

The

See pages 44 and 45 for
Traders Market Exhibitor Booth
Numbers and Schedule of Events

Special 2015

Wholesaler / Distributor

Buying Issue

Softwood Forest Products Buyer

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2015 Special Edition

2015 NAWLA Traders Market: Bigger Than Ever

This fall, the North American Wholesale Lumber Association (NAWLA) Traders Market, returns to Dallas, a city that describes itself as "bigger than ever." The same could be said of the lumber industry's largest annual gathering of buyers and sellers, which will take place there November 4-6 at the Hilton Anatole.



(Left to right) 2015 Secretary/Treasurer John Stockhausen, Snaveley Forest Products, Pittsburgh, PA; 2014 Traders Market Chair Jim McGinnis, the McGinnis Lumber Co. Inc., Meridian, MS; 2014 Chairman Rick Eckstein, Weston Forest Products Inc., Mississauga, ON; 2013 Chairman Mike Phillips, Hampton Lumber Sales, Portland, OR; and 2015 Chairman Scott Elston, Forest City Trading Group, Portland, OR

Since the Traders Market was last hosted in Dallas, the Hilton Anatole has completed a \$125 million renovation, and the Dallas Design District where it's located has introduced a host of new restaurants and bars within minutes of the hotel. These enhancements, plus a new event-focused mobile app, are sure to make the event more enjoyable and productive than ever before.

"The two-day agenda offers countless opportunities for you to grow your business and learn from peers," said Kip Fotheringham of Hampton Lumber, the 2015 NAWLA Traders Market Chairman. "Make sure you join us in Dallas to connect or build relationships with 1,500+ traders, discover new products and solutions, and perhaps close sales or purchases."



More than 245 exhibiting companies showcased their products and services to nearly 1,500 2014 Traders Market attendees in Chicago.

For the past 19 years, the Traders Market has focused almost exclusively on the lumber supply chain, offering access to hundreds of companies that man-

Continued on page 79

Suppliers, Etc. Praise Benefits Of NAWLA Traders Market®

Jill Snider Brewer
Snider Industries
Marshall, TX

Snider Industries has participated in the NAWLA Traders Market for many years. It is a tremendous collaboration of buyers and sellers in the industry and generates an opportunity to reinforce established customer relationships, as well as connect with viable, potential customers. We consider this trade show event as an



Continued on page 79

Kyle Jones
West Bay Forest Products
Langley, BC

The NAWLA Traders Market is a "can't miss it" event for West Bay Forest Products and should be for any company looking to sell lumber in any real quantity. There is no other event that brings together mills, distributors, wood manufacturers, and service providers in this kind of dialogue rich



Continued on page 79

Brooke Meeker
Anbrook Industries Ltd.
Pitt Meadows, BC

The NAWLA Traders Market is a fantastic opportunity for anyone in the forest products sector to network with existing customers, suppliers, and industry players as well as forge new relationships in any of these categories. In one location you can get more done in three days than you could in 10 days of



Continued on page 79

Matt Duprey
Hancock Lumber Co.
Casco, ME

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

The NAWLA Traders Market is a very professional plat-



Continued on page 79

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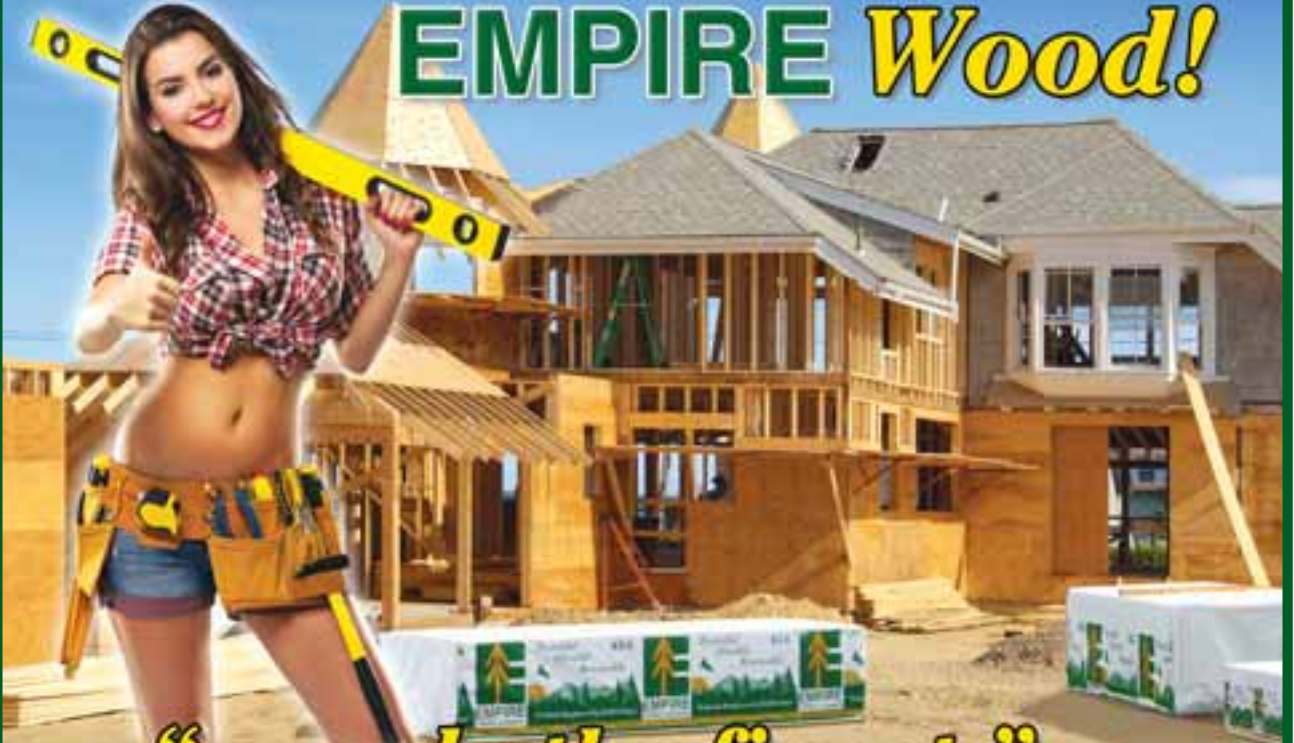
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October 2015

