

**See pages 42 and 43 for Traders Market
Exhibitor Booth Numbers and Schedule of Events**

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New Exhibits! New Suppliers! New Services! New Sales Opportunities!

2014 Special Edition

The NAWLA Traders Market, the lumber industry's largest annual gathering of buyers and sellers, will return to the Hyatt Regency Chicago November 12-14, 2014. The newly renovated facility, combined with the ease of travel to Chicago, will enhance and facilitate even more of the relationship building that serves as a hallmark of this event each year.

"Make sure to put this event on your calendar, make reservations now and



(Left to Right) NAWLA Officers: 2012 Chairman Mike Mordell, UFP Purchasing, Union City, GA; 2014 Chairman Rick Eckstein, Weston Forest Products Inc., Mississauga, ON; 2013 Chairman Mike Phillips, Hampton Lumber Sales, Portland, OR; Board Member Dan Semsak, Pacific Woodtech Corporation, Burlington, WA; 2014 First Vice Chairman Scott Elston, Forest City Trading Group, Portland, OR; 2014 Secretary/Treasurer John Stockhausen, Snavely Forest Products, Pittsburgh, PA; and past NAWLA CEO/President Gary Vitale.

plan to spend the most productive and enjoyable days of the year with 1,500+ of your fellow traders in Chicago,” said Jim McGinnis of The McGinnis Lumber Co., Inc., and 2014 NAWLA Traders Market Chairman.

For the past 18 years, the Traders Market has focused almost exclusively on the lumber supply chain, offering access to hundreds of companies that manufacture lumber and related products. In 2013, more than 235 of those companies showcased their products and services on the tradeshow floor for more than 1,300 attendees from more than 500 industry-leading companies.


 A wide-angle photograph of a large, crowded tradeshow floor. Numerous booths are set up with various displays, including large monitors and informational materials. Many people are walking through the aisles, interacting with the displays. The floor is carpeted, and the ceiling is high with recessed lighting. The overall atmosphere is busy and professional.

More than 235 exhibiting companies showcased their products and services to 2013 Traders Market attendees.

The 2014 event promises to be even bigger and better. No matter whether you're hoping to find new suppliers, expand your current business within North America or identify opportunities abroad, you can't miss the Traders Market and the diverse gathering of manufacturers

Continued on page 77

**Aly Kingsley
Collins
Portland, OR**

"Whether it's the face to face time with customers, the opportunities given to meet potential new customers, the time spent walking the tradeshow floor, or standing in our own booth talking about our products and what's new and



Continued on page 74



Chris McSwain
Idaho Timber
Boise, ID

Where else can you meet a Canadian Spruce producer one minute and a Southern Pine producer the next? NAWLA creates a unique opportunity for a company like Idaho Timber, who deals in a wide range of lumber products and species, to meet existing suppliers and potential

Continued on page 74



Jim Hassenstab
DMSi
Omaha, NE

DMSi has a great appreciation for the NAWLA Traders Market. As long-time exhibitors, we have seen Traders Market evolve into the premier event for this industry. It draws a great mix of business partners, professional organizations and industry leaders. Continued on page 74



Continued on page 74



Matt Duprey
Hancock Lumber Co.
Casco, Maine

Each and every year Hancock Lumber recognizes the value of attending the NAWLA Traders Market. We value our time spent in the field with customers and the Traders Market gives us one venue where we can ac-

Continued on page 74

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Lever Architecture. Photo by Jeremy Bittermann.

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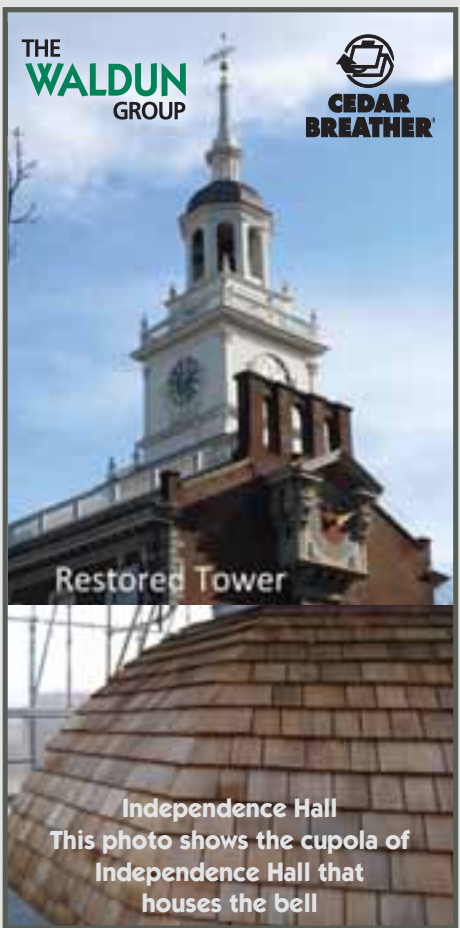


