

EASTERN WHITE PINE



Pleasant River Pine Eastern White Pine Mills produce a combined 35 Million Board feet per year from two mills (Hancock Maine (FSC-certified) and Sanford, Maine).

- High quality Eastern White Pine in a variety of grades and patterns
- Production and drying capacity of 700,000 board feet per week

CONTACT:

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OUR LOCATIONS



www.pleasantriverlumber.com

Pleasant River Lumber is a 100% U.S., family-owned Maine business with four generations of experience in the forest products industry.

* All lumber sold through wholesale, wholesale distribution, and buying cooperatives



Booth No.	Company
335	Accoya
823	Ah Hai Industries SDN BHD
705	Ainsworth Group of Companies
113	Andersen Pacific Forest Products Ltd.
702	Anglo American Cedar Products Ltd.
734	ante-holz GmbH
628	Anthony Forest Products Co.
329	Arauco - North America
218	Arch Wood Protection
728	Arrow Reload Systems Inc.
803	Asia Building Materials Limited
108	B.P.D/The Merchant Magazine
623	B.W. Creative Railing Systems
104	Balfour Lumber Company
132	BB&T Insurance Services-National Forest Products P
107	BC Wood Specialties
302	Belco Forest Products
819	Benjamin Obdyke
518	Bennett Lumber Products
706	Biewer Lumber
437	Big Soo Reload
813	Binderholz Deutschland GmbH
313	Bitterroot Valley Forest Products
207	BLG Cargo Logistics GmbH
430	Blue Book Services
421	BNSF Railway
523	Boise Cascade Glulam Beams
714	Boise Cascade Wood Products
225	Boozer Laminated Beam Company
336	Boscos/Arbec Forest Products
530	BPWood
729	C & D Lumber Co.
334	C&C Resources Inc.
622	C.M. Tucker Lumber Companies LLC
303	Calculated Structured Designs Inc.
415	Canoe Forest Products Ltd.
233	Carrier Lumber
422	Center-Line Group
713	Century Aluminum Railings
708	Cersosimo Lumber Co.
610	CMPC
624	Coastal Forest Resources Company
718	Collins
500	Columbia Cedar
323	Conifex Timber Inc.
406	Dakeryn Industries Ltd.
722	Diacon Technologies Ltd.
723	Diebold Lumber Company
602	Digger Specialties, Inc.
305	DMSI
405	Dunkley Lumber Ltd.
315	Durgin & Crowell Lumber Co.
839	Eacom Timber Corporation
231	Eagle Plywood Specialties
325	ECO Chemical, Inc.
809	Elk Creek Forest Products
423	Empire Lumber Company
629	Enduris Extrusion
704	Epicor Software
204	Euler Hermes North America
730	Florida East Coast Railway
119	Forest Economic Advisors, LLC
220	Forest Products Distributors, Inc.
212	ForesTel
402	Fraserview Cedar Products Ltd.
431	Freres Lumber Co., Inc.
526	Gilbert Smith Forest Products Ltd.
411	Gorman Bros. Lumber Ltd.
410	Haida Forest Products Ltd.
710	Hampton Lumber Sales
719	Hancock Lumber Company
531	Hardel Plywood
203	Hardwood Forest Foundation
828	HLM Wood Products SDN BHD
404	Hoover Treated Wood Products, Inc.
527	Hy Mark Wood Mfg., Inc.
532	Idaho Forest Group
519	Idaho Timber Corporation
224	Independent Dispatch Inc.
726	Indiana Rail Road Company
618	INTERFOR
838	International Beams
310	InterWrap Corp.
223	INTL FCStone
128	Irving Forest Products Inc.
733	JELD-WEN, inc.
235	Jordan Lumber
533	Kalesnikoff Lumber Co. Ltd.
418	Kenora Forest Products
825	Kilang Papan Bukit Emas SDN. BHD.
829	Kilang Papan Mohamad Yusof & Anak-Anak SDN BHD
331	Klausner Trading USA, Inc.
106	Klenk Holz AG
202	Kop-Coat, Inc.
540	KP Software Systems
300	Krauter Auto- Stak
724	Landstar
520	Leslie Forest Products Ltd.
700	Lignum Forest Products LLP
228	Limington Lumber Co.
715	LP Building Products
521	LTG, Inc.
732	LWO Corporation/ Woodway Products
833	Mahol Enterprises
432	Maibec Inc.
307	Majure Data, Inc.
824	Malaysian Timber Certification Council
822	Malaysian Timber Council
539	Manning Diversified Forest Products Ltd.
304	Mary's River Lumber Company
306	Mason Forest Products
621	Matra
611	Maze Nails

Booth No.	Company
419	McShan Lumber Co.
309	Metrie
608	MetroWest Transload
537	Metsa Wood
703	Mid Valley Lumber Specialties Ltd.
234	Millar Western Forest Products Ltd.
123	Mobilier Rustique Inc
736	Murphy Company
427	National Nail
201	NAWLA
105	NAWLA Leadership Summit
818	Neiman Enterprises
821	Nordic Engineered Wood
311	Norman G. Jensen, Inc.
230	Norsask Forest Products Inc
324	North Enderby Timber
737	Northeastern Lumber Manufacturers Assn.
420	Nusku Partners, LLC
327	Oregon Canadian Forest Products
322	Osmose, Inc.
236	Pacific Lumber Inspection Bureau
712	Pacific Trail Mfg., Inc.
401	Pacific Western Wood Works Ltd.
209	Pacific Wood Laminates
601	Pacific Woodtech Corporation
709	Patriot Timber Products Inc.
409	Pennsylvania & Indiana Lumbermens Mutual Insurance
130	Pleasant River Lumber/Pine
739	Plum Creek
619	Plycem USA
425	Porcupine Wood Products Ltd.
614	Potlatch Corporation
408	Power Wood Corp.
414	PPG Machine Applied Coatings
208	Probyn Group
820	Profit Velocity Solutions
815	Progressive Rail Inc./Carload Connection
429	QuattroTimber by Synergy Pacific
120	Random Lengths
133	Raven Logistics, Inc.
435	Resolute Forest Products
835	Re-Transportation Company
711	Rex Lumber
110	Rielly Lumber Inc.
321	Robbins Lumber, Inc.
426	Rosboro
318	Roseburg Forest Products Co.
211	Royal Building Products
312	RoyOMartin
631	Samuel Strapping Systems
522	SaverSystems, Inc.
600	Sawarne Lumber Co. Ltd.
627	Scotch Gulf Lumber
413	Selkirk Specialty Wood, Ltd.
525	Seneca Sawmill Company Inc.
117	Shakertown
226	Shasta Green Inc.
115	Sherwin-Williams
227	Shuqualak Lumber Company
636	Sierra Forest Products
633	Sierra Pacific Industries
232	SilvaStar Forest Products
638	Simpson Lumber Company
524	Simpson Strong-Tie Co., Inc.
626	Sinclar Group Forest Products Ltd.
615	Skana Forest Products Ltd.
330	Snavely Forest Products
738	Snider Industries LLP
826	SNL Woods SDN BHD
529	Sodra Timber AB
118	Softwood Forest Products Buyer
625	Spruceland Millworks Inc.
727	Starborn Industries
632	Stimson Lumber Company
213	Sunbelt Rack - CT Darnell Construction
412	Sunset Moulding Company
827	Supreme Fame SDN BHD
109	Surrey Cedar Ltd
222	Taupo Wood Solutions
219	TECO
634	Terminal Forest Products Ltd.
319	Teton West Lumber, Inc.
613	The Dorris Lumber & Moulding Co.
400	The Teal-Jones Group
612	The Waldun Group
333	Thompson River Lumber Co. of Montana
205	Tiger Deck, LLC
725	Timber Holdings USA
433	Tolko Marketing and Sales Ltd.
214	TradeTec Computer Systems Ltd
814	TrimJoist Corporation
701	Tri-Pro Forest Products
121	Tristar Companies
221	Tri-State Lumber Co, Inc.
206	TYPAR - A PGI Brand
721	Union Pacific Railroad
210	Vaagen Brothers Lumber
332	Versatex Trimboards
837	Watkins Sawmills Ltd.
424	Weaber, Inc.
301	West Bay Forest Products Ltd.
111	West Coast Lumber Inspection Bureau
326	West Fraser Mills Ltd.
114	Western Forest Products Inc.
800	Western Wood Products Association
735	Westervelt Lumber
428	Weston Forest Products, Inc.
403	Westshore Specialties
112	Weyerhaeuser NR Company
605	WoodPro Software Inc.
407	Woodtone
528	Zip-O-Log Mills, Inc.



2014

Traders Market

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Traders Market Schedule

Wednesday, November 12

- 8:00 am - Noon** **Board of Directors Meeting**
Executive Committee, Board Members, Committee Chairs and Vice Chairs & Honorary Directors
- Noon - 7:00 pm** **Registration Open**
- Noon - 1:00 pm** **Luncheon**
Executive Committee, Board Members, Committee Chairs and Vice Chairs, All Committee Members & Honorary Directors
- 1:00 - 5:00 pm** **Exhibitor Set-up**
- 1:00 - 3:00 pm** **Committee Meetings**
- 3:30 - 5:00 pm** **10 Group Meetings - Invitation Only**
- 5:30 - 7:00 pm** **Networking Reception**
- After 7:00 pm** **Committee Dinners - Invitation Only**

Thursday, November 13

- 6:30 am - 7:00 pm** **Registration Open**
- 7:00 am - 10:45 am** **Exhibitor Set-up**
- 7:00 am - 11:00 am** **Customer Meetings or 10 Group Meetings - Invitation Only**
- 8:00 am - 9:30 am** **GenNext Educational Session**
- 9:00 am - 10:00 am** **Executive Committee Meetings - Invitation Only**
- 11:00 am - 12:30 pm** **Grand Opening Luncheon**
*Welcome by Traders Market Committee Chairman
Continuous 10-year Exhibitor Award Recognition
25-50-75-100 Membership Year Awards
Keynote Speaker: Scott Burrows*
- 12:45 pm - 6:30 pm** **Tradeshow Open**
Networking Central
- 5:00 pm - 6:30 pm** **Networking Reception (on show floor)**

Friday, November 14

- 7:00 am - 9:00 am** **Fellow Association Meetings**
- 7:30 am - 11:30 am** **Registration Open**
- 9:00 am - 1:00 pm** **Tradeshow Open**
Networking Central
- 11:30 am - 1:00 pm** **Lunch on Tradeshow Floor**
- 1:30 pm - 6:00 pm** **Exhibitor Dismantle**
- 2:00 pm - 5:00 pm** **10 Group Meetings - Invitation Only**

King Forest Industries: Customer Driven With A Can-Do Attitude

Wentworth, NH—By focusing on customer needs, King Forest Industries continues to reap success despite ongoing stubborn and challenging trends in the lumber industry. John King, president and owner of King Forest, depends on his seasoned 80-person staff to produce up to 30 million board feet of Eastern White Pine (EWP) annually. King has guided his company through multiple market trends and facility upgrades to meet the needs of their domestic, as well as international, customer base.

King Forest operates with a simple belief that we need to stay a step in front of our customers and constantly ask ourselves what we can do to make ourselves and our customers more successful. Then we listen carefully to our customers and make it happen. We feel that listening is of great importance in business, not only to listen to our customers, but also what is being said in the industry.