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“Stewards of the Forest Since 1956”

The 2015 NAWLA Traders Market – The Perfect Opportunity To Grow Your Business!

Over the next 18 months, we expect to see continued growth in new home construction, job and income levels, consumer confidence and a number of related economic indicators. That makes this fall the perfect time to reconnect with your existing customers, meet prospective business partners and gain insights to grow your business.

You can accomplish all this – and more – at the North American Wholesale Lumber Association (NAWLA) Traders Market in Dallas, Texas, November 4-6.

Here are a few reasons why you should join your peers for NAWLA's 19th annual gathering of forest products buyers and sellers:

Business-building Opportunities

The Traders Market is known for its successful "sellers in the booths and buyers in the aisles" formula. You'll find this again in Dallas, with 250 valued suppliers from across the globe showcasing their products and services to nearly 1,500 lumber professionals.

The two-day agenda offers countless opportunities for you to grow your business and learn from peers, including 9+ hours of dedicated show floor hours, shared meals and receptions, and post-event socializing. You're sure to start or grow a relationship, discover new trends and technologies, hear solutions to common challenges or close a sale or purchase.

Here are a few comments from satisfied 2014 attendees:

- "For the investment, nowhere else will you get this amount of exposure to current customers and future prospects" -- *Mike Stevens, Sales Manager, Neiman Enterprises, Inc.*

- "[Traders Market] is a wonderful show every year, a chance to grow existing

relationships and start new ones. We find new business every single year." -- *Todd Askew, Mill Sales, Biewer Lumber*

To see who has already registered to attend or signed up to exhibit, visit nawla.org.

Education and Inspiration

To gain new ideas for demonstrating your company's competitive advantage and enhancing your sales process before you head out to the show floor, we've lined up a sales trainer with more than 30 years' experience in industrial distribution for our Thursday morning Educational Session. The Education Session, which is open to all attendees, is presented by the GenNext 10 Groups, and will be led by Jim Pancero. During his career, Pancero has provided sales management and sales training to more than 600 companies in 80 industries. Before founding his own consulting firm, he was a top-performing sales professional at IBM.

Kicking off this year's program as our Grand Opening Luncheon keynote is Connie Podesta, one of the industry's most entertaining and sought-after motivational speakers. Through her presentation, you will gain new ideas, mindsets, attitudes and solutions to help you tackle even the toughest challenges. In that same luncheon, we'll recognize the organ-



Kip Fotheringham

izations that have supported NAWLA's continued success – its long-term members and Traders Market exhibitors – and offer a few organizational updates. You're sure to leave this program energized for the networking and new discoveries that await you on the show floor.

Based on the popularity of last year's Learning Lounges, we'll be offering that same activity this year on the show floor, once again on topics relevant to those in the lumber industry.

A Bigger and Better Dallas

It's been seven years since we've taken the Traders Market to Dallas. In that time, the Dallas Design District surrounding the Hilton Anatole has expanded to include more retail and entertainment options. You'll find new restaurants like the Community Beer Company, Rodeo Goat and Meddlesome Moth.

Trinity Groves, a new 15-acre restaurant, retail and entertainment complex in West Dallas, is also a short cab ride from the hotel. Fifteen restaurants and breweries are housed in this development, with additional choices coming soon. With shared outdoor patio areas, this is a venue that's still enjoyable in Dallas in the fall.

You'll have no shortage of nearby venues to explore with colleagues or customers after each day's events.

A Closer Look at NAWLA

While you're in Dallas, you'll also have the chance to learn about ways to get more involved with the organization – throughout the year – from NAWLA staff and active members. Doing so will expand your network, and help you gain insight and develop leadership skills by participating in a 10-Group, attending regional meetings and the Leadership Summit, joining a committee or serving on the Board. Opportunities are only limited by your willingness to get involved.

I look forward to seeing you this November in Dallas!