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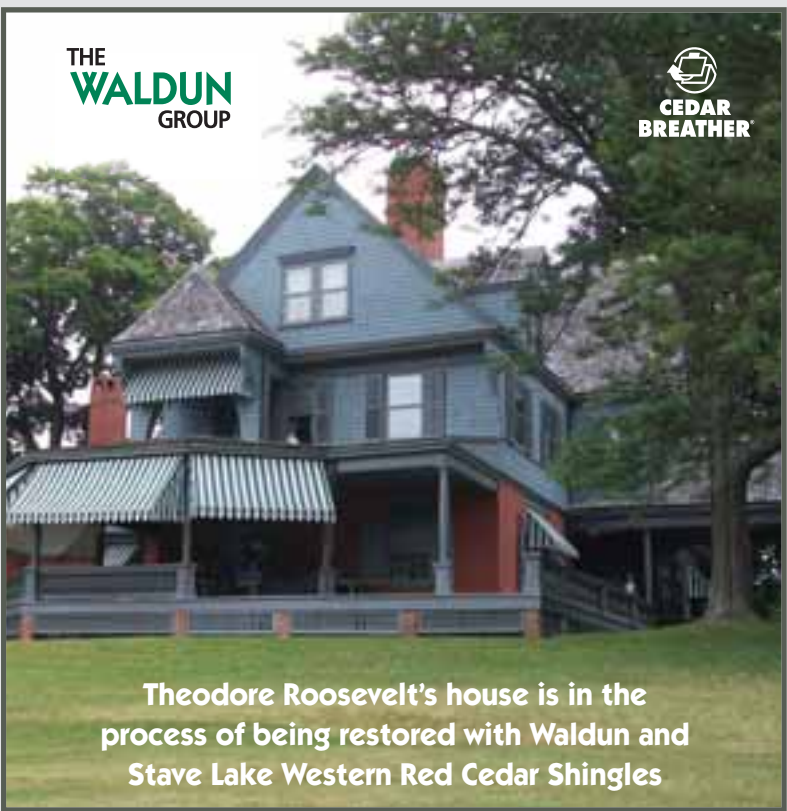
At **Waldun and Stave Lake** every bundle or box is guaranteed to contain 100% coverage. Many mills will put in less inches of wood to compensate for a lower selling price.

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Restored Tower

Independence Hall
This photo shows the cupola of Independence Hall that houses the bell



Theodore Roosevelt's house is in the process of being restored with Waldun and Stave Lake Western Red Cedar Shingles

Sagamore Hill was the home of Theodore Roosevelt, 26th President of the United States, from 1885 until his death in 1919. An interesting fact about Theodore Roosevelt is that he spent much of his time at what he called his "Summer White House" here on Long Island. The house is no doubt a historical monument. The Waldun Group is humbly grateful to be part of the restoration. **Waldun Forest Products** was specified for the roofing and **Stave Lake Cedar Mills** for the siding after other lesser quality and lower cost cedar shingles were presented.



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WHO'S WHO IN SOFTWOODS



GENARO BERRONES

Genaro Berrones handles logistics for **Richardson Timbers**, located in Dallas, TX.

Richardson Timbers is a regional wholesaler producing approximately 2 million board feet of lumber products per year. The company offers No. 1 and Better Rough Douglas Fir with sizes ranging up to 20x20 and lengths up to 40 feet, No. 1 FOHC KD Douglas Fir sizes up to 12x16 and lengths up to 24 feet, No. 2 and Better Appearance Grade WRC up to 16x16, C and Better Mixed Grain Fir in 1x4, 1x6, 1x8 and 1x12, 6 to 16-foot odds and evens, and C and Better Vertical Grain 1x6, 6 to 20-foot lengths, odds and evens.

Continued on page 75

Wayne Carlisle is lumber trader for **Mars Hill, Inc.**, based in Waynesboro, MS.

Mars Hill, Inc., a wholesale lumber company supplies and markets 1x4 through 2x12 Spruce-Pine-Fir and mostly 4/4 through 8/4 hardwoods to its customers located throughout North America. The operation also sells some industrial plywood in 4x8 sheets and SYP cut stock to some of its customers. Carlisle has been in his current role for approximately six years. Previous experience includes family-owned and operated Carlisle Trucking Inc. and currently owns and leases out a restaurant property in Buckatunna, MS. He began in the forest products



WAYNE CARLISLE

Continued on page 75



NANCY DANIELS

Nancy Daniels is a plywood sales representative for **Swanson Group Sales** in Glendale, OR.

Swanson Group has lumber and stud manufacturing facilities that together produce approximately 550 million board feet per year. Swanson's stud mill produces studs in green, KD Doug Fir, KD White Fir, and KD Hem Fir studs. The company dimension mill produces 2x4 through 2x10 GR Doug Fir and KD Doug Fir.

Swanson also manufactures Softwood plywood which includes sanded, siding, underlayment, industrials, MDO, HDO, sheathing and hardwood

Continued on page 75

Mark Erickson is senior vice president for **Blue Book Services**, located in Carol Stream, IL.

Blue Book Services offers information services uniquely catered toward lumber industry credit and sales professionals. The information they aggregate assists credit extenders in assessing the credit risk of their customers and potential customers. The company's database includes over 19,000 lumber companies, allowing sales professionals to search and develop prospect lists.

Erickson has worked as senior vice president for three years, but has worked at the company for 24



MARK ERICKSON

Continued on page 75



BARBARA HART

Barbara Hart is senior sales representative for **Potlatch Corp.**, located in Spokane, WA.

