

BENNETT FOREST INDUSTRIES' New Mill Exceeding Expectations

By Terry Miller



Bennett Forest Industries' new sawmill, located at the firm's Grangeville, Idaho property, has already exceeded target production levels of 50,000 board feet per hour. In June, the company marked its first day of hitting 1 million board feet.

Grangeville, Idaho—Bennett Forest Industries is a family business with deep roots in the Idaho lumber industry, and a company that has been built on tradition and legacy spanning 68 years and four generations. In February of 2006, to remain a long-term supplier to its customers, and to become a more efficient producer, Bennett Forest Industries made a significant investment in its future and in its customers by building a new sawmill in Grangeville. This facility was built at the site of the existing planer mill to provide a one-site integrated operation.

According to Scott Atkison, the compa-

ny's chief executive officer, "Our new sawmill, which was constructed from the 'ground up' with the latest technology, is now a world class lumber manufacturing facility. We are now exceeding our target production level of 50,000 bd. ft. per hour. We had our first 1 million ft. day (16 hours) in June."

Jim Scharnhorst, vice president of sales and marketing explained, "We have four basic species groupings and have the ability to manufacture three product categories in our new mill—random-length dimension, Precision End Trim studs and random length boards."

Species manufactured at the Grangeville

mill include Douglas Fir, White Fir, SPF's, Ponderosa Pine and Lodgepole Pine. Douglas Fir, White Fir, and SPF's are available in 2x3, 2x4, 2x6 and 2x8. The mill has the capability to produce 2x10 and 2x12 on a limited basis.

Doug Fir products include Lam stock, MSR, and premium studs, as well as Select structural, Standard and Better, No. 2 and Better, and low grade items.

White Fir production is comprised of random length lumber in select structural, No. 1 and Better, No. 2 and Better, Standard and Better, utility and economy, and a premium stud product in 104-5/8 and 92-5/8. All White Fir products are grade stamped *White Fir* and contain no Hemlock.



Cants travel through production in the new Grangeville sawmill.

Bennett Forest's Ponderosa Pine and Lodgepole Pine product line includes 4/4 Common boards and 8/4 dimension. These products are available in single length, full units and half-packs.

Lodgepole Pine dimension products are grade stamped SPF's. Products include MSR, Select Structural, Premium studs, No. 2 and Better, No. 3 and No. 4. Ponderosa Pine dimension products include Standard & Better, #2 & Better and low grade items.

Scharnhorst said the new mill enables Bennett Forest to have a "more consistent supply of products than we have had in the past. Our annual production in board feet is 80 million of White Fir, 60 million Douglas Fir, 20 million Ponderosa Pine and 20 million Lodgepole Pine. All Bennett Forest products are kiln-dried, heat treated, SFI certified and

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Bennett Forest's new planer mill includes a value and tally driven automated grading system and a PET machine that has the capability to precision-end-trim studs.

"The Bennett brand has a strong reputation and is known to represent quality products and service," Scharnhorst said. "We strive to enhance our brand with consistent quality and outstanding service to our partner accounts."

The company ships its products via Union Pacific and Burlington Northern rail services and flatbed trucks and can quote delivered prices to anywhere in the United States.

Scharnhorst oversees sales, promotion, and marketing from the Coeur d'Alene sales office. The sales team of Scharnhorst, Pat Carper and Andy Dunham offers more than 60 years of sales and management experience. Julie Lenius serves as sales assistant and Katrina Lenius handles secretarial duties.

Bennett Forest Industries has built its reputation through the years not only on the manufacture of quality products, but also on the ability of its 140 employees to respect and respond to customer requests.

"We strive to serve our customers," said John Bennett, chief financial officer at Bennett Forest Industries. "There has always been a consistent desire to have quality equipment in our mills and quality people who are very skilled at what they do."

"As the new mill is nearing peak production performance," Scharnhorst said, "our management team will continue to streamline processes which will allow us to react to the changing needs of our customers."

"With start-up issues behind us, we are able to better focus on consistent quality in our products, desired lengths, and flexibility in tally and mixed-product loadings to meet our customers' needs. Our new mill is excelling in its capability to provide our sales team the tools necessary for Bennett Forest Industries to continue to be a long term partner with our customers."

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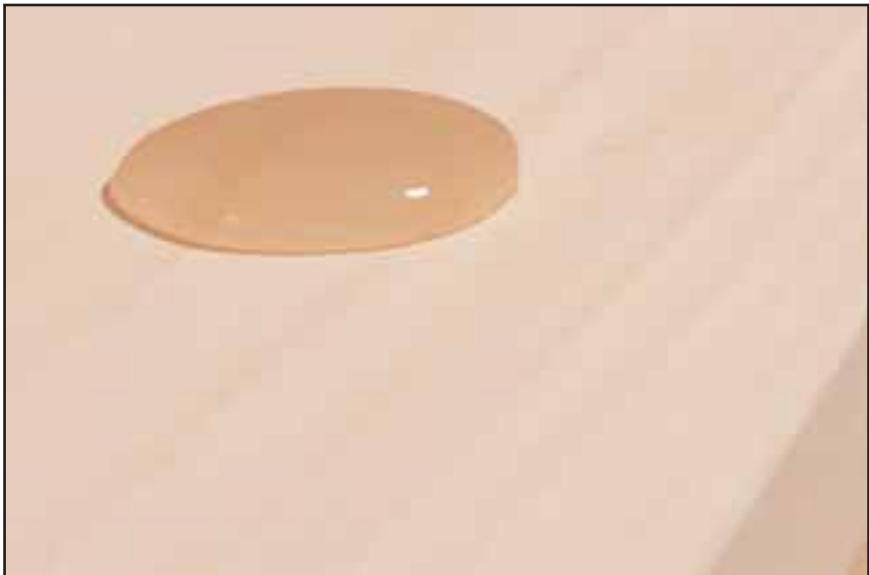



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PrimeTECH Continues Product Innovation

Grafton, Mass.—In the face of the ever-changing building materials market, PrimeTECH, based here, continues to innovate. The company's most important advancement to-date is the creation of a high-end line of coatings called Ze-VO, which contain zero-VOC emissions (volatile organic compounds). These coatings include oil primers that penetrate and acrylic top-coats with long-term durability.

the market. PrimeTECH manages the production and packaging process to ensure consistency and they also develop sales tools and train the sales staff. "It's important to find the most effective way of telling your customers why your product is a better value," said Connelly, adding, "You can't expect them to simply figure it out based on a list of its features. Call attention to it



PrimeTECH, based in Grafton, Mass., recently introduced a new high-end line of coatings called Ze-VO, which contain zero-VOC (volatile organic compounds) emissions. Above, the oil primer shows how it keeps water out.