Kip Fotheringham
Vice President, Hampton Lumber
Sales Canada
2015 Traders Market Committee
Chairman

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

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WHO'S WHO IN SOFTWOODS



VICKI KLUMB-O'NEILL

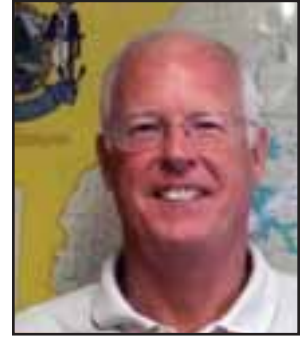
Vicki Klumb-O'Neill is co-president of **Klumb Lumber Co.**, located in Point Clear, AL. Klumb Lumber is a wholesale distributor with locations in Texas, Georgia, Alabama, Mississippi and Tennessee. Products offered include treated Southern Yellow Pine timbers, dimension and boards, untreated Southern Yellow Pine dimension and all grades of Southern Yellow Pine plywood. Additional product offerings are hardwood plywood, mouldings, treated plywood, MDF and particleboard. The company's five distribution yards allow them to offer timely service and delivery to customers. Klumb-O'Neill stated that decentralization allows the company to be a more flexible operation. The com-

Continued on page 80

Peter Kinney is salesman at **Robbins Lumber Inc.**, located in Searsmont, ME.

Robbins Lumber is a vertically integrated forest products firm producing Eastern White Pine lumber and by-products in its mill, while at the same time caring for and growing forest products on its sustainably managed woodlands. Maine craftsmen and women are employed producing approximately 28 million board feet annually of Eastern White Pine lumber.

In addition to paneling and siding patterns, Robbins Lumber is currently stocking two coat primed selects, clear coating paneling, Western Red Cedar decking and Southern Yellow Pine flooring.



PETER KINNEY

Continued on page 81



BRETT COLLINS

Brett Collins is the U.S. sales manager for **Woodtone**, located in Everett, WA, and Chilliwack, BC.

Woodtone is a manufacturer of siding, soffit, trim, and fascia products, including the RealWood product family of Appearance grade SPF products. Products include RusticSeries fiber cement or composite siding with the sought after look of real wood, which comes with a 15 year coating warranty and 18 two-tone color combinations with a mix of contemporary and traditional feel; RealSoffit natural wood wall and ceiling panels offered in six pre-finished colors for interior and exterior applica-

Continued on page 80

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

Air Systems Mfg. of Lenoir offers dust collection and filtration systems used in the forest products industry. In addition to new items an extensive inventory of reconditioned equipment is also available.

The company was founded in 1988 by Miller. Additional services offered include trouble-shooting, written assessments, conceptual and final design, as well as on-site maintenance. Miller's first position working with air filtration and dust collection machinery was in 1972 as an in-



NELSON K. MILLER

Continued on page 81



BRETT JOHNSON

Brett Johnson is a partner at **Dakeryn Industries Ltd.**, located in North Vancouver, BC.

Dakeryn Industries is a remanufacturer and distributor of quality SPF dimension lumber and specialties servicing North America and select export markets. Dakeryn owns and operates Mountain View Specialties in Abbotsford, BC, producing superior quality primed fascia, trim boards, decking and PET products. Dakeryn also owns and operates Westmark Products in Spruce Grove, AB. Westmark provides specified truckloads of Construction and Appearance grade lumber for prompt shipment to the Prairies, Eastern Canada, and the

Continued on page 80

Dane Waters is a division product manager for **Boise Cascade Co.**, located in Boise, ID.

Boise Cascade Co. is a leading national wholesale distributor of building materials with 33 distribution facilities across the U.S. The company offers one-stop shopping for a broad and deep line of building materials purchased from Boise Cascade's Wood Products business and other quality manufacturers. Products offered include engineered wood products, oriented strand board, plywood, lumber, siding and other key building materials such as framing accessories, composite decking, roofing and insulation.



DANE WATERS

Continued on page 80



BOB CARROLL

Bob Carroll is a territory manager for **Mid-State Lumber Corp.**, covering the South Shore of Boston, including the Cape and parts of Rhode Island, out of the Warwick, NY, location.

Mid-State Lumber is a local and regional wholesaler of building material products for the retail lumber dealer, and has been in operation since 1976. Offering a broad selection of products, the company's lumber selections include Pine, Douglas Fir, Eastern and Western Cedar, Ipe, and Dark Red Meranti.

Additional products offered by the company in-

Continued on page 81

Win Smith Jr. is owner and sales manager of **Limington Lumber Co.**, located in East Baldwin, ME.

Limington Lumber produces approximately 18 million board feet annually of Eastern White Pine (4/4 to 5/4, KD, surfaced to S4S and Pattern). All lumber produced is run through a Weinig moulder. The company specializes in mixed loads, as well as producing virtually every NELMA pattern. Containers for export are loaded on-site.

Smith graduated from Gorham High School, located in Gorham, ME, in 1981 and earned a Bach-



WIN SMITH JR.

Continued on page 81



ADAM HAZELWOOD

Adam Hazelwood is a lumber trader at **Skana Forest Products**, located in Richmond, BC.

Skana Forest Products is a wholesaler and manufacturer specializing in a wide range of products including framing lumber, Clear and STK Finish, Clear & STK T&G, Clear and STK Bevel siding, MSR, No. 3 and Economy, finger-joint lumber, plywood, agricultural stakes and furring strips. The company markets to North America as a wholesaler of Spruce-Pine-Fir, Pine, Western Red Cedar and plywood. Western Red Cedar products offered include Clear Finish, Clear T&G and Clear Bevel Siding.

Continued on page 81

Marshall Wood II is responsible for sales and purchasing at **Mars Hill Inc.**, located in Waynesboro, MS.