Potlatch is a lumber and plywood manufacturer producing 650 million board feet of lumber and 160 million feet of plywood per year. Products include 2x4 and 2x6 Hem Fir, Doug Fir/Larch, SPF/s, Cedar, and Southern Spruce. Grades include No. 1 and Better, No. 2, No. 2 and Better, Utility, and No. 3 and Economy.

The company markets its products designed for professional builders via the wholesale and retail distribution channels. The company also offers

Continued on page 76

Nelson K. Miller is owner of **Air Systems Mfg. of Lenoir, Inc.** in Lenoir, N.C.

The company offers dust collection and filtration systems used in the forest products industry. It also sells used dust collection equipment

Miller started Air Systems Manufacturing of Lenoir, Inc. in 1988.

His first job in this type of work was dust collection installation in 1972. That was the year he graduated from North Iredell High School in Statesville, N.C



NELSON K. MILLER

Continued on page 76



JIM OLSON

Jim Olson is sales manager for **Coastal Forest Products** in Chapman, AL.

Coastal Forest Products manufactures 200 million square feet of SYP plywood and 64 million board feet of SYP lumber products per year. Coastal is a full line plywood producer manufacturing sanded, plyform, underlayment and rated sheathing plywood. Lumber is offered in 4x4, 4x6 and 6x6, 8 to 20-foot lengths. Grades include No. 1, No. 2, MRD, and Utility. The company also offers customer pick-up loading as well as delivered truck, container and rail shipments.

Continued on page 76

John Georgelis is vice president of the flooring division of **Weaber Lumber**, located in Lebanon, PA

Weaber Lumber is a sawmill and manufacturer of flooring, with a product list including Finish Coat: primed and painted Poplar mouldings and S4S Boards; Oak S4S in Premium and Traditional grades 4-inch to 12-inch widths and 1/4-inch, 1/2-inch, 4/4 and 5/4 thicknesses; Poplar S4S in C and Better Grades 4-inch to 12-inch widths and 1/4-inch, 1/2-inch, 4/4 and 5/4 thickness; finger joint Poplar in 4-inch to 12-inch widths and 4/4 and 5/4



JOHN GEORGELIS

Continued on page 76



MICHAEL KELLY

Michael Kelly is New England sales manager for **Mid-State Lumber Corp.** based in Branchburg, NJ.

Mid-State Lumber is a local and regional wholesaler of flooring, knotty and clear boards, wood siding, stepping, and dimensional lumber. Knotty boards are available in KD Inland Red Cedar and White Pine, while Clear boards are offered in Pine, husky finger joint Primed Pine, A and Better WRC, KD Inland Red Cedar, Blue Star Red Meranti, vertical grain Doug Fir, as well as lpe.

Kelly has been in the forest products industry for

Continued on page 76

James A. Robbins II is president of **Robbins Lumber Inc.**, located in Searsmont, ME.

Robbins Lumber manufactures Eastern White Pine in 4/4 Commons, 4/4 Selects, 5/4 & thicker Commons/Selects, and specialties such as wide Pine boards and live edge siding. Approximately 28 million board feet is produced out of Robbins Lumber's sawmill annually, in 1x3 through 1x12 in six-foot to 16-foot rough boards.

All products are kiln dried to an average of 10 to 12 percent MC and finished on moulders. The company also offers custom cutting and planing,



JAMES A. ROBBINS II

Continued on page 76



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Siding, Millworks, Logs and Everything in Between

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NAWLA Traders Market 2014 – Your Best Chance To Network, Learn And Advance This Year!

The 2014 Traders Market will return to Chicago November 12-14 to the newly renovated Hyatt Regency Hotel. The ease of traveling to Chicago, the intimate networking that traditionally occurs at the Hyatt's familiar setting after each day's activity on the tradeshow floor, and an improving lumber market establishes a mood for a well-attended and vibrant show this year.

Our tried and true Traders Market formula – “sellers in the booths and buyers in the aisles” – along with a few exciting new enhancements, promises to make this 18th annual gathering of forest products buyers and sellers the largest in recent history. It's truly the one industry event you don't want to miss this year.

During the two-day agenda, you'll have numerous opportunities to network with more than 1,500 of your fellow lumber industry professionals: normal tradeshow floor hours, shared meals and receptions, educational opportunities, and after-hours socializing.

Each of these activities is a chance to begin or enhance a relationship, discover new trends or technologies, hear solutions to common challenges or perhaps close a sale or purchase. A discussion in passing often leads to a great opportunity, so please be sure not to overlook any of our valued suppliers occupying the 235+ booths on the tradeshow floor. To see who has already signed up to exhibit, visit www.nawlatradersmarket.org.

Our Grand Opening Luncheon on Thursday will motivate you to make the most of your time in Chicago, as well as present information that you can use when you return to your home and office. Scott Burrows will deliver an inspiring keynote presentation about employing vision, mindset and grit to achieve your

goals. A promising young athlete who refused to be sidelined by a tragic automobile accident, Burrows has achieved great professional success through his determination and drive.

We'll also recognize companies that have supported NAWLA for a decade or more through long-standing memberships and exhibitor activity. I am grateful to each of these companies for their support of year-round programs and services that benefit the forest products in-

Jim McGinnis




dustry. Also, you'll get a brief update on NAWLA activities, enjoy a great lunch, and then “hit the ground running” for the start of the show.