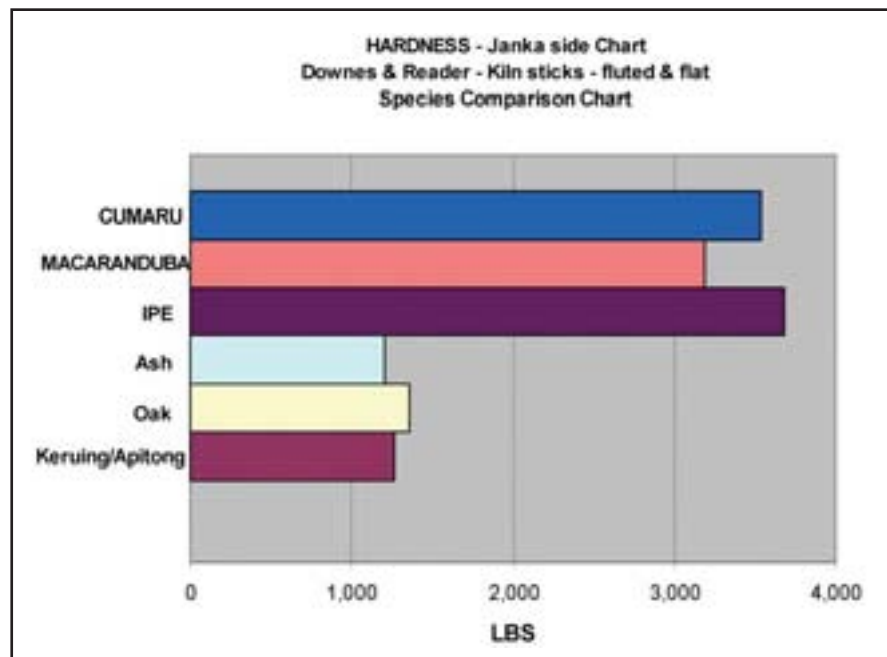
A white board is shown displaying a Ze-VO endtag.

The "green" nature of these coatings places them squarely at the cutting edge of the next wave of machine-coated wood products. The high quality of the coatings ensures PrimeTECH and the Ze-VO brand name at the front of the pack. "We're extremely pleased with the outcome of years of research and believe our patent-pending coating line will change the industry," said Dennis Connelly, PrimeTECH chief operating officer. Since PrimeTECH began innovating branded siding and trim products, many have trod in this new path carved into the market. "PrimeTECH makes the products that you sell, last forever," Connelly said. "We want everyone in the world to know this because it's a great message and it's good news to our industry and our customers." Specific substrates are selected, coatings are chosen to meet a market need, and the whole product is repackaged to reflect its new use and place in

and make sure that if they don't buy it, that it's for the right reasons." Eric Churchill, chief executive officer, summed up why this kind of marketing is so important, "We've seen products that would otherwise go unnoticed turn into home runs because each step in the process was planned, fine-tuned, and well-executed." Dennis and Eric are at the Traders Market this year in booth No. 141 and are available to discuss your specific product lines and market opportunities.

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DOWNES & READER Offers Durable Iron Stick®



Stoughton, Mass.—Ironstick® stacking sticks are imported by Downes and Reader Hardwood Co., based



here. These kiln sticks are made from South America's hardest woods — Cumaru, Macaranduba, and Ipe. These woods are much harder than those made from Oak, Ash, and the sticks made from Apitong/Keruing and have proven to be the most durable. They are dense and stable, and process easily through a variety of automated sticking systems. Minimal sapwood and freedom from knots ensures the longest service life. Quality and durability make the Iron Stick stacking sticks the most cost effective solution for the industry. Iron Stick is manufactured Flat or Fluted "Dog Boned" profiled in 3/4" X 1 1/4" X 4 ft., 6 ft., and 8 ft., 7/8" X 1 1/4" X 4 ft., 6 ft. and 8 ft. sizes. Also Flat profile 3/4" X 1 1/2" X 4 ft., 6 ft., and 8 ft. sizes. The Iron Stick program was designed and implemented by William von der Goltz, the manager of the import/export division of D&R located in Greensboro, N.C. von der Goltz, a native from

Brazil and a second generation worker in the imported hardwoods industry, has traveled to the Amazon basin many times during the last 25 years. From his first hand experience he can assure you that the sticks program has created jobs and helped the mills to better utilize these wood resources, thus minimizing waste. The manufacturing is labor intensive and so is the quality control. Every piece is inspected twice before being finally approved by a D&R local representative. "We grew a lot during the last four years," says von der Goltz, "and the phase of experimentation is long gone. Quality has improved significantly, helping us to develop a consistent customer base. Iron Stick is here to stay." In addition to Iron Stick, Downes and Reader is a direct importer of hardwoods and wood products from South America and Africa. The products are shipped from the company's facilities in Massachusetts, Pennsylvania, Alabama, and Louisiana. D&R also purchases green and kiln dried materials, and White Pine lumber from a variety of domestic mills.



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HAMPTON AFFILIATES: Investing for New Opportunities

Portland, Ore.—In late 2006 and into 2007, Hampton Affiliates joined much of the forest products industry in bearing the brunt of the downturn caused by the slowing of U.S. housing starts. But this expected cyclical downturn has not made Hampton cautious or pessimistic. “We continue to make significant capital investments in our sawmills to improve efficiency,” explained Mike Phillips, president of Hampton Lumber Sales. “We’re positioning Hampton to hold steady in the downturn and thrive as the housing market revives in the coming years.” In 2006, Hampton didn’t just upgrade its mills. The company also acquired an 89 percent interest in the Babine and Decker Lake Sawmills near Burns Lake in British Columbia, Canada, from West Fraser Timber Co. Ltd. The Burns Lake Native Development Corporation owns an 11 percent interest in the mills and will retain its share. Together, the Canadian mills have the capacity to produce approximately 365 million board feet of lumber annually. The SPF lumber produced at these mills expands Hampton’s mill products beyond the company’s traditional Douglas Fir and Hemlock lumber. The acquisition has also enabled Hampton to add new customers in Canada, the U.S. and Japan. With the addition of the Canadian mills, Hampton now operates seven mills. The company’s total capacity is approximately 2 billion board feet, making Hampton the seventh largest lumber producer in North America, moving up from ninth last year. Hampton remains the fifth largest producer in the U.S. The company says it is also proud to operate the nation’s largest single-site producer of lumber, its flagship mill in Willamina, Ore. Hampton’s 65-year history began with the Willamina operation in 1942. The company is one of Oregon’s largest privately held companies and ranked No. 286 on *Forbes* list of the largest private companies. Hampton now employs more than 1,700 people in three states and British Columbia. For all its size, Hampton remains a family-owned business that remains true to its long-term history of dedication to customers, employees and the communities in which the company operates. The company brings this same spirit of service and commitment to its new operations in British Columbia. Hampton has also redoubled its commitment to sustainable business and forestry practices. According to a company spokesperson, first and foremost, the company carefully manages its 167,000 acres of timberland, employing practices that make its forests productive while protecting wildlife and fish habitats and preserving soil, water and air quality. Through uncompromising land stewardship, including par-

