

EPEX X TRIM

Environmentally Protective EXterior



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



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



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

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



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



At Bitterroot Valley Forest Products, our mission since 1977 has been to provide the finest-quality specialty wood products on the market. We continue that tradition with a leading range of products - from our WWPA patterns to custom and unique trademarked products and our premium treated trim offerings.

Driven to produce the most consistent products available, Bitterroot Valley Forest Products remains focused on sustainable solutions through the development of longer lasting products developed to have less environmental impact.

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

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

The “Cutting Edge” Continues 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 18 inches



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

wide. Secondary products for Robbins Lumber include a line of clothes drying racks, cow shoes and ice cream buckets.

The company continues to make capital improvements that will assist in efficiencies and expediting orders to their customers. “We are in the process of making upgrades to the sawmill,” Jim Robbins stated.

“We’ve always believed in investing back into our mill to keep it modern.

Normally we inventory between 4 to 5 million board feet of dressed inventory because we like to give our customers quick service and a wide variety to choose from.”

Robbins Lumber has over 100,000 square feet of warehouse space. Robbins’ inventory is all electronic to ensure our customers can get quick real-time information about lead times and availability. “We continue to offer log cabin siding and 8/4 Selects,” Robbins said. “Now we offer wide Pine boards from 13 to 18 inches, which 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



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

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.”

Approximately 28 million board feet is produced at Robbins Lumber, annually, in 1x3 through 1x12 in six-foot to sixteen-foot rough boards. All products are kiln-dried to an average of 10 to 12 percent MC and then further processed on high speed moulders for the best possible finish. Heat-treated stamped lumber is also available upon request.

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

“We have a flow-coat machine and a spray machine. We run the product through a profile sander and 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, 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 9002) certified, Robbins Lumber Inc. is a member of the Northeastern Lumber Manufacturers 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 visit www.rlco.com or visit them at the **NAWLA Traders Market in booth number 157.** ■



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



DO YOU HAVE WHAT IT TAKES TO MAKE THE GRADE?

Introducing The Grader Academy by NELMA, a FREE interactive on-line grader training program. Built by the Northeastern Lumber Manufacturer’s Association as a grader training tool for **Eastern White Pine** and **Spruce-Pine-Fir** species, the Grader Academy is now available to the entire industry.

- Learn about lumber grading standards
- Test your grade rule knowledge
- Play Above-Board, the real-time Grader Game
- Compete with your friends and colleagues

Visit www.graderacademy.org to test your knowledge and skills at the lumber grading profession.



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The EMPIRE Story “...Rising From The Ashes!”

Kamiah, ID—EMPIRE Lumber Company’s (EMPIRE) fully integrated “logs to lumber” manufacturing facilities are located in Kamiah, ID, and the scenic Clearwater River Valley and Weippe, ID, on the historic Camas Prairie, discovered during the famous Lewis & Clark led, and Thomas Jefferson inspired, 1805 expedition Westward through the beautiful yet rugged Idaho Wilderness.



Empire’s operations are located in Idaho’s historic Clearwater region.

Customer Sales, Service and Satisfaction beginning with its nationally recognized EMPIRE brand of diversified and deep lumber product lines. These include specialty boards, paneling, decking, flooring and random length dimension lumber products marketed to the end consumer through EMPIRE’S fine network of customer driven wholesale distribution, home centers and retail platforms nationwide. EMPIRE’S ‘beautiful’ Inland Red Cedar products lead its popular specialty products line.”

Klaue recounts, “Lewis and Clark experienced many harrowing pitfalls and setbacks in their courageous trailblazing journey to greatness by overcoming great adversity time and time again...and so the EMPIRE story goes in its adventurous wood products journey. Of late, in September of 2015 EMPIRE Idaho Log and Lumber operations emerged ‘battered but not scarred’ from its survival story of this harrowing hottest and driest period on record 2015 Summer WILDFIRE season. In August, Idaho had 16 major wildfires burning, the most in the nation. Recent news reports in Idaho and the Western States, likened this ongoing wildfire season to similar drought conditions and lightning started, wind fed wildfires of the Great Fire of 1910. On August 20th, 1910 it began out Idaho’s backdoor and fueled by dry conditions, old growth timber stands and easterly gale force winds swept through Idaho & Montana blackening over 3 million (3,000,000) acres and tragically taking 87 lives.” On Labor Day 2015, an estimated 9 million acres have burned and 45 large un-

EMPIRE, “Specialists in the Wood Products Industry Since 1956,” markets a wide assortment of quality lumber products throughout the United States. Under the leadership of Dave Klaue, second generation family ownership, Klaue states, “EMPIRE leadership is focused on providing the highest level of quality driven



Courtesy The Clearwater Progress, 2015.



Kamiah Mill destroyed by fire in October 1987. Empire rebuilds with state-of-the art equipment.

controlled wildfires still burn across the Western States. Klaue further states “... EMPIRE’S catastrophic Weippe plant fire in November of 2008 resulted in Weippe losing its band mill to a very intense fire that savaged the mill in a matter of minutes while it was in production, miraculously without injury to its workforce or firefighters. The Weippe fire resulted in a design build from scratch, brand new state-of-

the-art 60,000-square-foot large log band mill facility with optimized 100 bin sorters and a designated footprint for high speed, small log mill integration capability. This dynamic band mill fire and re-

build was preceded by the October 1987 devastating fire of EMPIRE’S Kamiah facilities and the subsequent modern build-out of its Kamiah distribution and dry kiln facilities.” Klaue laments, “...never in my wildest dreams, did I think I would go through one major fire, let alone several of them magnified back to back, and come out the other end of the fire gauntlet, time and time again, better and stronger for the experience. EMPIRE’S survival instincts and its ability to adjust, refocus and achieve extraordinary growth objectives, while dealing with major fire consequences, is tribute and testament to the vision, tenacity, teamwork, hard work and perseverance of EMPIRE’S incredible leadership teams and experienced employees!”

To this point, Klaue complements Larry Schmedding, COO of Sales and Marketing for EMPIRE, who has worked for Klaue for 20 years. “Larry embodies the EMPIRE spirit of hard work and striving to always optimize the customer experience!” Schmedding says it well “...from wholesale distribution to home centers to primary end users, our customers know they can come to us for reliable, quality and timely shipments regardless of the type of product they desire. Our goal is to ‘beat’ the customers’ expectations on quality and service, day in and day out, and always close EMPIRE strong.”

For more information call Larry at **EMPIRE LUMBER COMPANY 509-534-0266 & Marv at KAMIAH MILLS 208-935-2524.** ■



Larry Schmedding, COO of sales and marketing for Empire Lumber.



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MID VALLEY LUMBER SPECIALTIES: Leaders In Western Red Cedar

Langley, BC—Mid Valley Lumber Specialties Ltd., located here, loves Western Red Cedar and has built a solid reputation for supplying a high quality product with a strong commitment to meeting the needs of their customers. Based in the Cedar capitol of the world—British Columbia, Canada—the people of Mid Valley Lumber know Western Red Cedar. Al Fortune, president of the company, stated, “Our long history of manufacturing and marketing only Western Red Cedar res-



Premium Grade Western Red Cedar decking is shown in this picture.

onates well with our customers and they have come to depend on our expertise to make sure they are getting the correct product at a competitive price for their unique market.”

