

EPEX X TRIM

Environmentally Protective EXterior



- Full Range of Trim Products and Designs
- 30-year Limited Warranty
- Exterior or Interior Use
- Made in the USA



Understanding the unique demands of the wood building products market, EPEX Trim from Bitterroot Valley Forest Products is a superior offering of trim products designed to exceed expectations for performance and aesthetics. With unparalleled protection against rot, fungus, mold, mildew, and even termites, EPEX Trim stands apart from other trim products for its multi-phase protection process that covers all four sides of the substrate and ensures the ultimate in defense against the natural environment. Merging the expertise of the Lonza FrameGuard® Total treatment system with the coatings knowledge of Sherwin-Williams, EPEX Trim has a 30-year limited warranty and is engineered to last.



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



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



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



At Bitterroot Valley Forest Products, our mission since 1977 has been to provide the finest-quality specialty wood products on the market. We continue that tradition with a leading range of products - from our WWPA patterns to custom and unique trademarked products and our premium treated trim offerings. Driven to produce the most consistent products available, Bitterroot Valley Forest Products remains focused on sustainable solutions through the development of longer lasting products developed to have less environmental impact.

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

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

Idaho Forest Group Ups Production – And The Stakes – With New HewSaw Line

Photos Courtesy Idaho Forest Group

Coeur d'Alene, Idaho—Idaho Forest Group has invested in building a new HewSaw® production line at the company's plant in Lewiston, Idaho. The new state-



The new HewSaw® installed by Idaho Forest Group (IFG) allows for bigger logs with a 100-degree axis of motion, compared to only a 15-degree axis of motion on a traditional hewsaw, which makes it more like a CNC machine for wood.

of-the-art mill, which is anticipated to reach full production capacity in the 4th quarter 2014, is the first of its kind to be operating in North America.

“This new technology from Finland will increase production capacity for our Lewiston mill by almost one hundred percent and is a major game changer for sawmilling in North America,” said Erol Deren, VP of sales and marketing for Idaho Forest Group.

The HewSaw SL250 3.4 can handle logs from 4 inch to 18 inch diameter, and will give the plant the ability to cut 8,000 logs per shift – an increase from 20 logs

per minute to 38 logs per minute.

“Our new HewSaw allows for bigger logs with a 100-degree axis of motion, compared to only a 15-degree axis of motion on a traditional hewsaw,” said Jesse Short, Lewiston plant manager. “This is basically a CNC machine for wood.”

Installing and using this machinery on North American soil for the first time presented many challenges, Short said. Twenty employees traveled to Europe for hands-on training by HewSaw's technical team. It takes just two employees per shift to operate the entire production facility, from log debarking to the trim line.

To complement the HewSaw installation, Idaho Forest Group will be installing a new high-tech log merchandising and sorting system, which will allow for batch processing and double the number of logs per minute that can be processed.

“The new HewSaw and the ongoing improvements at the Lewiston sawmill will allow us to deliver higher quality lumber with faster production, as well as offer increased production options,” Deren said.

In late 2011, the company acquired the Lewiston facility from Clearwater Paper Corporation. That purchase gave the company another strategic piece of a



Idaho Forest Group's HewSaw production line in Lewiston, Idaho, is pictured. The new state-of-the-art mill is the first of its kind to be operating in North America.

By Ahren Spilker
Export Manager, Idaho Forest Group



B Manning
Durgin & Crowell Officer, Sales Manager
38 Years



Donny Shaddock
Sawyer
35 years



Billy Richard
Log Yard Scaler
2 years



Alex Darrah
Sales Associate
2 years



State-of-the-art computer technology enables smooth operations at the IFG new HewSaw.

region renowned for its quality of timber.

Idaho Forest Group is now the largest lumber producer in the Intermountain West and the 11th largest



The new Idaho Forest Group HewSaw will increase production capacity at the Lewiston mill by nearly 100% and is a major game changer for sawmilling in North America, according to Erol Deren, VP of sales and marketing.

lumber producer in North America, with capacity for well over 1 billion board feet per year. The company owns five production facilities throughout northern and central Idaho's vast forests.

“We continue to grow in capacity and to strengthen our focus on the business fundamentals,” said Marc Brinkmeyer, chairman and co-owner of Idaho Forest Group. “Our never-ending goal is getting quality products out of the Intermountain West and into our customers' hands.”

Idaho Forest Group will attend the 2014 NAWLA Traders Market November 12-14 at the Hyatt Regency in Chicago. Booth No. 532

For more, visit www.idahoforestgroup.com ■

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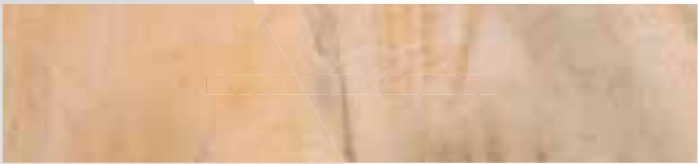
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NAWLA 2013 Photo Recap



Paul McRae, Interfor, Baxley, GA; Jim Chambers, Steven Hofer and Jennifer Raworth, Interfor, Bellingham, WA; Donna Whitaker, Interfor, Baxley, GA; Dave Jara, Interfor, Bellingham, WA; Michael Harris, Interfor, Baxley, GA; and Shane Harsch, Interfor, Burnaby, BC



Rob Cook, Precision Cedar Products Inc., Surrey, BC; Tyson Palmer, Pacific Western Wood Works Ltd., Delta, BC; Jennifer Raworth, Interfor, Bellingham, WA; Jack Draper, Western Red Cedar Lumber Assoc., Vancouver, BC; and Dennis Wight, Pacific Western Wood Works Ltd.



Natalie Macias, Softwood Export Council, Portland, OR; and Marc Irby, U.S. Cedar, Sherwood, OR



Richard Mergel, Robert LePage and Chris Mergel, C. J. Link Lumber Co., Warren, MI; Rob Tam and Robert Sandve, Haida Forest Products Ltd., Burnaby, BC; and John Gardner, The Teal-Jones Group, Blaine, WA



Kerry Sangara, Sawarne Lumber Co. Ltd., Vancouver, BC; Harris Gant and Jeremiah Kerley, East Coast Mouldings Inc., North Wilkesboro, NC; and Carlos Furtado, Sawarne Lumber Co. Ltd.



Jeff Haley, Durgin & Crowell Lumber Co., New London, NH; Dave Engelhard, Metropolitan Lumber, Warrenville, IL; and Alex Darrah, Durgin & Crowell Lumber Co.