While you're on the tradeshow floor Friday, I also encourage you to visit one of our new Learning Lounges. Within those areas, you'll gain valuable knowledge about hiring the next generation in the lumber business, and other topics that are top priorities to NAWLA members.

I would further recommend that you discuss with NAWLA staff and/or active members ways to get more involved in NAWLA. Doing so will expand your contacts network and help you gain insight and develop leadership skills by participating in a 10-Group, attending regional meetings and the Leadership Summit, joining a committee or serving on the Board. Opportunities are only limited by your willingness to get involved.

I look forward to seeing you this November in Chicago!


Jim McGinnis
2014 Traders Market Committee
Chairman



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Since 1951 we've been making quality forest products used by distributors, dealers, builders, remodelers, and do-it-yourselfers.

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Rosboro RMT is a manufactured timber that meets or exceeds the published design values of solid sawn timber of the same size and grade. For example, an RMT timber stamped with WCLIB Select Structural or #1 will meet or exceed all the published design values for solid timber of the same size and grade.

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PPG Machine Applied Coatings Embracing Landscape changes

Pittsburgh, PA—Everyday when you wake up to read the paper, your tablet or actually watch the news, there seems to always be an acquisition being announced, completed or rumored to be forthcoming. PPG Industries, Inc. and PPG Machine Applied Coatings, headquartered



When you think of coated building materials, technology, color expertise and dedicated customer service, PPG should come to mind for today, tomorrow and the future.

here, are ever evolving in a coatings changing landscape driven by another year of acquisitions. People typically view change with apprehension, fear of the unknown, but PPG embraces change and relishes in it.



Primed or a finished coat, PPG Machine Applied Coatings has been manufacturing top quality coatings for over 85 years.

Reported in 2013, was the finalization of the acquisition of the North American architectural coatings business of AkzoNobel N.V., Amsterdam, in a deal valued at \$1.05 billion.

This acquisition, second largest in PPG's company history, extends the PPG Machine Applied Coatings business support reach, by including multiple manufacturing facilities, distribution hubs and outlets, as well as company owned stores to support customers across the United States and Canada.

"The acquisition has not only helped our distribution footprint throughout the marketplace but we are now positioned very well with local sales representation that we have never had before", noted Patrick Hanulak, PPG Machine Applied Coatings Key Account Manager.



From raw material to instant curb appeal finished product, PPG coatings help customers create a vision they can be proud of.

PPG now has well over one dozen dedicated sales professionals to the machine applied coatings industry, up from less than half a dozen from years prior that can service any customer anywhere, anytime. These individuals that are supporting the building materials industry, continue the long heritage of living by the following principles of offering the best products, programs and service across all distribution channels.

PPG Industries, Inc. and PPG Machine Applied Coatings, headquartered in Pittsburgh, PA, are ever evolving in a coatings changing landscape driven by another year of acquisitions.

PPG can provide product offerings for indoors and outdoors no matter where you work or live. The landscape will continue to evolve and PPG is well positioned to be at the forefront of these changes. Whether it is customer acquisitions/mergers or PPG changing their portfolio doesn't matter, they continue to rely on three key components for success by everyone:

1st. Vast global technology surrounding our superior performing products. *PPG uses their global resources through various research and development locations to provide the best of the best in regards to product performance.*

- Dedicated multi-level customer engagement through sales and technical staffs. *As previously stated, the personnel behind the products numbers over two dozen dedicated individuals when you take into account sales, technical and research & development teams.*
- Backed by the global power of PPG: depth of technology, marketing, and distribution. *PPG offers over 40,000 individuals a chance to shine on a daily basis to be the best at what they do.*

When you think of coated building materials, technology, color expertise and dedicated customer service, PPG should come to mind for today, tomorrow and the future. PPG is well positioned in the marketplace to meet the ever-changing demands of the building material industry. ■

PPG: BRINGING INNOVATION TO THE SURFACE.™ PPG Industries' vision is to continue to be the world's leading coatings and specialty materials company. Through leadership in innovation, sustainability and color, PPG helps customers in industrial, transportation, consumer products, and construction markets and aftermarkets to enhance more surfaces in more ways than does any other company. Founded in 1883, PPG has global headquarters in Pittsburgh and operates in nearly 70 countries around the world. Reported net sales in 2013 were \$15.1 billion. PPG shares are traded on the New York Stock Exchange (symbol: PPG). For more information, visit www.ppg.com and follow @PPGIndustries on Twitter.

customer anywhere, anytime. These individuals that are supporting the building materials industry, continue the long heritage of living by the following principles of offering the best products, programs and service across all distribution channels.

"Our attention to providing industry leading service for our customers now matches our industry leading machine applied coatings products we have been offering for over 85 years," stated David Jeffers, PPG National Segment Manager for the machine applied coatings group. Jeffers continues by saying "Paints and Stains, have always been the life blood for PPG, whether you have known them as Olympic, PPG Pittsburgh Paints, PPG Porter Paints, or now Glidden, Glidden Professional, Cil, Sico among others."

PPG can provide product offerings for indoors and outdoors no matter where you work or live.