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

Our diverse portfolio includes a wide range of value-added and specialty products in commercial, residential and industrial applications. Quality control is of utmost importance to us. You can be assured that King Forest will do everything in its power to make the highest quality product.

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

King added that his company “is fussy about drying” in regards to quality and moisture

Forest's target drying goal is 8 to 10 percent

content. For the industrial market, King Forest with 12 percent as a peak. If the percentage exceeds 12 then the wood gets marked and redried. “We have lineal moisture meters on both of our dry lines to insure the customer receives dry lumber,” said King. “We feel this is extremely important. Stable lumber is what we ship.”

We continue to grow our business across all of our divisions. Our personnel are industry veterans who share the same commitment to excellence and personal service that has become a hallmark of our company. The “can do” attitude is prevalent throughout the company.

Our commitment to sustainable forestry is evident in every aspect of our business too. In January of 2012 King Forest Industries succeeded in becoming SF® (Sustainable Forestry Initiative) certified to show our seriousness to the commitment to sustainability. As part of that commitment we as a company have vowed to educate our suppliers, loggers, landowners and our community in sustainable forestry and woodlot management. We feel it is well worthwhile and has been very well received and in fact has been demanded by some of our customers.

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

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

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

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

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

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

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

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

For more information about this company, visit online at www.kingforest.com. ■

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Specialty Western Red Cedar At Skana Forest Products

Richmond, BC—Skana Forest Products Ltd., based here, markets Spruce Pine Fir, Hemlock, Western Red Cedar and plywood throughout North America and the overseas markets. The company is both a manufacturer and distributor of quality forest products.

Established by Chris Beveridge in 1987, Skana Forest Products produces a full program of high-grade specialty Western Red Cedar products at a remanufacturing facility in Vernon, BC.

Beveridge began in the lumber industry more than 40 years ago in the 1970's. He became a partner at Pacific Overland Timber in 1973.



Tyler Moore, Western Red Cedar Specialist, Export

By 1987, Skana Forest Products Ltd. was incorporated. “Over the past 25 years the business world has changed and Skana has grown with a mixture of new young traders and experienced traders with satellite offices in Montreal, Kansas and Florida,” Beveridge said.

The team of traders at Skana Forest Products has the knowledge and experience to assist with any customers lumber requirements. “We pride ourselves on our long-term relationships with both suppliers and customers,” Beveridge said. “Professionalism, integrity and value are the key components to every transaction at Skana.”

Skana's sizable team of traders includes: Kent Beveridge, Tony Darling, Jim Simmons, Jack Hetherington, Christian Owens, William Trant, Mike Norton, Jameson Craig, Rod Heth, Addison Ross, Tyler Moore, Scott Lindsay, Louis Picard, Adam Hazelwood, John Linsey, and Bruce DeLaurier.

The company's Western Red Cedar is available in 1"x4" through 8", S4S, Clear Vertical Grain; 1"x4" through 12", S4S Clear A and Better; 2"x4" through 8", S4S Clear Vertical Grain; 2"x4" through 12", S4S, Clear A and Better; and 2"x4" through 6", S4S, Clear C and Better. Clear and tongue and groove products are offered in 1"x4" through 6", Clear A and Better, Moulding Grade, Tongue and Groove and 1" x4" through 6", Architect Knotty Tongue and Groove. Western Red Cedar inquiries are handled by Scott Lindsay at (250) 558-0899.

Since 2009 Skana Forest Products has been producing 8'x14' Oak and Fir Hybrid Access Mats. “We pride ourselves on using high quality materials and workmanship to build a superior finished product,” Beveridge said. “We make several configurations of 8'x14' access mats using 1-3/4"x7-3/4" rough Midwestern dense hardwoods and Douglas Fir.”

All of the company's mats are assembled using approximately 190-3/8"x6" carriage bolts (nickel plated) positioned diagonally for additional rigidity. After fastening with a washer and nut, the bolts are broken off flush with the surface, distorting the threads to resist loosening.

The Hybrid uses Douglas Fir for the top and bottom layers, with dense hardwood for the corners and inner core. “Typically we manufacture with three fingers on the bottom for interlocking mats, that configuration can be modified if requested,” said Beveridge.

Skana's mat inventory is located in Herbert, SK, between Swift Current and Moose Jaw on the Trans-Canada Highway. Canadian inquiries may be directed to Jameson Craig at (800) 655-4213 and all U.S. inquiries are handled by Bruce Delaurier at (800) 966-3741.

Custom cuts are also available from small logging operations on Vancouver Island. Skana remanufactures at a secondary breakdown and export facility located in New Westminster, BC.

With access to quality lumber throughout Canada and the U.S., Skana Forest Products can deliver lumber to strategic locations for all overseas needs.

Skana Forest Products Ltd. is a member of the BC Wholesale Lumber Association, Western Retail Lumber Association, Western Red Cedar Lumber Association, North American Wholesale Lumber Association, International Wood Products Association, Western Wood Truss Association and the Building Supply Industry Association of BC. For more information visit www.skana.com. ■

Please Visit Us At NAWLA Booth No. 615

Wholesale/Wholesale Distributor Special Buying Issue



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



King Forest's dry kilns and storage buildings.



Hancock Lumber: 3 Mills, 3 Key Processes, Improving 3 Times Faster

Casco, ME—Making a great Eastern White Pine board for our customers takes a lot more than having top of the line equipment. Our teams continuously look for areas to improve and our latest initiative is a testament to our daily commitment to making Every Board Count. At the beginning of the year, Process Improvement Manager, Kevin Raven, organized work teams that brought employees together that shared similar roles across the three mills. With three mills within driving distance, key employees meet on a regular basis to



share ideas and develop ways to make the best Pine products possible. Each quarter employees from kiln drying, moulder operations and lumber grading convene for a day of focused work. These events provide employees the opportunity to see the other Hancock Lumber mills and a chance to work with their counterparts. Hancock's culture engages employees and encourages cross-mill communication on best practices that adds immediate value to the organization and its customers.

"It's amazing how many great ideas we can come up with when all of the moulder operators are together," says Jason Labbe, moulder operations manager for Hancock Lumber.

Ellis Williams, Bethel mill moulder manager added, "Seeing what the moulder operators from the other two mills are doing in their operations gives me a benchmark to measure my own performance."

The work doesn't stop when meetings conclude, however. Each person leaves with a set of action plans, along with deadlines for completion. "After the moulder operators work group met, we saw immediate improvement in the quality and consistency of the products coming out of the moulders," said Matt Duprey, Vice President of Sales.

Kevin Hynes, COO of the Sawmill Division commented, "We are committed to this process because we have seen how powerful it is." He continued, "It's a win-win – for the employees who participate in the process and for the customers who benefit from a product which is properly dried, has great milling and is graded to their specifications."

When the kiln drying team gets together, the focus is on finding ways to reduce the variation in moisture content between boards. Hancock Lumber's planer mills each track average moisture content and standard deviation in real-time from their respective inline moisture meters. The goal is to consistently deliver a product with an average moisture content of 11 percent with a standard deviation of less than 2 percent.

"There are a lot of variables to consider



Hancock Lumber Process Improvement Manager Kevin Raven organizes work teams that bring employees together that share similar roles across the company's three mills.

when drying lumber; weather, season, log freshness, the dry kilns themselves," explains Kevin Raven, Process Improvement Manager. "Working together with dry kiln operators from the three mills has resulted in best practices designed to ensure that every kiln charge meets our specifications."

Whatever work group is meeting, the team objective is always to ensure that Every Board Counts for the customer. While the process may vary, results and value added are the same for each work group, lumber graders included. With three mills making a variety of products and grades, it is imperative that our graders assemble together to go through packs of lumber and talk about what they see. You can only go so far with written grade rules; graders need to look, feel and talk about the specifics, off the grading line. "We need to all be on the same page," says Nate Edwards, head grader at the Casco Ryefield Mill. "Having the graders work group meet regularly is a key part of the process to produce a consistent product every day."

Process Improvement Manager, Kevin Raven, noted, "These work groups offer employees a voice to share their years of knowledge and expertise amongst co-workers. Employees are able to address key issues that lead to process and product improvements." He continued, "We have three mills. We need to do this or we won't realize the value in sharing ideas and best practices. There is no doubt this is beneficial for cross-training, new training and ultimately adding value for our customers and creating the world's best Pine boards." Roles and responsibilities are refined, start-stop procedures reviewed, SOPs are modified – the entire process is reviewed with activity that adds immediate

value – by the experts at the three mills. Employees are empowered to solve problems and make the best decisions for the company and customers. Each work group feels like they're running their own business – operating, managing, adjusting to get results and get better.

Recently, Hancock Lumber received a 2014 Best Places to Work in Maine award, large employer category.



This statewide program identifies, recognizes and honors the best places of employment in Maine. Seventy Maine companies were selected this year and the rankings are determined by Best Companies Group, an independent survey group. Every day, Hancock Lumber works to foster a culture of employee engagement, constantly asking how can we improve and make Every Board Count for our customers. Managers empower employees and encourage teamwork. Implementing this system of cross-mill work groups has already added value. Our teams look forward to moving this throughout other areas of the mills – to continue to make the world's finest Pine boards, something we've done for the last 165 years. Hancock Lumber operates a diverse array of businesses led by Kevin Hancock, the 6th generation President of the company. The family-owned and operated company operates three state-of-the-art Eastern White Pine sawmills, seven retail lumberyards in Maine and New Hampshire, two Bargain Barn outlets, and one 7,000 sq. ft. kitchen, bath, window and door showroom. Hancock also owns and responsibly manages 12,500 acres of working forest that is open to the public for recreation. The company is a member of the North American Wholesale Lumber Association (NAWLA) and Northeast Lumber Manufacturers Association (NELMA). For more information visit the company's newly redesigned website at www.HancockLumber.com. ■ **Please Visit Us At NAWLA Booth No. 719**

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Innovative Solutions & Continuous Improvement At DiPrizio Pine Sales

By Terry Miller

Middleton, NH—One of the most well known names in Eastern White Pine manufacturing is DiPrizio Pine Sales. With an annual processing capacity of 24 million board feet, DiPrizio Pine is well positioned to raise the growing awareness and appeal of Eastern White Pine as a specialty species, so unique and versatile in milling, natural design and finishing characteristics for unlimited applications. President/Owner Larry Huot said, "The entire operation has been renewed, replaced or improved over the last 20 years to deliver our products that we know will save our customers time and money by the conveniences and reliability of our ordering, replenishment and delivery systems at competitive prices. The appreciation of long term relationships and highest quality products with reliable delivery is as paramount with our customers as these are with our own suppliers while recognizing that to serve each other's needs benefits all parties. How we execute and sustain continued value to our customers begins with our DiPrizio 'Quality Standards and Forecasting.' This unique system begins with our customers' needs in mind and drives all our internal systems and processes from log procurement to the final finishing of DiPrizio products. DiPrizio's 'quality standards and forecasting' system works to serve our customers profitability. When our customers are



DiPrizio Pine Sales Inc., Middleton, NH, purchased two new Taylor 36,000 pound, 8-foot forklifts.

profitable, then it's good for us too.

"The foundation of our progress is in the company-wide commitment to information sharing in very systematic methods developed to engage participation and creative insight to serve 'down-stream' production centers and our customers. The DiPrizio culture is to 'Pay Attention to What Matters Most and Say 'NO' to the things that don't matter,' and remember that what we learned yesterday has to remain relevant with the changes that are continual."