Patrick Hanulak, PPG Machine Applied Coatings, Pittsburgh, PA; Craig Combs, PPG Machine Applied Coatings, Medford, OR; Jenny Burroughs, PPG Machine Applied Coatings, Pittsburgh, PA; Shawn Enoch, Cedar Siding & Lumber, Rochelle, IL; David Jeffers, PPG Machine Applied Coatings, Raleigh, NC; and Monte Enoch, Cedar Siding & Lumber



Regina Minish, BNSF Railway, Fort Worth, TX; Steve Boyd, Manufacturers Reserve Supply Inc., Irvington, NJ; Eric Swanson, UFP Purchasing Inc., Vero Beach, FL; Greg Rubin, Aljoma Lumber, Medley, FL; Julie Yarbrough, UFP Purchasing, Union City, GA; and Jamie Holder, Aljoma Lumber, Medley, FL



Shawn O'Kelley, Don Spiers and Tammy Williams, Simpson Lumber Co. LLC, Tacoma, WA; Peter Cutts, Taiga Building Products, Oakville, ON; Laurie Creech, Simpson Lumber Co. LLC; James Morris, Taiga Building Products; and John VavRosky, Simpson Lumber Co.



Larry Schmedding, Empire Lumber Co., Spokane, WA; Matt Kolar, American International Forest Products, Portland, OR; Cyndee Johnson, Roberts & Dybdahl Inc., Des Moines, IA; and Chuck Dotson, Empire Lumber Co.



Mark Musgrove, Mid-States Wholesale Lumber Inc., Oklahoma City, OK; Don Dorazio, Darren Barker and Marc Belzil, West Bay Forest Products & Manufacturing Ltd., Langley, BC; and Mike Davis, Mid-States Wholesale Lumber Inc.



Brock Lenon and Ted Ellis, Idaho Timber, Boise, ID; and Jim McGinnis III, The McGinnis Lumber Co. Inc., Meridian, MS



Scott Boates, John Gardener, The Teal-Jones Group, Surrey, BC; Bill Hetland, Buckeye Pacific LLC, Portland, OR; and Jason Cedergreen and Brendan Colyer, The Teal-Jones Group



Jim Hassenstab, Jason Niemi and Anthony Muck, DMSi, Omaha, NE; and Lynn Alpers, Bridger Forest Products, Belgrade, MT



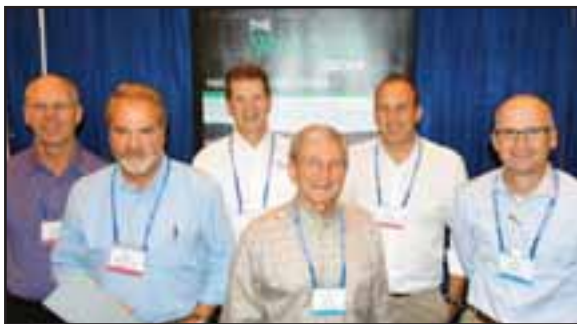
Mike Phillips, Hampton Lumber Sales, Portland, OR; Diane Tutush, Scott Lindsay and Chris Beveridge, Skana Forest Products Ltd., Richmond, BC; and Laurie Elder and Terry Upgaard, Norland Forest Products, Delta, BC



Jeff Lalonde, Iron Mountain Trading Inc., Vernon, BC; Jeff Hardy, Cersosimo Lumber Co. Inc., Brattleboro, VT; Jack Page and Martin Carter, Carter Forest Products Inc., Calgary, AB; and Ryan Satterfield, Cersosimo Lumber Co. Inc.



Steve Firko, Pennsylvania Lumbermen's Mutual Insurance Co., Philadelphia, PA; and Laura Ebersberger, UFP Purchasing Inc., Union City, GA



David Jeffers, PPG Machine Applied Coatings, Raleigh, NC; John Brissette and Kirk Nagy, The Waldun Group, Maple Ridge, BC; Dave Rust, Orepac Building Products, Tacoma, WA; Curtis Walker, The Waldun Group; and Jack Alley, Orepac Building Products, Wilsonville, OR

Additional photos on page 26

It Takes More Than Equipment To Make A Great Pine Board



Hancock Lumber has been named a 2014 Best Places to Work in Maine! Thanks to all our wonderful customers and co-workers for making it a great place to come to work every day. It truly is a partnership and we value your commitment to Hancock Lumber!



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**Kevin Hancock, President
Hancock Lumber Company**



Hancock Bethel Team



Hancock Casco Team



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Learn more about our products, facilities, people and pledge that ensure every Hancock Eastern White Pine board counts for you!

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Ron Cluster, Tri-Pro Forest Products, Oldtown, ID; Kevin Schroepfer, Lake States Lumber Inc., Schofield, WI; Steve Nichols, Lake States Lumber Inc., Sparta, WI; Rick Kitch, Tri-Pro Forest Products; Todd Eaton, Weyerhaeuser, Charlotte, NC; and Terry Baker, Tri-Pro Forest Products



Jeff Easterling, Northeastern Lumber Manufacturers Assoc., Cumberland, ME; Jeff Hardy, Cerosimo Lumber Co. Inc., Brattleboro, VT; and Terry Miller, Softwood Forest Products Buyer, Memphis, TN



David Bolgren, Weekes Forest Products, Inc., St. Paul, MN; Dillon Forbes, Coastal Plywood Co., Havana, FL; Paul Boehmer, Weekes Forest Products Inc; and Jim Olson, Coastal Forest Products, Chapman, AL



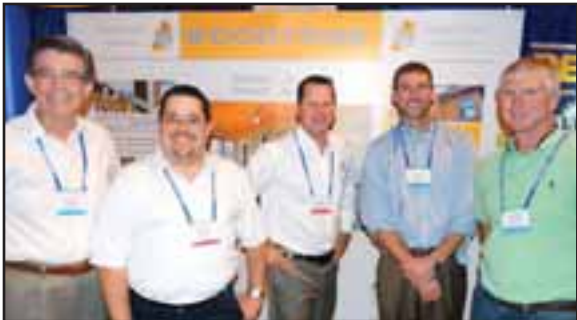
Wade Mosby, Grant Phillips, Cameron Waner and Josh Dean, Collins, Portland, OR; Max Jones, MJ Forest Products LLC, Linden, CA; Reid Schooler, Buckeye Pacific LLC, Portland, OR; and Kevin Dodds and Joe La Berge, Collins



Chris Keeler, Middle Atlantic Wholesale Lumber Inc., Baltimore, MD; Bob O'Brien, Mid-State Lumber Corp., Branchburg, NJ; Mary Jo Nyblad and Bill Moyer, Boise Cascade Wood Products, Boise, ID; Dennis Badesheim, Idaho Timber LLC, Boise, ID; and Nick Larrinaga, Boise Cascade Wood Products



Scott Lewis, Claymark USA, Boise, ID; Doug Chiasson, Irving Forest Products, Saint John, NB; Pat Mawhinney, Lumber Specialists Inc., St. Louis, MO; and Andre Beaulieu, Irving Forest Products



Michael Raddick, Universal Building Specialties, Lakeland, FL; Michael Booth and Mike Pidlisecky, Woodtone, Chilliwack, BC; and Brent Botsford and David Coyte, Bridgwell Resources, Tigard, OR



Bob Mai, Matt Kelly and Mike Flynn, Potlatch Corp., Spokane, WA



Dennis Ebel, Bitterroot Valley Forest Products, Missoula, MT; Greg Gambee, Shamrock Building Materials, Eugene, OR; and P.J. Meermeier, Bitterroot Valley Forest Products



Al Fortune, Mid-Valley Lumber Specialties Ltd., Aldergrove, BC; Chris Musselman, Weyerhaeuser, Tacoma, WA; and Bryan Lundstrom, Mid-Valley Lumber Specialties Ltd.