Mid Valley’s head office is located in Langley, BC, with lumber being procured, processed and stored at several locations in British Columbia and Washington State. The sales team of Bryan Lundstrom and Al Fortune are your Cedar leaders when it comes to

manufacturing and distributing Western Red Cedar. Keeping the whole operation running like clockwork is Comptroller Wendy George.

“While we are always looking towards the future I can’t help but look back to our humble beginnings over 20 years ago as an office wholesaler,” said Fortune.

Over that time Mid Valley has transformed into an established manufacturer running approximately 25 million board feet of Western Red Cedar per year while developing long term partnerships with customers throughout North America and abroad.

Mid Valley produces a full line of Western Red Cedar products with a primary focus on Fence boards, Fence rails, Fence posts, Balusters and Appearance grade Fascia, Decking, Posts and Timbers. Fortune said, “Although we strive to be the very best in these select items we have the



Pictured are Mid Valley Lumber Specialties lumber products packaged and ready for shipment.

flexibility to adapt to the ever changing market conditions and customer requirements.” If Mid Valley does not currently manufacture an item a customer requests, they’ll find a way to produce or procure it.

Mid Valley sources most of their raw material from two main geographical areas. Their primary fiber source comes from the beautiful British Columbia coastal region where the older growth logs tend to be darker red in color and this is supplemented with the finer grained material from the interior of the province. “We are very fortunate to have built some close relationships with many of our raw material suppliers which helps to ensure a consistent and constant supply from which we build our program type business on,” said Fortune.

Most of Mid Valley’s finished product is shipped out on rail cars, flatbed trucks and intermodal vans with the lions share going on rail cars. “We’re on ‘track’ to do



Meet the team, from left to right Bryan Lundstrom, Wendy George and Al Fortune.

over 100 cars again this year,” said Fortune. With this many cars being loaded every year Mid Valley stores a lot of their finished product right at the Rail Re-load in Sumas, Washington, where it is ideally positioned to service customers throughout the continental United States.

Mid Valley Lumber Specialties is the company of choice when you’re looking for a quality Western Red Cedar product at a fair price. Fortune said, “We’re committed to working with our customers. We strive to supply products that are the right fit for our customers and are mutually profitable.” This long term thinking with short term goals ensures both Mid Valley and their customers will be around for a long time.

For more information about Mid Valley Lumber Specialties Ltd. please visit the company website at www.midvalleylumber.com. They can also be reached by email: al@midvalleylumber.com, bryan@midvalleylumber.com and wendy@midvalleylumber.com.

The office phone number is 604-510-1288 and the fax number is 604-510-1088. The head office is located at No. 303 20644 Eastleigh Crescent, Langley, BC V3A 4C4. ■

Please Visit Us at NAWLA Booth No. 255



KEEP YOUR PROMISES

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

Keeping promises is your job. 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 is who we are.

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How The Boise Cascade Value Proposition Helps Dealers Succeed

Boise Cascade Engineered Wood Products continues to deliver on the four points of the Boise Cascade EWP value proposition:

1. A dependable supply of better engineered wood products;
2. The strongest distribution network in North America;
3. A suite of effective business tools and guidance;
4. A professional culture that's easy to do business with.

A DEPENDABLE SUPPLY OF BETTER ENGINEERED WOOD PRODUCTS



The Boise Cascade Value Proposition: Better engineered wood products.

White City, Oregon, as well as other plants including ALLJOIST®, in New Brunswick and Homedale, in Idaho. The home building industry is using about 8% more LVL products each year in new homes, so will soon require about as much LVL to build 1.5



The Boise Cascade Value Proposition: Dependable nationwide distribution and delivery.

THE STRONGEST DISTRIBUTION NETWORK IN NORTH AMERICA

66 experienced Boise Cascade EWP distributors are located across the United States and Canada to meet the needs of dealers and builders with regional product mixes, on-time delivery and customer-focused after-sale service.

Framing goes faster with code-approved, proprietary Boise Cascade engineered wood products that don't vary in size like dimension lumber can. This helps prevent floor squeaks caused by shrinkage and other problems. Boise Cascade engineered wood products also have higher design values, about 20% stronger than dimension lumber, using about half the wood fiber and with none of the instability, twisting and shrinking that can occur with dimension lumber.

To assure dependable supply, Boise Cascade owns and operates the world's two largest LVL/I-joist plants in Alexandria, Louisiana, and

million new homes as it previously took to build over 2 million homes. Boise Cascade Engineered Wood Products also enable homebuilders to obtain green building credits under LEED® or NAHB National Green Building Standard™ programs. Boise Cascade makes available SFI® Chain-of-Custody or Fiber Sourcing certified engineered wood products across its product line. SFI® certified Boise Cascade products include BCI® Joists with VERSA-LAM® LVL flanges, ALLJOIST® I-joists with solid-sawn flanges, VERSA-LAM® LVL headers, beams and columns, VERSA-STUD® LVL framing lumber and Boise Glulam products.



The Boise Cascade Value Proposition: Profitable tools and guidance.

now available with varying levels of features starting at under \$50,000 all the way up to fully automated processing that can cut holes for utilities and identify pieces by their location in the structure.

• Boise Cascade offers deep engineering support -- seminars for engineers, architects and code officials as well as product substitution requests, custom design information, technical notes and other engineering jobs.

• Boise Cascade is also deep in software support, available from three software trainers, three product managers and two software support personnel offering general support, online or personal training, software spec writing, software testing and more.

This suite of value-added services, many of them exclusive to Boise Cascade, can help dealers forge ever-stronger, mutually beneficial working relationships with their homebuilder customers.

A PROFESSIONAL CULTURE THAT'S EASY TO DO BUSINESS WITH

Boise Cascade Area Managers provide personalized customer service and they work solely on engineered wood products -- not general building materials. Learn more about Boise Cascade engineered wood products by calling 800-232-0788. We look forward to working with you!

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The Boise Cascade Value Proposition: Easy to do business with.

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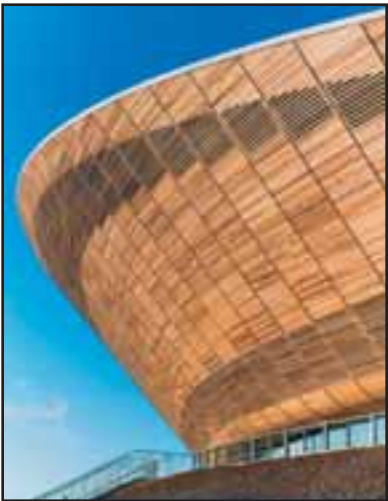
THE PROBYN GROUP Invests Capital To Further Diversify

New Westminster, BC—The Probyn Group, headquartered here, is a privately owned and integrated forest company. 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

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



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



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.

businesses in the coastal forest industry. 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; and Naples, ID. They have corporate administrative offices in Coos Bay, OR; Seattle, WA; Olympia, WA; Ketchikan, AK; Laconner, WA; Port Alberni, BC; Campbell River, BC; with the corporate office for Alta Forest Products located in Chehalis, WA. Probyn is the home of the popular AJ Premium Appearance brand that is demanded by the continent’s most distinguished customers. AJ Forest Products manufactures a restricted amount of Premium timbers that are sold exclusively through selected distributors in North America. The AJ Forest Products Premium brand is produced utilizing a boutique sawmill

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 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 millwork 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 concluded. Please visit the Probyn team in Dallas, TX; Jeff Cook, Jason Mann, Peter Stroble, Chris Boyd, Joe Penrod, Rod McKay, Todd Kion, Norm Toews, Dave Cochenour and Mike Pederson all at **NAWLA booth 136**. For more information visit www.probynlimited.com. ■

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



Pictured from left are: Linwood Truitt, John Stevenson, Ray Turner and Paul Cabrol. Linwood Truitt and John Stevenson are in charge of kiln-dried lumber sales at Beasley Forest / Thompson Hardwoods. Ray Turner and Paul Cabrol are in industrial sales at Beasley Forest/Thompson Hardwoods. Contact Ray at (912) 253-9001, or by e-mail at ray.turner@beasleyforestproducts.com. Contact Paul at (912) 403-8501, or by e-mail at paul.cabrol@beasleyforestproducts.com.

