Chappell, Production Underwriter Laura Hicks, Assistant Underwriter Brendan Joyce, Office Coordinator Melissa Berry, Assistant Underwriter Andrew Belcher and Loss Control Consultant Todd Black.

Continental Underwriters Mission Statement:

We are committed to being The National Solution to Your Local Risk by consistently exceeding expectations and providing a professional and unique approach to risk placement.

The "We" Proposition

Continental Underwriters has a signature 'We' Proposition that describes their mission and passion for providing quality service. The 'We' Proposition states:

We care about our employees and their families.

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We are committed to our clients.

We value relationships.

We serve our community.

We embrace professionalism.

We celebrate success and winning.

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We are passionate about our insured's, our brokers and our employees. The relationships that we cultivate with insurance companies and brokers are the keys to our success.

Continental's loss prevention program includes: safety/risk management consultation, technical loss analysis, technical consultation and underwriting/risk evaluation.

Safety and loss prevention assistance, underwriting support, risk management and administration, inspection or overall risk management solutions are all included in Continental Underwriters, Inc. policies and programs.

Continental Underwriters, Inc. satisfied customers highly recommend the insurer. As one agent said, "Our carrier non-renewed all the property due to its protection class 9 location. With exactly one week left, we had nothing. Fortunately we found Continental. Preston and his team accomplished in 75 hours what we were unable to do in 75 days. Preston Herrington did a tremendous job for us."



C. Preston Herrington III

Another customer offered, "Preston Herrington, President of Continental Underwriters, Inc., along with his team of underwriters and risk solution professionals, consistently delivers real risk solutions value through an aggressive and creative marketing approach with their long-term carrier partners, claims consulting and risk control specialists."

"Building relationships with both our customers and our carriers is important to us," Herrington stated.

"We will work hard to earn your trust. Our relationships with the global marketplace and its trends, allow us to guarantee we will put together a program that is in the best interest of your customer."

For more information visit www.contund.com. ■



Continental Underwriters, Inc. provides insurance for the forest products community by working with your agent or broker. With over 60 years of combined service in the wood products industry, we offer the experience necessary to consistently provide competitive insurance programs and industry leading customer service.

Our products focus on businesses involved in the manufacturing, distribution and wholesaling/retailing of lumber and building materials. Working with insurance agents and brokers across North America, we insure sawmills, veneer mills, pallet mills, plywood plants, wood preserving operations, all types of woodworking plants, as well as the manufacturers of timbers, cants, railroad ties, building materials, and other panel products.

Please give us a call at 804-643-7800, send an email at info@contund.com or visit our website at www.contund.com.

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Cabot Continues Tradition In Marketing Premium Stains, Paints For Building Products

Cabot, a marketing leader in wood care products for more than 130 years, continues their mission of manufacturing premium quality paints and stains. Cabot continues to be the leader in marketing premium quality stains and paints for building products throughout North America, according to Matt Pedrone, Division manager for Cabot Factory Finish.

“Cabot has been challenged in tough economic conditions in the new construction housing market and 2013 continues to be a difficult climate, as well as new environmental regulations continue to change VOC laws in certain geographic areas. What is difficult is that the state regulations are different and vary from region to region,” stated Pedrone. “We have new waterborne products that are meeting the customer needs, with low VOC formulation coatings. Cabot wood care products are formulated specially for application to certain building materials and we offer a variety of options for each product category in existing markets that comply with the new VOC laws.”

“Although new products and alternative materials continue to come to the market, Cabot has remained focused on offering superior products for wood – a true renewable green building material. We look to meet the needs of the consumer by having the best product available for those customers who choose wood.”

–Matt Pedrone, Division manager for Cabot Factory Finish

Cabot products and services have always been rooted in wood care to protect and beautify wood since 1877. “Although new products and alternative materials continue to come to the market, Cabot has remained focused on offering superior products for wood – a true renewable green building material. We



look to meet the needs of the consumer by having the best product available for those customers who choose wood,” Pedrone said. “We have developed water-based coatings that are environmentally friendly and perform very well,” Pedrone continued. “It’s been a real factor with the changes in use of certain products – also waterborne coatings have significant advantages to the applicator of these products

like faster dry and recoat options.” These regulations and changes in consumer purchases of new types of products used, has increased the demand for Factory Finish™ – a unique brand of products developed for coating wood in a factory. The Factory Finish™ product is available with up to a 25-year warranty on wood. Cabot has also developed water-based primer for use on extractive rich woods like Western Red Cedar and Redwood. “Most lumber distributors are looking for ways to move more products and add profit to existing inventories, factory finishing allows them to do just that- saving time and money for builders, that ultimately adds sales and profit dollars to their existing product lines,” Pedrone explained. In 2014, Cabot will continue their “That’s PRO” marketing campaign and promoting the Cabot brand and premium wood protection products. Cabot, part of the Valspar Corporation, NYSE-(VAL), is headquartered in Minneapolis, MN. ■