Mike Gruenke, BNSF Railway, Spokane, WA; Erol Deren and Ahren Spilker, Idaho Forest Group, Coeur d'Alene, ID; Adam Russin, Russin Lumber Corp., Montgomery, NY; and Jeff Kocken, Amerhart Limited, Greenbay, WI



Grady Mulbery and John Assman, Roseburg Forest Products Co., Roseburg, OR; Eric Ford, Western Lumber Co. LLC, Medford, OR; and Steve Killgore and Mark McLean, Roseburg Forest Products Co.



Vincent Micale, Warren Trask Co. Inc., Lakeville, MA; Win Smith, Limington Lumber Co., East Baldwin, ME; and Bernie Nugent, Warren Trask Co. Inc.



Alden Robbins, Robbins Lumber Inc., Searsmont, ME; Kendall Walker, Parksite Inc., Apex, NC; Tonia Tibbetts, Robbins Lumber Inc.; Jerry Bolt, Parksite Inc., Baltimore, MD; and James Robbins, Robbins Lumber Inc.



Josh Goodman, Sherwood Lumber Co., Islandia, NY; Kent Beveridge, Skana Forest Products Ltd., Richmond, BC; and Alden Robbins, Robbins Lumber Inc., Searsmont, ME



Danny Bachman, Dixie Plywood & Lumber Companies, Savannah, GA; Dennis Huston, Boise Cascade Wood Products, Boise, ID; and Mark Mitchell, Stimson Lumber Co., Portland, OR



Garth Williams, Idaho Forest Group, Coeur d'Alene, ID; Paul Waldon, J & H Forest Products Inc., Boise, ID; Lula Chance, ForesTel LLC, Roseville, CA; Sharon Gordon, Silver Creek Premium Products Ltd., Mission, BC; Russ Vaagen, Vaagen Bros. Lumber Inc., Colville, WA; and Greg Smith, Gilbert Smith Forest Products Ltd., Barriere, BC



Leslie Southwick, C&D Lumber Co., Riddle, OR; Terry Miller, Softwood Forest Products Buyer, Memphis, TN; and Kris Lewis, C&D Lumber Co.

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Turn Growing Pains To Gains With Epicor Software

In this post-recession era, it's easy to rejoice that business is picking up. But as a manager or owner, you need to know more—because there is also risk in growth. Do you know how your business is really doing?

Insight and Intelligence from Software

You ask yourself questions every day: Am I producing the most profitable products, which suppliers should I work with, who are my top customers? It's more important than ever to have visibility into your operations and financial standings. When costs change daily, supply chain contracts are negotiated on-the-fly, inventory is climbing, and decisions are needed at lightning speed, you need information at your fingertips. "Wood products suppliers can't wait days—never mind until month-end—for production, costing and margin information," says Keith Matterson, Senior Director of LumberTrack at Epicor Software. "Managers need to see live data—specifics about their operation, and trends and financial statistics—on their computer screens or iPads without having to wait for a report to be generated. That's where LumberTrack is offering real value to its users today."

Allison Carter of Millar Western agrees: "LumberTrack makes us more competitive," says Carter, Supervisor of Credit, Sales Admin. & Transportation. "It has made us smarter in our day-to-day jobs."

LumberTrack—Your Business Built Right In

"The fundamental reason that LumberTrack gives wood products manufacturers and wholesalers better information than generic systems is that LumberTrack is designed for this industry. It's all it does," says Epicor's Matterson. "Our business practices, industry terminology, inventory classification and costing, shrinkage, shipping practices—you name it—it's built right in."

"We use LumberTrack at all our mills, which is a testament to the capabilities of the program since our mills produce a wide variety of products," says Mark Bettencourt, Finishing Superintendent at Interfor. "It has unified the way we do things, and having real-time visibil-



Mark Bettencourt, Finishing Superintendent at Interfor, says LumberTrack unifies processes at their diverse operations.

ity has been a huge improvement."

As a value-added distributor, Patrick Lumber's CFO, Mark Auxier, agrees that LumberTrack matches its workflow and streamlines its processes. "We're getting a ton of benefits from LumberTrack. It has assisted us to become more efficient in many ways," says Auxier. "Our business is up 15%, and I think we can grow another 20% or 30% with the same staff."

Better Information, Better Business Practices

Visibility into real-time production, sales and inventory allows producers to optimize the business for highest profitabil-



Derek Ratchford, GM of Anthony Forest Products' EWP Division, says people are more engaged because of LumberTrack.

ity and customer satisfaction.

Anthony Forest Products uses inventory information to create production schedules that best satisfy customer demand at the highest possible margin. "Before, we were operating in the dark. Conversations used to be questions," says Derek Ratchford, General Manager of Anthony's Engineered Wood Product Division. "Now I can get all the answers I need with a click in the LumberTrack system. LumberTrack has people more engaged in looking for solutions and opportunities, because the data in it is reliable and consistent."

Strategic Initiatives Enabled by Adaptable Systems

Moreover, the strategic initiatives that reward companies with first mover and competitive advantage, economies of scale, and new markets are only possible when supported by business sys-

tems that are adaptable, configurable, and extensible.

"We did a complete shift and increased our export business by 60%," says Colette Peterson, Director of Sales, Accounting and Administration at Interfor. "We acquired new mills and were able to put them straight into LumberTrack. We wouldn't have been able to accomplish our business initiatives without access to the type of information and reporting that we have with LumberTrack."

Epicor—A Better Technology Partner

One thing that surely didn't slow during the recession was the relentless pace of technological change. While many lumber software vendors struggled to fund ongoing development and adequate customer support, LumberTrack has remained profitable, staffed with outstanding personnel, and up-to-date with current technology.


"LumberTrack moves with the times," says Millar Western's Allison Carter. "In the lumber industry, there's always so much change, for example, to Softwood trade and customs rulings and export taxes. You need a software system that is adaptive in its thinking."

"We use LumberTrack out-of-the-box so that we don't need to retain additional IT resources in-house," Carter continues. "With LumberTrack now part of Epicor, it's in an even better position to keep pace with change. The advantages of a bigger company give the LumberTrack team even more ability to deliver a product that helps us remain competitive in our world."