For you, we at Beasley Forest / Thompson Hardwoods:

- have sorted and random widths in Red Oak (4/4), White Oak (4/4), Poplar (4/4 & 8/4), Ash (4/4 & 8/4), Hickory (4/4), Tupelo 4/4 & 5/4) and Cypress (4/4 & 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.

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E-mail: jstevenson@thompsonhardwoods.com

Boise Cascade Glulam Products: Strong, Cost-Effective Beam Solutions

Boise Cascade produces a wide variety of BOISE GLULAM® beams – glulam beams being among the earliest of engineered wood products. Laminated timber products are often the most cost-effective and easiest to install framing members for single and multi-family residential as well as light commercial applications.

A VARIETY OF WIDTHS AND DEPTHS

These beams are available in a variety of widths and depths, with or without camber and in the traditional V4 grade for the most efficient use of timber re-



When appearance is important, your customers will prefer our authentic appearance grade.

sources, or balanced V8 grades for multiple span or long cantilever conditions. Larger beam sizes are available on a made-to-order basis in depths to 48" and widths to 12-1/4" or possibly even wider subject to inquiry. Curved beams may be custom ordered for specific length and radius specifications per the project's architect. Single and double tapered beams may be manufactured for roof beam applications. Custom cuts for bearing locations, top edges and cantilever ends are possible with the proper specification. Boise Cascade engineering can provide design assistance to the project's architect or engineer in the sizing of custom products.

BALANCED OR UNBALANCED LAYOUT

It is usually easy to determine whether to specify a balanced or unbalanced layout and whether to choose industrial or architectural appearance grade beams. BOISE GLULAM® beams can be made either with or without camber. Most stock beams are available with either a small amount of camber (5,000' radius) or no camber, depending on market demands. Curve or arch type beams support wood

designers' quest for the ultimate wood system.

SEVERAL SPECIES AVAILABLE

Several species are available from Douglas Fir / Larch to durable, naturally decay-resistant species like Port Orford Cedar, which perform well in exterior conditions and give designers an alternative to chemically treated wood beams. BOISE CEDAR GLULAM™ products provide a green alternative to pressure treated wood in exposed conditions. Due to Cedar's natural resistance to decay,



When appearance isn't important, save your builders money with our framing grade glulam.

these products may be used in above ground applications such as decks and balconies. Port Orford Cedar glulams (and possibly Alaskan Yellow Cedar depending on availability) may be designed within the Boise Cascade software suite. Decking and glulam products are available from a single manufacturing location through Boise Cascade's nationwide distribution chain. BOISE GLULAM® beams are available SFI® Chain-of-Custody or Certified Sourcing to earn LEED® or NGBS™ green building credits. BOISE GLULAM® beams carry the APA trademark. For further information on specifications, ordering and availability, please contact the BOISE GLULAM® sales office at 800-237-4013.

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VAAGEN BROTHERS LUMBER—The Legacy Continues

Colville, WA—Established by Bert and Bud Vaagen in 1952, Vaagen Brothers Lumber Inc. spans four generations and over half of a century. This year Vaagen Bros. Lumber Inc. has been producing high quality lumber for 60 years. Quite an accomplishment for a family owned and operated independent sawmill company from rural northeast Washington State.



Pictured left to right are: Vaagen Bros. Lumber Inc. Sales Manager John Branstetter, and Sales and Transportation Specialist Mick Vaagen.

Duane Vaagen, President, is the second-generation owner of Vaagen Bros. Lumber Inc. and has spent his entire career in the forest products industry. He has served as president since 1980 and has directed the company's operations for the last 30 years. He continues to drive the vision and the success of the company and provide leadership for an entire industry.

Vaagen Bros. Lumber Inc. operates three sawmills currently. The flagship facility in Colville produces approximately 160 million board feet in the sawmill and surfaces nearly 240 million board feet a year. The stud mill in Usk, WA, (50 miles southeast of Colville), produces about 50 million board feet of 8, 9 and 10-foot lumber on a one-shift basis. The newest mill in Midway, BC, (60 miles northwest of Colville), specializes in small diameter logs. It also produces 8-to-20 foot lumber much like Colville. Midway currently produces 6 million board feet per month, but should be cutting 8 to 10 million board feet in the near future. All of the Vaagen mills use HewSaw technology for their breakdowns. They are very efficient, single pass, small diameter mills.

"We have been very pleased with our facility in Midway (Vaagen Fibre Canada)," Sales Manager John Branstetter said. "Primarily the products offered are the same as our location in Colville, WA, 2x4, 2x6 and 2x8 in a mixture of SPF and Fir Larch."

Branstetter indicated the plant intends to produce up to 10 million board feet per month once it's operating at full capacity. "Right now all the lumber is being shipped to our Colville facility to be planed and surfaced."

Formerly a Pope and Talbot Inc. sawmill, Branstetter said, "We've upgraded it from a band mill to a HewSaw," he explained. Technology from Finland, HewSaw very efficiently manufactures small logs into lumber. "HewSaw is our primary equipment manufacturer for this operation," he said. "Specifically designed to handle small logs, the HewSaw produces dimensional lumber with minimal waste and maximum efficiency."



Vaagen's newest mill in Midway, BC, specializes in small diameter logs. It also currently produces 6 million board feet per month of lumber, but should be cutting 8 to 10 million board feet in the near future.

hog fuel is sold to Avista Utilities in Kettle Falls, WA, for the production of green energy.

The sales team at Vaagen consists of John Branstetter, Sales Manager (over 30 years of lumber sales experience); and Mick Vaagen, Sales and Transportation Specialist. The team works together to effectively sell and ship everything Vaagen Bros. Lumber cranks out. Vaagen also has an agreement with Merritt Bros. Lumber in Athol, ID, and J&H Trading out of Boise, ID, to help market and sell lumber throughout the United States.

Vaagen Bros. is dedicated to responsible forest practices. The company philosophy includes managing a thriving business and protecting the future of the forests. A Western Wood Products Association (WWPA) member, Vaagen has the Quality Manufacturing Systems Program through the WWPA. As a major producer of machine stress rated lumber, Vaagen is a member of the MSR lumber producers council, an international organization that promotes MSR lumber.

Vaagen Bros. Lumber Inc. is also a member of Timber Product Manufacturers, NAWLA, and the Northeast Washington Forestry Coalition. Vaagen Bros. Lumber is committed to making the highest quality lumber while maintaining the highest ethics in everything that it does. From

business, to community, to forestry, Vaagen Bros. Lumber does its very best to do things the right way. "We are a small log operation that is very interested in the health of the timber and being involved in our own communities," Branstetter concluded.