This holds true for every detail in every step of log procurement, sawmilling, lumber dry-

ing, dressing and packaging, warehousing and loading trucks, and accurate billing, and valuing our associates and special teams.



Richard Winemiller, Diorio Forest Products, Oregon City, OR; and Scott Brown, sales manager, DiPrizio Pine Sales, standing in front of the company's new McDonough 54-inch resaw.

He continued, "Processing lumber is a very complex industry, most appreciated by those who are in it every day. It is so dependant on so many things that are always changing, that systems, information-sharing and paying attention are essential disciplines not to be compromised for fulfilling our commitment to our customers."

The DiPrizio brand was started in 1938 when portable sawmilling was the common method to saw logs into timber and boards. But being true entrepreneurs, Charles DiPrizio and his sons built several stationary sawmills, revolutionizing how logging and sawmilling was done. By 1968, quantum efficiencies in the new methods of sawmilling lead to productivity that prospered the family to be able to build one of the first automatic sawmills in the region, with double circular head-rigs. The DiPrizio family operated the mill until 1993,

when with the recognition of age rearing its head, cost to produce rising and realizing the commitment to keep prices low meant that it was time for another mill renewal.

The combination of these factors steered the DiPrizio family to the decision to sell to a like-minded entrepreneur named Harold LaValley, who with his family and the passion for lumber and manufacturing, began a mill-wide renewal designed and positioned to serve into the future of what the next 55 years would need to look like for a manufacturer to prosper in the complex world of sawing logs into highest quality lumber.

Huot said, "We are committed to listening to our customers' needs, committed to understanding and anticipating expectations and standing behind our commitments. As a dili-

gent supplier working hard for the success for our customers, and having a passion for details, we provide indispensable support to make our customers



A 54-inch McDonough resaw was installed, which allows DiPrizio to process multiple products, one right after another.

CHOOSE FROM 4 FIRE-RESISTANT BOISE CASCADE I-JOIST SOLUTIONS:



HORIZONTAL DIRECT INSTALLATION of gypsum drywall, a natural fire fighter, to BCI® or AJS® joists. Gypsum board ceilings provide about 3 times longer fire resistance than 2x10 joists not covered by gypsum.*



MINERAL WOOL INSULATION, another known fire suppresser, installed between BCI® or AJS® joists. Mineral wool's stronger "body" enables precise cutting and snug fitting for better insulating properties.



PARTIAL SPRINKLER SYSTEM installations with BCI® or AJS® joists, part of a residential cold water system. Could be installed to protect a specific area or hazard even though the rest of the home may not require it.



WEB ARMOR™ vertical installation also pairing BCI® or AJS® I-joists with gypsum drywall -- as mentioned above, well known as a famous fire fighter for generations.

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Engineered Wood Products

Great products are only the beginning.®

* Duration calculated using the methodology specified in Chapter 16 of the National Design Specification (NDS) for Wood Construction assuming a 3-sided fire exposure, a nominal char rate of 1.5 inches/hour, a bending strength to ASD ratio of 2.85 and a load corresponding to 50 percent of the full ASD bending design load.

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successful with 'lowest cost programs' that remove traditional supply chain overhead and expense."

He continued, "Since 1993, the DiPrizio Pine mill 'Renewal' has been designed to be agile with meeting market needs for our customers by 'machine tooling lumber' in systems and processes that assure reliable quality and dependable replenishment with choices in grades, textures, packaging, and forecasting systems to ensure that our customers miss no opportunity for their business growth and success."

Marketing and Sales Manager Scott Brown added, "The DiPrizio brand of products is excited to get a sample of the company's recently introduced new saw textured product called 'Band-Tex' – available on boards and bevel siding. The best part, in addition to a very clean and bright face texture making it a product for inside or outside, is the fact of our ability to process this now in one easy pass through. With the addition of the 7,200 sq. ft. re-man facility that houses the 54-inch McDonough re-saw, product simply flows from dry-rough material to the finished and packaged product. Now we are able to process one product right after the other doing away with multiple handlings-'One-Pass-Operations' – Sweet!"

Sales Representative Jamie Moulton commented, "The recent addition of our re-man center expansion has allowed us to gain efficiencies that keep costs low for our customers, yet expand our services by greater agility at the same time."

Brown added, "We carry 1 ½ to 2 million board feet of dressed inventory 'Ready To Ship'-call us, there is a good chance we can add to a load or figure the logistics to get to you when needed in a hurry! This is especially a huge benefit for our smaller customers, often helping to capture sales opportunities by the alignment with this fast response from the mill."

For more information visit www.diprizio.com or www.lavalley.com or call us today at 1-800-647-8989. ■

American-Made Pleasant River Invests \$3 Million In 2014/15 Capital Projects

Dover Foxcroft, ME—Pleasant River Companies, headquartered here, is in the middle of \$3 million in capital projects that will increase efficiencies and expand product offerings.

With a reputation for excellence in the SPF market and a rapidly growing presence in Eastern White Pine, the people of Pleasant River Companies have leveraged their experience in the lumber industry by continuing to invest in their operations and their product mix.



Pleasant River Companies recently added two Conestoga trailers to deliver their Eastern White Pine throughout the Northeast.

The current investments will occur predominately in Pleasant River's Eastern White Pine operations and will include: 200,000 board feet a week of additional kiln capacity, bringing total kiln capacity in Eastern White Pine to 1 million board feet a week, an additional 60,000-square-foot of indoor lumber storage capacity, and a new optimized edger

at the operation's Sanford, Maine, facility.

The company has also purchased a 7-head Weinig moulder, which will be installed in 2015 to add capacity and flexibility in the planing operations.

"We have several projects planned in our Eastern White Pine operations over the next 12 months," Co-President Jason Brochu explained. "Our long-term strategy is to continue to improve mill efficiency and invest in projects that give us flexibility to meet the needs of our customers."

Co-President Chris Brochu added, "Eastern White Pine is a very important product to us and compliments our SPF offerings very well. We strive to consistently offer our customers a high quality product with good service and choose our investments in such a way to help achieve these goals."

The company has made several changes to improve the flow of lumber from the mills to the customers. Sixty-thousand-square-feet of indoor storage has been added to the Sanford facility allowing the site to be used as a re-load for product from Pleasant River's other locations. Two Conestoga trailers have been added to deliver their Eastern White Pine throughout the Northeast. A logistics manager position was also created, which has strengthened relationships with carriers to help the company meet the needs of the changing market.

"We have made several changes in our sales department to accommodate customer needs," said Bill Ossenfort, Vice President of Sales. "Sandy Leavitt has been promoted to logistics manager and is responsible for ensuring we achieve our goals of delivering our lumber when promised. The Sanford location is being used as a reload for our other mills. It fits very well into Northeast trucking routes and gives us a logistical advantage over our competitors. As the trucking industry adapts to the improving economy we will make the necessary changes and position ourselves to meet the needs of our customers."

Pleasant River's Dover-Foxcroft dimension mill was purchased in 2004. Since then over \$20 million has been spent modernizing the facility in order to increase production and efficiency. The site consists of a wood merchandising facility that processes the raw material into appropriate lengths for the mill, a sawmill facility that produces 100 million board feet of dimension lumber annually, a drying facility with capacity to dry 100 percent of the lumber produced on site, and a planing facility that dresses all of the dimension lumber produced on site.

Production on the site has been at or near capacity since extensive modernizations began in 2005. The site also boasts a strong safety record and has achieved several safety awards from State and Federal agencies.

In May of 2008 Pleasant River Lumber purchased a 130-acre site in West Enfield, Maine. This site includes a full planer facility and dry kilns. All one-inch boards and some stud grade lumber are transported from the Dover-Foxcroft side to this location to be planed and graded. The site currently planes approximately 14 million board feet annually. Lumber is shipped directly from the site via truck.

After handling predominately Spruce for several years, the company purchased an Eastern White Pine mill, now named Pleasant River Pine in 2011.

In 2013 the company acquired the New England Building Materials sawmill, located in Sanford, ME.

"We have expanded our Pine offerings and with our multiple locations and multiple species, we now offer even more benefits to the customers," Jason commented. "The way we've designed our strategy as a company is through a lot of synergies between the mills."

American-made, Pleasant River prints an American flag on every stick of Spruce they produce. "We also stamp the grader's name on every dimensional product too," Chris noted. "It's all part of our confidence that we produce the highest quality product on the market."

The company adheres to a strict quality control program. "Our graders are NELMA certified and each piece of lumber is marked with a grader identification stamp enabling our team to monitor individual grader quality," said Jason. "Our commitment to grading accuracy is key to our superior consistency—and our excellent reputation."

"We continue to place an emphasis on our ability to efficiently offer individual loads that include both Eastern White Pine and our SPF products. We believe that this adds tremendous value to our customers and the changes that will come with the improving economy," he concluded.

Pleasant River Companies is a member of North American Wholesale Lumber Association, Northeastern Lumber Manufacturers Association and certified by the Forest Stewardship Council. The company employs 170 people between all four locations. For more information visit www.pleasantriverlumber.com. ■



A 25-ton Endurance log crane used in Pleasant River's SPF mill to unload trucks, inventory raw material and load the log merchandising system.

WHY YOU SHOULD BUY FROM BOISE CASCADE:

PLYWOOD

Boise Cascade Company is the second largest softwood plywood manufacturer in North America. We manufacture structural, appearance, and industrial plywood panels in Western, Southern Yellow Pine Species, and selected Hardwoods. All of our Western and Louisiana plywood mills are certified by the APA Engineered Wood Association and our mills in the Carolinas are certified by TECO.

Sales Office Hrs: Mon-Fri 7 am-5 pm MST
Structural Panels800-228-0815



ENGINEERED WOOD PRODUCTS

Boise Cascade Company has a complete line of the products you want, where and when you want them: BCI® and ALLJOIST® joists, VERSA-LAM® beams and headers and BOISE CASCADE® rimboard. Dependable distribution in North America provide regional product mixes which help local supply issues. Experienced designers to support your design layout needs. EWP is easy to do business with, customer-focused, ready to help with your business needs.

Call 800-232-0788 or EWPinfo@BC.com

LUMBER

Boise Cascade Company is one of the largest manufacturers of high quality Ponderosa Pine lumber. Our products include shop and industrial grades, common boards and specialty grades in 4/4 through 8/4 thickness. We also manufacture western specie studs and dimension lumber.

Sales Office Hrs: Mon-Fri 7 am-4:30 pm MST
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www.BC.com/wood



Boise Cascade
Wood Products

Pacific Western Wood Works Ltd.'s PWWW Clear Saves Time And Money

Delta, BC—Pacific Western Wood Works Ltd., (PWWW) based here, is a family-owned and operated company that has been in business for over 30 years. Dis-



Since our inception, the company has supplied products to distributors in many different categories: Lattice, Siding, Decking, Paneling, Trim, Cedar deck accessories and more.

tributors who are carrying our PWWW CLEAR Signature Series have saved time and money due to dramatic reductions in returns from grade and manufacturing defect caused by their incumbent supplier. These returns negatively impact the bottom line and can also affect a distributor's reputation. At PWWW we have consistently manufactured products to a level, which exceeds industry standards.