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When you think of coated building materials, technology, color expertise and dedicated customer service, PPG should come to mind for today, tomorrow and the future. PPG is well positioned in the marketplace to meet the ever-changing demands of the building material industry. ■

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* Samples are shown with 1 coat of Sandstone Basecoat and 2 coats of Semi-Transparent Finish. These samples were all lab applied.

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PGLR: THE ULTIMATE TURN ON EVERY LOG

Griffin Lumber at Cordele, GA, USA had two older carriage lines that they wanted to replace with an optimized sharp chain. They sourced a used USNR double length infeed line and a used quad band mill with reducer heads. USNR supplied optimization comprising log rotation, Precision Geometric Log Rotation (PGLR), log optimization and System Quality Inspection (SQI), with Smart Tri-Cam™ sensors for scanning.

The PGLR scanning system is located at the log turner machine section where it monitors and corrects the log rotation in real time, to increase recovery by reducing log rotation error. Four sensors scan the log as it is being rotated, then the rotation path is compared with the autorotation optimizer's projected rotation path to generate rotation corrections that are transmitted to the PLC, and correct the



The log is scanned by 4 Smart TriCam sensors as it travels through the turners. The PGLR provides continuous feedback about the orientation of the log to correct rotation and achieve the target turn angle.



Once turned, log travels through two more scan zones and the scanned image is sent to the MillExpert canter optimizer to generate the best value solution.

log's rotation on-the-fly as it continues through the log turner. Log rotation error is typically reduced by 50 percent or more.

Jesse explained the performance test results, "We ran 20 logs, and 18 out of 20 were off 2.84 degrees. We also only lost 0.375% of the volume from the initial scan to the final solution scanner. I don't think anyone can argue against those kinds of numbers."

Jesse went on, "It has exceeded my expectations. It is a real testament when



The turn detector compares images of the log before and after the turner to measure the actual turn error on every log.

you can scan a log, rotate it, impale it on the sharp chain, send it through the chip heads and saws, and the log only moves 3 degrees. We've seen enormous uplift in productivity and yield."

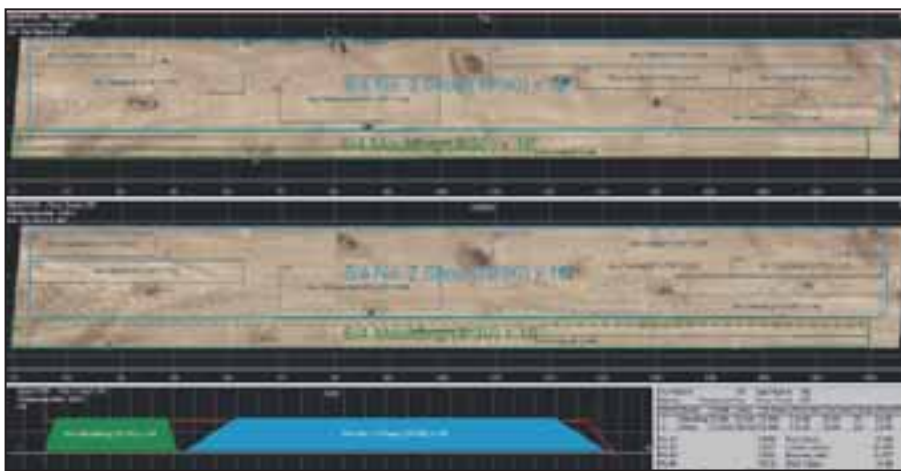
EVERGREEN FOREST GRADES FOR SHOP AND MOULDING

Producers of Shop and Moulding products have new tools to choose from with the launch of USNR's BioVision™ sawmill grading targeted to these specialized products, through cooperation with Tamarack Mill LLC, Evergreen Forest sawmill of New Meadows, Idaho.

Rodney Krogh, company president, related, "We were looking to rip to produce Moulding, No. 1, No. 2 and No. 3 Shop." He explained that the mill's existing edging operation was a manual system, "We needed to find a way to maximize recovery and value out of our Pine logs." He explained that grading for Shop products, the system is looking for all the clear spacing between the knots, with no consideration for the sizing of the knots.

Bob Arnold, USNR sawmill grade scanning product manager, weighed in. "The BioVision optimizer not only fits the appropriate cuttings into the clear/permissible areas of the flitch, but also requires an alignment of those cuttings in a manner that enables them to be recovered later at a secondary manufacturing plant."

Rodney commented, "Our Moulding is up probably 8 percent, our No.1 Shop is up 4 percent and we are starting to get a higher percentage of No. 2 over No.3 Shop because the BioVision system is able to distinguish a No. 2 from a No. 3 and rip/edge for that. It will allow us to enter new markets." He went on, "The Bio-Vision scanner has also had a positive effect on our bigger Doug/Larch and



This moulding board is limited in width because its scale would round up to 9, dropping the yield below 2/3; the longer moulding rip is constrained by a knot on the topside. The bottom rail allows an initial crosscut so the door cuttings don't have to line up across its opposite sides.

White Fir logs. The scanner can detect the larger knot sizes and rip the boards into wider products, allowing for the smaller knotted material in the narrow widths. We have seen the difference in the planer with our percentage of #3 dropping from the lack of bigger knots that had previously been down-grading our dimension."