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Riddle, OR—When any company stays in business for over 100 years, you know there's something exceptional going on. In the wood products industry, it's nearly unheard of. Throw in that the company has been, and continues to be, family-owned and you're in the company of a very few. The story of C&D's commitment to personal customized service combined with the highest quality wood products goes back more than 100 years. Our roots reach to 1890, when Alford Johnson built his first sawmill in Southern Oregon's Coos County. In 1943, the Johnson family built a mill near the Coos and Douglas County lines. With a nod to its geography, the operation became C&D Lumber Co. Today, C&D Lumber maintains the reputation of offering quality lumber products, craftsmanship, and service; specializing in high-quality appearance timbers in Douglas Fir, Incense Cedar, and Port Orford Cedar and Cedar Decking Products. Our motto: (Great People. Great Products. Great Customers.) is the driving force behind C&D's success and longevity.

GREAT PEOPLE.

C&D Lumber is proud of what we've been able to achieve over our 100-plus years in business. Normally people credit "tradition" for success stories with such a long history. For C&D, the key to success has always been its people, its products, and our customers. Additionally, we embrace innovative thinking and ideas to continue to enhance our business. Manufacturing improvements are common practice, such as the installation of non-metal tracks, anti-fungal dipping, paper-wrapping, and the elimination of grading crayons. We pride ourselves on growing and changing when needed. We invest in our employees by facilitating skills and leadership training, safety meetings, and health and wellness programs.



Great People: Our employees are committed to on-going training that is essential to providing C&D customers with consistently on-grade products each and every day.

GREAT PRODUCTS.

Today's facility produces high quality lumber products in over 100 different product lines and sizes. With a very diverse product line and a flexible manufacturing facility C&D is truly considered a "cutting mill" where customers can find a variety of products and sizes to fit their needs and where shipping truckloads or railcars of mixed lumber products is a norm.



Great Products: C&D Lumber offers a variety of patterns and siding including Tongue & Groove, available in Appearance and Rustic grades.

In Douglas Fir, C&D offers a full line of surfaced lumber that includes 2-inch dimension lumber and 4-inch and 6-inch timbers. One of the 'Great Products' that we offer is our line of Premium Exposed® Douglas Fir.

With natural beauty, exceptional strength and "when appearance matters," our Premium Exposed® rough sawn timbers and 2-inch lumber have become the preferred products for open-beamed construction. Our line of premium and classic decking products manufactured out of Incense Cedar and Port Orford Cedar is an excellent choice for real wood decking. Incense Cedar is highly rated in a majority of physical properties including natural durability, shrinkage, checking, weathering, warping, and insulation value. Port Orford has physical properties that rate almost as high as Douglas Fir. We also offer a line of rustic patterns available in 2x6 log cabin and 1x6 Tongue & Groove perfect for remodeling a lakeside cabin. Plus, we manufacture a variety of Cedar lumber dimensional products ideal for many types of remanufacturing.

GREAT CUSTOMERS.

Our mutually beneficial relationships with our customers are the running force to our survival. We strive for complete customer satisfaction. "Sales follow-up and shipping are probably the best in the industry. Customers are always given the 'Nordstrom style' treatment," claims one of C&D's distributors. Our sales, manufacturing, and shipping departments work together as a team to coordinate proficient production schedules that allow our customers to receive their orders accurately and when promised.



Great Customers: C&D Lumber values their customers as top priority, striving to build win-win relationships each and every time. Visit them at Booth 402.

But it doesn't stop there, we value providing beneficial marketing to our customers, using tools like our comprehensive company website, www.cdmlumber.com, Facebook, MillWrite our monthly eNewsletter, and an online Customer Feedback Survey. We also work hand and hand with our customers to provide customized marketing tools to support their sales efforts. We go the extra step to ensure you have the horsepower behind you to help sell C&D products

THE FUTURE.