Since our inception, the company has supplied products to distributors in many different categories: Lattice,

Siding, Decking, Paneling, Trim, Cedar deck accessories and more.

In 2001 a fire ravaged one of our facilities, the moulder building. After a lengthy rebuild we were back to our normal business, manufacturing on our own machinery. During the one and a half yearlong rebuild we survived by utilizing various custom processing facilities. These facilities were geared for production, not quality. We soon learned that we needed to get back into our own facility as soon as



An eight-head Weinig moulder is utilized in the product manufacturing process at Pacific Western.

possible in order to maintain our consistent quality and control of the production scheduling. In January 2003 we were back in business. Our new facility was bigger, better and geared for growth. We now had another advantage, and it offered unlimited product line expansion for the future.

"Many of our competitors produce Clear Cedar products at secondary custom facilities," General Manager

Dennis Wight said. "But choosing the right fiber is only the beginning. Our ability, expertise and knowledge of turning fiber into finished products is where you see the difference." Grading, finish and reliability are among many reasons why our products are the preferred choice for distributors. We operate as if we are an extension of our customers businesses, making what their customers need while exceeding expectations. Our staff has been here for many years, with a large percentage of those for over 20 years. This experience contributes to our success of consistency from order to order. 'Dependability that can be relied on by our customers.'

"Since the recession many distributors have been forced to buy based on price alone, but when it comes to Clear Cedar products, you get what you pay for," said Wight. The standard way to lower the cost of a Clear Cedar product, in today's market, is to increase your yield of target product. How some Cedar producers accomplish this is by pushing the boundaries of allowable defects, rather than trimming out those defects, resulting in an inferior grade. At PWWW we strive to exceed old grading rules that were clearly not intended for the boutique markets of Cedar today. The PWWW CLEAR—Signature Series' is a reflection of this new trend, grading to higher standards. Our brand is graded to be more useable and saleable than the by-the-book grades.



Various 1x4 Clear kiln-dried patterns are available.

The volume of Cedar remanufacturers/producers has declined over the past 10 years and continues to do so. Wight feels that by operating our own facility we are able to supply our customers the consistency, quality and the security that they require, as many changes to our competition loom on the horizon.

With over 30 years experience exporting to the USA, Europe, Japan, Korea and China, the company ships their product by rail and container as well as inter-modal vans. Utilizing a state-of-the-art tally tag system, Pacific Western can identify and track each load throughout the production process, shipping and for inventory purposes.

The team at Pacific Western Wood Works takes pride in their work and monitors each product throughout the manufacturing process. While large enough to handle sizeable orders, the firm is versatile enough to handle small orders and to turn new orders into shippable product quickly.

PWWW maintains active memberships in North American Wholesale Lumber Association (NAWLA), BC Wood, and IWPABC.

Producing the quality that you expect.

Visit Pacific Western Wood Works at the NAWLA Traders Market in booth number 401. For more information about Pacific Western Wood Works Ltd., visit www.pwww.ca.

Page 48 Advertorial

Durgin And Crowell Focuses On Forward-Thinking Products, Customer Retention

Photos by Shem Roose Photography

New London, NH— In 1976, Arthur Durgin and Peter O. Crowell founded Durgin and Crowell Lumber Co. with a working promise to offer customers the best personal service in delivering the highest quality, fully sustainable Eastern White Pine, on time to the



Several key members of the Durgin and Crowell team includes (from left) Doug Curtis, Alex Darrah, Megan Burch, B Manning and Jeff Haley.

specs desired. This commitment has stood the test of time, and is honored today by existing employees (some of which have been with Durgin and Crowell since day one).

Sales Manager B Manning, who has been with the company throughout its existence, explained, "To earn new customers and retain customers, we focus on hands on solutions for every order that comes through. At the end of the day our customers are extremely pleased with the product as well as the service. That's the essence of what this com-

pany was founded upon."

Durgin and Crowell has manufactured Eastern White Pine throughout its history. Today, the mill manufactures approximately 600,000 board feet of wood weekly with an annual production of about 30 million board feet of 4/4 Eastern White Pine.

"We upgraded our computer technology in our facilities in 2010 and today we're as advanced as any mill in the Northeast," Manning said. "We're the first ones in the North-



A gorgeous post and beam home built by Steeple Chase Home. This ceiling shows Durgin and Crowell's Enhance (whitewash) product. Beautiful!

east to have a computer controlled automatic grading system, a fully optimized sawmill and our planing facility is one of the largest in the Northeast, running Weinig moulders."

Such meaningful innovation has kept customers coming back for more at Durgin and Crowell through the decades. "We sell lumber through wholesale distributors," Manning explained. "We have stocking and wholesale distribution in the Midwestern and Southeastern U.S. We have a diversified customer base, because we do a fair amount with retail lumberyards and secondary manufacturers. We also do a lot of business with log home manufacturers. We've

diversified our customer base so if one segment of the market isn't as busy as another, we can shift production over to those products."

"Our success is the consistency of the quality of the wood we supply," Manning added. "We are all about customer service, keeping the customer informed about what's going on and I believe we do the fundamentals well. That's what we're about. That's our business."

Customer expectations come in all sizes. Durgin and Crowell can handle the larger, as well as the smaller, orders. Manning noted, "We have specific customer needs that vary all over the place. Our whole approach to drying EWP is standard deviation. We try in most situations to get those six, seven and eight percent moisture boards pushed up and the 16, 15, 14 percent moisture boards pushed down to get that uniform drying. Again, standard deviation is what we live our life on in the dry kilns."

Durgin and Crowell accomplishes those standards by segregating its lumber by width and grade so that the more uniform the lumber is when it goes into the kiln, the greater



B Manning takes our customer, Weaver Barns, on a tour of the Planing Mill. In the photo he explains and differentiates the grades of Eastern White Pine.

the chance of achieving uniformity coming out of the kiln. Manning explained, "We specifically go out into the marketplace and look for customers that moisture content is very important to them because we can take care of those customers. Our dry kilns hold about 34,000 board feet."

Durgin and Crowell also offers added value to its Eastern White Pine with different patterns and finishes.

"Our finished product through our paint shop is called 'Enhance,'" Manning stated. "With this product, we send the wood from our Planer Mill to

our paint shop facility where we use an 8-headed profile sander and we put two coats of UV curable coating on the Pine. This provides customers with 100 percent VOC finish, ready to install, interior paneling product in three different colors. We offer clear, which is a natural finish, a white wash and an almond color, which is similar to Oak."

With its focus on forward-thinking products and customer retention, Durgin and Crowell has managed to service not two, but now three, generations of lumber buyers. This success has been achieved despite challenges in recent years due to the Great Recession. "It has taken a lot of hard work by this company to survive. We made some good decisions and some hard ones in regard to reducing workforce, some of which we've reinstated, plus our people took pay cuts," Manning said. "We had a good, loyal customer base through it all. We were fortunate to have those customers because they bought as much wood as they could from us during the downturn in the economy. Somehow we made it through and now coming out on the other side, I think we're a smarter company, a better company."

Eighty-five employees, many of which have been with the company for decades, contribute to Durgin and Crowell's success. B Manning's sales team consists of Jeff Haley and Alex Darrah. Second generation principals, Peter Crowell and Ben Crowell, round out the list of key personnel.

Durgin and Crowell's grading agency is NELMA, and the company is among the original group that started the North American Wholesale Lumber Association. Durgin and Crowell also strongly supports the New Hampshire Timberland Owners Association.

Durgin and Crowell is excited about the launch of their new website this November, at www.durginandcrowell.com.

Please Visit Us At NAWLA Booth No. 315

Wholesale/Wholesale Distributor Special Buying Issue

Andersen Pacific Forest Products Timbers & Specialties: The Best Kept Secret On The B.C. Coast

Maple Ridge, BC—Andersen Pacific Forest Products Ltd. is a family-owned and operated sawmill located here. Since the 1960's, companies have marketed timber from the British Columbia Coast and Interior to domestic and export customers, providing a full range of integrated forest services.

Andersen Pacific began operations in 1993 with cutting clear VG lumber and temple timbers into Japan. The lumber was manufac-



tured to many clear finished products in Japanese homes from door and window components (shoji screens) to decorative beams in century old temple reconstruc-

tions. Specialty VG lumber from Andersen Pacific was also used for other high value wood markets in Japan, like ceremonial and decorative boxes, and fish cake boards. The experience and knowledge gained from cutting specialty lumber in Yellow Cedar, Spruce, Hemlock,



Since its inception, Andersen Pacific has gained a reputation for its quality manufacturing of specialty lumber to Asia and North America.



Andersen Pacific Forest Products Ltd. is a family-owned and operated sawmill located in Maple Ridge, BC.



In 2009, Andersen Pacific evolved from a custom cut service mill into its own lumber sales business.

Balsam and Douglas Fir for Japan was used to begin cutting WRC VG clear products for North America in 2001. A few years later, our Douglas Fir timber program was added to the production line, serving the timber frame market. Since



As the North American lumber market continues to recover from the recent recession, representatives for Andersen Pacific say the firm aims to raise its profile as a Timber & Specialties manufacturer offering Coastal fiber from British Columbia.

its inception, Andersen Pacific has gained a reputation for the quality manufacturing of specialty lumber to Asia and North America. In 2009, Andersen Pacific evolved from a custom cut service mill into its own lum-

ber sales busi-

ness. From clear

VG to specified housing package tallies in timbers, Andersen Pacific's philosophy to deliver consistent quality lumber with on-time delivery is successfully serving the changing requirements of today's building material business. As the North America lumber market continues to recover, Andersen Pacific aims to raise its profile as a Timber & Specialties manufacturer offering Coastal fiber from British Columbia.

For more information on Andersen Pacific and our related companies, please visit our website at www.canadianoverseas.ca.



From clear VG to specified housing package tallies in timbers, Andersen Pacific's philosophy to deliver consistent quality lumber with on-time delivery is serving the changing requirements of today's building material business.

NAWLA 2014 will be our sixth year as exhibitor. We look forward to meeting with distributors and manufacturers in Las Vegas at our booth 113.

For more information, sales contacts are: Archie Rafter or Sam Satosono at 604-462-7316. ■

AP Timber & Specialties Andersen Pacific Forest Products

Mill:

- Produces high value specialty lumber to overseas markets, timber frame projects and fine grain VG distributors
- Comprehensive product protection: end seal, plastic strap and chain, anti-iron spray
- Controlled production to ensure proper fulfillment of specified tallied custom orders

Products:

- Western Red Cedar, Douglas Fir and Spruce
- FOHC Architectural Knotty Timbers
- Vertical Grain Clear Lumber
Custom sizes up to 42 feet long and over 20 inches wide VG lumber

Fibre:

- Private timberland
- Coastal fine grain timbers
- Customized log sorts to suit individual programs



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

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

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

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



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

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

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

Continental Underwriters Mission Statement:

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

The "We" Proposition

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

We care about our employees and their families.
We are passionate about the industry.
We are committed to our clients.

We value relationships.
We serve our community.
We embrace professionalism.
We celebrate success and winning.
We are competitive.
We constantly strive to improve.
We believe in our abilities.

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

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

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

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



C. Preston Herrington III

days. Preston Herrington did a tremendous job for us."