KALESNIKOFF LUMBER GOES MOBILE

USNR's MyMill™ system is catching on as a time and money saving solution for streamlining mill operations. Mobile machine control offers all the functionality that is typically available through a stationary HMI screen, at a fraction of the cost.

With 18 systems sold since the product's launch in 2012,

MyMill is proving that mobile control technology is no longer a wave of the future, it's the new way to work.

A recent inductee to USNR's MyMill technology, Kalesnikoff Lumber is based at Thrums, near Castlegar, BC. The mill recently invested in MyMill mobile control for its new 70-bin sort line.

Chris Kalesnikoff, operations manager, related, "The MyMill system suited us very well as the mill employs a young generation of sawmillers, and we relate to mobile communications technology." Chris explained that installing the mobile system required much less time and expense than a traditional sorter control system demands. There is no need to purchase and install multiple consoles, and no need to route the associated cables and wiring. He added, "A big thing for us was the reduced cost."

The Kalesnikoff team was assigned two iPads and three iPods. Chris said, "Our crew has all been trained on the mobile devices, and we all use them. Our guys are very hands-on, but our trimmer operator is the one who is primarily chasing the bins."

Chris appreciates being able to scroll through the mobile screen, and the bin information is all right there. "It's great for troubleshooting. The operators can tell which photo-eye is covered, and with the sorter being 300 feet long it saves a lot of time. It makes so much sense to have the control in the palm in your hand."

Chris said, "We are using the same number of people, but we are using them in different places than we would have without the benefit of mobile technology. We

planned on not having anybody chasing bins full time, and that's definitely a nice feature." Adding that he is happy with the mobile system, he said, "This is the way the world is moving."

To learn how USNR's advanced technology solutions can improve your bottom line, please contact us today at (360) 225.8267 or info@usnr.com. ■



USNR's MyMill mobile machine control is being applied at Kalesnikoff Lumber to operate its new 70-bin sorter.



All of the functionality that is available with a stationary HMI can now be accessed via iPads/iPods from anywhere on the mill site within range of your in-plant wireless network.



As the 2014 NAWLA Chairman, it is my pleasure to invite all of you to this year's Traders Market!

Veterans of past NAWLA Traders Markets fully understand the value of building new relationships, solidifying existing business alliances and discovering new products.

I am pleased to announce that this year's

Rick Ekstein

A Message From The Chairman...

A good lumber or panel trader only needs to make one new connection, and the cost of attendance is paid back in a few good orders! Sending my purchasing team across North America to visit all of our suppliers would involve a huge travel bill, and they would be out of the office for weeks at a time. By sending them to Chicago for two days, they will see everyone they know, and I guarantee they will learn something that allows them to recoup our costs within weeks of returning home. That is smart business!

Start preparing now by visiting the NAWLA website (www.nawla.org) to see who's already signed up and start scheduling appointments today. Register early to get your name on the list – you might be surprised by who is looking for you!

I look forward to seeing you at the 2014 Traders Market in Chicago!

Rick Ekstein
2014 NAWLA Chairman



Traders Market, which returns to Chicago November 12-14, guarantees all of this and more! Our awesome Traders Market Committee and our new staff have promised us more exhibitors, better networking opportunities and more chances to learn!

Throw in the Hyatt's famous Big Bar, and you know where to find your friends, and make new ones, all night long!

From early morning, to very late at night, the Traders Market is the place to be, if you are a manufacturer or wholesaler of forest products!

Some of the best feedback we have received is from owners and managers of participating companies, who bring their rookie buyers and sellers to the Traders Market. In 48 hours, these newcomers get to meet all of the major manufacturers and wholesalers in the business. They get to put faces to the people they speak to on the phone, they get to appreciate the scope of our industry, and in many cases they establish relationships with the people they will do business with for the rest of their careers. I can tell you that every time my company brings a newcomer to the Traders Market, they return to the office charged up, and convinced they are working in a great industry, with great potential. There is no better way to motivate your staff!

My final message is to bring lots of your colleagues to the Traders Market. I encourage all CEOs, and Sales and Purchasing Managers, to not listen to your bookkeeper! Bringing a large team to Chicago is not an expense – it is a savvy investment in your people, guaranteed to pay huge dividends.



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Irving Forest Products: Grade Scanning Finished Products

This spring, **Irving Forest Products** in Dixfield, ME, installed a Lucidyne GradeScan® in the planer mill. This installation represents the first grade scanning of finished Eastern White Pine in the Industry. The main reason behind the move was because as customer demands and preferences change, it's more important than ever to be able to react quickly. While traditional NeLMA grades will always be the mainstay of Eastern White Pine, many customers want certain characteristics emphasized or excluded from their products. The scanner allows us to do just that, fill the customer's order and then change for the next order.



Caleb Dionne (Left), Superintendent of Planning & Shipping and Jeff Harlow, Quality Control, fine tune defect detection in the scanner imaging.

We don't grade sort at our sawmill so our graders were presented with many decisions to make in seconds, changing the rules several times a day based on order files made their job extremely difficult to do.