For more information visit us at: www.vaagenbros.com. On Facebook:

Vaagen Brothers Lumber. ■

Please Visit Us at NAWLA Booth No. 279



The flagship facility in Colville, WA, produces approximately 160 million board feet in the sawmill and surfaces nearly 240 million board feet a year.

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Over 40 Years Of Delivering Custom-Valued Quality

Snider Industries is an established household name in the forest products industry; recognized and acclaimed as one of the mainstay producers of the finest quality one-inch Southern Yellow Pine boards. A third-generation, family-owned sawmill operation, the plant exceeds production of 55 million board feet, a significant margin over many of its competitors.

One might think producing at this high level in some way sacrifices quality. However, Snider Industries has spent over 40 years perfecting the manufacturing and



The company leadership surveyed their manufacturing and sales processes and determined that it was due time to implement an information management system that would perfect operations and provide the mechanism needed to truly improve customer service. Thus, the custom management system was born.

drying processes to produce large volumes of high quality one-inch boards. The lumber is steam-dried and protected from the elements throughout the entire manufacturing process, never being exposed to the outdoors, a claim held solely by Snider Industries. Over the past two years, the company has upgraded the kilns to state-of-the-art capabilities, yet continues to provide the preferred low-temperature steam-dried kiln process over the industry standard high-temp kilns. It places the

lumber in its brand-new USNR conventional kilns at 180°F for three days and then allows lumber to equalize for approximately two weeks. This allows the product to regain a moisture content guaranteed to be below 15 percent and produces a soft, pliable board suitable for multiple purposes including millwork and patterns. The Southern Pine Inspection Bureau approves the lumber products for grades of D and Better, No. 2 or No. 3 in 8-foot through 16-foot lengths, 4-inch to 12-inch widths.

The finished lumber products



All of Snider's patterns are available in No. 2 and D & Better. All No. 2 patterns are run from a selected highline No. 2 stock, not No. 2 Common.

are stored in the 220,000-square-foot storage and loading facility. The customer values the clean, dry and dust-free delivery of Snider products. With the items remaining under roof from the time it enters the dry kilns, customer trucks load, weigh and tarp inside the massive space; never exposing the products to the outdoor elements or unnecessary fork truck handling. With the space allotted, Snider is able to stock and fulfill orders for immediate, same-day shipment 9 out of 10 times, and strives to make the purchasing process from order to pick-up as convenient as possible.

Customer service and convenience have been the fundamental business philosophies for Snider Industries over the years. As with other areas of operation, the company continues to evolve in ways that improve the customer productivity and overall experience.

The Snider Industries lumber management team was on the forefront of hi-tech solutions to customer retention years ago, and effectively implemented the Custom Management System. This password-protected web portal allows the lumber customers 24-hour access to every phase of their purchasing process, ultimately providing more hands-on management of their account. Customers continually reference the noted improvement to their own productivity and purchase planning via access to previous data collection.

"Every step of our process is finely tuned to produce quality. We maintain a steady supply of raw materials for sawmill operations via our land base of over 45,000 acres of forestry. We implement our processes through the hi-tech operations of our facilities' management systems. We have been generating "green" electrical and thermal power needs for our plant operations since 1982, and expect to have approximately 32,000 Renewable Energy Credits for purchase annually. All of these things make us who we are, and we continue to strive to find more ways to satisfy our customers' needs and to pay honor to generations of family who made it all possible," said Jill Snider-Brewer, owner of Snider Industries.

For more information contact **David Hanson 903-938-9727** or **dhanson@sniderindustries.com**.



In addition to purchasing timber from the open market, Snider's intensively managed land base of over 45,000 acres helps it to maintain a steady supply of raw materials for its sawmill operations.

Please Visit Us at NAWLA Booth No. 460

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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Owner/Manager

Brian Cook
Sales Manager

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Specialty Products Manager

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Senior Inside Sales

Bill DenHoad
Inside Sales

Chris Meyer
Inside Sales

Kevin Fykstra
Inside Sales

Wyatt Year
Inside Sales

Scott Lawyer
Senior Territory Sales

Boise Cascade's Plywood Panel Sales Group: Influencing Supply Chain From Customer's Decision To Buy To What Products The Mills Make

Boise, ID—Boise Cascade is the second largest plywood producer in the U.S. and produces approximately 1.8 billion square feet of plywood annually. This production is sold primarily through wholesale distribution, cooperatives, office



Boise Cascade is the second largest plywood producer in the U.S. and produces approximately 1.8 billion square feet of plywood annually.

wholesalers and retail home centers. Additionally, Boise Cascade's Panel Sales group supports industrial and pressure-treated markets, and also sells landscape timbers and peeler cores.

Serving as the trading floor lead for Boise Cascade's Panel Sales group, with two traders located in the eastern U.S. and five in the west, is Dave Wildeman. "We're a commodity driven sales team and we discuss, strategize, and make deci-

sions as a team. As the floor lead I help shape the direction of sales with regard to volume and pricing, as well as coordinate with our mills on production scheduling. What we do is unique, multi-faceted and fast paced."

In fact, the Panel Sales group at Boise Cascade's plywood division influences the supply chain from the customer's decision to buy – to what products the mills make. Wildeman explained, "We schedule the day to day mill production determining what to take to market and work to get the right product mix to the right customer at a competitive price. The scheduling side of it is very unique and involves interaction with mill and region leaders. For some of our plywood mills it is a balancing act to optimize what products to sell in the market after completing obligations of veneer flow and panels needed for engineering wood products.



Boise Cascade's production is sold primarily through wholesale distribution, cooperatives, office wholesalers and retail home centers.

"On the scheduling side of what we do, it's essential we do our part RIGHT. Most of the Sales Panel traders are responsible for coordinating production with one of our mills. They work with mill leaders to make sure we are taking the right product to the market, with the right mix at the right time. That's unique for a Sales group and one I have a lot of pride in, as we have come a long way in the scheduling process in developing tools to make sure we have the math right.

We use many different tools to optimize our go to market strategies. The entire Panel Sales team does more than just sell customers plywood. And part of what I really enjoy about this role is we have ownership, responsibility and engagement with the mill and region leaders. It's just really exciting. Mary Jo Nyblad is our manager and she supports and advises us as needed, but we strive very hard to take care of the day to day business in our trading group."

Boise Cascade has grown through the years thanks to its commitment to both quality and customer service. The plywood division is no exception. Wildeman stated, "I would say our commitment to our customer has always been: trading with integrity; providing an experienced sales team; providing a quality product that ships on time; and order accuracy. For the infrequent claims we do receive, we have a reputation for handling them quickly and fairly. Communication with our customers has always been one of our strengths, and they appreciate it."

Wildeman pointed to the evolution of Boise Cascade and the strength of the company's management succession plan as integral factors in its continued success. "The company is back to its roots in recent years. After years of owning timberlands and paper, those business units are no longer part of our strategy. We're back to our roots of manufacturing plywood, lumber, EWP, particleboard, and, of course, we have our distribution business, which is a very important piece as well. Boise Cascade remains committed to providing a safe and healthy workplace as well as to comply with the letter and the spirit of all environmental laws and regulations. Going public again on the stock market was exciting too."