C&D is focused on continual improvement of operations, so we can continue our long and storied history of being an employer people are proud to work for and a manufacturer of high quality lumber products that are made from some of the most productive forests in the country. We believe our future is bright because of the dedication and commitment of our employees, the demand for quality lumber products, our close proximity to efficient shipping routes and we are located right in the middle of a rich raw material source.

For more information, contact C&D Lumber Co. at 541-874-2241 or visit www.cdmlumber.com. ■

Please Visit Us At NAWLA Booth No. 402

CERSOSIMO: A Proven Supplier

Brattleboro, VT—If you've ever held a wooden square tile while playing a game of Scrabble, or watched a major league baseball player swing a bat, or visited Harvard University and sat in a wooden chair, chances are good that you've been touched by lumber that came from Cersosimo Lumber Co. Inc., located here.



Pictured are General Manager Jeff Hardy and company President Michael Cersosimo, Cersosimo Lumber Co. Inc., located in Brattleboro, VT.

Although well-known as a manufacturer of fine northern hardwood lumber since 1947, this northeastern company also produces quality Eastern White Pine at its multiple facilities.

"We have the best product that this region can offer," said General Manager Jeff Hardy. "The company's philosophy centers on respecting the resource. To do that, we begin by limiting the radius of harvest to ensure consistency at the outset. By analyzing yields within various cutting schemes to maximize the value of each and every log, we can control the product we manufacture, from the sawmills to the drying operations and grading facilities. We strive hard to give our employees every opportunity to keep our product graded consistently and accurately throughout processing to ensure satisfaction of both our domestic and international customers. Every step of the way is very important to what we do as a company. We've got a ton of experience and we continue to build on that."

Hardy is among many of the 235 Cersosimo employees whose longevity with the firm spans decades. The company is led by third-generation President Michael Cersosimo, who assumed the position in 2006 from Dominic "Butch" Cersosimo. Butch remains closely involved with the company as Chairman of the Board of Directors.



Cersosimo's wood-fired turbine.

Through the years, Cersosimo Lumber has remained committed to forward-thinking approaches at all three of their sawmills, two of which are in Brattleboro and another in Rumney, NH.

Brattleboro's Softwood mill produces primarily Eastern White Pine, up to 15 to 20 million board feet annually. The wood is used

in various types of products, such as furniture, flooring, cabinetry, millwork and moulding, and other appearance grade applications. Cersosimo saws 4/4 through 16/4 and also provides specialty products with proprietary grades using NeLMA, Western and Canadian rules, allowing the company to better match products to their customers' needs.

According to Monica Hastings, sales manager, "We are committed to our wholesalers and distribution yards, and we consider those our partners. We are committed to bringing our products to market by providing what our customers need in order to meet any current demand."

Hastings added, "We produce not only Eastern White Pine, but also seven species of hardwoods. All of our mills can saw either Softwood or hardwood, and so we remain flexible to respond to the ever-changing needs of our buyers."

Sawing the logs into fine cuts for high-end customers is only part of the equation at Cersosimo Lumber. The company also prides itself on its drying capabilities. At its two locations in Brattleboro, the drying facilities maintain 2.6 million feet of per-charge capacity, with an additional one million feet of pre-drier space. The pre-drier at the company's central location has a proprietary design on the building with crossflow fan and custom-design control systems, providing the most uniform and accurate drying environment. The company also operates custom kiln-drying facilities in both North Hartland, VT, and Hardwick, MA.



Pictured are recently installed dry kilns at Cersosimo Lumber Co. Inc.

Cersosimo also recently completed installation of six new dry kilns by SII to replace aging, existing kilns. "We removed seven dry kilns, along with what was the main steam and power distribution to the whole dry kiln facility and replaced it with six new dry kilns with 300,000 feet of capacity. Along with enabling us to provide low pressure steam for the whole facility," noted Hardy, "we also added a 750-kilowatt generator as part of this project. These SII kilns are good for drying any specie or thickness, however, we designed them with special attention to the ability to dry white hardwoods bright and at any time of year. These kilns are state-of-the-art and are stage one of a two-stage project with further kiln replacement slated in the near future. This new steam and power distribution center will accommodate all the future changes that we have planned."

Cersosimo Lumber is a member of: North American Wholesale Lumber Association, National Hardwood Lumber Association, Hardwood Manufacturers Association, New England Kiln Drying Association, Northeastern Loggers Association and American Hardwood Export Council.

Visit online at www.cersosimolumber.com for more information. ■

Please Visit Us At NAWLA Booth No. 623

Wholesale/Wholesale Distributor Special Buying Issue