For more on these LumberTrack success stories, visit epicor.com/LumberTrack. For information on other Epicor solutions for lumber producers and wholesalers, visit epicor.com/LBM ■



Allison Carter, a supervisor at Millar Western, says LumberTrack makes them more competitive.




Potlatch FSC® Certified Wood Products

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

LUMBER St. Maries, Idaho <ul style="list-style-type: none">• Douglas Fir and Larch Framing Lumber 2 x 4 and 2 x 6• Hem Fir Framing Lumber 2 x 4 and 2 x 6• Inland Red Cedar Decking and Boards	Warren, Arkansas <ul style="list-style-type: none">• Loblolly Pine and Shortleaf Pine Framing Lumber 2 x 4 to 2 x 12 Bemidji, Minnesota <ul style="list-style-type: none">• Spruce, Pine Fir Studs, 2 x 4 and 2 x 6	Gwinn, Michigan <ul style="list-style-type: none">• Spruce, Pine Fir Studs, 2 x 4 and 2 x 6 PLYWOOD St. Maries, Idaho <ul style="list-style-type: none">• Douglas Fir plywood• White Fir plywood – sanded, industrial and sheathing
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Potlatch Corporation
Wood Products Division • 601 West First Avenue Suite 1600 Spokane, WA 99201
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The FSC logo identifies products which contain wood from well managed forests certified in accordance with the rules of the Forest Stewardship Council. The Global Benchmark for Responsible Forest Management. FSC trademark. ©2009 Potlatch Corporation. www.fsc.org COC-1419

 www.potlatchcorp.com

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Brad Flitton and Ben Meachen, Western Forest Products, Vancouver, BC; Patrick Miller, Boise Cascade LLC, Dallas, TX; and Ryan Furtado and Matthew Burk, Western Forest Products



Mike Kelly, Mid-State Lumber Corp., Branchburg, NJ; Jim Edniger, Bitterroot Valley Forest Products, Missoula, MT; and John Fijalkowski and Bill Artigliere, Mid-State Lumber Corp.



Kevin Smith, Pat Lynch and Sheri Roberts, Roseburg Forest Products, Roseburg, OR; Dusty Hammack, Arrowhead Lumber Sales Inc., Oklahoma City, OK; Gary Pittman, Roseburg Forest Products; and Ryan Morrison, Arrowhead Lumber Sales Inc.



Sergio Barbon, Leslie Forest Products Ltd., Delta, BC; Jim Vandegrift, Bennett Lumber Products, Princeton, ID; Dante Diorio, Diorio Forest Products, Ashland, VA; Clifford Despain and Daniel Ricks, Snaveley Forest Products, Liberty, NC; and Joe Buttice, Bennett Lumber Products



John Branstetter and David Bruce, Vaagen Bros. Lumber Inc., Colville, WA; Paul Waldon, J & H Forest Products, Boise, ID; and Scott Robbins and Jerod Kappes, Manion's Wholesale Building Supplies, Superior, WI



Kelly Russell, Russell Forest Products Inc., Hartselle, AL; and Ward Mitzer, Epicor Software, Dublin, CA



Chris Sainas, Dakeryn Industries Ltd., North Vancouver, BC; Jeff Lalonde, Iron Mountain Trading Inc., Vernon, BC; and Dave Farley, BC Wood Specialties Group, Langley, BC



Marc Irby, U.S. Cedar, Sherwood, OR; Chris Boyd, Probyn Group, New Westminster, BC; David Warford, U.S. Lumber Group, Duluth, GA; Todd Kion, Jason Mann, Dave Cochenour, Rod McKay and Jeff Cook, Probyn Group



Dennis Wight and Tyson Palmer, Pacific Western Wood Works, Delta, BC; and Dean Fedoruk, Triad Forest Products Ltd., Delta, BC



Terry Gaines and Michael McInnes, Terminal Forest Products Ltd., Richmond, BC; Mark Carter, Edmund A. Allen Lumber Co., Mokense, IL; and Graham Picard, Terminal Forest Products Ltd.



Dirk and Sandy Kunze and Steven Hofer, Interfor, Bellingham, WA; and Bruce St. John, Western Forest Products, Vancouver, BC



Reid Schooler, Buckeye Pacific LLC, Portland, OR; Ken Munyon, Swanson Group Sales Co., Glendale, OR; Jeff Morris, Buckeye Pacific LLC; and Chris Swanson and Brian Johnson, Swanson Group Sales Co.



Warwick Colgan, Sapphire Lumber Co., Hamilton, MT; and Amy Vitek and Eric Lawrence, Boise Cascade Glulam, Homedale, ID



Mike Herrema, Disdero Lumber Co., Clackamas, OR; Bruce Kulzer, Hood Distribution, Hattiesburg, MS; Ryan Kline, Disdero Lumber Co.; (front) Liz Ritz, Hood Distribution; (behind her) Bob Lattanze, Hood Distribution; and Gunnar Brinck, Disdero Lumber Co.



Steve Herbstritt, Industrial Lumber Sales, Hamilton, MT; David Hanson, Snider Industries LLC, Marshall, TX; and Jack Gablehausen and Tim Hanson, Industrial Lumber Sales



Alden Robbins, Robbins Lumber Inc., Searsmont, ME; Karen Stephens, Klumb Lumber Co., Covington, GA; Tonia Tibbetts and Jim Robbins, Robbins Lumber Inc.; and Steve Funchess, Klumb Lumber Co., Loxley, AL



John Gillis, Taiga Building Products, Burnaby, BC; Archie Rafter and Sam Satosono, Andersen Pacific Forest Products Ltd., Maple Ridge, BC; and Tom Davis, Taiga Building Products



Wade Mosby and Eric Schooler, Collins, Portland, OR; Jay Orendorf, Neiman-Reid Lumber Co., Panorama City, CA; and Cameron Waner and Josh Dean, Collins

Additional photos on page 30



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We are an independent wholesale and distribution forest products company specializing in: Eastern White, Ponderosa, Radiata, and Southern Yellow Pine.

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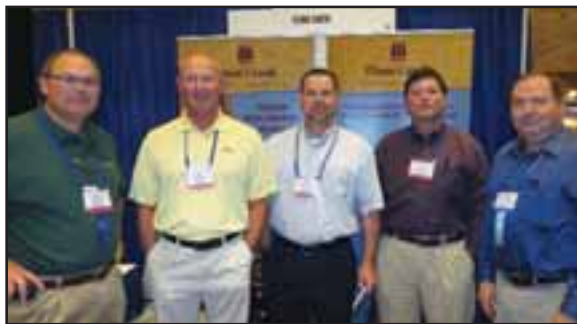
Bruce Jones and Jim Walsh, Rosboro, Springfield, OR; Todd Eaton, Weyerhaeuser, Charlotte, NC; and Greg Carter, Rosboro



Bernie Nugent, Warren Trask Co. Inc., Lakeville, MA; Russell Coulter and Jack Bowen, Hancock Lumber Co., Casco, ME; and Vincent Micale, Warren Trask Co. Inc.