Wildeman noted further on leader succession, "To see those that have invested so much in the company, previously, coming up through the ranks and taking the top positions, including the CEO, has been encouraging to see."

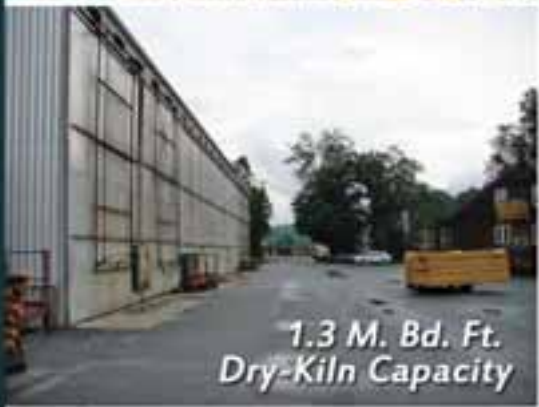
During these transitional times for the company, Boise Cascade has kept focused on process improvements as well. Wildeman explained, "We have put together some process improvement models in the production regions and here in sales that help us drive costs down and become more efficient. These process improvement models have been in place since the tough years of 2008-2009, and as a result, we have become very efficient producers driving cost out of the system. Process improvement remains a very important key to Boise Cascade. It's very exciting to see us get stronger and more efficient as time goes on."

As with his team of plywood traders, pride in company shines through Wildeman, who summed up his experience with Boise Cascade this way: "a statement on the company website really hits home for me. It states: 'We pride ourselves on being a consistent and stable partner, with a strong sense of urgency to help our customers achieve success.'"

To learn more about Boise Cascade's plywood division, visit online at www.bc.com. ■



Dave Wildeman serves as the trading floor lead for Boise Cascade's Panel Sales group, with two traders located in the eastern U.S. and five in the west.



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At Woodtone, we believe that everyone should live in a great-looking home that lasts a lifetime, and doesn't sacrifice the environment to achieve it. We're passionate about innovation and we consistently strive to deliver a better product *and* a better future. We are proud to be a high-energy, enthusiastic team that suppliers and customers want to partner with. These partnerships have enabled Woodtone to become the largest manufacturer of primed real wood exterior trim and fascia products.

Our people are our greatest asset. Without our dedicated team of in-house experts, we wouldn't be capable of turning out innovative products year after year. Every one of our team members shares our aspiration to becoming the premier producer of coated wood products as well as our dedication to building a sustainable future. Having been a family run company for over 30 years, Woodtone has fostered long-term partnerships with customers and suppliers, who are all part of the Woodtone family. Our partners can count on us. We do what we say we are going to do. The products we deliver consistently live up to, and exceed, partner expectations. We know that there are no second chances for first impressions and we work hard to earn customer trust.

Woodtone's initial success is primarily related to the RealWood™ family of products;



A significant portion of Woodtone's RealWood™ product volume is dedicated to the company's RealSoffit™, pictured here, which is an end matched tongue and groove v-joint wall and ceiling paneling product.

family of products, hand selected, Western SPF boards primed with our proprietary ultra low VOC Hybrid Alkyd Emulsion primer, and warranted for 15 years in the field. Orders for railcars of dimensional primed RealTrim Plus™ or small custom runs of 1x6 end-matched RealSoffit™ are regular occurrences and exemplify our flexibility. A significant portion

of our RealWood™ product volume is dedicated to our RealSoffit™, an end matched tongue & groove v-joint wall and ceiling paneling product. This product is available in six pre-finished semi-transparent stains and a beautiful choice for outdoor living spaces, kitchens, ceilings or wall paneling. Standard RealSoffit™ is available in 1-inch x 6-inch and 1-inch x 4-inch but 1-inch x 8-inch is also an option. This year we added a new product to our RealSoffit™ family; the trim kit. 1-inch x 3-inch SPF trim boards stained to perfectly match the RealSoffit™ panels are available to finish your project right.

One of the most popular products is our Rustic-



Pictured is Woodtone's RusticSeries™, one of the company's most popular products.

Series™. RusticSeries™ is a proven coating technology that when applied to composite and fiber cement siding, the boards take on a wood like appearance. With this product you'll have the best of both worlds – real wood curb appeal on strong and durable engineered siding. We've continued the innovation of this product in 2015 to include six new colors, for a total of 18; as well as RusticSeries two-tone finish on wood trim, the perfect finish to your project.

Woodtone's dedication to innovation has resulted in the introduction of an industry leading wood trim product: Cortanium™. Cortanium™ is an exterior building product



The company's exterior building product, Cortanium™, is backed by a limited lifetime warranty against rot, decay and insects.

backed by a limited lifetime warranty against rot, decay and insects. You can build confidence into your home by using this next generation of building products. Treated to the wood core using the Tru-Core® system, Cortanium™ is protected against biological threats. Trim, Sill and Corner products are now available.

The sales and marketing arm of Woodtone is comprised of more than 20 representatives working closely with architects, builders, dealers and distributors. The company also has additional agents in the field promoting the value of a quality product, exceptional service, and long-term relationship development. Focusing on both single and

multi-family, Woodtone has the resources to supply projects across North America.

Through trust and integrity, Woodtone will earn your respect, by not only accepting an order, but also working hard to ensure the order arrives on time, meeting and exceeding the expectations. Some talk the talk, but Woodtone has lived the talk for the past thirty years and routinely outperforms their competition.

Woodtone looks forward to another 30 years of success with their partners and customers. If you have never had the opportunity to work with Woodtone give us a call to begin a new long-term mutually beneficial relationship. 1-800-663-9844 or visit us at www.woodtone.com. ■

Please Visit Us at NAWLA Booth No. 341



NAWLA: Year-Round Opportunities Await

By **Bethany Doss**, *Capital Lumber Co.*, and *NAWLA Board of Directors*

Chicago, IL — Since 1893, The North American Wholesale Lumber Association (NAWLA) has been providing exceptional support and educational opportunities to the forest products industry. While it is best known for its Traders Market, NAWLA provides you with countless additional opportunities to build lasting relationships, gain insights to grow your business, develop your organization’s current and future leaders, and gain a substantial competitive advantage.

If you’re looking to expand your knowledge and stay connected year-round, here are a few ways NAWLA provides opportunities for you and your organization.

Equipping Your Staff and Developing Future Leaders

“[Leadership Summit] allowed me to network with quality people from all over the country and gain valuable content that I can take back and apply to our business right away.” — Steve Rhone, Weston Forest Products

2015 saw the addition of two new education programs to the NAWLA portfolio. The Executive Management Institute, held at Oregon State University this past September, introduced the next generation of executives to the breadth of executive responsibilities. From establishing the right culture to building customer relationships, participants worked through real-world key issues and will have the opportunity to regroup for a post-session discussion at Traders Market.

Wood Masters, set to immediately precede Traders Market in November, focuses on advanced selling and negotiation skills. Through case studies, presentations and panel discussions, participants will learn how to enhance assertive communication, identify and eliminate flaws in their negotiation profiles, and increase the efficiency of their prospecting and time management efforts. With the continued success of your company and the entire industry in mind, these two new courses aim to ensure that the next generation of leaders in the forest products industry are passionate, knowledgeable and ready to stand out in the field.