Mars Hill Inc., a wholesale lumber company, supplies 1x4 through 2x12 Spruce-Pine-Fir and 4/4 through 8/4 hardwoods to its customers located throughout North America. The operation also sells some industrial plywood in 4x8 sheets and Southern Yellow Pine cut stock to some of its customers as well.

Mars Hill purchases approximately 30 million board feet annually. The majority of their Softwood and hardwood lumber is sourced in the southeastern United States. The company specializes in



MARSHALL WOOD II

Continued on page 81



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A Message From The Chairman...

Like many of you, I've been working in various roles in the lumber industry for most of my career. Throughout that time, I've valued NAWLA's Traders Market for the unparalleled opportunities I've had there to build new relationships,



strengthen existing ones and gain insights from colleagues throughout North America.

As NAWLA's 2015 Chairman, I'm excited to contribute to this year's event, and invite you to experience it with me November 4-6 in Dallas. Over the last year, our dedicated Traders Market Committee, led by Kip Fotheringham of Hampton Lumber, has developed an event that promises to be the biggest and best yet. From tweaking the schedule to maximize your networking time to creating a mobile app that helps you navigate the event and the city, they've investigated and enhanced each aspect of your 2015 experience.

You'll find a tradeshow floor packed with 250 industry-leading manufacturers and wholesalers of forest products. There is no other way to meet with the number of suppliers, customers, prospects and service providers in one place that

NAWLA will bring together this fall in Dallas. The leads, sales and new ideas each member of your team is able to generate in just two days more than justifies the cost of the trip.

In addition to meeting with hundreds of exhibitors (including a growing contingent of international suppliers), you can also get a pulse on the market from peers from



Scott Elston

across the U.S. and Canada and reconnect with colleagues as you walk the aisles.

After a busy day on the show floor, you can continue important discussions at one of the many nearby restaurants and bars. Within the same Dallas Design District that houses the Hilton Anatole, you'll find some of the most talked-about new spots in the city. Information to help you find and make reservations is available on the NAWLA site and is coming soon in the event app.

Because it is such a cost-effective introduction to our industry, I encourage newer hires to attend alongside the veteran traders at their firms. They will benefit from the exposure to every key player in the industry and countless chances to make connections that can last their entire careers.

In fact, those same buyers and sellers can come to Wood Masters immediately before the Traders Market in Dallas, November 3-4, to build their negotiation and communication skills before they head out on the floor. They will leave with the awareness and skills needed to immediately improve their performance and customer satisfaction that week and throughout their careers.

To see who's already registered to attend or exhibit, and then add yourself to the list, visit nawla.org/tradersmarket. Make sure to do both early before your schedules fill up.

I look forward to seeing you all in Dallas!

Scott Elston
Forest City Trading Group
2015 NAWLA Chairman

**LAST CHANCE
TO REGISTER!**



Hilton Anatole
Dallas, TX
November 4-6, 2015



#Traders15

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2015 MARKET**

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Meet or reconnect with peers, discover new products and solutions only at the 2015 event.**

In Dallas this year you will enjoy new restaurants and bars conveniently located near our award-winning hotel. Additionally, the 2015 Traders Market will have its own app filled with all of the need-to-know information to enhance your experience. With all of these improvements, this year's Traders Market is guaranteed to exceed your expectations.

➔ Get full event details, see who's registered, and sign-up at www.nawla.com/tradersmarket.

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Bitterroot Valley Forest Products Stays On Cutting Edge With New Products

Missoula, MT—At Bitterroot Valley Forest Products, our mission is to provide the finest quality specialty wood products on the market. We continually work to improve our existing product lines while developing new products to stay on the cutting edge of the wood products industry including our new EPEX Trim® line and Montana GhostWood®.

We have, and always will be a Montana based business, and in keeping with that we employ Montana people and utilize Montana products whenever feasible.

Our commitment to sustainable forestry is evident in every aspect of our

built with both customers and suppliers over the last 30 years. We look forward to continuing to provide the industry with quality products, delivered in a timely fashion, at an affordable price.

J&R Planing was started in 1977 as a small mill on the Edinger family ranch in Florence, Montana.

The Edinger Family soon moved its operation to a piece of property on Hwy 93 in Florence and proceeded to grow and expand their business, supplying jobs and revenue to the Local Bitterroot Valley.

In 1989, Jim Edinger expanded the company's product lines by opening an additional mill and reload yard in Missoula. This second mill, Montana



business; we use beetle-kill and standing dead timber in some of our Montana GhostWood® product lines. We have partnerships with forest conscious mills and utilize our wood shavings bi-product for our line of animal bedding. We are continuously striving to make our business more eco-friendly.

Bitterroot Valley Forest Products is proud to be the industry leader in specialty wood products and values the long term relationships it has



West Lumber, has been an active part of the Missoula economy ever since.

Bitterroot Valley Forest Products came to fruition in 1997, adding to our family of business, a sales arm. With six in house traders this branch of our business has helped bring our company to the forefront of the lumber industry. We are able to provide the large range of specialty wood prod-

ucts from our new treated EPEX Trim® line to companies from local contractors to the largest national distributors.

In 2008, J&R lost its Florence mill to a fire. The entire building and much of the equipment was lost. But in true Montana fashion, we pulled together, moved the entire operation to our Montana West location and were operational within one week.