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

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

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

For more information visit www.contund.com. ■



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

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

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

– Continental Underwriters, Inc. is committed to being The National Solution to Your Local Risk by consistently exceeding expectations and providing a professional and unique approach to risk placement.

"Our insured sustained multiple building collapses at multiple locations due to a series of heavy snow storms. At the time of the loss, the insured had a \$1,000,000 per occurrence deductible. Technically our insured should have incurred multiple \$1,000,000 deductibles. Continental Underwriters, Inc. was able to work with the carrier/adjusters to apply a single \$1,000,000 deductible for all damaged buildings. Because of Continental's help, our insured saved a tremendous amount of money."

"A few years ago, our Carrier non-renewed all of our Property coverages due to its protection class 9 location. The Property was placed with another company. This year the new company non-renewed; with exactly one week left we had nothing. We found Preston and Continental. They told us what they could do and they delivered. He accomplished in 75 hours what the expiring carrier couldn't do in 75 days. Preston Herrington did a tremendous job for us."

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The National Solution to Your Local Risk

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The Probyn Group Invests Capital To Further Diversify

The Probyn Group is a privately owned and integrated forest company headquartered in New Westminster, British Columbia.

The business was founded in 1969 by local entrepreneur Ed Probyn. Ed has established the company as a leader in forest management. Through his perseverance, The Probyn Group has become one of the largest private operating businesses in the coastal forest industry.



Headquartered in New Westminster, BC, The Probyn Group now has manufacturing operations in Squamish, BC, Morton, WA, Amanda Park, WA, Shelton, WA, Langley, BC, Naples, ID, and Centralia, WA, and corporate administrative offices in Coos Bay, OR, Seattle, WA, Olympia, WA, Ketchikan, AK, Laconner, WA, Port Alberni, BC, and Campbell River, BC.

Ed developed a foundation of success for the Group by leading rather than simply managing. He created a culture of profitability while maintaining a business with integrity and acting as a steward to our sustainable forests.

The group has evolved into an elite organization by maintaining an experienced management team and recruiting the most talented individuals in the industry.

Probyn began as a sole Forest Management identity and expanded by developing manufacturing operations in British Columbia and Washington State.

"Our management team acknowledged that it was a necessity to invest capital to further diversify our strengths and evolve into an integrated forest company," company President Peter Fograscher said. "By investing in our future by expanding into multiple facets of the building industry, we have been able to secure our long lasting success."

The Probyn Group now has manufacturing operations in Squamish, BC, Morton, WA, Amanda Park, WA, Shelton, WA, Langley, BC, Naples, ID, and Centralia, WA.

They have corporate administrative offices in Coos Bay, OR, Seattle, WA, Olympia, WA, Ketchikan, AK, Laconner, WA, Port Alberni, BC, Campbell River, BC and the group is headquartered in New Westminster, BC.

Probyn is the home of the popular AJ Premium Appearance brand that is demanded by the continents most distinguished customers. AJ Forest products manufactures a restricted amount of Premium Timbers that is sold exclusively thru selected distributors in North America.

The AJF Premium brand is produced utilizing a boutique sawmill that focuses on matching a select log to a desired timber to ensure customer appreciation and a lifetime of testimonials.

"We believe in creating brand recognition and a contagious successful culture. The emphasis of branding begins with our people and then stems into our products. Our leaders are passionate understanding that our name exemplifies excellence and while we represent our investors, we represent our employees and their families that they go home to everyday," Vice President of Marketing Jason Mann offered.

The group has had global recognition with its export division that was featured in the London Olympics by its Cedar in the construction of the Velodrome. Probyn Export Ltd. is a leading Canadian exporter of lumber and wood related building products to buyers in most major markets around the world.

The Probyn Log division is based at headquarters with multiple offices throughout British Columbia. Engineers, scientists



The group has had global recognition with its export division that was featured in the London Olympics by its Cedar in the construction of the Velodrome. Probyn Export Ltd. is a leading Canadian exporter of lumber and wood related building products to buyers in most major markets around the world.

and foresters that are leaders in our industry champion our forest management team. Probyn manages many of their own timberlands while administering several joint venture programs in the province.

Probyn operates West Coast Moulding (WCM) based in Langley, BC. WCM is a specialty division of the group that targets large projects in the province. They offer mill-work products to a large portion of prestige condominiums and luxury homes that desire a custom feature to add richness and notability to the homeowner.

The group's ALTA divisions have become a pioneer of advanced technologies with its Morton, WA Operation being one of the fastest sawmills in the world. The managers at ALTA have been learning the latest and most efficient manufacturing processes from other industries and have adapted them into their facilities. The result, is a high speed network of sawmills that can both respond to our customer's needs quickly and convert our natural resources into sustainable building products that will last longer with minimal environmental impacts.

"Our success has been built on paying attention to what the market will need tomorrow and finding the solutions to even the smallest concerns of our customers. When you ingrain throughout your entire organization the belief that even the smallest details make a difference to our customers, then you can really build a great product," Vice President of Sales Jeffrey Cook concludes.

Please visit the Probyn team in Chicago; Jeff Cook, Jason Mann, Peter Stroble, Chris Boyd, Rod McKay, Todd Kion, Norm Toews and Mike Pederson all at NAWLA booth 208.



Keeping your promises.

We've spent decades learning this industry and getting to know the people in it.

You need to keep your promises. Reliable information makes that happen. That's what DMSi Software does.

We understand your business because we understand this industry. We care about your business because that's just who we are.

VISIT US AT DMSI.COM



Bennett Re-Opens Clarkston Mill

Princeton, ID—Now mid-year of Bennett Lumber Products 75th year in the lumber industry, the company is celebrating the successful spring re-start of its Clarkston sawmill, which was shuttered for five years.

Bennett Sales Manager Jim Vandegrift stated, “The Clarkston mill is well-known for producing Pine, but when we initially re-started the mill this year, we started up with dimension products for the first five or six months just so we could knock the rust off of everything.



Bennett Lumber Products' Sales Manager Jim Vandegrift, and sales associate Joe Buttice, examine a 1x10 Ponderosa Pine board, No. 2 & Better.

“When things have been mothballed for five years, it's good to go to things where a little deviation isn't going to kill you on profitability, so we chose to run White Fir and Douglas Fir for those initial months.”

Bennett Lumber anticipated running 65-70 percent White Fir dimension products and 30-35 percent Fir-Larch. The Clarkston mill started up

by producing 2x4, 2x6, 2x10 and potentially 2x12's in White Fir and Fir-Larch dimension if the market dictated the need.

Grades available at Clarkston include Standard & Better, No. 2 and Better and Select Structural in White Fir.

“In the Fir-Larch dimension we are able to do Lam Stock as well in Clarkston,” noted Vandegrift, “so virtually anything that's done at our Princeton mill will be duplicated at Clarkston.” In 2013, the Princeton mill was projected to produce around 100 million board feet of lumber.

“In previous years, Clarkston probably ran 60 percent Ponderosa Pine, then 40 percent mix of White Fir/Doug Fir and eventually we will get back to that again,” said Vandegrift. “Prior to doing that, of course, we need to get our graders back on line, get the graders that are certified in Commons, as well as Shop, because you can't run the Pine without doing the Shop as well.”

Vandegrift added that based on past production at Clarkston, with Pine and dimension mixes, the mill produces between 75 and 80 million board feet annually.

As the mill restarted this spring, it did so with one shift of 55-60 employees. As the economy grows, Vandegrift said the company would reinstate a second shift.

From its Princeton mill, which employs 165-170 people on two separate shifts, Bennett Lumber produces 6/4 Ponderosa Pine in Shop and Moulding for window and door manufacturers, 4/4 in C and Better through 4 Common in 1x4 through 1x12, and occasionally some 5/4 Shop. The company introduced its Imperial Cedar product years ago, and it is geared toward customers who utilize No. 3 and Better. Imperial, which is graded both faces (rough and surfaced) and available in 1x4 through 1x12, all in 7/8th boards, is shipped in the same Bennett paperwrap as the rest of its products.

Bennett Lumber has rail access from both mills for transport of product. Clarkston is served by both the Union Pacific and the Burlington Northern railroads while Princeton is served by BSNF. “By having the Clarkston mill open, we'll be able to open markets that have been closed to us for the last five years because we didn't have Union Pacific capability,” noted Vandegrift. “Also, in regard to trucking, all of the trucks shipped out of here are customer arranged and the tarping of the truck is between the customer and the trucker. Everything we produce out here in the Upper grades is paper-wrapped and in a lot of cases, a tarp is not necessary, depending on the weather.”



Larry Britt grades lumber at Bennett Lumber, located in Princeton, ID.



Sales Manager Jim Vandegrift and sales associate Joe Buttice stand in front of paper-wrapped Bennett product ready to transport by rail. Bennett Lumber has rail access from both mills.

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

Western Wood Products Association is Bennett Lumber's grading agency and the company is a charter member of the North American Wholesale Lumber Association's Traders Market.

For more information about Bennett Lumber Products, visit online at www.blpi.com and at the NAWLA Traders Market, booth 518.

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Tri-Pro Forest Products—Where Our Specialty Is The Specialties

By Terry Miller

Oldtown, ID—Tri-Pro Forest Products, based here, manufactures specialty Western Red Cedar, Ponderosa Pine, Douglas Fir, White Fir and Larch products at their plants in Orofino and Oldtown, Idaho. The company continues to provide consistent high-quality specialty products to wholesalers and wholesale distributors, who in turn sell the retail yard (both independent and large box stores) and contractor yards. Their products are marketed in every state in the union along with Canada and Mexico.



Sales manager Terry Baker.

Tri-Pro Forest Products operation in Oldtown includes a resaw and board breakdown facility, automatic stickering machine, ten 70,000 board foot capacity dry kilns, a resaw/planer line two re-saws, two additional planer lines and a covered storage of approximately 100,000-square-feet.

In Orofino the company has a complete sawmill facility that can break down logs as large as 60-inches, with four 60,000-board-foot capacity dry kilns and a planer facility.

A complete line of quality boards, deckings, sidings, patterns, dimensional lumber and timbers are produced from the two operations.

Business for Tri-Pro Forest has increased about 10 percent over the last year. “We are currently running a 60-hour work week at the Orofino sawmill and maintaining a 40-hour work week at the Orofino planer and the Oldtown facility,” said Tri-Pro’s President and Owner Steve Linton. “We are shipping 3.5 to 4 million feet a month from the two facilities. About half the Orofino Cedar production goes to Oldtown for further processing into value added products.”



Rick Kitch joined the company’s sales force in 2013.

While Cedar has been traditionally and still is the company’s mainstay, Linton said, “Through the market downturn it was obvious there wasn’t enough market share in Cedar for us and there wasn’t enough log availability in the area to run the Orofino facility on strictly Cedar. Therefore we branched out and started producing some Pine and Douglas Fir. By doing that we established a good customer base level in those species. Every year our markets are increasing in everything that we do.”

Tri-Pro Forest also recently invested in a new hog system installation. “The value of byproducts has continued to rise over the past year. We have some landscape materials and some other things that are

going to drastically increase the revenue on that end. So the hog installation is a twofold project. It’s going to help production in the mill and it’s also going to produce revenue at the plant.”