ticipation in the Sustainable Forestry Initiative, Hampton will meet the lumber needs of the present and the future. Hampton is also bringing its environmental commitment to its mills. The company recently brought online a state-of-the-art cogeneration plant at its Darrington, Wash., mill. This plant’s waste wood-fired boilers produce heat for new dry kilns and generate electricity, which is sold back to the Snohomish County Public Utility District. The efficiency of the new cogeneration plant improves Hampton’s competitiveness, while also benefiting the environment. To further enhance Darrington operations, Hampton also is making a substantial investment in 2007 in a new state-of-the-art planer facility. A new boiler and dry kilns at the Randle, Wash., mill also brings greater efficiency and capacity to the company. Hampton is now evaluating the new Canadian mills for upgrades. At all its facilities, the company continually looks for ways to improve efficiency and minimize the impact on the environment. Hampton excels at manufacturing and supplying exceptional forest products, including specialty items such as molding, stepping, clears and vertical grain flooring, as well as commodity lumber, panel and engineered wood products. At the same time, the company also maintains industry-leading services to bring these products to customers on time and on budget. Lumber from the Hampton mills is sold exclusively by the company’s sales affiliate, Hampton Lumber Sales, which operates from the company’s headquarters in Portland, Ore. Members of the sales team work closely with buyers to meet special needs, from customized products to rush shipments. Hampton feels it provides a competitive advantage to a diverse range of customers, including home builders, commercial construction companies and retailers, by offering remanufacturing, reloading and transportation services. The company’s own rail car fleet helps streamline transportation operations, which means customers are assured of just-in-time delivery. While 2006 enabled Hampton to take its next steps in expanding capacity and improving services, it was also a sad year for the company. On March 15, 2006, longtime leader John Hampton died after battling cancer. Fortunately, he left behind a sound strategy for managing the company that bears his family’s name—during up and down markets. “We’re staying true to John’s vision,” said Mike Phillips. “John believed that environmental responsibility, economic growth and sustainable forestry were all part of a virtuous cycle. It’s an honor for all of us at Hampton Affiliates to keep John’s spirit alive by continually enhancing our forestry and mill practices and striving to meet our customers’ every need.”



Hampton's 2006 acquisition of two mills at Babine and Decker Lake, British Columbia, adds 365 million board feet of SPF to the company's annual production.



Mill byproducts fuel a new cogeneration plant that heats the Darrington mill's dry kilns and generates electricity, which is sold to the local PUD.



Rail cars are loaded at the Willamina facility, which the company says is the nation's largest single-site lumber mill.

WASKA Introduces New Factory Coated Cedar Shingle Option

Clair, N.B.—About seven years ago, Daniel LeVasseur, President and General Manager of Waska, after just completing upgrading its White Cedar shingle mill, decided it was time to develop a whole new technology in the Cedar shingle coating process. Waska wanted to become one of the premier shingle manufacturers and factory finishers in North America. State-of-the-art machine coat equipment was installed and came on line in July of that year which produces a color-coated White Cedar shingle. According to the company production with this new priming operation is eight times faster than the old one. A new tinting machine allows Waska to match any color produced by any paint manufacturer. “The shingle never touches a conveyor until it is dry and ready for packaging, which gives us uniformity in every shingle,” said Jean Louis LeVasseur, Business Development Manager. “We are unique in the fact that we do all the processing here at one facility,” Jean Louis said. “We purchase the logs within about 150 miles, run them through a sawmill, manufacture shingles, kiln dry them and paint them. Some of our competitors manufacture the shingles but contract out the painting or vice versa.” The advantage of doing all the processes under one roof is quality control. Customers will know what to expect every shipment, he said. “We do everything we can to ensure quality in every step of the process,” Jean Louis said. “We have the latest technology in the shingle mill, which was developed by us and an engineering firm. All of our sawyers have codes, and every code is imprinted on every shingle produced, so we know which one produced which shingle. It is all about uniformity and that’s what we provide.” “We market factory coated shingles using Olympic’s Machine Coat, Weathering Stain™ (Bleached) and then we sell just natural shingles,” Daniel said. “We use Olympic stains and paints. On a one-coat solid application, Olympic gives a five-year warranty and 12 years on a semi-transparent. For two-coat products, they give a 15-year warranty. We give a 40-year warranty on the shingle against rot or wintering.”

Ben LeVasseur, who joined the Waska team in 2005, as the Sales and Marketing Director, said, “We are very proud to now offer the Olympic/PPG 25-year warranty on the two coats color-coated finish on primed surfaces. This gives a valuable option to consumers who want a hands off and extremely long lasting finish.” Grades of Cedar wood shingles include: R&R shingles, Extra Grade A, Clear Grade B, Second Clear Grade C, Clear Walls and Utility Grade D. Operating two shifts year round, with about 65 employees, Waska is one of the largest White Cedar shingle manufacturers in North America. Waska has been a major White Cedar shingle manufacturer since 1969, since that time the company has grown to include Aspen or Cedar lath, Cedar boards, pickets, shims, R&R shingles and color coated R&R shingles. The company manufactures about 3 million board feet of Cedar boards, T&G boards and moulded pickets annually. Of the total production about 95 percent is utilized in fence building, while the remainder goes into interior finishing. Waska also produces Aspen and Cedar laths in a variety of sizes. These are used mainly for construction purposes and for the fabrication of sand and snow fences. “We ship all over the United States and Canada,” Daniel said. “We are always looking for valuable distributors.” The company is a member of the Maritime Lumber Bureau, which visits Waska monthly to make sure the company is producing on-grade. “We are constantly updating and upgrading,” Pierre Michaud, director, said. “We do not want to sit idle, so we are proactive.” “When you see the Waska name, you are guaranteed a high quality product. Our top priority has always been and will always be to offer our valued customer the very best product on the market,” Daniel concluded. The management at Waska wants to stress the fact that all the latest technology and all the millions spent on improving machines is not worth much if there are not competent people working the machines. “At Waska, we are quite fortunate to have very dedicated and ambitious people working at our plants,” Jean Louis said. “They regard their work and workmanship as highly important for themselves, for the company and for all the very satisfied Waska customers since 1969. We feel very grateful to have such a good group of people.”



Daniel LeVasseur, president and general manager of Waska, located in Clair, N.B., holds a box of Machine Coated Cedar shingles.



Jean Louis LeVasseur, business development manager, stands in front of a pallet of Weathering Stain Cedar shingles.



Ben LeVasseur, sales and marketing director, holds up the new Waska Stock Color sample board, in front of the kiln drying plant.

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RICHARDSON LUMBER: Specializing In Custom Timbers

By Terry Miller



Large Fir timber is surfaced at Richardson Lumber and Manufacturing Co.'s sawmill, located in Dallas, Texas.



A surfaced order waits to be shipped to San Antonio, Texas.



Richardson Lumber's key personnel include Jamie Hursh, back left; Steven Rogers, sitting; and Bobby Crowley, far right.

Dallas, Texas—Richardson Lumber and Manufacturing Co., located here, has been serving the construction industry for almost 60 years, and is one of the leaders in custom millwork and manufacturing of customized timbers. Richardson has the capabilities of delivering products throughout the United States.

"We serve wholesale distribution yards throughout Texas, Missouri,

Kansas, Arizona, New Mexico, Oklahoma, Louisiana, Arkansas, Florida and the Carolinas," said Bobby Crowley, general manager at Richardson Lumber. "We have the facilities, expertise and experience to meet the needs of any stocking distributor in North America. In addition, we do a lot of reman work for wholesalers and wholesale distributors. We are very specialized, because we don't want to be someone who just

sells timbers. Richardson Lumber is able to offer wholesale products with unparalleled service and quality."