The two operations have now been combined under the name J&R Planing, Inc. The centralization of operations allows us to continue to serve our faithful customers and expand the line of quality products for which we have become known.

In 2009, Bitterroot Valley Forest Products expanded its reach by acquiring a "state of the art" priming facility in Savannah, GA. The addition of Bitterroot Valley Forest Products of Savannah makes our treated and primed products available and affordable for customers from coast to coast.

Over the last 30 years, our business has gone from a two-man operation on the family ranch to one of the largest specialty wood product manufacturers in the country. It is with this rich history and fortitude that we continually strive to bring new products, services, and cutting edge technology to the wood products industry.

Our commitment to our customers is evident in everything we do. We are driven to produce the most consistent products available. Quality control is of the utmost importance to us. You can be assured that Bitterroot Valley Forest Products will do everything in its power to resolve any product quality issue that may arise.

Please give us a call and see how we can expand your business, or visit our product specific websites at: www.mtghostwood.com; www.epextrim.com; or www.bvfpmontana.com. ■

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have visibility to audit transactions, stock movement, and costing.”

Andy Kick,
Chief Financial Officer
Lake States Lumber
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C&D LUMBER – A Name You Can Trust, A Brand You Can Build Upon

Riddle, OR—Celebrating 125 years as a small family owned business is no small feat for any company and it should go without saying that there must be something exceptional going on to accomplish this many years of dedicated manufacturing and customer service. The story of C&D's commitment to personal customized service combined with the highest quality wood products started in 1890, when Alford Johnson built his first sawmill in Southern Oregon's Coos County. In 1943, the Johnson family built a mill near the Coos and Douglas County lines. With a nod to its geography, the operation became



C&D Employees oversee the rotary lug loader that feeds the automatic grade scanner. This scanner is one of the largest in North America.

C&D Lumber Co. Today, owned and managed by 5th generation family members, C&D Lumber maintains the reputation of offering quality lumber products, craftsmanship, and service; specializing in high-quality appearance timbers and commodity products in Douglas Fir, Incense Cedar, and Port Orford Cedar. Our motto: Great People. Great Products. Great Customers. Is the driving force behind C&D's success and longevity.

GREAT PEOPLE.

C&D Lumber is proud of what we've been able to achieve over the 125 years in business. Normally

people credit "tradition" for success stories with such a long history. For C&D, the key to success has always been its people, its products, and our customers. Additionally, we embrace innovative thinking and ideas to continue to enhance our business. Manufacturing improvements are common practice and this year we have undertaken our largest sawmill remodel project in the history of the company. Through the work of many talented employees and outside resources, we were able to successfully install a highly efficient and technologically advanced trim line that includes an optimized grade scanner, trimmer, sorter and stacker system. These improvements in the sawmill are allowing us to be more competitive in the log market, eliminated many bottlenecks within the sawmill, automated the sorting and grading of our lumber products at a much higher capacity and automated the sticking of our dry products which allows for quicker drying times and more volume being placed in the kilns.

GREAT PRODUCTS.

With the many improved sawmill operations, today's highly efficient facility continues to produce high quality lumber products in over 100 different product lines and sizes. With a very diverse product line and a flexible manufacturing facility, C&D is truly considered a "cutting mill" where customers can find a variety of products and sizes to fit their needs and where shipping truckloads or railcars of mixed lumber products is a norm.

In Douglas Fir, C&D offers a full line of surfaced lumber that includes 2" dimension lumber and 4" and 6" timbers. One of the "Great Products" that we offer is our line of Premium Exposed® Douglas Fir. With natural beauty, exceptional strength and "when appearance matters", our Premium Exposed® rough sawn timbers and 2" lumber have become the preferred products for open-beamed construction.

Douglas Fir makes up the majority of our production, but our product line is enhanced with the production of many different types of Incense Cedar and Port Orford Cedar products including decking, fence boards and rails, log cabin pattern, rabbit bevel siding and a variety of Cedar lumber dimensional products ideal for many types of re-manufacturing.

GREAT CUSTOMERS.

Our mutually beneficial relationships

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

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

THE FUTURE

With the recent sawmill improvements, C&D is focused on continuing to bring the right products to the market and our customers. We believe our future is bright because of the dedication and commitment of our employees, the demand for quality lumber products, our close proximity to efficient shipping routes and being located right in the middle of a rich raw material source.

For more information, contact C&D Lumber Co. at 541-874-2241 or visit www.cdmlumber.com. ■ Please Visit Us at NAWLA Booth No. 327



Lumber is carried on a 180 degree turn table from the south side of the bins to the north side bins.



Each piece of lumber is automatically sprayed in the transverse spray system with anti-stain and fungal treatment as it goes through the stacker system.



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NEIMAN ENTERPRISES Embraces The Future

Hulett, WY—Neiman Enterprises Inc., with corporate offices here, produces over 250 million board feet of boards, shop, and studs annually. With continuing efforts to be their customers' preferred supplier, the company has invested in several upgrades at each of its four sawmills focusing on increased quality and product offerings.

Vice President and CEO Jim D. Neiman recognizes the importance for progress. He said, "It's vital to the health of the company that we continue to invest in new technology and equipment so we can continue to offer high quality products in a dynamic market place. The planned and completed projects of 2015 are part of our long term strategy to keep up with the ever-changing needs of the consumer."