Tri-Pro Forest Products sets itself apart from other inland mills with the ability to take larger logs and offer the wider boards. “Most of the high production, low cost producers target dimension lumber,” Linton explained. “They run it fast and in massive amounts. We decided rather than try to compete with that, we offer large log breakdowns and we’re cutting it for grade, much like a hardwood mill would. By offering that type of custom cutting we’re providing a service to our customers that they can’t go out and buy anywhere else.”

He continued, “We entertain inquiries for diverse types of products. We do things the average mill can’t do because they don’t have the capability. By having an open mindset you come up with a lot of product lines and we’ve developed excellent program business as a result. We’ll take a look at the inquiry and if it makes economical sense we’ll make it work.”



Lance Hubener is a salesman at Tri-Pro.

With the increased production at the Orofino mill, employment has increased to 80 employees and about 50 at the Oldtown facility. Including Linton, key personnel are: Operations Manager Ron Cluster, Sales Manager Terry Baker, Sales Representative Rick Kitch, Sales Representative Lance Hubener, Office Administrator Karen Phillips and Administrative Assistant Laurie Clark. “Everybody here has a world of experience in this industry,” Linton commented. “The sales staff has over 150 years experience in the lumber industry, are experts in their fields, and have extensive lumber knowledge, which gives us the ability to educate our customers and help them make informed decisions.”

Tri-Pro Forest Products is a member of North American Wholesale Lumber Association and the Inland Lumber Producers Association. For more information visit www.triproforest.com. ■



Ron Cluster is Tri-Pro’s vice president.

Please Visit Us At NAWLA Booth 701



SPRENGER MIDWEST WHOLESALE LUMBER

At Sprenger Midwest, Inc., we operate on the philosophy of having a partnership with our customers and our suppliers. That’s why we’re always working to give you the best possible combination of price, quality and service. Partnerships require dependability and trust.

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Brian Cook
Sales Manager



Scott Lawyer
Senior Territory Sales



Chris Meyer
Inside Sales



Todd Kappenman
Territory Sales



Wyatt Year
Inside Sales

Teal-Jones Group—Manufacturing Cedar Products Since 1946

Surrey, BC—The Teal-Jones Group is a fully integrated forest company, which encompasses everything from timber harvesting to manufacturing and sales of finished products. The Teal-Jones Group has remained a privately owned and operated family business with brothers Tom and Dick Jones as CEO, President and Visionaries.

The 1946 company began as one machine shingle mill owned and operated by Jack Sheldon Jones. In 1962, Jack built Teal Cedar Products (four shingle machine mills) on the banks of the Fraser River where the group is headquartered today. Shortly after establishing Teal, Jack passed away, leaving his three sons (Tom, Dick and Harry) (deceased 1976) the fledgling operation with 11 employees.

Over the years the Teal Cedar Shake & Shingle mill has grown and expanded its facilities to meet the increasing demands for its products. Always the innovators Teal added the reman (rebuted and re-jointed sidewall shingles) along with the paint finishing system, and specialty products division. The company expanded its investment in the industry by building new shake and shingle mills throughout various communities in British Columbia during the 70's and 80's.

In the late 1970's the brothers decided to become involved in the lumber industry and built Stag Timber, which focused on cutting high-value grade logs and custom cutting for their customers. This facility has since been retooled to accommodate new efficiencies and the latest technology to cut Hemlock Fir, Douglas Fir, Spruce, Cypress (Yellow Cedar) and Western Red Cedar.



Fourth generation (Dick Jones' grandchildren) Jack and Alex Gardner pulling Western Red Cedar lumber off the green chain at the firm's Salmon Arm facility. At Teal Jones, family members that work for the family business must begin in the mill and work their way up.



Margaret and Jack Jones began Teal Cedar Products on the banks of the Fraser River where the group is headquartered today.

In 1993, the purchase of a sawmill and forest license from Fletcher Challenge Canada Limited in the Fraser Valley provided the company with two ingredients needed to enhance and develop the overall organization—a larger sawmill and direct access to raw fiber.

From 1999 to 2004 Teal made the strategic decision to purchase TFLs (Tree Farm

Licenses), which provide direct access to harvesting timber in specific areas. These large acquisitions (in excess of 100,000 ha) have positioned the company to be less reliant on the log market conditions when obtaining raw fiber for their mills. While the company still purchases logs on the open market, they are not completely dependent on the market as many other manufacturers are.

This positions Teal Cedar Products as the only shake and shingle mill on the coast to have its own source of raw fiber, which assures our valued customers of not only a consistently high quality product but a steady and dependable source of it.

The company is extremely proud of its environmental stewardship and notes that to date they have planted over 10 million seedlings with logging operations in the Fraser Valley and Vancouver Island maintaining CSA Certification.

In 2003 The Teal-Jones Group unveiled the first high-speed sawmill to be built on the coast of BC in 24 years—The J.S. Jones mill (named after Jack Sheldon Jones).

This \$40 million investment was created to maximize production of second Growth Coastal Fiber. The Jones brothers reasoned that as they began to harvest areas already logged 70-80 years earlier, the timber they were going to encounter would be smaller in diameter and would require different equipment to process efficiently. This state-of-the-art facility can produce over 500,000 FMB per 8-hour shift.

Stag Timber & J.S. Jones produce a variety of products from Dimensional Appearance Grade, Industrials, Timbers, Structural Lumber, Premium Decking, Export Clears, Japanese Traditional Square Edge, Studs, Structural Selected Merchandise, Fascia to Decking, and a wide range of other products.

Teal Cedar—Red Cedar Lumber Division produces Appearance Grade, Export Clears, Fine Grain Industrials, Decking, Siding and other specialties.

The last expansion has taken place south of the border in Sumas, WA, when the brothers opened up Teal-Jones Lumber Services, which offers planer and kiln services along with MSR capabilities.

The Teal-Jones Group employs over 1,000 people and operates throughout BC and in Washington State. Teal produces the highest quality products to service our customers in the U.S., Canada, England, Germany, Japan, Korea, Australia, China, Ukraine, France and other markets throughout the world.

Tom and Dick attribute the success of this business to the hard work and dedication of their employees and the loyalty and commitment demonstrated by the customers.

The company is now entering into the fourth generation of a family-owned and operated business and looks forward to the opportunities for further growth and expansion in the coming years and working together with our employees and our dedicated customers. For more information visit www.tealjones.com.



Tom and Dick Jones, CEO, President and Visionaries of Teal-Jones Group.

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CEDAR, COMMODITY LUMBER, PANELS AND MORE, AT SPRENGER MIDWEST

Sioux Falls, SD—Established in 1979, Sprenger Midwest Inc. continues to grow. Owner Steve Sprenger attributes his success to excellent mill sources, product line, and a solid, personal sales approach with emphasis on customer satisfaction.

"I grew up in a retail lumber business in Minnesota that my grandfather, Charles Sprenger, started in 1907. That business was taken over by my father and my uncle after World War II. I went to the University of Minnesota and majored in business. After college I worked for two wholesale lumber companies for several years. During the 1970's I moved to Sioux Falls and worked for a building materials operation for about five years and started my own operation in 1979."



Scott Lawyer,
Senior Territory Sales
Representative



Todd Kappenman, Territory
Sales Representative



Joe Maestle,
Territory Sales
Representative

Primary markets for the company are retail lumber dealers, industrial markets, and truss and cabinet manufacturers. "We operate from three facilities," he continued. "Our main office and lumberyard is located in Sioux Falls and we have an additional yard in Lincoln, NE. Last year we acquired the BlueLinx facility in North Sioux Falls."

With a diverse product line that includes: Cedar, commodity lumber and panels, composite decking and flooring, engineered lumber and sidings, log cabin products, particleboard, Softwood boards, specialty panels, laminated engineered columns and beams, hardwood boards, fiber cement sidings and fasteners and caulk/sealants. Sprenger Midwest's products are either kept indoors or paper wrapped under cover for outdoor storage to protect against the elements. "We only work with the highest quality mills that produce the highest quality lumber," Sprenger said.

Sprenger Midwest has a fleet of 12 company owned trucks for prompt shipment. The company also utilizes common carriers when needed. "Both locations in Sioux Falls are serviced by Burlington Northern Santa Fe Railroad," Sprenger said. "The Lincoln, NE, location is serviced by both the BNSF and the Union Pacific railroads."

Dedicated to protecting natural resources, Sprenger Midwest advocates responsible use of forest resources. "At Sprenger Midwest we operate on the philosophy of having a partnership with



Steve Sprenger, Owner,
Sprenger Midwest



Brian Cook,
Sales Manager



John Norlen,
Inside Sales
Representative



Sprenger Midwest recently completed construction of a new office building at their main location in Sioux Falls, which doubles their office space.



Scott Knutson, Senior
Inside Sales Representative



Bill DeHoed, Inside
Sales Representative

our customers and our suppliers," he said. "We are constantly working to offer the best possible combination of price, quality and service. Partnerships require dependability and trust and we strive to meet our customers' needs in a way that receives repeat business. Our customers' success is our success."

As for the future, Sprenger Midwest is consistently growing at a healthy pace. "We're always looking for opportunities to expand our markets and product lines," Sprenger noted. "We just completed construction of a new office building at our main location in Sioux Falls, which will double our office space."

The company also has partnered with a local pre-finishing company to offer a solid color professional finish backed with a 30-year warranty on LP sidings and trim. "Benefits of this product include custom color matching, better value per board foot when compared to the field application, and the product is free of scuffs, mars and shiners," Sprenger explained.

An active member of the North American Wholesale Lumber Association, Sprenger has been on the committee of finance and former secretary/treasurer of the association. Sprenger Midwest is also a member of Northwestern Lumberman's Association and Hoo Hoo International. For more information visit www.sprengermidwest.com.



Chris Meyer, Inside
Sales Representative



Wyatt Year, Inside
Sales Representative



Kevin Fykstra, Inside
Sales Representative





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WEST BAY FOREST PRODUCTS: Expanding And Evolving

2014 has been a year of expansion and growth for **West Bay Forest Products**. Finishing a transition from their smaller production facility in Langley, BC, to a larger 13-acre facility in Sedro Woolley, WA, West Bay Forest Products has tripled their yard size and will soon have twice the production capacity with a second planer. "With this expansion, West Bay Forest Products will be ready more than ever to stay competitive in today's Western Red Cedar market," said Don Dorazio, President of West Bay Forest Products, headquartered in Langley, BC.



5/4x6 AK decking graded to meet and exceed the WRCLA standards.

Since 1988, West Bay Forest Products, a current member of the WRCLA, has firmly established themselves as a quality manufacturer of Western Red Cedar products who goes the extra mile for their customers. West Bay Forest Products doesn't just

provide quality lumber... they listen, study, and do their best to fulfill the continued demand of today's evolving Cedar lumber market. With over 75 years of combined Western Red Cedar experience, unparalleled customer service, and high quality products, West Bay Forest Products has achieved a solid, loyal customer base across Canada, the United States, and Japan.

One of the major factors in their continued success is their **PREFERRED CEDAR BRAND** and their progressive business style. West Bay Forest Products is proud to offer a range of custom features such as custom packaging, bar coding, end waxing, etc. "Our goal is to better equip our customers to stay competitive in today's lumber market and solidify our reputation as a customer-focused company" said Chad Findlay, Vice President of West Bay Forest

Products. "The industry isn't just about lumber anymore, but being able to recognize and help fulfill our customer's needs to stay competitive." West Bay Forest Products has proudly maintained its "We're BIG on Cedar" status for over 25 years. With their new 13-acre facility, they are looking forward to providing their customers with a wider range of clear and knotty Western Red Cedar products such as Decking, 1-inch Boards, 5/4-inch and 2-inch Fascia, Timbers, R/H Dimension, Siding/Pattern stock, and Fencing. The new production facility is equipped to handle a variety of Cedar products to keep up with the ever-changing needs of their customers.