In conjunction with our other education opportunities, including Wood Basics, Leadership Summit and University of Industrial Distribution, professionals within various roles and across levels will find a program suited to their needs. Participants of our programs leave each specially designed course having been exposed to the trends, leading practices and training they need to excel within their organization.

Should an out of office experience not be an option for you, NAWLA also deliv-

ers legislative and industry updates, via webinar, publications and emails. Signing up for any one of these options will keep you in the know throughout the year.

Nurturing Your Network

“When the movers and shakers of an industry are gathered, there are many opportunities that just evolve for those that are working at it.”

— **Lawrence Newton, U.S. Lumber**

In line with continued education, maintaining and nurturing connections with industry leaders is a critical part of any business strategy. NAWLA programs and events provide both education and networking by connecting you with an expansive network of buyers and sellers in the industry. From regional meetings located where you work and live to our expanding 10-Group program, grow and strengthen relationships, discover trends and explore innovative solutions.

The NAWLA 10-Group program has seen tremendous growth, having nearly tripled the number of groups in the past year. Designed to provide an enhanced level of peer counseling and networking, 10-Groups are easier to join than ever. Open to non-competing members, 10-Groups provide participants a safe haven to work through pressing business challenges. In addition to face-to-face meetings at NAWLA events, 10-Group members are also available to one another by phone throughout the year.

Creating Opportunity

“It is impossible to meet as many industry people and business owners in such a small window. NAWLA provided me with that opportunity... I truly enjoyed my experience.” — **Ben Schroll, TriNet/SOI**

With the needs of every member in mind, NAWLA strives to help the industry grow by helping its members grow. Through its expansive portfolio of offerings, NAWLA truly grows your network, connects buyers and sellers, educates its members, secures the future of the industry and exposes you to the latest innovations.

Join NAWLA today and become a part of what helps industry wholesalers, manufacturers and service providers open new markets, create new demand and foster new product and service opportunities.

Learn more by visiting www.nawla.org today. ■



Bethany Doss



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



C. Preston Herrington III



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

"Building relationships with both our customers and our carriers is important to us," Herrington stated. "We will work hard to earn your trust. Our relationships with the

global marketplace and its trends, allow us to guarantee we will put together a program that is in the best interest of your customer."

For more information visit www.contund.com. ■



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Idaho Timber: Responding Positively To An Ever-Changing Market

Boise, ID—Idaho Timber, headquartered here, continues to thrive by providing the market with high quality lumber produced from Ponderosa Pine, Douglas Fir, White Fir, Spruce, Southern Yellow Pine and Cedar. 2015 has been no exception in Idaho Timber's growth pattern as a company.

Ted Ellis, CEO for Idaho Timber, shared with *Miller Wood Trade Publications* insights into the current market status, as well as how, as an industry leader, the company is responding to the ever-changing market demands, much of which is impacted by the housing industry.

Ellis explained, "When compared to housing starts in 2009 (553.9M), 2010 (586.9), and 2011 (608.8), the improvement in the market has been significant with 2014 starts of 1,003.3. But when compared to the average housing starts since 1959 (1,446.0), it has been a slow recovery. Our results since 2012 have steadily improved, but North American production threatens to outstrip demand, so we are constantly adapting. On a per housing start basis, as a total company we're shipping a lot more wood than we would have when we measured the housing starts and the volume in the peak years, which would have been 2004, 2005 and 2006. When we look at how we're adjusting, we think we've adapted quite well. We are seeing improvement and recovery, but at a slower pace. Our company has learned a lot in this difficulty and hopes to capitalize on the lessons learned and the experience gained to further improve our company."



This is Idaho Timber's division in Fort Worth, Texas.

As the industry steadily improves, Idaho Timber keeps an eye toward growth opportunities in certain segments. Ellis said, "We are focused on getting our most recent acquisition up to expectations, which is our Coushatta sawmill location in Louisiana. I've seen significant improvement in the areas of people, processes, equipment and training. This division has contributed to sales growth, but most of our growth continues to be organic growth from existing operations."

"During the downturn we postponed all but the necessary expenditures. Now that the activity and opportunity is greater, we have invested in both rolling stock and upgrading our equipment and processes. Proactive maintenance and upgrades were postponed for a while, and we were more reactive in the downturn. We are now being proactive again, looking at what operating systems we need to upgrade, as well as equipment that needs to be replaced, some of which, in the past several years, might be running past its normal lifetime. Idaho Timber is still looking for just the right opportunities to grow through acquisition, but our focus has been toward bringing our current operations back to or near capacity."

Ellis added that of interest to Idaho Timber currently are sawmills in the South as candidates for future acquisitions.

Idaho Timber is also proactively and progressively embracing changes in the market precipitated by Pro dealer acquisitions. Ellis stated, "Many in the industry are con-



Ted Ellis, President/CEO, Idaho Timber.

cerned about the consolidation of the customer base, but we are embracing the opportunity to provide value and service to the larger organizations and still provide extraordinary service and value to our entire customer base.

"We believe that the larger organizations will be more appreciative of a competitive 'just-in-time' supplier than ever before due to the complications of the larger supply dynamic. Our team is highly motivated to demonstrate value to all our customers. We're realizing in one situation an organization that had 100 locations is acquiring an organization that had 400 locations. You've got the company with the 100 locations remaining in control and they may encounter significant new challenges in supplying 500 yards. We believe that as a supplier that is located directly in the market with 'just-in-time' inventory services and competitive pricing, we can stand out and separate ourselves from the competition and become a primary vendor for these organizations."

In regard to why some in the industry are dubious about the recent Pro dealer consolidations and their anticipated impact, Ellis noted, "If you read all of the publications, obviously they think they're going to become more efficient by merging these organizations, and having more purchasing power is just one of those efficiencies, which is always a primary goal of mergers and acquisitions. We have found that in many cases the combined demand is so great that the time requirements and the logistics of purchasing the material creates holes within inventories, and we're really designed well to fill those holes. That's why we think some suppliers are concerned. They think the merged entities' purchasing power forces them to do business with a very few big players, as opposed to when they had multiple companies to sell to. Now they have less, for sure. And if you remember, the firms that are acquiring these other companies, prior to those acquisitions a few years ago, were buying up the independents. Everyone had concern over that. In reality, some suppliers ceased to exist because of that dynamic, but companies like Idaho Timber actually did well and prospered during that time."

Idaho Timber has five dimensional lumber remanufacturing facilities located in Boise, ID, Albuquerque, NM, Fort Worth, TX, Henderson, NC, and Lake City, FL, plus board remanufacturing facilities located in Weiser, ID, and Chadbourn, NC. The company also operates traditional sawmills in Carthage, AR, producing 5/4 SYP Radius Edge Decking, and in Coushatta, LA, producing SYP dimension lumber, plus a Cedar products mill in Troy, ID, manufacturing Split Rail Fencing.

Idaho Timber is a member of Treated Wood Council, Idaho Forest Products Commission, North American Wholesale Lumber Association, American Wood Council and is SFI and/or FSC certified in several locations.

For more information visit www.idahotimber.com. ■



Pictured are Idaho Timber's new corporate offices in Meridian, Idaho.

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ROSBORO Leads The Way In Glulam Industry

When Carmel Partners wanted to turn a large swath of property along the South Platte River in downtown Denver, CO, into garden-style apartments, they knew which wood products manufacturer to turn to help make that vision a reality—Rosboro.