Diane Tutush and Scott Lindsay, Skana Forest Products Ltd., Richmond, BC; and Tim Snell, McIlveen Lumber Industries, Calgary, AB



Russ Hobbs, Plum Creek Timber Co., Columbia Falls, MT; Bill Ahrens and Frank Peaslee, Plum Creek Timber Co., Meridian, ID; Tom Hackman, Plum Creek Timber Co., Columbia Falls, MT; and Steve Culbertson, Sherwood Lumber Corp., Lake Oswego, OR



Jim Brady, Mark Cheirrett and Mike Boone, ECO Chemical Inc., Seattle, WA; and Omar Lavelle, Lavelle Company, Fargo, ND



Griffin Augustin, Kalesnikoff Lumber Co. Ltd., Castlegar, BC; James O'Grady, Goodfellow Inc., Delson, QC; Ken Kalesnikoff and Corey Scott, Kalesnikoff Lumber Co. Ltd.; and Jeff Lalonde, Iron Mountain Trading Inc., Vernon, BC



Rick Esselstein, Forest Products Group Inc., Columbus, OH; Rob Bengough, Leslie Forest Products Ltd., Delta, BC; Wayne Miller, Softwood Forest Products Buyer, Memphis, TN; Rick Palmiter, Idaho Forest Group, Coeur d'Alene, ID; and Jim Shalvoy, Cedar Creek Wholesale Lumber, Broken Arrow, OK



Tyson Palmer and Dennis Wight, Pacific Western Wood Works Ltd., Delta, BC; and Wayne Miller, The Softwood Forest Products Buyer, Memphis, TN



Addison Ross, Jameson Craig and Tony Darling, Skana Forest Products Ltd., Richmond, BC



Dave Pollock, Bakerview Forest Products Inc., Maple Ridge, BC; Chris Beveridge, Skana Forest Products Ltd., Richmond, BC; Brad Morrow, Coastal Forest Products, Bedford, NH; Doug Clitheroe, Interfor, Burnaby, BC; and Dirk Kunze, Interfor, Bellingham, WA



David Helmers, Weyerhaeuser, Federal Way, WA; Ryan Furtado, Western Forest Products Inc., Vancouver, BC; Reed Brunson, Weyerhaeuser; and Jamey Dunse, Western Forest Products Inc.



Danny Bachman, Dixie Plywood & Lumber Co., Savannah, GA; Kyle Jones, West Bay Forest Products & Manufacturing Ltd., Langley, BC; and James O'Grady, Goodfellow Inc., Delson, QC



Rick and Lillian Ekstein, Weston Forest Products Inc., Mississauga, ON; and Bob Owens, Owens Forest Products LLC, Duluth, MN



Andy and Rena Goodman, Sherwood Lumber Corp., Islandia, NY; Pat Managan, Stock Building Supply, Raleigh, NC; and Josh Goodman, Sherwood Lumber Corp.



Carl McKenzie, U.S. Lumber Group, Duluth, GA; John Quast, Patrick Lumber Co., Portland, OR; Marc Saracco, SmithBucklin, Chicago, IL; and Lawrence Newton, U.S. Lumber Group



Mark Erickson, Blue Book Services, Carol Stream, IL; Pat and Tenda Bordon, Crest Natural Resources, Pineville, LA; and David Jeffers, PPG Machine Applied Coatings, Raleigh, NC



Ken Trainor, Diacon Technologies Ltd., Hawley, PA; Konrad Tittler, Diacon Technologies Ltd., Richmond, BC; and Robert Jordan and Robert Harris, Jordan Lumber & Supply Inc., Mt. Gilead, NC



Rob Latham, Tri-State Forest Products Inc., Springfield, OH; Steve Sprenger, Sprenger Midwest Inc., Sioux Falls, SD; and Terry Miller, The Softwood Forest Products Buyer, Memphis, TN



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Idaho Timber Gains Positive Impact From Restored Coughatta Mill

Boise, ID—From its headquarters, located here, Idaho Timber has successfully navigated challenges and has grown to operate 10 facilities, each strategically located to service specific customer markets with Ponderosa Pine, Douglas Fir, White Fir, Spruce, Southern Yellow Pine and Cedar. Last year, Idaho Timber undertook the daunting challenge of resurrecting a sawmill that had been shuttered for five long years. Located in Coughatta, LA – a tiny town that 2,000 people call home – this sawmill has proven instrumental in boosting Idaho Timber’s overall sales figures by 25 percent so far this year.



Idaho Timber’s refurbished Coughatta, LA, sawmill has proven instrumental in boosting the company’s overall sales figures by 25 percent this year.

However, Coughatta’s positive impact on the bottom line of 35-year-old Idaho Timber has not occurred without challenges. “In the process of bringing Coughatta back online, we had a multitude of snags – some expected and some unexpected,” said Idaho Timber President and CEO Ted Ellis. “In the South, with the humidity, machinery deteriorates more quickly than what we’re used to experiencing in the Northwest. Restarting a lumber manufacturing facility that had been shuttered for such a lengthy period of time required major repair or replacement of key equipment and machinery.” At Coughatta, Ellis explained, “We refurbished much of the old equipment. Many of the motors needed to be replaced. Most of the transfer chains and belts had to be replaced. The rolling stock all had to be replaced or purchased. We had to do major work on both boilers. So the investment was significant by the time we completed



Idaho Timber President and CEO Ted Ellis

those projects, but we have been very satisfied with the results. Now that we are up and running the performance is significantly better than what we anticipated, and the market has given us some help. We are producing 2x4 and 2x6 dimension, as well as the wider widths in smaller quantities. We’ve also just begun producing some 5/4 decking. We will likely produce mostly dimension at this facility with 5/4 decking and 4/4 boards being the fallback production items as the market allows. Coughatta serves a domestic customer base, primarily located in Louisiana, Texas, the Gulf Coast and the broader Southeast region.” Ellis stated, “We could send some product that would have higher value into other areas of the country, but most of it stays in the South. Due to that, what we ship out of Coughatta travels by truck.” “We continue to see changes that we would like to make to the mill in the future, but we are evaluating those as we bring production up to capacity and run the mill efficiently to determine where the bottlenecks might be and where efficiencies can be gained. We are encouraged overall with the acquisition and the progress.” In Coughatta, Idaho Timber employs 100 working one shift under the supervision of General Manager Coy Ernst. At Coughatta, “The raw material log basket is tight and we draw from a relatively small radius around Coughatta, within a hundred miles, and the same holds true for our Carthage, Arkansas, sawmill. Our northern Idaho mill, Idaho Cedar Sales, has ongoing challenges securing suitable logs to allow for additional growth.” Ellis noted that Idaho Timber has made capital investments and market share im-