Finished Cedar products being weighed for shipment at West Bay Forest Products.



West Bay's production facility has plastic green chain to reduce iron stain.

Products. "The industry isn't just about lumber anymore, but being able to recognize and help fulfill our customer's needs to stay competitive." West Bay Forest Products has proudly maintained its "We're BIG on Cedar" status for over 25 years. With their new 13-acre facility, they are looking forward to providing their customers with a wider range of clear and knotty

Western Red Cedar products such as Decking, 1-inch Boards, 5/4-inch and 2-inch Fascia, Timbers, R/H Dimension, Siding/Pattern stock, and Fencing. The new production facility is equipped to handle a variety of Cedar products to keep up with the ever-changing needs of their customers.



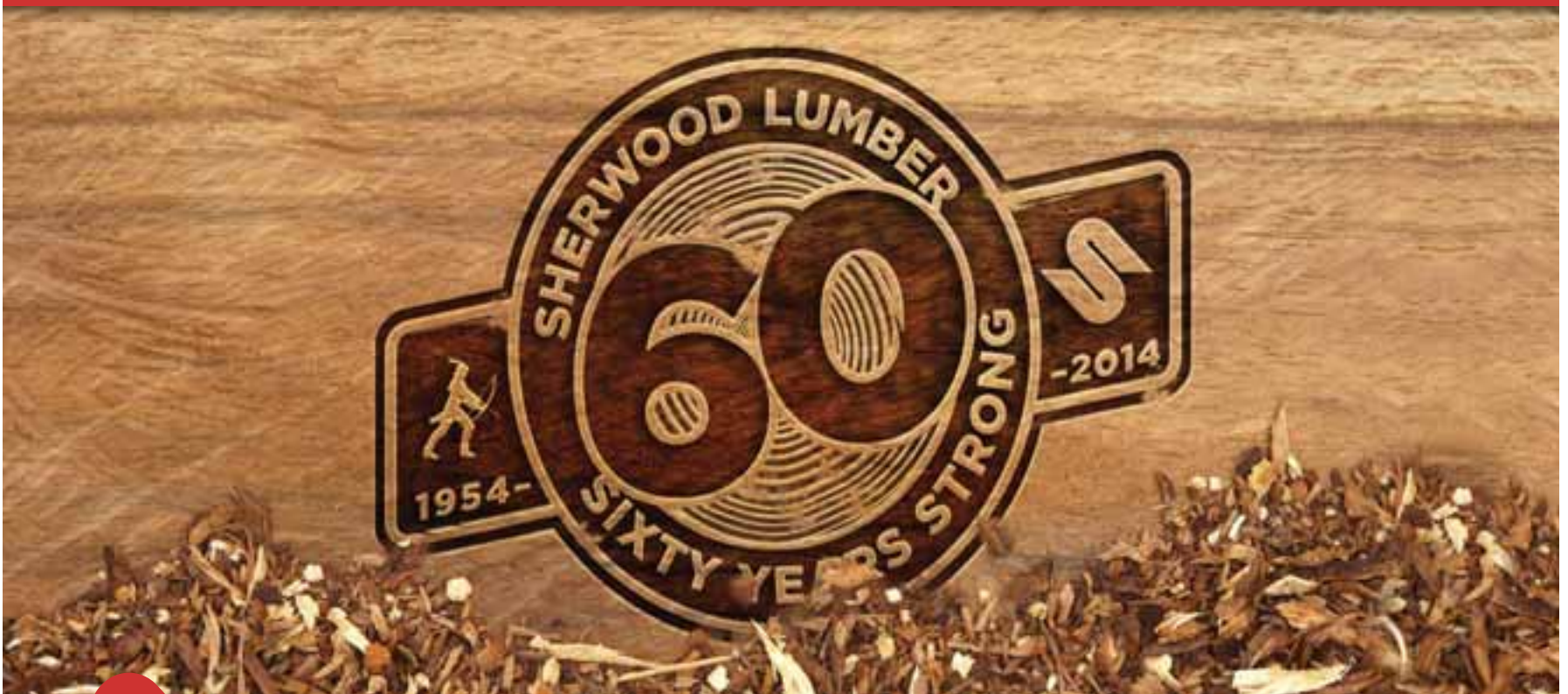
West Bay transports their Cedar products by railcar, container, and flatbed trucks.

The West Bay Forest Products team is looking forward to this year's NAWLA Traders Market and are excited to share with you all of their future production facility plans. Visit West Bay Forest Products at NAWLA Booth #301 to find out more.

To learn more about West Bay Forest Products' operation visit their website at www.westbaygroup.com, give them a call at (800) 688-1108 or connect with them on Facebook. ■

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Capital Improvements Continue At Robbins Lumber Inc.

Searsmont, ME—Established in 1881, Robbins Lumber Inc., based here, manufactures 4/4 and 5/4 Eastern White Pine boards and 8/4 Selects, up to 24-inches wide.



(Left to Right): Catherine Robbins, owner; Jim Robbins, owner Alden Robbins, owner; Jenness Robbins, retired and Jimmy Robbins, owner.

Secondary products for Robbins Lumber include a line of clothes drying racks, wooden louvers and ice cream freezer buckets.

The company continues to make capital improvements that will assist in efficiencies and expediting orders to their customers. "Normally we inventory between 3.5 to 4 million feet of dressed inventory because we like to give our customers quick service," CEO and Owner Jim Robbins Sr., explained. "We like to have a large inventory on hand so that we can re-

spond to their needs, so this year we are building a 50' x 350' warehouse on the side of our existing 70,000-square-foot warehouse."

Another reason they decided to build the additional facility is due to the fact they are now offering different items. "We are now offering 6/4 log cabin siding and 8/4 Selects," Robbins said. "Now we offer wide Pine boards from 13 to 24-inches, which



(Left to Right): Alden Robbins, vice president; Tonia Tibbetts, inside sales; and Jim Robbins, consultant.

gives the appearance of old, rustic Pine floors. It has a lot of character. When people see the product they can't believe boards that wide are available today." Robbins further explained the wider Pine boards are commonly used in applications such as flooring or tabletops.

"We also produce a lot of Live Edge Siding, which is popular in the country for vacation homes and hunting camps. When people are looking for a different 'look,' Live Edge Siding offers a very unique wavy pattern."

"We are in the process of making upgrades to the sawmill," Robbins continued.

"We've always believed in investing back into our mill to keep it modern. Keeping up

with technology, we installed a brand new A6 Nicholson debarker. In addition to the warehouse, we've been upgrading the electrical system in our boiler house and our sawmill. So when we expand in the future, we'll have the modern updated electrical work already in place."

Approximately 28 million board feet is produced at Robbins Lumber Inc., annually, in 1x3 through 1x12 in six-foot to 16-foot rough boards. All products are kiln-dried to an average of 10-12 percent MC and then further processed on moulders for the best possible finish.

Robbins Lumber also owns Penobscot Bay Coatings, that primes or coats lumber, located in Searsmont.

"We have a flow-coat machine and we have a spray machine. We run the product through a profile sander and we apply a spray coat finish to it. Once that dries we apply a second coat, sand it again and apply a satin finish. The completed product has a smooth beautiful finish that is ready for the interior application our customers wish to use," Robbins said.

Robbins Lumber is a fifth-generation family owned operation. The company employs approximately 115 people, including Alden Robbins, vice president and sales manager leading the company's sales team, which includes; Tonia Tibbetts and Peter Kinney inside sales; John Ritz, outside sales; and Jimmy Robbins Jr., president, oversees day-to-day mill operations. "Jimmy works with the different division managers and makes sure everything is running smoothly," Jim said. "He works with the log buyer, the sawmill manager and the planer mill manager fielding and solving problems." Catherine Robbins oversees accounts receivable, human resources and hiring.

International Organization for Standardization (ISO) certified, Robbins Lumber Inc. is a member of the Northeastern Lumber Manufacturer's Association (NeLMA), and the North American Wholesale Lumber Association (NAWLA). The company was recently recognized for its outstanding land management and sustainable forestry practices by the state of Maine with the Austin Wilkens Award.

For more information about Robbins Lumber Inc.'s products and services contact visit www.rlco.com or visit them at the **NAWLA Traders Market in booth number 321.** ■



Robbins Lumber also owns Penobscot Bay Coatings, that primes or coats lumber, located in Searsmont.



Robbins Lumber normally inventories between 3.5 to 4 million board feet of dressed inventory to be able to respond to customers needs quickly.

Smaller logs? Better lumber.

There's a reason Vaagen Brothers uses small-diameter logs. It's because small logs produce higher quality lumber.

Smaller diameter logs have tighter growth rings and small, tight knots, resulting in wood fiber that is denser, stronger and straighter—quality built in naturally.

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Fir/Larch, SPF, Hem-Fir, Cedar
2x4; 2x6; 2x8

Stud Mill – Usk, WA

Random Mill – Colville, WA

Random Mill – Midway, B.C.

Ponderosa Pine
Rough Green Mill – Eager, AZ
4x4 – 7x9, 8' – 16'

Boise Cascade Adds To Fire-Resistant Product Line

Boise Cascade Engineered Wood Products has announced another fire-resistant joist product or product installation technique designed to increase residential fire protection. The newest release combines Boise Cascade



Boise Cascade BCI(R) or AJS(R) I-joists team with mineral wool insulation to insulate better and suppress residential fires for longer periods of time.

engineered wood I-joists with mineral wool insulation to insulate better and suppress residential fires for longer periods of time. Mineral wool insulation has a long history of success in fire

suppression, is available across the U.S. and is compatible with every series and depth of Boise Cascade AJS® series and BCI® joist.

An important advantage of the Boise Cascade I-joist/mineral wool insulation system is the ease of installing its more stable insulation batts. Mineral wool insulation tends to have greater "body" than glass fiber insulation, enabling precise cutting and snug fitting for better insulating properties and easier installation – easily dropping into place between I-joist webs, resting on the bottom flanges.

This pairing of Boise Cascade I-joists and mineral wool insulation also solves two important code issues – the evolving energy conservation code provisions regarding insulation in the floor cavity, and fire resistance requirements for light frame construction, both specific to floor framing over unfinished basements.

Also, according to the U.S. Department of Energy, mineral wool insulation typically consists of 75% or greater recycled content, while glass fiber insulation contains only about 20-30% recycled content, making mineral wool insulation more eco-friendly. Mineral wool insulation is also water repellent and resistant to mold. Some mineral wool products go even further to add more body, spinning in a small amount of glass fiber to act as a super-bonding agent. This product has a history of staying together better compared to competitive steel slag-based insulation products, which may crumble or chip pieces off over time.

Homebuilders need choices, and local building customs vary from market to market, so rather than offer only one answer, Boise Cascade has developed four different solutions to the challenge: 1) Horizontal direct installation of gypsum to BCI® or AJS® floor joists; 2) Mineral wool insulation between BCI® or AJS® joists; 3) BCI® or AJS® joists with partial sprinkler systems (part of the residential cold water system); and 4) Web Armor™ pairing BCI® or AJS® I-joists with gypsum, a natural fire fighter. These 4 choices give homebuilders the tools of their choice for increasing the fire-resistant capabilities of their new homes. They also position Boise Cascade as an industry leader in fire-resistant joist development and installation.