In addition to the new Tru-Dry™ products, the company offers custom patterns, rafter tails, trailer flooring, corbels, surfacing, resaw boards and dimension, rip board and dimension, most SYP patterns, precision end trimming and saw texture. Richardson stocks No. 1 and Better green Douglas Fir in sizes up to

20x20 and lengths up to 40 feet; No. 1 and Better Appearance Western Red Cedar in 16x16 and lengths up to 32 feet; and Oak timbers up to 12x12 and in lengths up to 20 feet. The firm is also able to provide larger sizes if requested.

Richardson Lumber is a member of the Lumbermen's Assoc. of Texas. The company provides products to a variety of custom design and fabrication companies. Richardson will send both raw materials and finished products for custom homes, commercial buildings, restaurants and many other applications.

Forest Grove Lumber Co. Inc. has taken pride in its products over the past half-century the company has been in operation, and part of that pride comes from the patented drying process—the trademarked Tru-Dry™. Recently, Richardson Lumber and Manufacturing Co., another trusted name in the lumber industry, became the first exclusive stocking distributor in Texas, Oklahoma and Louisiana of the radio frequency vacuum kiln-dried timbers manufactured by Forest Grove Lumber.

According to Eddie Smalling, a sales representative at Forest Grove Lumber, the Tru-Dry™ process enables Forest Grove to dry large-sized timbers—up to 40 feet in length—with exceptional quality and appearance, as well as sound structural integrity. The process of using radio frequency vacuum kilns dries beams evenly, to the core, to minimize drying defects, such as checking, cupping and twisting.

"We are drying 19 percent or less all the way to the center of the beam with a balanced moisture content," Smalling explained. "We get less than 2 percent differential from the core moisture to the shell moisture, so the beam is evenly dried and very stable."

The Tru-Dry™ products are marketed for use in various ways, including commercial and residential building.

"Tru-Dry™ timbers are used in high-end architectural applications, such as timber frame trusses, custom homes and commercial applications where they are highly visible and extremely stable," Smalling said.

Forest Grove Lumber Co. Inc. is headquartered in McMinnville, Ore., where the company has a 25-acre wholesale operation, with 12 million board feet of inventory, and moves approximately 8 million board feet per month. The company dries 350,000 to 400,000 board feet of large Coastal Douglas Fir timbers per month as well. The McMinnville facility has six kiln chambers producing the Tru-Dry™ timbers, in addition to one kiln at the location in Goose Creek, B.C.

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KING FOREST Doubles Production With Mill Expansion

By Terry Miller



Anita LaTulippe, controller, Kerri Drake, receptionist and Barbara Davis, purchasing, are among key personnel at King Forest Industries, located in Wentworth, N.H.

Wentworth, N.H.—King Forest Industries Inc. has been a leading provider of Eastern White Pine lumber for many years. Recent modernization and expansion of the planing mill, which more than doubled the mill's size, will allow greater production and flexibility. KFI produces about 30 million board feet annually. The increased capability will allow many more patterns and services. Most of that production is comprised of 4/4 boards in all grades certified by the Northeastern Lumbermen's Manufacturing Assoc. (NELMA), as well as 4/4 shop, 5/4 and 6/4 heavy shop, 8/4 shop, 6x8, 8x8 and 6x12 log cabin blanks.

The company's recent expansion affords King Forest "a much bigger piece of the market," according to Bob Davison, sales manager. "When the market is healthy, everybody is looking for extra lumber to turn into pattern. We're taking the bull by the horns by building a large new facility, and we've got cutting edge machinery for it. We're looking forward to producing patterns for years to come in our new planer mill."

Davison noted that King Forest now plans to specialize in approximately a dozen patterns that have proven most popular with customers.

"We aren't all things to all people," Davison said, "but we can offer specific products and services to a significant market and make quite an impact doing so."

King Forest's kilns can easily accommodate the increase in pattern production since the company's drying capacity is 1.3 million board feet. Davison noted that the firm "gently dries" its lumber, which minimizes down grade, splitting and cupping problems.

"Problems occur within the wood if it's dried too fast," said Davison. "Slow, gentle drying avoids a lot of problems, such as wet spots. With Pine, we can't avoid all wet spots, but the drying process we use drastically diminishes their appearance."

King Forest's production requires large kiln capacity because, "we do a lot of 5/4 and 6/4 heavy shop, as well as 8/4 shop," added Davison, "and it takes a long time to dry those boards, so we must be able to consistently maintain high kiln capacity. Most of our lumber is dried to between 10- to 12- percent, even though NELMA rules allow the lumber to be wetter than that. We've found that our customers want lumber quality that's dry and consistent. So drying is a very critical part of production of our Shop and Pine lumber. We also kiln-dry the industrial lumber, which some mills don't."

The kilns at King Forest are fueled by woodwaste, and a 600-horsepower steam boiler produces steam and electricity for the kilns, in addition to heat for the building.

The bulk of the company's customers are comprised of wholesalers and wholesale distributors, as well as many major door and window manufacturers, which are located across the United States.

King Forest wraps all lumber in a high quality, fitted paper cover prior to transport at no additional charge to customers, and prides itself on its ability to ship well-packaged lumber on time.

Davison said, "When the product arrives at the customers' locations, the load is

very uniform, very well packaged and protected, and that speaks well of the pride we take in the products we make. And, we stamp 'Made In USA' on all our shipment covers, because we believe people in this country should take pride in the production of American lumber."

Several key personnel, in addition to Davison and owner/president John King, lead the 100-person staff at King Forest. They are: Jerry Bixby, planer mill supervisor; Kevin Godfrey, sawmill supervisor; Anita LaTulippe, controller; Scott O'Meara, computer technology; Ken

Sutherland, head forester; and Jim Gowen, maintenance.

King Forest is an active member of the North American Wholesale Lumber Assoc. and NELMA.

"All of us at King Forest enjoy producing quality lumber that someone can use in their home or office, for example," Davison said. "It's rewarding to know that we play a part in guiding and further developing wood products."

"As for the future of King Forest Industries, we will continually look for ways to expand and improve. John

(King) provides excellent vision for the company as a leader and he is committed to employing good people to implement his plans, as well as the freedom to do that work to the best of their ability. It's a team effort here."



Bob Vincelette oversees shipping, receiving and inventory management at King Forest.



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Boise, Idaho—Boise Engineered Wood Products continues to gain marketshare in 2007 from supplying profitable value-added products and services to its channel partners—dealers who sell Boise engineered wood products and homebuilders who buy from them. While other manufacturers hope to someday offer these value-added services, Boise forges ahead with more and more services such as Boise® Plans Room, which enables dealers to post builders' plans online for better project management, shorter cycle times, and improved profitability. Here's how

it works:

Obsolete Paper vs. Up-to-Date Electronics:

Successful building projects depend on multiple parties and contractors having timely access to project blueprints. Contractors have typically managed this process by printing several paper copies of blueprints and either mailing or hand delivering them to team members involved in the project. Because plans often change, it can be difficult to assure that all team members are working with the most current set of plans.