Projects at the Ponderosa Pine mills include the Comact GradExpert at Spearfish Forest Products, multiple moulder facility upgrades at both Spearfish and Rushmore Forest Products, new sawing technology and methods at Rushmore, and multiple dry kiln and boiler upgrades.

The Comact GradExpert at Spearfish Forest Products continues to prove its effectiveness to give customers consistently high quality products while improving the return to the mill by decreasing unnecessary and excessive trimming. The combination of technological advancements and a more streamlined production line has also increased the output of the planer at Spearfish Forest Products to help meet the needs of customers. The automated grader uses a combination of imaging techniques to reliably acknowledge all characteristics that determine what grade each piece can be and allows each piece to be tracked with the printing of a unique ID number. The GradExpert is still



Neiman Enterprises' Comact GradExpert automated grader at Spearfish Forest Products is shown here.



Pictured is a Weing Powermat 2000 Moulder also in operation at the company's Spearfish, SD, location.

and tongue and groove paneling per year. Spearfish recently added end-matching capabilities, boosting the company's capacity to produce end-matched products. There are also projects planned to further automate the processes at Spearfish Forest Products to help increase the overall production capacity to meet demand. Rushmore Forest Products added an inline trim saw at the moulder capable of turning longer length boards into shorter and more desired lengths to better fulfill the product mix requested by customers. Rushmore has also made upgrades in the sawmill with a new Corley Manufacturing carriage

supported by two certified graders per shift performing quality audits to assure that the machine performs optimally. Dedication to quality remains the primary focus for the company and the audits assure the material produced performs up to the expectations of the customer.

Quality will remain the primary focus for Neiman Enterprises, and the moulder is one of the most important sectors of business that this applies to. Both Spearfish Forest Products and Rushmore Forest Products operate Weing moulders and as a company produce just over 35 million board feet of pattern



USNR's MYMILL Mobile Control being utilized at the new sorter at Montrose Forest Products is pictured.

for the head saw as well as improvements to the optimized edge.

The ability to produce quality milled products hinges on the company's drying capability. Proper kiln operation is critical to correctly drying and seasoning Ponderosa Pine. Over the course of the last year Neiman has made strategic improvements and maintenance to the kilns at all four sawmills with projects ranging from partial upgrades to complete rebuilds. Most notably, Devils Tower is in the process of rebuilding one of the existing kilns, and Spearfish Forest Products has recently finished a substantial overhaul to the boiler that produces the heat for the kilns to create a more desirable drying effect.

The two big projects at the stud mill in Montrose, CO, were both aimed at the facilities ability to increase production. One was aimed at increasing production at the sawmill by upgrading the trimmer, sorter and stacker, and the second at increasing the drying capacity and consistency at the kilns. The new USNR equipment purchased for the sawmill was a major upgrade from the original equipment that was purchased with this facility in 2012. The upgrade increased the number of sorts and capability at the stacker to match the potential production capacity of the mill. By increasing the sorting capacity the product mix could be more widely diversified to better suit the needs of the customer base. In line moisture meters were also installed to allow the material to be sorted by moisture content to allow for more consistent drying.

The Montrose kiln project, which was completed earlier this spring, was a total overhaul of the existing drying system. The kilns were reconfigured with Wellons computerized multi-zone controls which created five zones within each kiln. They were completely re-plumbed and new valves and bucket traps were installed. Frequency drive controlled fans were also installed to improve airflow within each kiln. The overhaul of the kilns increased the drying capacity by decreasing the average drying time of products by as much as 40 percent due to better steam control and improved air flow. More importantly, the new controls will produce a much more consistent drying environment vastly improving the quality of the product offering.

Neiman Enterprises continues to seek out and implement new technologies, equipment, and processes to ensure that the products they produce exceed the expectations of the customer. Come by the booth in Dallas, TX, and visit with a sales representative about all the exciting updates and changes at each of their locations.

For more information visit

www.neimanenterprises.com. ■

Please Visit Us at NAWLA Booth No. 215





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- 1. a movement toward a goal or to a further or higher stage; the progress of a student toward a degree.*
- 2. developmental activity in science, technology, etc., especially with reference to the commercial opportunities created thereby or to the promotion of the material well-being of the public through the goods, techniques, or facilities created.*

Continual progress and technical advancements are important missions for Neiman Enterprises.

Through our family of prestigious companies: Devils Tower Forest Products, Rushmore Forest Products, Spearfish Forest Products and Montrose Forest Products, we consistently explore and implement processes and technologies designed to produce superior products, lower costs and support environmental responsibility.

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DURGIN AND CROWELL: Delivering Quality With Enhance™

Springfield, NH—Durgin and Crowell Lumber Company Inc. is an Eastern White Pine sawmill located here in Springfield. Since its founding in 1976, Durgin and Crowell has grown to become one of New England's largest manufacturers of kiln-dried Eastern White Pine lumber, annually producing up to 30 million board feet.



The Enhance product comes off the line in Durgin and Crowell's paint shop.

We pride ourselves not only in the quality of our products, but also the quality of our people – from log purchasing, to manufacturing, to sales. Hard work and attention to detail help deliver products and service that keep customers and end users coming back. Enhance™ by Durgin and Crowell is our line of pre-coated, UV cured Eastern White Pine paneling products

that we manufacture in our paint shop at the mill. Because Enhance™ comes into a room ready to go, it reduces installation time by days. Enhance is offered

in three finishes: natural, white wash and almond. The look and feel of this product once it is hung is very warm and inviting.