This dimensional lumber remanufacturing facility, located in Lake City, FL, is one of five owned by Idaho Timber.

provements in each of its operations, particularly in regard to just in time products and services. Idaho Timber’s facilities have avoided some of the transportation issues that have plagued many lumber manufacturers because the company has traffic personnel dedicated to each location. “We also have steady volumes so we’ve been able to build relationships and partnerships with the trucking companies to ensure that we have adequate availability to ship our product. We get the loads out when we say we will get them out,” assured Ellis. Idaho Timber stakes its longstanding reputation so much on that promise of timely delivery of product that Ellis is confident this year’s shipment figures will reach or exceed 425 million board feet. He elaborated, “Companywide, we have the one-shift capacity to ship a billion board feet annually, so we have a lot of ability to grow organically. Yet there are many factors influencing why we don’t at this point in time. “First: you have to have raw materials supply and must have the logistics in place to be able to move the volume. In addition you also must have enough profit potential to buy the raw material and process it. We source raw materials for our remanufacturing divisions out of both the U.S. and Canada. Production volume increases for these divisions as more potentially profitable material is available and sufficient demand exists to sell it at a high enough price that it makes sense. “We are continuing to look for acquisitions. We will continue to search for growth opportunities for primary production and we’ll continue to look for opportunities to strengthen our company in niche product areas or niche market areas where we can distinguish ourselves from the commodity market for remanufacturing and distribution.” Idaho Timber has five dimensional lumber remanufacturing facilities located in Boise ID, Albuquerque, NM, Fort Worth, TX, Henderson, NC, and Lake City, FL, plus board remanufacturing facilities located in Weiser, ID, and Chadbourne, NC. The company also operates a traditional sawmill in Carthage, AR, producing 5/4 SYP Radius Edge Decking, and a Cedar products mill in Troy, ID, manufacturing Split Rail Fencing. Idaho Timber is a member of Treated Wood Council, Idaho Forest Products Commission, North American Wholesale Lumber Association, American Wood Council and is SFI and/or FSC certified in several locations. For more information visit www.idahotimber.com ■

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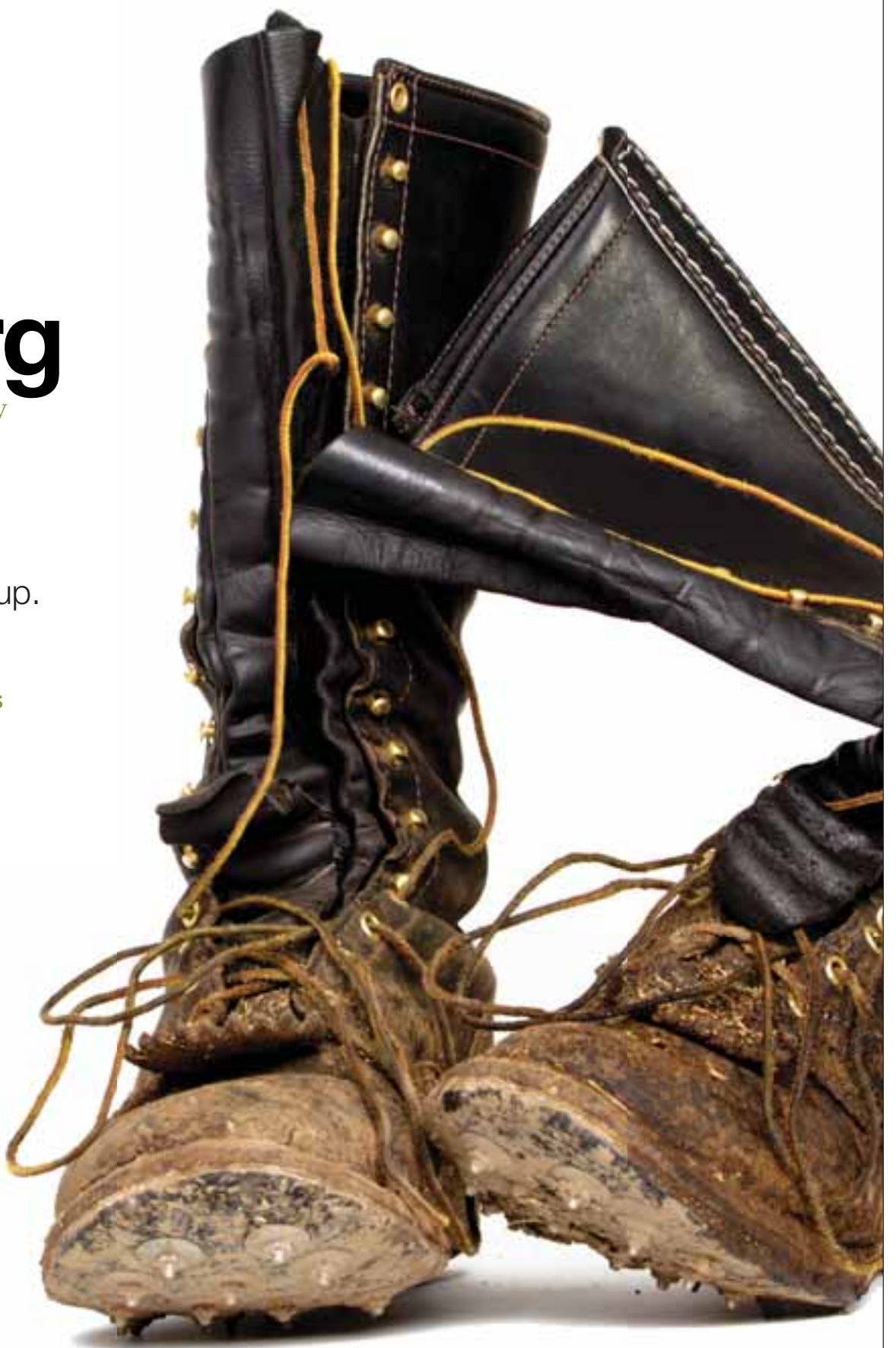
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Kalesnikoff Lumber Is Celebrating 75 Years in Business!

Proudly family owned and operated, Kalesnikoff Lumber Co. is celebrating 75 years in business this year. Since 1939, the Kalesnikoff family has remained true to their family traditions – a commitment to quality and excellent forest management. As a world-class lumber manufacturer, our mill continues to produce some of the finest grain, highest quality Softwood lumber products on the market. Now into our fourth generation of family management, the company is currently owned and managed by Ken Kalesnikoff, the great-nephew of founder, Koozma Kalesnikoff.

Humble Beginnings

The legacy began when Koozma’s parents arrived in British Columbia (BC) in 1911 to join a communal Doukhobor settlement. As Russian immigrants fleeing persecution, Koozma’s parents and brothers arrived with dreams of peace and prosperity. Unfortunately, soon after settling, the Great Depression set in and times became much tougher than expected, with opportunities few and far between.