And without accurate, real-time information it is increasingly difficult for builders to manage for profitability. To help its customers manage more successful businesses, Boise has created Boise Plans Room, an efficient, time and money-saving way to manage construction projects.

Managing for Profitability:

Boise Plans Room is a management tool enabling homebuilders to manage building projects through the planning and building stages. This software application allows Boise customers to post electronic drawing files to a

secure internet-based repository of information for each individual project – to communicate, track, update redlines, do take-offs, archive all project related information, and organize it for future use. Boise Plans Room facilitates better management and administration of processes and tasks through all phases of the construction project lifecycle.

Team Members Always View the Most Current Set of Plans:

Boise Plans Room enables customers to post projects, including complete home plans, for viewing and markup by project team members. This tool helps improve communication, keeps all team members up to date and working from the most current set of plans, and can eliminate costly errors. Since all that is needed is an Internet connection and an email address, team members have instant, anytime access to the latest project documents and designs based on their security level. Decisions are made quickly and are always based on the most current information.

A Collaborative Tool that Makes Ordering Materials a Snap:

With Boise Plans Room the plan may be accessed anytime by the architect/designer, builder, dealer, subcontractors, product vendors, even the homeowner. Project members can view, download, print and mark up plans, posting changes as they're made for all to see. This can help assure that everyone is always working with the most current plans incorporating recent changes. Once the plan is finished on BC Framers®, you'll have all material lengths, so ordering material is a snap. So are exact cut lists, squaring diagrams, color-coded framing placement plans and other tools to build homes faster and more profitably. Boise Plans Room can give dealers a powerful tool for working with builders and building long-term, mutually productive business relationships.

Easy to Learn, Use, and Integrate into Existing Business Processes:

Boise Plans Room is simple to deploy, maintain, and use. It keeps information safe, with a multilevel permission system that limits access to authorized users at each level. The program centralizes and standardizes the way projects are managed, ensuring consistent documentation, common work practices, and faster, clearer, more easily understood communication. It also enables the re-use of standard project templates, or "cloning", of complete projects with all changes and enhancements, to facilitate the next project. Boise Plans Room permits easy viewing and markup by all members of the extended project team without the need to own expensive software. Another benefit of Boise Plans Room is that owners and project managers enjoy heightened project visibility. Better information faster enables more timely decision making and can directly translate into faster time to market and optimized profitability.

To learn more about Boise Plans Room, check out www.bc.com/wood/ewp/index.jsp or www.bc.com/wood/ewp/bcplans.jsp or call 1-800-232-0788.

•

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Making The Grade And Keeping It Fresh: NELMA Establishes Innovative Industry Tool



NELMA's new innovative Swatchbook provides Eastern White Pine grade characteristic information design elements in a portable, functional format.

Cumberland, Maine—The Northeastern Lumber Manufacturers Assoc. (NELMA) is a valuable industry resource for the lumber business chain. Lumber mills, wholesalers, retailers, architects, builders, designers, and export wood packagers use NELMA as a ready resource for information, education and guidance. Most recently, the association has redeveloped a popular industry tool into a new, innovative format.

The Photo Reference Guide to Eastern White Pine Lumber Grades can now be found in a new set-up that allows ease of use and portability. The reference guide provides a thorough overview of information on the five primary lumber grades: D & Better Select, Finish, Premium, Standard, and Industrial; now conveyed even more clearly through revised, crisp photography that details characteristics within each grade.

"The motivation to revise and redevelop the existing piece stemmed from NELMA's goal to increase awareness of New England's lumber industry resources and grade standards, by keeping our education pieces fresh and current," said Jeff Easterling, president of NELMA. "With detailed photography of the five primary grades of Eastern White Pine, the grade sheets provide users the option of selecting the layout that best compliments their intent to use."

The original format of the reference guide remains in the traditional 8 1/2 x 11 information packet featuring the five grades. The second, more inventive format was created to appeal to both architects and designers, among others who would benefit from its convenient size. Inspired by a swatch book fan, similar to what is typically seen as a painter's pantone color reference, the new format rests 8 x 1 3/4 inches, conveying the five grades through sections that can be individually sorted through while remaining bound as one piece.

The information on the swatches provide all of the same Eastern White Pine grade characteristic information and design elements as the traditional sheets, yet in a portable, functional format. Since its release, the new photo reference guide has been well received by NELMA's diverse membership and their end-use customers of their products.

Continuing to serve as a valuable resource for the lumber industry, NELMA's redesigned tools provide important industry information in accessible formats. Whether users are looking to source Eastern White Pine, are in need of grade standards, or are simply researching a specific grade appearance for projects, the new swatch book presents all of the necessary information in a manageable format. The photo reference guide has also been successfully incorporated as a general marketing item by Eastern White Pine manufacturers. Fresh and informative, reference guides catch the attention of their customers, while educating them on the dynamic functionality of the species.

The Northeastern Lumber Manufacturers Assoc. was established in 1933 as the rules writing agency for Eastern White Pine lumber and the grading authority for Eastern Spruce, Balsam Fir, Spruce Pine Fir species grouping, and other commercially important Eastern softwood lumber species. Since its inception, NELMA has successfully shaped a rich history and built the foundation for a dynamic and strong association. Today, NELMA is com-

prised of hardwood and Softwood lumber producers throughout the Northeast United States and export wood packaging facilities throughout the Upper Midwest, Great Lakes, Mid-Atlantic, and Northeastern regions of the U.S. The association is accredited by the American Lumber Standard Committee (ALSC) to provide inspection program services for both Lumber and Timbers, in addition to Wood Packaging Materials.



Capturing the detailed characteristics within each grade, crisp photography of the reference guide provides a through overview of the five primary lumber grades.

As an industry leader, NELMA consistently distributes trade and consumer information for several demographic groups through a myriad of references and publications. The success of these resources is a direct result of the diversity of the association's knowledge base and scope. These attributes have allowed NELMA its ability

to provide tailored information across a spectrum of focus. Establishing resources to meet the needs of several audiences; from wholesalers and retail distributors, to architects, builders, contractors, and homeowners; NELMA strives to resonate and remain relevant within the industry.

As with the newly designed swatch book, other accessible resources can be found by visiting EasternWhitePine.org. To learn more about the Northeastern Lumber



Fresh and informative, the reference guides are attention grabbing, educational and functional.

Manufacturers Assoc. or to become involved, call 207-829-6901 or visit www.NELMA.org.

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5

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Boise Plans Room lets you post projects online to communicate, track, update redlines, do take-offs, and organize for future use. Lets team members view the most current plans 24/7.

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ROBBINS LUMBER — Drying To Our Customers’ Specifications



James A. Robbins, vice president of Robbins Lumber Co., headquartered in Searsmont, Maine, meters several stacks of lumber.



A track-loaded kiln is shown on the premises of Robbins Lumber.



Key executives include: John F. Benjamin, lumber sales; Alden Robbins, sales manager; and Jim Robbins, president.

Searsmont, Maine—Robbins Lumber is a fifth-generation Eastern White Pine manufacturing company that has earned a superior reputation for quality, and Jim Robbins II, who helps head up the business, knows Robbins must stay right on top of things to uphold its good name.