Enhance is available in three finishes:

Natural: Reveals the grain and beauty of natural Eastern White Pine while ensuring that its beauty will last for generations.

White Wash: Designed to embrace the clean bright look and hint of grain that white washing achieves. This color is ideal for kitchens, baths and modern style where pickled wood is appropriate.

Almond: Offering warm, intimate tones to give the Eastern White Pine rich hues and a soft patina that's perfect for a great room, living room or bedroom.

"The quality of Enhance by Durgin and Crowell shows from beginning to end. It's a premium product that goes up easy and looks fantastic. Enhance is our first



Pictured is a gorgeous ceiling with Enhance: White Wash finish.

choice in every home we build," said Zach Hewson, Steeple Chase Builders.

QUALITY



Travis Morcom stacks Pine as he prepares it for a second coat of covering.

Starting with the highest quality Eastern White Pine and then finishing it in a tightly controlled, dust-free environment makes for the highest quality product available.

VOC-FREE SAFETY

Instant curing using a 100 percent solid coating free of VOC's insures that dangerous volatile organic compounds (VOC's) are never brought into the house or introduced to the atmosphere.

DURABILITY

Enhance™ products are pre-coated and cured by the polymerization that occurs by UV light, making for a hard, more durable and more scuff resistant coating than can be achieved by on-site finishing.

To see a complete gallery of homes made with Enhance, please visit: www.durginandcrowell.com/enhance
At Durgin and Crowell, we promise to be dedicated to offering our customers the personal service that is essential to delivering the highest quality, fully sustainable Eastern White Pine, on time, to the specs desired. We provide hands on solutions.

To learn more about our story, visit www.durginandcrowell.com. ■

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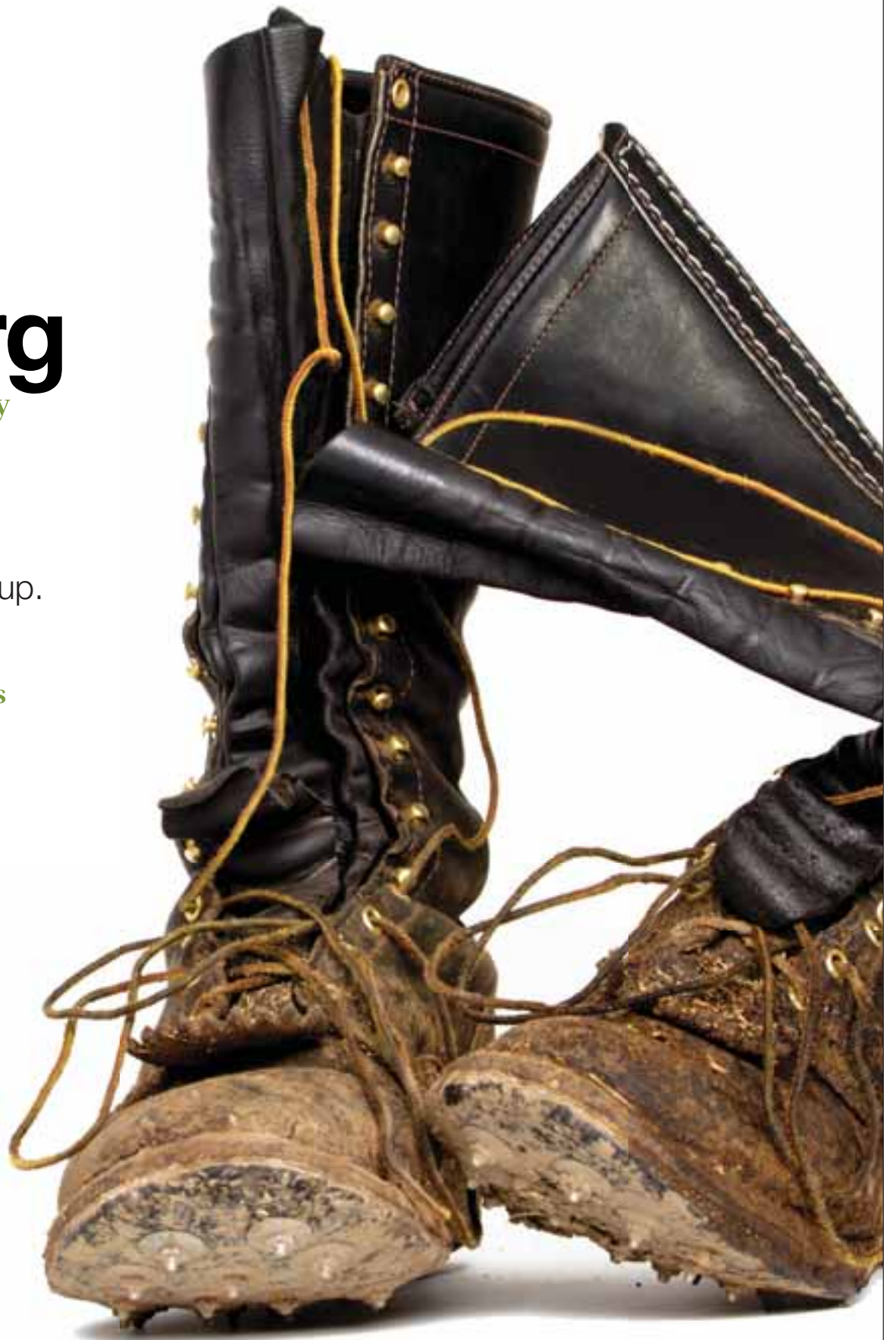
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At ANBROOK INDUSTRIES: Quality Isn't Expensive, It's Priceless