Kalesnikoff founder Peter Kalesnikoff in the late 40’s.



Pictured is an historical photo of an original logging truck like those used when Kalesnikoff was beginning its business.

After falling trees with hand-saws and hauling logs by

horse in the hungry 30’s, Koozma decided to apply for timber rights up China Creek, 10 miles south of Castlegar, in hopes of creating a more prosperous future for himself and his family. For the first eight months, he and his brothers (Peter and Sam) used axes, horses and cross-cut saws to punch their first logging road the distance of two miles. By the summer of 1940, the beginnings of the Kalesnikoff sawmill was built.

The Kalesnikoff brothers continued to invest in their dream by modernizing their equipment and properly managing the forests, with long term sustainability in mind. Right from the beginning, the Kalesnikoff’s understood the importance of preserving the natural landscape, as Koozma always said – “Take Care of The Land, And The Land Will Take Care Of You.”

After several relocations, the brothers eventually established a permanent mill site in 1971 in Thrums, where the Kalesnikoff mill stands today.

The Kalesnikoffs always saw their business as a legacy for future generations, and so as the family continued to grow, so did the business. At just 14, Peter’s son Pete Jr. joined the workforce and became a driving force in the expansion and improvement of the mill in the years that followed. He became the head sawyer at 18 and company bookkeeper at 20.

Pete’s devotion helped grow the company from a small bush mill cutting just 3,000 FBM/day to one of the cleanest, well-run specialty mills in BC, producing over 300,000 FBM/day.

The emphasis on family management continued when Pete Jr.’s son Ken first joined the team as a young teen. Thanks to years of mentorship and on-the-job experience, Ken was ready and able to take the reins with Pete Jr.’s passing in March 2006.

Ken has successfully spearheaded the development of new niche product lines for export markets. Even during market downturns, the company has run 360 days a year with no shut-downs.

In the late 1990’s Ken and his wife, Elaine, saw an opportunity to produce quality value-added products designed to protect and beautify your home. In 2000, a new re-manufacturing facility, Kootenay Innovative Wood (KIW), opened its doors supplying

customers throughout North America with product lines including siding, paneling, roof decking, flooring and trim.

75 Years Later....

75 years and three generations later, Kalesnikoff Lumber has grown into a modern, multi-species 75 million fbm capacity mill, employing 150 full-time people.

Following the tradition of “keeping it in the family”, Ken’s son Chris is now the Operations Manager and Ken’s daughter Krystle is the company’s Chief Financial Officer.

The Kalesnikoff family continues to plan for the future of the business and two years ago invested \$18 million to modernize the small log line portion of the mill.

Keys to Success

Kalesnikoff is part of a small group of independent, family owned mills operating in the interior of BC. Being a smaller company has allowed us to adjust and adapt our products more quickly to changes in market demand. The mill is extremely flexible; we are currently able to offer over 1,000 different products in custom and standard dimension lumber sizes. We have also developed a reputation for excellent drying capabilities thanks to our tried and true drying process.

Our location in the exceptionally fertile region of the Kootenay “Wet-Belt”, also known as the “Interior Temperate Rainforest”, provides us with access to some of the most sought after Softwood lumber in the world. We are able to produce premium quality Douglas Fir timbers, Lamstock, and Japan Grade lumber thanks to our fine grain, small knot fiber. In addition to Douglas Fir, the mill is currently cutting Western Larch, ESLP, Western Hemlock and Western White Pine.

Following the tradition of sustainable forestry, both KIW and Kalesnikoff Lumber are proudly chain-of-custody Forest Stewardship Council (FSC) certified and able to offer products certified to today’s highest environmental standards.

Thanks to the support of our customers, we look forward to another 75 Years in the business!

Visit Kalesnikoff.com for more information on our products and species. ■

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INTERNATIONAL FOREST PRODUCTS: Dedicated To Worldwide Trade, Manufacturing Of Forest Products

International Forest Products LLC (IFP), a member of The Kraft Group Companies (The Kraft Group companies include Rand Whitney, Gillette Stadium, New England Patriots and the New England Revolution), is a 42-year-old, Boston-based family company dedicated to the worldwide trade and manufacturing of forest products.

IFP was established in 1972 by Robert Kraft when he became the leader of his wife's family's box plant in Worcester, MA. The business grew consistently under his leadership including the additional forest products. Now IFP trades forest products in 83 countries around the globe. The company's full product spectrum includes solid wood products, pulp, paper, steel, plastics and bio-mass.

Today, IFP is a global leader with 130 employees, and is North America's largest privately-held trader of forest products commodities. The company's model is to assume the business risks and logistics demands associated with selling forest products to a global marketplace.

IFP is structured to work seamlessly without corporate borders to interfere with good decision making and also without management boundaries to restrict the exchange of new ideas. Because IFP is privately held stockholders and investors cannot limit



International Forest Products is a global leader with 130 employees, and is North America's largest privately-owned trader of forest products commodities.

vision and growth. IFP offices are located in multiple regions of North America for ease of accessibility. Additionally, IFP has subsidiary offices in Shanghai and Hong Kong, China, Kuala Lumpur, Malaysia, Gothenburg, Sweden, London, England and Moscow, Russia.

Domestically, International Forest Products' administrative headquarters, which is the backbone of the company's day-to-day logistics, documentation and operational workload, is situated at One Patriot Place, Foxboro, MA, home to the New England Patriots' NFL football team.

Solid Wood trading offices are also located in Saratoga, NY, Atlanta, GA, and Vancouver, BC, Canada. Steve Maneri leads the New York office as director of solid wood products. Maneri brings 29 years of forest products experience to his position. That experience was earned in various segments of the industry, including marketing of various wood species, such as Southern Yellow Pine (SYP) and Spruce-Pine-Fir (SPF), as well as importing, exporting and bio-mass expertise. Today, at his New York office, Maneri primarily trades in imported Spruce dimensional lumber, 2x4 through 2x12, and exports SYP dimension, boards and timbers. Maneri also oversees sales of wood pellets for the domestic and offshore markets.

In the Southeast, Joel Osterloh leads the Atlanta, GA, office as director of solid wood products. Osterloh possesses 23 years experience in the forest products industry. The Atlanta office sells to major distributors and wholesalers in each country to which IFP exports. This includes the Caribbean, Mexico and Central America. Products exported include Southern Yellow Pine dimension, boards, timbers, dressed and rough. IFP's Atlanta office also handles panel products, such as OSB and MDF, and ships panel products from South America throughout its markets.

From the West Coast Buzz Nielsen trades tropical hardwood decking throughout North America exclusively to wholesale distribution. Nielsen has 36 years in the industry and has focused solely on trading tropical hardwood decking since 2008.