Caleb Dionne, Superintendent for Scheduling and Shipping at the site, says the impact to how he

does his job has been tremendous. "The ability to sort and grade the lumber accurately and consistently has changed the dynamics of production scheduling. It provides me with the tools to create customer specific lumber characteristics sorted and shipped to meet their exact requirements. This paradigm shift has been challenging and rewarding, it has made us rethink many of the old ways of milling Eastern White Pine. This provides a positive benefit to both Irving and our customers, which is tangible and economically advantageous to us all."

While the start-up was a little longer than anticipated, mill personnel are happy with the scanner. "We operate a 9-saw trimmer with a skip-a-lug for cut-in-two that feeds into an 18 bin tray-sorter...so we also had Ludicyne upgrade our controls system along with the GradeScan installation so that the same company was re-



Rick Gallant (Left), Quality Control, and Dana Allen, First Pass Superintendent, compare actual samples to scanned images.

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BUILD ON US®



Doug Chiasson (Left), Pine Sales Manager and Derek Bryant, Dry End Manager, discuss sorts for a new customer.

sponsible from grade decision to execution. After some initial difficulties in start-up the first few weeks, we are happy with the results and the overall project," says Alan Orcutt, Site Manager for Dixfield.

Another benefit of the system is tracking and analyzing causes of down-grade in the lumber. By having more complete data, we are able to focus our energy on the right things in order to reduce our downgrade and improve our overall grade out and value.

Understanding the needs of our customers and being able to customize a solution to meet those needs is a win for everyone. "Customers in the past that may have steered away from low grades that did not generate enough yield in their process can now be more specific on what does and doesn't work for them and we can be more accurate in providing it – providing a piece that has the price/yield value they need," says Doug Chiasson, Pine Sales Manager.

All in all the scanner has changed the way we approach production and scheduling and opened up many opportunities to serve our customers and improve our processes and we are happy with the results! ■





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Neiman Enterprises Remains Focused On Quality Products And Service

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 ESLP 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 1 ESLP stud mill, Montrose Forest Products, formerly known as Inter-mountain Resources. With total production of over 250 MMBF per year, Neiman Enterprises' capabilities are abundant.

Neiman Enterprises is a SFI Participant 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 2 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



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

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 U.S. Forest Service to control the spread of the Mountain Pine Beetle.

These trees are the source of the blue stain logs that we cut to produce the 3 & Better Blue Stain boards that we offer. This product is pulled as a 3 Common & Better appearance grade where at least 50% 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

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 re-



Example of 3 & Better Blue Stain Boards produced by Neiman

duces 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: 6' DET, all standard PET stud lengths, and any custom length between 84" and 120". Short length studs used as web stock in trusses are also available. All studs are end-waxed and



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

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 intension 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. ■

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Boise's Goal: To Be The Best Plywood Supplier In The Country

Boise, ID—Boise Cascade's plywood division has a longstanding reputation for excellence that is rooted in implementation of best practices, resulting in quality products and a satisfied customer base. In fact, Boise Cascade Company is the second largest Softwood plywood manufacturer in North America. The bulk of the



Boise Cascade Company is the second largest Softwood plywood manufacturer in North America.

company's plywood production is heavy to structural sheathing, but they also make some industrial panels in both Southern and Western species for the furniture and door and window manufacturers. "We are proud of our plywood history and the products and services that we are able to provide our customers," said Mary Jo Nyblad, a 32-year veteran of the company who holds dual titles as general sales manager for plywood and division transportation manager. "Boise is a leading wood products manufacturer of engineered wood I-Joists and LVL, plywood, lumber and particle-

board. We put safety first in all we do, and never stop working to improve our processes, our products, and our customer service."

Boise's plywood division primarily sells through wholesale distribution, and manages multiple VMI programs for the big boxes. Boise Cascade's building materials distribution division has 33 locations across the U.S. so remaining true to the two-step process is important to the company. "Our goals for plywood sales always include integrity, being good trading partners, a commitment to quality products with the intent to ship on time and fill orders through our knowledgeable sales representatives. Our singular goal is to be the best plywood supplier in the country." All of Boise's Western and Louisiana plywood mills are certified by the APA-Engineered Wood Association, and the company's Carolina mills are certified by TECO.