One area in which Robbins goes to great pains is their drying operation to ensure their customers’ lumber is dried properly to their specifications.

“We’re always trying to improve on efficiency,” Robbins said. “We went to a larger pack size. Instead of four units, now we go in three units high inside the dry kiln.

“We’re also changing how we control our

dry kilns here to a level that most people wouldn’t dream of doing. We control to within one degree Fahrenheit.”

Robbins says such precision in the dry kilns “makes all the difference in whether your target moisture coming out of the dry kiln is either 10 to 12, or it’s 14 to 15 or 8 to 9. That one or two degrees inside that dry kiln makes a huge difference. We’re always calibrating those kilns.

“One thing we do a lot,” he said, “is check the lumber after it’s gone through, right before we condition it. We’re always checking the lumber, taking a large sample of that wood to find out what that moisture content is, how many highs we have as

well as how many lows. And by doing those moisture-content checks, not only are we keeping that record evidence, proving that that load was dry, but if there’s any problems with it as it’s going through the planer mill, we can go back and I can check that kiln record to see what happened with it, so we can, in the future, correct that problem so it won’t happen again.”

Robbins Lumber, located in the southern part of Maine near the Atlantic coast, has about 760,000 board feet a week drying capacity, “which is more than our sawing capacity,” Robbins said. That’s an advantage, he added. “We can take the extra

time in the dry kilns to do it right. We aren’t rushed to get the product out because we don’t have enough drying capacity. We have excess drying capacity. You take the time, make sure the lumber is dried correctly before you pull it out of the kiln, and still meet our production demands—760,000 board feet a week.”

Robbins’ package kilns were made by Irvington-Moore. “We also have two American wood-drying kilns which are rail



Jim Robbins, a fourth generation lumberman, stands next to an Eastern White Pine tree.



This describes the relationships J D Lumber strives for with our valued wholesalers & wholesale distributors. We are committed to producing a diversified product mix from Idaho White Fir, Western Red Cedar, Douglas Fir & Larch, and SPF-S for our wholesale customers. We rely on you to bring our products to market.

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loaded kilns,” Robbins said.

Sawdust and bark from the sawmill and chips from its planer are burned in a bio-mass boiler to produce steam for the kilns and to heat the buildings in winter.

The company uses high tech computer technology to monitor the drying process. But it doesn’t rely totally on computers. Moisture meters also are employed to check the wood’s moisture content.

If Robbins Lumber detects wet pockets in its wood, the product is kept in the kiln to “put another day on it,” Robbins said.

The firm was established in 1881. Currently, Jim Robbins II, his brother, Alden Robbins, and their sister, Catherine Robbins-Joliffe, are the company’s key officials. Jim oversees day-to-day operations and is absorbing knowledge about all aspects of the business. Alden is sales manager. Catherine is human resource manager. Jim Robbins Sr. is president and owner of Robbins Lumber Inc.

George Weaver, who has been with the company 38 years and is a key employee, represents the company to retail outlets in the state of Maine.

“Each generation has its own separate set of challenges that each generation has to face that the previous one hasn’t, so it’s quite a challenge,” said Jim Robbins II.

Robbins Lumber produces approximately 30 million board feet annually and the workforce is comprised of 130 people.

Robbins Lumber manufactures Eastern White Pine, producing 4/4 and 5/4 with some 8/4 products, along with all NELMA patterns. “We even do a lot of specialty patterns as well,” Robbins said.

Robbins Lumber owns and manages 30,000 acres of forests and procures logs from more than 150 independent loggers.

It is one of the few lumber companies in the U.S. to offer ISO 9001-2000 certified Eastern White Pine products. The procurement program is SFI-certified and runs about 85 percent gateway.

The company is a member of the North American Wholesale Lumber Assoc. (NAWLA) and markets their products through wholesalers and wholesale distributors.

For more information on Robbins Lumber, go to www.rlco.com.

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BLUWOOD Gains Worldwide Exposure For WOODSMART



Dimensional lumber, OSB, plywood and engineered wood products are available.

Boca Raton, Fla.—For more than six years, lumber suppliers, builders and homeowners have turned “blue” when it comes to supplying and selecting wood framing components. Developed in 2002 by WoodSmart Solutions Inc., headquartered here, BLUWOOD is changing the way the lumber industry battles problems caused by moisture and wood-ingesting insects. To date, approximately half a billion board feet have been utilized when building and renovating structures.

Thanks to a two-part coating system, the blue-colored branded lumber BLUWOOD provides powerful protection against moisture absorption and mold fungus growth on the surface of the cured film, plus protection against rot fungi decay and wood-ingesting insects, including Formosan Termites. BLUWOOD has a transferable, limited lifetime warranty, ensuring builders and homeowners that their biggest investment is protected long after construction is complete.

In October, BLUWOOD made its international debut on an episode of *ABC*’s “Extreme Makeover: Home Edition,” framing a house for Michigan resident Maryann Gilliam. Gilliam’s husband died last year, leaving her to raise six children. The family doctor theorized that mold and toxins found in the home were responsible for the death. BLUWOOD, the “Color of Protection,” provided that family peace of mind and security knowing their home’s wood components were protected.

Charles Morando, chief executive officer, said WoodSmart is pleased to be able to offer such a unique product on the marketplace.

“Moisture related and wood-ingesting insects have always been prevalent problems, so we are very excited to deliver a lumber product that not only controls mold fungus growth, but eliminates the threat of termites and rot fungi decay — safely,” he said. “BLUWOOD provides the solution the building industry and homeowners have been searching for.”

The BLUWOOD coating is applied to all six sides of the component, arriving at the lumber supplier’s site already protected. The factory-coated lumber can sit on a site for up to six months, and still provide as much resistance to moisture, mold fungus growth, rot fungi decay and wood-ingesting insects as when it was first delivered. The product not only saves homeowners money from such devastating conditions as humidity, condensation, leaky pipes and water intrusion, but also better maintains dimensional stability. BLUWOOD substantially reduces the billions of dollars builders and building material suppliers lose on the job site each year because wood framing components are exposed to moisture.

The first part of the proprietary technology is a state-of-the-art Infusion Film that controls excessive moisture absorption while allowing moisture vapor to exit, therefore resisting mold fungus growth on the cured film surface of the building component. The film is absorbed into the wood and, as it cures it, molecularly crosslinks with the cellular fibers to form a topical and sub-surface, water-repellent, semi-vapor permeable film, which allows the wood to breathe while helping maintain normal moisture levels.

The second part is an EPA-registered DOT wood preservative that provides protection against rot fungi decay and wood-ingesting insects, such as termites. BLUWOOD coated lumber components offer protection to all of the structural wood components in a home — dimensional lumber, engineered wood, OSB (oriented strand board), trusses, rafters and sheathing — before, during and after construction.