In Vancouver, Jay Puder leads that team with over 20 years experience in the lumber industry. He is currently executive director of solid wood products Canada and oversees exporting of logs to the Asian market, including China, Taiwan and Japan, where distributors consume solid wood products, dimension lumber and timbers. Puder's office also offers custom cutting of coastal Softwoods.

At home around the world, International Forest Products is a company in which "think global, act local" is more than just a working philosophy. Customers can rest assured that they will have the same "mill-direct" access to IFP products, along with having the tremendous market presence and back-office support that IFP brings.

IFP's understanding of worldwide business practices are essential to its mission, which is to provide world-class service in sourcing and marketing forest products worldwide.


IFP's presence in local markets enables it to furnish mills with up-to-date market information concerning Europe, the Middle East, the Far East, Africa, and North and South America. With the ability to conduct business in many languages, IFP assesses local market conditions, supply availability and pricing trends, and then translates this information into specific market opportunities. In addition, IFP has solid relationships with a diversity of producers committed to export markets, giving the flexibility to fulfill large or small orders and adapt to demanding delivery dates.

IFP is equipped to get information in a client's hands instantly, so that it can be put to use in near real time. The company has made a major investment in a proprietary on-line order processing and accounting system, which is used to keep in close contact with all the transaction parties. Electronic data interchange (EDI) is used to monitor the status of an order from the time it is placed until it is completed and closed. Once an order is placed, IFP and its agents are in constant contact with the customer, shipping company and suppliers to ensure that orders are processed quickly and accurately.

International Forest Products is a member of NAWLA, the Southern Forest Products Association, the Southeastern Lumber Exporters Association and the International Wood Products Association.


For more information, contact: Joel Osterloh, joelo@ifpcorp.com Steve Maneri, stevenm@ifpcorp.com or visit www.ifpcorp.com and www.thekraftgroup.com ■

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Mid Valley Lumber: A Leader In Meeting The Needs Of Western Red Cedar Customers

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



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

Mid Valley's head office is located in Langley, BC, and they have a satellite sales office in Chilliwack, BC. Most of their lumber is processed at a Cedar Remanufacturing Facility in Maple Ridge, BC.

The sales team includes Omar Derkach, Bryan Lundstrom, Brian Williams and President Al Fortune. Keeping the whole operation running smoothly is Comptroller Wendy George. These veterans of the lumber industry know the importance of treating the customer as you

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

Mid Valley Lumber has come a long way from their humble beginnings 20 years ago as an Office Wholesaler selling production from local mills to being a significant Manufacturer/Distributor of their own line of quality Western Red Cedar products. Fortune says, "We're running approximately 22,000,000 fbm a year with a large portion of the finished production shipping by Rail Car. We're on track to do 120 cars this year alone." Their products are shipped throughout Canada and the United States as well as many overseas destinations.

Mid Valley sources most of their raw material from two main geographical areas. Their primary fiber source comes from the beautiful British Columbia coastal region



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



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where the older growth logs tend to be darker red in color and this is supplemented with the finer grained material from the interior of the province.

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

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



Pictured is Mid Valley's 2x2 WRC product.

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

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

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

For more information about Mid Valley Lumber Specialties Ltd., visit the company website at www.midvalleylbr.com or call 604-510-1288. They can also be reached by email: al@midvalleylbr.com; bryan@midvalleylbr.com; omar@midvalleylbr.com; bw@midvalleylbr.com. Fax number is 604-510-1088. ■

**Please Visit Us At
NAWLA Booth 703**

Market Welcomes Interfor’s Reserve Pine

By Terry Miller

Vancouver, BC—Early sales of Interfor Corporation's new high-end Reserve Pine boards have more than met expectations.

The positive response is certainly not a surprise to Steven Hofer, Interfor’s Senior VP of Sales and Marketing. “We’ve been planning this product and its launch carefully, and things are working out exactly as intended,” he says.



Reserve Pine boards are available in dimensions from 1x4 to 1x12. They have a moulded 1/16th micro-eased edge, and are ideal for fascia, interior trim, general building construction and pattern blanks.

This includes working with strategic partners to distribute Reserve Pine products across North America, including Boise Cascade, Forest Products Supply/FP Supply, Midwest Lumber, Neiman Reed Lumber, Parksite Inc., Universal and Weyerhaeuser. It also includes backing the product line with a strong and co-ordinated co-branding program.

Stan Jensen is Commodity Product Manager for Boise Cascade, one of the companies distributing Reserve Pine. He’s found that customers are impressed by the products: “They like the consistently machined smoothness, and find the eased edges make the boards nice to handle. I expect our Reserve product line will grow in value as more people learn about it.”

This sentiment is echoed by Dave Worthington, General Manager of FP Supply, Indianapolis: “Building a brand is what we are good at,” he says. “We will really be able to run with Interfor’s Reserve Pine Line.”

Reserve Pine boards are available in dimensions from 1x4 to 1x12; they have a moulded 1/16th micro-eased edge, and are ideal for fascia, interior trim, general building construction and pattern blanks.

The Reserve Pine product line also includes paneling and decking. Lodgepole Pine and Ponderosa Pine paneling is available in both traditional and custom patterns, and is meticulously and attractively end-capped to protect the milling quality.

Reserve Pine V-Joint Decking is machined to a tight-fitting beveled tongue and groove pattern, run out of a single species of Pine, making the product a great complement to the rest of the line. The decking is graded for both visual and strength criteria.

Planning for Reserve Pine began back in the fall of 2012.

At that time, Interfor’s Gilchrist Mill in Oregon was making commodity lumber products from some of the finest Lodgepole and Ponderosa Pine in North America.

“Gilchrist is located near Oregon’s Central Plateau,” says Hofer. “The wood has a distinct grain pattern, tight knots and an appealing golden color. We knew it was perfect for a higher-value product, and we also knew there was market demand for top-of-the-line Pine boards.”

Interfor had spent \$10 million in upgrades since it bought the Gilchrist Mill in 2004, and invested another \$5 million to reinvent Gilchrist – turning it from a commodity mill to a specialty mill with the most advanced finishing system in the world. When the first board came off the line on April 6,

Hofer says they knew they had a winner. By next year, Reserve Pine is expected to make up half of the mill’s total production.

“Gilchrist needed this strategic investment so we could enter the premium board market,” Hofer says. “We knew we had to match the best quality on the market, and that’s exactly what we did.”

The state-of-the-art European equipment Interfor installed at Gilchrist included a Weinig H5000 high-speed moulder and Leitz precision planer heads. Assembled in Sweden, it provides the accuracy needed for a superb finish quality on both the face and edges of the new Reserve Pine products.

Hofer is pleased with the response to Reserve Pine, and is positive about the future. “We are building value for customers by providing a high-quality product with an impeccable look and feel,” he says. “And we expect to expand production as the demand grows.” ■



The state-of-the-art European equipment Interfor installed at Gilchrist included a Weinig H5000 high-speed moulder.

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