The Meeker Family has a long and dynamic history in the British Columbia forest industry. Four generations ago, in 1906, Henry C. Meeker moved from Connecticut to Merritt, BC, purchasing and rebuilding the Canford mill and renaming it the Nicola Valley Pine Mill, manufacturing lumber and building a railway to access valuable log supply as well providing the city of Merritt with power.

In the 1930's, his two sons, Toke and Lincoln moved to Mission, starting Meeker Cedar Products; Toke proved to be a trailblazer in the shake and shingle industry, creating the automated split and resawn shake, the tapersawn shake as well as many of the packing and measurement methods still used in the business today. He travelled extensively through the 1940's-70's, marketing shakes and shingles in the U.S. and paving the way for many of the manufacturers of the day.



Anbrook shingles are specified for many of the most discriminating homes and resorts in the world.

Toke's six sons, Cedar running strong in their veins, all ventured into the family business in different capacities. In the early 1970's, middle son Clayton branched out and built Clayton Cedar Products, a large shake mill in Pitt Meadows, and in the later 70's, a smaller one-machine mill next door, naming it Anbrook Industries. This operation focused on the "boutique" concept, based on his personal ideology of "only the best is good enough." Over

the years Anbrook grew in capacity, but was always purposely kept comparatively small in the industry to maintain the model of bespoke shingle production.

In the early 1990's, Clayton's daughter, Brooke, ventured into the family business and over 20 years has grown into running Anbrook with the same level of uncompromised commitment to quality that her father, grandfather and great-grandfather in-

stilled along the way.

If someone were to ask "What is the most common statement people make when they visit the mill for the first time?" the answer, unequivocally, would be, "I can't believe how clean your mill is." And it's true; but then again, anyone who knows Clay or Brooke knows that anything otherwise would be unthinkable. This simple observation of the state of the facility is an indicator of how everything at Anbrook is done.

"Quality Isn't Expensive, It's Priceless," the company motto coined by Clayton back in the early 80's, holds true even more so today in an era of cheaper, faster, easier. The blueprint for how Anbrook products are made is never second-guessed because everyone who works for the company knows that there is only one way to do things: Quite frankly, if you're going to do something, do it right. Within the Anbrook camp, there is a strong belief that all homeowners choosing Cedar should have the highest quality roofing products beautifying and protecting their home; a premium quality roof is an insurance policy on typically one's largest investment. Anbrook products are manufactured by people who have become masters of their craft through many years of working for the company; some employees have been part of the team for over 25 years, and there is just as much pride for this loyal and skilled group as there is for the products they produce every day.

"Anbrook products cost more." This statement has been voiced more times than one can count, and there's no arguing the point, they generally have a higher price tag; it requires a larger investment to make the best of anything. So why do Anbrook shakes and shingles cost more? Well, they actually don't "cost" more, but they do have a higher price than most because, quite simply, they're better: Better built, better looking, better lasting, and a better return on the investment. ... There's a shingle, and then there's an Anbrook shingle: Dedication to a self-imposed elevated standard is paramount to make sure customers recognize the difference, and



As fourth generation in the business, Brooke proudly carries on the Meeker family legacy at Anbrook Industries Ltd.



Anbrook products are manufactured to an industry leading standard of uncompromised quality.

that the value proposition Anbrook products offer ultimately creates a win for their business. Anbrook products dispel the notion that a higher price tag equals a higher cost, proving time and again that those "ah-ha" moments still do exist for builders and homeowners alike.

The business has grown over the years to all corners of the globe; products ship daily from the mill in Pitt Meadows on the banks of the mighty Fraser River, to eventually adorn some of the finest bespoke residences and resorts in the world. The high quality Anbrook experience does not end with the product in the pallet; this mentality carries through the entire supply chain process, including carefully packaged freight, top-notch customer service and a commitment to making sure the customer gets exactly what they ask for, or more, every time. The Anbrook product line ranges from Jumbo, Heavy and Medium Handsplit and Resawn Shakes to Royal, Perfection and Fivex Shingles as well as all lengths and thicknesses of Tapersawn Shakes, in both Western Red and Alaskan Yellow Cedar.

"We are four generations strong in the Cedar shake and shingle manufacturing business, and we are passionate about making sure homeowners, architects and contractors know that they have access to a product that surpasses all quality standards. Our products all bear the CERTI trademark of the Cedar Shake & Shingle Bureau and we were the first shingle mill accredited to the Sustainable Forestry Initiative. Anbrook is the benchmark in the industry for the finest Western Red Cedar shakes and shingles, manufactured to an industry leading standard of uncompromised quality, because... **Quality Isn't Expensive, It's Priceless,**" said Brooke Meeker, President.

When you're ready to stop settling for good enough, please contact us for product information and pricing at **1-866-444-5657** or **604-465-5657** or email: brooke@anbrook.com. ■