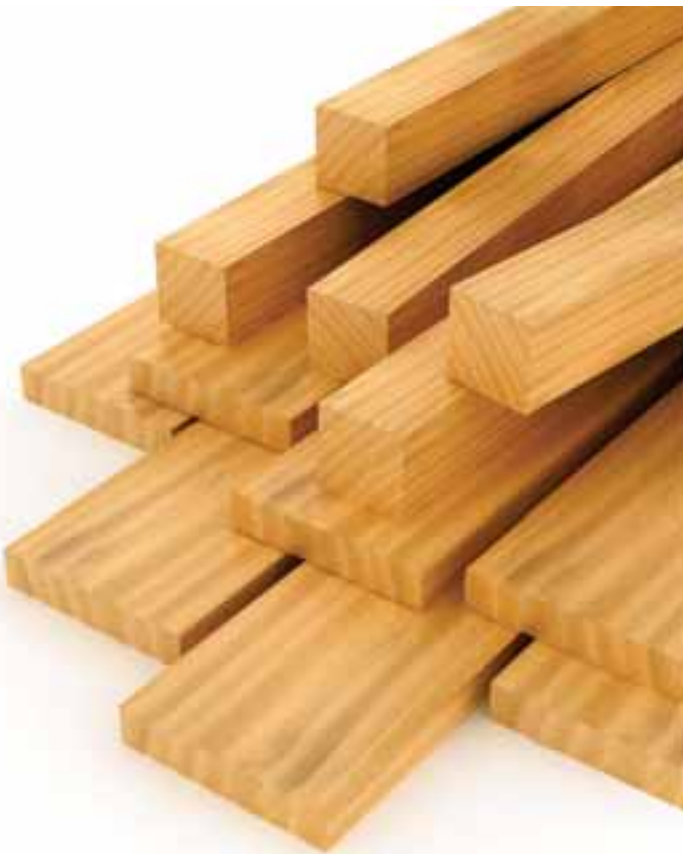
Underscoring Boise's dedication to its customers and to the wood products industry, the company found ways to continue to expand through the Great Recession while many other companies were shrinking due to difficult financial situations. "The fact that we as a company were willing to expand in the downturn speaks to our commitment to remain vibrant in this industry for the long haul," noted Nyblad.



Boise Cascade is a leading wood products manufacturer of engineered wood I-Joists and LVL, plywood, lumber and particleboard.

Being a member of **NAWLA** has resulted in referrals to great suppliers that have **saved** us hundreds of thousands of **dollars**.

— John Stockhausen
President, Snavely Forest Products



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She added that in recent times Boise purchased Kinzua Lumber, Arden Lumber and reopened La Grande Lumber, which is now called Mt.



Boise Cascade is the second largest producer of Pine boards in the country.

Emily. Additionally, in September 2013, Boise purchased Chester Wood Products. That added a plywood plant in Chester, SC, and one in Moncure, NC. Ironically, the Chester mill was originally built years ago by Boise and they also owned the Moncure mill. Boise sold both mills to Willamette Forest products in the early 1980's. Weyerhaeuser subsequently purchased Willamette, who later sold the mills to Atlas Holdings who in turn sold them back to Boise. "So those facilities have come full circle for us," noted Nyblad. "Through the years we've become the second largest producer of Pine boards and we own the two largest engineered wood products facilities as well (Alexandria, LA, and White City, OR)."

All totaled, Boise owns two plywood plants in Louisiana, three in Oregon, one in Washington and now two in the Carolinas.

Products manufactured through Boise's plywood division include:

- Sheathing and CD: Western Fir and Southern Pine species. All panels are 4'x8' and are available in thicknesses ranging from 11/32" to 1 1/8" depending on the mill
- Underlayment: Western Fir and Southern Pine species. Square edge or tongue-and-groove in 4'x8'.
- Sanded: Southern Pine species. All panels are 4' x 8' BCX.
- Specialty: PLV in Western Species and Hardwood and Softwood products at Moncure, NC.

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Diacon: A Proven Leader As Supplier Of Mold Inhibition Products

Diacon is the leading supplier of mold inhibition products to the North American sawmill industry for the control of mold on lumber and wood



Diaplex Lineal and Transverse Spray Systems provide state-of-the-art TurnKey spray systems.

composites. Our customers include the most sophisticated corporations on earth. Here's why.....

Diacon provides Turnkey solutions, protecting your lumber from mold growth with industry leading names in mold prevention.

Mycostat™ registered products are used throughout the North American sawmill industry. Our customers treat over



8 billion board feet of green and kiln dried lumber each year. Myco-stat™ is designed for worker and environmental safety, and cost effectiveness.

Diaplex™ Lineal and Transverse Spray Systems provide state of the art TurnKey spray systems. Diaplex Spray Systems are robust, made of high quality Stainless Steel complete with the most advanced technology in spraying. Ease of use, robust and reliable, today, there are many Diaplex spray systems that are over 20 years old running as well as the day of installation.

Smart Flow™ Computer Systems provide state of the art information on a real time basis on all facets of the Diaplex Spray Equipment. Unique in every way, Smart Flow™ provides you with consistent reliable feedback from your Diaplex Spray System, giving you confidence that your lumber will look good through the supply



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fiber
supply

Rigorous
safety and
environmental
standards

The broadest
range
of products
anywhere

Unmatched
customer
service and
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Mycostat registered products are used throughout the North American sawmill industry. Pictured is a bundle of Mycostat treated lumber versus bundle with no Mycostat. Mycostat is designed for worker and environmental safety and cost effectiveness.

chain.

Yesterday, Diacon was working hard to maintain value of your lumber by preventing mold growth. Today and into the future, we are focusing on adding value to your lumber. Our product line now includes many new products coming out of our Diacon labs to add value to your lumber. These new products and services are now being introduced to all four corners of North America, in every lumber producing state and province.

We invite you to visit our unique and ever evolving website. Diacon's website provides unique information on our products and services, but also answers many questions we hear from industry. You can visit Diacon at www.diacon.com. You will have direct access to our public site. To enter our private site, you will need to scroll down to the bottom of our webpage and make a request to enter our private site. Once you receive your password, you can enter our private site; there, you will have access to many of the most important answers for safe mold prevention in our industry, and more unique services and new products from Diacon. ■

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