Today, Springfield, OR-based Rosboro — a leading innovator in the wood products industry and the largest glulam manufacturer in North America — is the same company many others look to for today's cost-effective glulam products.

The Denver development, Westend, is a good example of how Rosboro's products and service help achieve cost-saving solutions. Buildings 2 through 16, all three stories, except for one four-story structure, feature Rosboro-supplied glulam beams throughout their wood frames, along with open-web roof and floor trusses, and OSB-sheathed walls and interior shear walls.

Stock glulam beams supplied by Rosboro managed much of the buildings' load requirements, including the headers over windows, doors, and garage doors. Along with their strength and performance capabilities, the beams provided monetary and labor savings over alternative options, says Leo Brown, vice president of Carmel Partners and CP Construction.



Pictured is Rosboro's X-Beam frames installed flush against framing.

The beams' 3-1/2-inch and 5-1/2-inch widths matched stud dimensions; alternative options would have required tripling up—and therefore additional money and labor.

"With this large of a project, you really start to realize labor savings; it really gets multiplied across the project," said Eric Hanson, PE, SE, president of Anchor Engineering.

The glulam Rosboro provided substituted for dimension lumber in several high-capacity columns, such as on the sides of the garage doors. The material also was essential for the

buildings' second-floor cantilevers that overhang the tuck-under garages, carrying the loads for the two to three stories of framing above.

The Westend complex is just one example of how Rosboro is leading the way in glulam-reliant construction throughout North America. As the company celebrates its 75th anniversary, Rosboro is positioning itself to continue that leadership well into the 21st Century with its first new CEO in more than 14 years and the rebuild of its' dimension mill.

The Mill A rebuild, which came online in 2014, includes three major centers: a sharp chain primary breakdown; a 1,900 horsepower gang saw; and a new board edger. Mill A is designed to more efficiently saw small logs, improve costs and overrun as well as lumber quality. These improvements will help ensure Rosboro can meet the demand for its increasingly popular glulam products now and into the future.

Today, Rosboro glulam products are sold through a nation-wide distribution network that provides next day delivery. Glulam is the most cost effective engineered wood product on the market today, making it the best choice for floor, roof and wall framing. In the past glulam was used primarily in applications that called for an attractive ex-

posed architectural beam. Feedback from builders suggested we were missing business because our product didn't match the standard 2x4 and 2x6 wall framing. Standard glulam depths also did not match I-joist depths and excessive camber could be a problem. Rosboro listened to the market and re-designed its glulam product offering, calling it X-Beam™. Here's a look at two key X-Beam products: X-Beam: Architectural Appearance X-Beam is 3-1/2-inch and 5-1/2-inch wide glulam that fits flush with standard framing and is available in conventional and I-joist depths. Best of all, X-Beam is the most cost-effective engineered wood product on the market. Treated X-Beam: Rosboro Treated X-Beam is simply our Douglas Fir, Architectural Appearance X-Beam that is treated with Hi-Clear II™ a clear industrial wood preservative that leaves the beam an



Shown here is how the company's X-Beam matches the I-joist in depth.

attractive honey-color. The preservative treatment protects against decay, mold, bacteria, and insects, including the Formosan termite. Backed with a 25-year warranty, Rosboro Treated X-Beam products are an excellent choice for above ground applications such as decks, porches, and balconies where appearance is critical.

As Rosboro looks to the future, be assured the company will remain deeply committed to the local area and the business values that have made the company successful for the past 75 years. Rosboro's new CEO Scott Nelson and CFO Richard Babcock have both been



Glulam is a beautiful and functional building material.

with the company for more than 10 years. Each brings a deep understanding of the wood products industry and responsible forest management.

"I am confident that under Scott's leadership, Rosboro will continue to be an innovative company dedicated to serving our customers with the highest quality products and managing our forest lands responsibly," said former CEO David Weza, who will continue at Rosboro as Chairman. "We have an excellent leadership team, and I look forward to a bright future for Rosboro and our employees." ■

Western Forest Products can provide you with a **consistent long-term supply** of high quality timbers and dimension that are delivered on time, everytime. We're the leading supplier of Western Red Cedar in North America and we want to be your **leading supplier** of every product we produce. If you're looking for a stable supply of **large, long and beautiful** wood products, speak to one of our sales representatives today for more information.



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www.westernforest.com

BOOTH #152

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.

In 1946 the Company began as a 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.



Pictured is a view of Teal-Jones' most recent facility acquisition in Antlers, OK.

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 demand 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 1970'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.

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.



An aerial shot of the mills located on the company's Surrey, BC, site is shown here.

From 1999 to 2004 Teal made the strategic decision to purchase 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 are many other manufacturers.

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 British Columbia 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 and 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.

Seeking further opportunities, the first expansion to take place just south of the border was in Sumas, WA, when the brothers opened up Teal-Jones Lumber Services, which offers planer and kiln services along with MSR capabilities.

Most recently, in November 2014, the Jones brothers continued their corporate expansion goals by acquiring the operating assets of Langdale Lumber Enterprises — the Teal-Jones Group's first expansion into the U.S. South.

The acquisition includes a sawmill, dry kilns and a planer in Antlers, OK, which is a small log Southern Yellow Pine dimension lumber mill producing 2-inch and 4-inch lumber. The mill has been upgraded over the past 12 months and is strategically located in southeast Oklahoma — close to both a strong fiber supply and SYP lumber markets. This acquisition increases the annual lumber production capacity of the Company by 42 million board feet.

The Teal-Jones Group employs over 1,000 people and operates throughout British Columbia, Washington and Oklahoma. 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 their business to the hard work and dedication of their employees to produce top quality products, and the loyalty and commitment demonstrated by their 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. ■

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."

The company's product line 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 our customers and our suppliers," Sprenger 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



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

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 Lumber 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

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 continue to produce up to 30 million board feet of Eastern White Pine (EWP) annually.



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

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.

“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 content. For the industrial market, King Forest’s target drying goal is 8 to 10 percent 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 SFI® (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 about 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, United 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, offshore 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 enabled 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. ■



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



King Forest's dry kilns and storage buildings.



Jim Vandegrift, Sales Manager

Joe Buttice, Sales

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The Waldun Group Focuses On Quality By Policy

Maple Ridge, BC—Since its inception in 1974, quality and integrity have been the focus for The Waldun Group, based here, according to the company owners.

The Waldun Group manufactures split and re-sawn, as well as taper sawn Cedar shakes and shingles, available in Premium, No. 1 and Standard grades. Shakes are available in 16, 18, and 24-inch lengths with grades from one to four.

Hand split shakes are available in a No. 1 grade allowing a minimum of 80 percent edge grain and a maximum of 20 percent flat grain. A No. 1 Premium grade, which is 100 percent edge grain, is also available. Available in 16, 18 or 24-inch lengths, Waldun's shakes are graded in compliance to UBC-15-3 and CSA 97 standards. All shakes with No. 1 label are also guaranteed to contain 80 percent of edge grain in every bundle.



Curtis Walker (right) and Kirk Nagy (left) stand in front of Waldun Group's products that are prepared for shipment.

Taper sawn shakes are sawn on both sides and, like hand split and re-sawn shakes, they are available in No. 1 grade, which allows a minimum of 80 percent edge grain. Taper sawn shakes can offer a thicker shadow line than a shingle, while still enhancing a tailored, smooth style.