From a heat-resistant standpoint, the melting point of mineral wool insulation is in the area of 2,000 degrees Fahrenheit vs. 1,000 to 1,200 degrees typically found in glass fiber insulations. Mineral wool insulation has a 2-hour fire rating and is also water-resistant and doesn't absorb water, as other products can.

Because the fire issue affects the entire industry, Boise Cascade is sharing its research and development and product designs with all APA members, which represent the majority of manufacturers, in an open and constructive manner. This offer is made without the R&D, trademark or copyright issues that often prevent smaller firms from continuing to make available competitive product offerings.

Boise Cascade manufactures engineered wood products, building products with improved structural characteristics that use wood fiber more efficiently. Boise Cascade owns and operates the world's two largest laminated veneer lumber (LVL) and I-joist manufacturing plants, and 65 Boise Cascade Engineered Wood Products distributors are located across North America to meet the needs of dealers and builders with regional product mixes, on-time delivery and after-sale service. For more information about Boise Cascade Company, visit www.bc.com. ■



Mineral wool insulation tends to have greater "body" than glass fiber insulation, enabling precise cutting and snug fitting.

See Us At NAWLA Booth No. 714

Manufacturers of approximately 170 million bd. ft. a year of Southern Hardwood and Cypress lumber products



Linwood Truitt and John Stevenson are in charge of kiln-dried lumber sales at Beasley Forest / Thompson Hardwoods



Paul Cabrol (left) and Ray Turner are in industrial sales at Beasley Forest/Thompson Hardwoods. Contact Paul at (912) 403-8501, or by e-mail at paul.cabrol@beasleyforestproducts.com. Contact Ray at (912) 253-9001, or by e-mail at ray.turner@beasleyforestproducts.com.

For you, we at Beasley Forest / Thompson Hardwoods:

- have sorted and random widths in Red Oak, White Oak, Poplar, Ash, Hickory, Tupelo, Sap Gum and Cypress in 4/4 through 8/4 for export or domestic shipment.
- have 1.7 million bd. ft. kiln capacity.
- saw Cypress framing timbers and manufacture various tongue-and-groove patterns.
- manufacture pallet components (cut stock) and pallet cants for the pallet industry.
- saw cross ties and industrial timbers.
- manufacture crane mats for the pipeline industry.
- offer prompt delivery with company trucks and local trucking companies.

Beasley Forest Products, Inc.

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Western Forest Products Inc. – Sustainably Managing Forests And Manufacturing High-Quality Wood Products

Western Forest Products Inc. (WFP) is an integrated Canadian company, sustainably managing forests and manufacturing high-quality wood products on the coast of British Columbia.

WFP is the largest forest tenure holder and lumber producer on the coast of BC. Our forests provide a consistent supply of quality fiber from five distinct tree species, each with their own unique properties, including Western Red Cedar, Hem-Fir, Douglas Fir, Yellow Cedar and Sitka Spruce. With this unique timber base, WFP produces a wide range of products, from commodity to specialty appearance, for the global marketplace.

The company is well positioned to access growing Pacific Rim markets as well as established North American and Japanese markets. With an annual capacity of 1.5 billion board feet, WFP's eight sawmills and two remanufacturing plants are designed to capitalize on its unique, high quality timber supply to produce long lengths, large cross sections and high grade appearance lumber in addition to commodity lumber.



WFP produces a wide range of products, from commodity to specialty appearance, for the global marketplace. WFP Silvertree Appearance Western Red Cedar timbers are shown here.

Given our strong balance sheet and assets, we have the financial flexibility to re-invest in the company. We are implementing a \$200 million investment plan over the next three years.

The Saltair Sawmill upgrade, is the first investment in this plan, at \$16 million. The Saltair Sawmill, built in 1972, converts coastal mid-size logs into high value specialized products in Hemlock, Douglas Fir and Western Red Cedar. This capital project will make Saltair the largest single-line sawmill on the coast of BC.



In early August, Cedar Creek's Carrollton, Texas location put the first Western Red Cedar timber through their brand new Baker Dominator Resaw.

This project will increase production by 15 percent, making it more competitive with global producers.

Our next set of investments are in auto grading technology. Automatic lumber grading technology has proven effective in assessing lumber grades quickly, ac-

curately, and consistently, increasing value, recovery and efficiency. This installation will make the Alberni Pacific Sawmill a more competitive mill in the global marketplace and more resilient to market fluctuations.

This investment plan is done with our customers in mind. It is a testament to WFP's commitment to its manufacturing facilities and a critical step in positioning the company for the future to remain a leading supplier of products.

Earlier this year our partners at Cedar Creek Lumber launched a line of custom timbers with the "Cedar Summit Series", using WFP as its supplier of Western Red Cedar and Douglas Fir timbers. Offered in multiple species, sizes and profiles, Cedar Creek can service all aspects of the customer timber business. In early August, Cedar Creek's Carrollton, Texas location put the first Western Red Cedar timber through their brand new Baker resaw. The machine center has the ability to handle timbers as large as 36"x 36" up to 40 feet long at an impressive speed of 1 foot per second.

Equally as important as their choice in equipment, Cedar Creek is committed to stocking the highest quality fiber to provide their customer base. Solid-sawn timbers are prized by engineers for their strength, architects for their style and by homeowners for their beauty. Cedar Creek produces a variety of custom timber products and is committed to providing the finest milled wood products available.

Cedar Creek's milling services includes the ability to put "details" on the ends of Doug Fir, Western Red Cedar, Redwood, and Cypress Timbers, as well as Glu Lam Beams (depending on location). Cedar Creek offers standard patterns, and can also provide custom milling services for customers who have their own detail designs.

The beauty, dimensional stability, strength, workability and finishing attributes of WFP products make them ideal for decorative and structural applications, delivering performance and versatility that customers have trusted for over 100 years. All this is backed by experienced service agents in more than 15 locations around the world who can help source exactly what is needed, delivered on time and on specification. ■



The machine center has the ability to handle timbers as large as 36"x 36" up to 40 feet long at an impressive speed of 1 foot per second.

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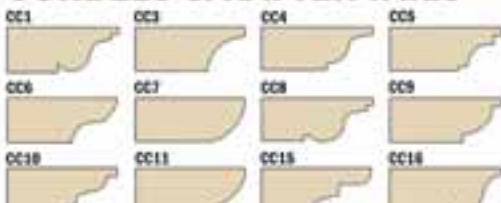
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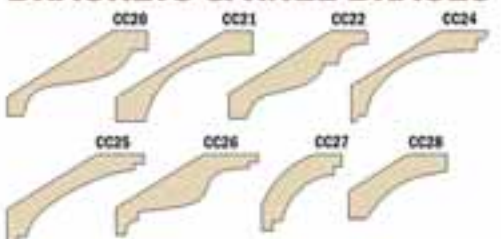
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History And Sustainability Define Terminal Forest Products Ltd.

Terminal Forest Products Ltd. (TFP), specializes in the manufacturing of high quality Western Red Cedar products in advanced facilities. The company produces approximately 100 million board feet of value-added Western Red Cedar lumber annually.

The History: Owner and Chairman Asa Johal immigrated to Canada in 1924 and has since become one of British Columbia's prominent businessmen. At 19, he started a successful trucking operation. By 1962, he established a sawmilling operation that turned into one of the provinces most efficient and technologically advanced

facilities.

In 1973, Asa purchased what is now known as Mainland Sawmills Ltd. The company has operated as a custom cut sawmill ever since. In 1978, he purchased a five-acre parcel in Vancouver and built a remanufacturing plant. At that time the remanufacturing plant was the most modern in the Pacific Northeast. The operation was utilizing a modern finger jointer and one of the first computerized chop optimizing saws.

By 1986 TFP had obtained its first forest license through the purchase of L&K Lumber Ltd. With that purchase also came the Langdale log-sorting yard. This waste-free operation, sorts approximately one million cubic meters of logs annually and offers customers ISO and chain-of-custody certification. Over 30,000 units of wood chips and hog fuel are loaded and barged from Langdale yearly.

In 1990, TFP became an international company with the purchase of South Everson Lumber Company Inc. (SELCO) in Everson, Washington.

SELCO's operations include a variety of processing lines including moulders, planers, resaws, finger joint/edge glue lines and dry kilns and is the largest Cedar remanufacturing plant in the industry.



TFP supplied the Cedar utilized in construction of this log home by West Coast Log Homes. (Photo courtesy of West Coast Log Homes).

TFP markets through distributors: "We rely on our distribution partners to flow our products to the marketplace. They are able to stock our wide range of products and get the highest value for our product mix," Asa Johal said.

Among the largest buyers of high-quality Western Red Cedar logs, TFP is proud of the long-term relationships they have built with their First Nations suppliers, independent logging companies as well as other large integrated companies, all while obtaining the

best quality products from each log.

How it's done: Logs arrive at the TFP sawmill by water and are sawn into rough, green lumber. The lumber is then sorted according to size and grade in preparation for further manufacturing. At the planer mill the lumber is blanked, trimmed, regraded and sorted to length. Most production then moves onto kiln drying and further finishing at the remanufacturing plants.

When asked about the key factors involved in the company's continued success, Asa answered, "We are fully committed to providing durable, naturally beautiful products. In response to the increased demand for high grade, value-added products, we have undergone tremendous growth and modernization."

An example of that growth is the expansion of the company's TFP division. "The mill now encompasses a modern two-line high speed sawmill, planer mill, re-saw plant, four gas-fired dry kilns and a chip and waste loading facility," Asa said. "Quality and customer focus are critical components of our success. Our wide range of superior quality products make us a preferred supplier to many of our customers."

Ted Dergousoff (COO) joined the company in 2011. "Dergousoff has many years of industry experience and brings a clear and exciting vision to our company in the years ahead," Asa said.

Sales Manager Mike McInnes joined the TFP family in 2013. "Mike also brings experience in this industry, his focus has been on building customer relationships as well as insuring our customers' expectations are met or exceeded."

Sustainability: Demonstrating their continued commitment, TFP has obtained the Sustainable Forestry Initiative and International Organization for Standardization certifications. "We take our responsibility as environmental stewards very seriously," Asa Johal noted. "Our manufacturing facilities are constantly upgraded. Many of the environmental initiatives TFP has taken over the years are regarded as benchmarks in our industry."

"Since opening the first Terminal Forest Products sawmill in the early 1960's, there have been many changes in the forestry industry," Asa concluded. "Technology, environmental concerns, political and buying trends have influenced the way this and other forest companies now do business. In light of all of these changes, we remain steadfastly committed to our founding belief: To grow our business through strong relationships with our customers and communities."

For more information on TFP and its companies and product lines: Cowichan Gold, Cascadia, Evergreen and Totem, visit www.terminalforest.com.



Terminal Forest Products Ltd. (TFP), headquartered in Richmond, BC, specializes in the manufacture of high quality Western Red Cedar lumber products at state-of-the-art facilities.

Please Visit Us At NAWLA Booth No. 634

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Skana Forest Products Ltd. has been selling into the North American market for the last twenty years.

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