According to a 2001 U.S. Environmental Protection Agency (EPA) report, “the key to mold control is moisture control. Solve moisture problems before they become mold problems.” BLUWOOD is also recog-

nized as a “green-friendly” product and is listed in the GreenSpec Directory, a listing of environmentally preferable products. Morando said BLUWOOD has become one of the lumber industry’s strongest allies because it provides such strong protection. “Without the worry of moisture absorption, plus decay and insect infestation, structures built with BLUWOOD are protected, eliminating the need to replace wood and ultimately benefiting the environment and our natural resources,” he said. BLUWOOD has been thoroughly tested by independent laboratories and universities to the standards of the American Wood Preservers Assoc. (AWPA), and has undergone extensive testing in real world condi-



The covered structure component framing package offers complete protection.

tions in numerous locations throughout the country.

The product has caught on with numerous homebuilders and developers including Dave Henn of South Carolina-based Calibre Development LLC.

“I am not aware of a homeowners or builder’s risk or liability policy that does not have a fungus exclusion clause,” he said. “By using BLUWOOD components that come to the job site already coated, I am not only managing my company’s risk, but I am helping my customers reduce their long-term risks with their home.

“It’s difficult to create brand awareness in custom construction,” Henn said. “However, when you are framing a ‘blue’ house, everyone seems to know who the builder is, and that he cares about quality.”

The BLUWOOD coating application is performed by a national network of regional independently owned and operated facilities, licensed by WoodSmart Solutions Inc. Morando refers to them as the “BLUWOOD family.”

Today, BLUWOOD is widely available through leading lumber wholesalers and dealers throughout the United States and Canada. For more information, visit www.bluwood.com.

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WARM SPRINGS LUMBER Strikes Balance

By Wayne Miller

Warm Springs, Ore.—Being successful in any business is all about finding the right balance. At Warm Springs Forest Products Industries (WSFPI), located about 120 miles from Portland, the firm has found balance between quality lumber products and environmental pride, which is often difficult to do in the lumber business.

"When we achieved FSC Certification in January of 2004, we had no one to sell to," said Janet Corbett, sales manager of the company. "There was no market with a chain of custody, so we had to go out and knock on doors and educate our customers. Today, there are probably 50 companies that have chain of custody for our products."

That is a testament to the company's tremendous amount of hard work over the last three years, letting people know that the product is available and to begin to develop markets. Basically, WSFPI started from scratch even though the sawmill has been in operation for over 40 years.

"When we are certified then our distributors need to be certified," Corbett said. "We can prove our forest has a certificate through the sawmill and our customers have certificates. The lumber can be tracked all the way back to the log site."

Warm Springs Forest Products Industries, nestled along the banks of the Deschutes River at the base of the beautiful Eastern slopes of the Cascade mountain range, manufactures about 350,000 board feet of lumber per day, mainly in Doug and Hem Fir, along with Ponderosa Pine.

"We are considered an inland mill because of our location east of the Cascade mountains," Corbett said. "As a result all of our species are tight grained because of the slow growth on this side of the mountains, which makes our products perfect for the door and moulding industry."

Additionally, the firm manufactures dimension lumber up to 20 feet, shop, moulding grade, laminate grade stock, as well as timbers of various lengths, grades and thicknesses.

Some special logs were recently harvested off the Confederate Tribes of the Warm Springs Reservation that had grains so tight the rings could hardly be counted.

"There were probably 8 to 15 rings per inch, so it is exceptionally tight grained," Corbett said. "The door manufacturers love the 2x5 vertical grain. It is a beautiful product and we only get so many of those logs, so we look for partners and customers who appreciate it, or we don't cut it."

The company introduced Forest Stewardship Council-certified timbers about a year ago.

"Our customers are impressed that we have such a quality log," she said. "We can make free of heart centers. No.1, and fine

grained up to 20 feet. We make 6x6, 8x8, 10x10 and 12x12. The biggest plus for us is that the industry could not provide enough FSC timbers, so now we are making 4x4 through 4x12 FSC as well."

Most of the WSFPI products are sold through wholesale distributors. To ship its products, the company utilizes common carriers and has a rail siding located in Madras, Ore., not far from the mill. A company-owned truck hauls lumber from the mill to the rail siding.

The mill, with a small log side and a large log side, is equipped with state-of-the-art

technology. For example an Armstrong VariSharp computer gives the operator the capabilities of grinding variable pitch patterns.

"The biggest reason for the computer is that it keeps the harmonic vibrations down, which causes wash-board, a defect that will have to be planed out," said Dave Garrett, saw filing supervisor.

The planer sorting system has 15 trays and there are five Nardi dry kilns and two Wellons dry kilns for a capacity of 700,000 board feet per charge.

The mill literally sits on the 660,000-acre Native American reservation, of which about 300,000 acres is forestland.

"About 90 percent of what we harvest comes from the tribal

land, which again is all FSC certified," Corbett said. "That is about 42 million board feet annually off our own lands, the remainder comes from other sources."

One unique aspect about WSFPI is that 75 percent of the company employees are tribal members or married into the tribe.

The Warm Springs Reservation is home of the Warm Springs, Wasco and Paiute tribes and is inhabited by over 4,000 tribal members, most of whom live on the reservation.

Long before Europeans set foot on the North American continent, the three tribes of the Warm Springs Reservation — the Wasco, the Walla Walla (later called the Warm Springs), and the Paiute had developed societies beside the Columbia River, the Cascade Mountains, and other parts of Oregon. Today, they have a tribal council that governs the reservation, including the sawmill.

In addition to Corbett, other key personnel include J. Mark Jackson, chief executive officer, and Lori Courtney, assistant sales manager.

WSFPI is a member of the North American Wholesale Lumber Assoc. and the Western Wood Products Assoc. Earlier this year, Corbett was the first woman to be elected to the WWPA board and to chair the associations export committee. The company will be showcasing its products at the upcoming Traders Market.



Warm Springs Forest Products Industries (WSFPI), located in Warm Springs, Ore., offers numerous quality lumber products that are well received in the industry.

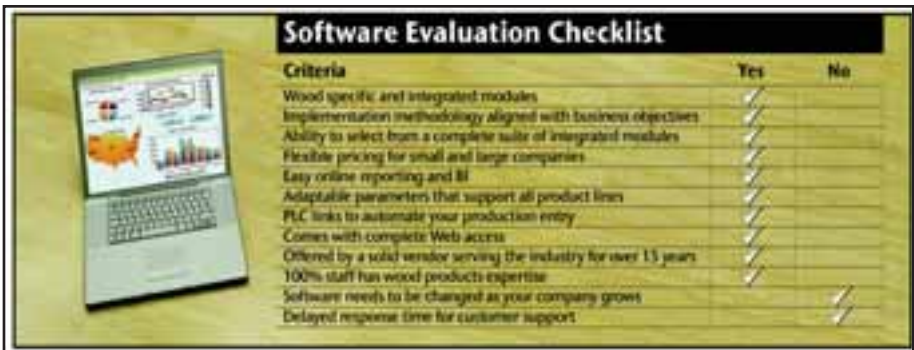


The facility, which nests along the banks of the Deschutes River near the Cascade Mountains, includes five Nardi and two Wellons dry kilns, with a capacity of 700,000 board feet per charge.



A large Douglas Fir log prepares to go into the VG (vertical grain) product.

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This software evaluation checklist shows a list of criteria to help you select ERP (enterprise resource planning) software.