Waldun's Cedar shingles have a reduced exposure to obtain a three-ply roof system. One hundred percent clear and edge grain, shingles are available in 16, 18, or 24-inch lengths. All shingles are cut with a circular cut-off saw. The company also offers a shingle that is re-buttet. "This (A-butt) shingle is so smooth you can clearly see every growth ring at the butt end of the piece," said Curtis Walker, a company partner.



The Waldun Group manufactures split and re-sawn, as well as taper sawn Cedar shakes and shingles, available in Premium, No. 1 and Standard grades. Shakes are available in 16, 18 and 24-inch lengths with grades from one to four.

"All the shingles we produce have an even thickness and we pride ourselves on our clean-sawn faces. Because we believe in our products, we take a stand with our customers to guarantee our roofing and siding products for between 30 and 50 years."

Kirk Nagy, a fellow partner in Waldun, said, "Supervisors at The Waldun Group each have 30-45 years of experience. This has helped build the individual character of our products and company. Our entire management team demands a level of quality that will not be compromised."

The quality of our production is set so high that it has created craftsmen in the process."

Most of The Waldun Group's employees have been with the company for 15 to 30 years, and this has led to a proud and loyal work force, according to the Waldun partners.

The partners say the company's products are held to superior standards and rigorous testing. This stringent testing program includes two independent grading agencies. Both agencies perform grading and testing on Waldun products even though only one is required. This helps raise the expectations at the mill with the inspectors that grade the product.

"Our company also takes time and care with all the little things that contribute to make a company stand above the competition," Walker said. "Our 2-inch pallets, shrink-wrapping, and air-bagging are always facilitated with durability in mind. The organization counts every piece of flatgrain that is packed. This ensures that every bundle has 80 percent edge grain."

He continued, "The Waldun Group and the select distributors of our products share a common commitment to quality products and quality service. We believe that our distributors are without peer in our industry."

Waldun's website delivers a powerful message: "Out of all the different building materials, wood is the most energy conserving and is the only material that is 100 percent reusable, recyclable, biodegradable, and renewable," it states. "Steel, aluminum, plastic, and concrete are frequently thought of as wood substitutes. It is often incorrectly assumed that using these products will help protect our forests. However, we cannot grow more iron ore to make steel, bauxite to make aluminum, petroleum to make plastic, or limestone to make concrete. These materials are mined or extracted from the earth, never to be replaced again. Even recycled wood substitutes contain large percentages of virgin, nonrenewable materials. Every time we use a product from a nonrenewable resource, we are diminishing the earth's ability to sustain us. Wood roofing and siding, however, is made from a resource that can be planted, harvested, and planted again and again. Wood is the choice for a sustainable future. Mills that manufacture Cedar shakes and shingles contribute to the replanting and maintaining of our natural resources. The province of B.C. has some of the highest standards and toughest regulations in the harvesting of Western Red Cedar."

The Waldun Group is a member of the North American Wholesale Lumber Association.

For more information visit www.waldun.com or contact 604-462-8266. ■

Please Visit Us At NAWLA Booth No. 124

Page 72 Advertorial

Beasley Forest /Thompson Hardwoods

Rebound Stronger Than Ever After June 2014 Fire

Hazlehurst, GA—Beasley Forest Products Inc. recently completed construction of a new 100 bay drop sorter. TS Manufacturing, located in Lindsay, ON, designed and built the sorter to integrate: lumber grading; trimming; re-edging; sorting and packaging



Linwood Truitt and John Stevenson are in charge of kiln-dried lumber sales at Beasley Forest Inc./Thompson Hardwoods Inc.; and Ray Turner and Paul Cabrol are in industrial sales at Beasley Forest Inc./Thompson Hardwoods Inc.

into one complete system. Linwood Truitt, who along with John Stevenson, handles kiln-dried lumber sales for Beasley said, "The new dry sorter system is fully integrated with four grading stations to accommo-

date the high speed of the new sorter. We have also designed a new packaging system that incorporates a pack squeezer and auto-banding system into the production line."

The TS sorter is housed inside a new 240,000-square-foot warehouse. "All the new equipment was installed at the Beasley facility to replace our Thompson Hardwood sorting and grading line that was destroyed by fire back on June 9th, 2014," commented Truitt. "After the devastating fire we had to handle all grading and packaging manually. This required temporarily relocating to an off-site facility and hiring an additional 50-plus employees."

Truitt continued, "Needless to say all our employees, including myself, feel very fortunate to work for the Beasley family. We were back at work the next day after the fire and no one lost any time. Since we're a family-owned company, we are able to make decisions more quickly than a corporate type firm."

Fortunately Beasley was able to acquire a 70-acre tract of land adjacent to the Beasley sawmill and started immediately on their new warehouse, sales office, scale house and lumber breakdown facility. One way operations have changed at Beasley since the fire is they are now transferring kiln-dried lumber on sticks from their Thompson facility 6.5 miles to the new sorter system. Originally it was the reverse, but since Beasley's production is three times that of Thompson, they were able to reduce trucking expenses. "With the many changes that have taken place in our operations, we have seen our efficiencies help make us smarter operators,"

said Darrell Beasley, CEO for Beasley Forest Products. "With every adversity comes opportunity and our people have risen to the challenge! We wouldn't have been able to accomplish all that we have in the last 12 months without our folks buying into the dream."

Beasley Forest Products started operations with their first sawmill in August 1998. They have continued to expand through continued acquisitions. In 2010 Beasley purchased Thompson Hardwoods Inc. and between the two mills the company has become a leading manufacturer of Southern Hardwood and Cypress



Packages of kiln-dried Hardwood lumber ready for prompt shipment in the new Beasley Forest Products warehouse.

lumber. In 2011 Beasley added an optimized edger and optimized trim saw to boost production at their mill site. They invested in updates to the Thompson sawmill that year as well. An additional 300,000 board feet of dry kiln capacity was added to Thompson, bringing the combined total capacity of the two mills to over 1.7 million board feet. All the kilns at the two sawmills were purchased and installed by SII Dry Kilns of Lexington, NC.

Truitt explained that the two sawmill operations owned by the Beasley family produce: grade lumber, pallet cants, pallet cut stock components, cross ties, industrial timbers and crane mats for pipelines and power line construction. The main species Beasley Forest/Thompson Hardwoods cut are Red and White Oak, Poplar, Ash, Hickory, Tupelo and Cypress.

For kiln-dried lumber inquiries contact:

Linwood Truitt—912-253-9000 or linwood.truitt@beasleyforestproducts.com.

John Stevenson—912-375-8226 or jstevenson@thompsonhardwoods.com.

For cross ties, pallet cants, lumber and components contact:

Paul Cabrol—912-403-8501 or paul.cabrol@beasleyforestproducts.com.

Ray Turner—912-253-9001 or ray.turner@beasleyforestproducts.com.

Beasley Forest/Thompson Hardwoods are members of the National Hardwood Lumber Association, Southern Cypress Manufacturers Association, Hardwood Manufacturers Association, American Hardwood Export Council and Appalachian Lumbermen's Club.

For more information, visit online at www.beasleyforestproducts.com and www.thompsonhardwoods.com. ■

Wholesale/Wholesale Distributor Special Buying Issue