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Several players want to maintain control of the value chain from procurement, through the production and distribution processes. Senior executives, financial officers, sales, human resources, production managers and procurement officers may each use a separate management system and gather different data. The proliferation of these systems, which are not necessarily compatible or adapted to their specific industry, reduces their efficiency and leads to:

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Scoopsoft™ has a unique implementation approach, in which their team of industry professionals works side-by-side with the client to implement a company-wide ERP (enterprise resource planning) system tailored to specific business requirements. It is not strictly a software tool, but it will also help you better manage your business and make sure your business processes are aligned with your corporate objectives.

"In only four weeks, we were able to implement the ERP at our new operation," said **Lynn Damon, director of financial analysis at Rosboro, located in Springfield, Ore.**

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All management processes are integrated in this system, from procurement to distribution. We propose the following modules: financials; inventory; production; sales; transportation; wood and raw material purchasing/receiving/inventory; parts purchasing/receiving/inventory; payroll and human resources.

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users can see or use. Pricing is flexible in both ASP and traditional mode, depending on your needs.

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Scoopsoft™ helps you keep track of the performance of your mills on a dashboard-like screen. Its briefing board enables you to track your Key Performance Indicators.

This is finally a piece of technology that brings it all together real-time production, inventory and yield information from all my operations, onto a single screen on my desk. Now that's powerful decision support that takes the guesswork out of my business calls," said **Russ Anthony, executive vice president of Anthony Forest Products, located in El Dorado, Ark.**

Access your information using the Web, whether working remotely in any of the Scoopsoft™ screens or accessing the E-Commerce and CRM portal that can be used as both an Intranet and Extranet.

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"Over the last 10 years, we doubled our production activities and Scoopsoft was a key tool to accompany us through that development."

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Chantiers Chibougameau (Nordic Engineered Wood)

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John Norlen, Sprenger Midwest Inc., Sioux Falls, S.D.; Dylan and Ben Tripp, Tripp Lumber Co., Missoula, Mont.; Dave Broxson, Buse Timber and Sales Inc., Everett, Wash.; Larry Huot, DiPrizio Pine Sales, Middleton, N.H.; and David Tripp, Tripp Lumber Co.



Richard Winemiller, North Pacific, Portland, Ore.; Bob Lackey, Idaho Veneer Co., Post Falls, Idaho; and Jim Haas and Russ Muxworthy, Sierra Cedar Products LLC, Marysville, Calif.



Trace Smith, Central Forest Products, Tijeras, N.M.; Josh Dean, Lewis County Forest Products LLC, Grants Pass, Ore.; Elizabeth Davis, Dallas Cowboy Cheerleader; and Brad Mehl, Lewis County Forest Products LLC



Brian Cook, Sprenger Midwest Inc., Sioux Falls, S.D.; Ted, Teddy and Greg Smith, Gilbert Smith Forest Products Ltd., Barriere, B.C.; James O'Grady, Goodfellow Inc., Delson, Que.; and Brian Hawrysh, BC Wood Specialties Group, Langley, B.C.



Jason Bolstad and Angie Wallert, DMSi, Omaha, Neb.; and Dusty Hammack, Arrowhead Lumber Sales Inc., Oklahoma City, Okla.



John Junod, Bob Leet and Liz Ritz, Hood Distribution/McQuesten Group, North Billerica, Mass.



George Karr, Idaho Timber Corp., Fort Worth, Texas; Kari King, Universal Forest Products—Eastern Division, Union City, Ga.; and Terry Baker, Tri-Pro™ Cedar Products, Old Town, Idaho



Alden Robbins, Robbins Lumber Inc., Searsmont, Maine; Rob Hoffman and Jesse Winslade, Capital Forest Products Inc., Annapolis, Md.; George Weaver, Robbins Lumber Inc.; and Tom Merkert, Capital Forest Products Inc.



Denny Huston, Jenelle Parker and Tom Corrick, Boise Wood Products, Boise, Idaho; Phil and Ben Barkley, LRC Products, Warsaw, Ind.; and Bill Moyer, Boise Wood Products



Rob Hoffman, Capital Forest Products Inc., Annapolis, Md.; David Tripp, Tripp Lumber Co., Missoula, Mont.; Tom Lister, Lister Distribution Inc., Knoxville, Tenn.; Dylan and Ben Tripp, Tripp Lumber Co.; and Jody Sanders, Belco Forest Products, Little Rock, Ark.



Bob Lackey, Idaho Veneer Co., Post Falls, Idaho; David Sauers, Marathon Forest Products, Riverside, Calif.; Rick Palmiter, Idaho Veneer Co.; Barry Schneider, Bear Forest Products, Riverside, Calif.; Bill Barnett, Marathon Forest Products, North Vancouver, B.C.; and Joe Malloy, Idaho Veneer Co.



Jonathan Rogers, Tolko Marketing and Sales Ltd., Portland, Ore.; John Makuvek III, Postsaver USA, Kresgeville, Pa.; and Tim Hartman, Mary Lou Carlson and Chris Keeler, Middle Atlantic Wholesale Lumber, Owings Mills, Md.



Brian Whitaker, BMD Inc., Spokane, Wash.; Jim Epperson Jr., Epperson Lumber Sales, Statesville, N.C.; and Joe Honochick and Mark Grube, Zip-O-Log Mills, Eugene, Ore.



Jim Teadt, T.W. Hager Lumber Co., Grand Rapids, Mich.; Chuck Gaede, Durgin & Crowell Lumber Co., New London, N.H.; Dennis Connelly, PrimeTECH, Grafton, Mass.; B Manning, Durgin & Crowell Lumber Co.; and Alex Gearhart, T.W. Hager Lumber Co.



Doug Tracey, Selkirk Specialty Wood Ltd., Revelstoke, B.C.; Cliff Pringston and Bruce Hall, Hall Forest Products Inc., Tacoma, Wash.; Rob Marusic, Selkirk Specialty Wood Ltd.; Jim Sherman, Hall Forest Products Inc.; and Scott Stockton, Selkirk Specialty Wood Ltd.



Mark Auxier and Kurt Nelson, Patrick Lumber Co., Portland, Ore.; Nancy Bloch, Progressive Solutions Inc., Corte Madera, Calif.; and Patrick Taleghani and Tim Elbers, Progressive Solutions Inc., Richmond, B.C.



David Bernstein, Multisac-Div. of Workman Packaging, Montreal, Que.; Emilie Boulay, Procol, Inc., Montreal, Que.; and Larry Huot, DiPrizio Pine Sales, Middleton, N.H.



Mike Hoag, National Industrial Lumber Co., North Jackson, Ohio; Mike May and Steve Revnew, Sherwin Williams Co., Cleveland, Ohio; Craig Sichling, LP Building Products, Nashville, Tenn.; and Jim Smith, National Industrial Lumber Co.



Bernie Nugent, Warren Trask Co., Stoughton, Mass.; Darren Duchi and Monte Acquistapace, Siskiyou Forest Products, Anderson, Calif.; and Vincent Micale, Warren Trask Co.



Joe Tardiff, Cersosimo Lumber Co., Battleboro, Vt.; Keith Messamaker, Frontier Forest Products, Overland Park, Kan.; and Jeff Hardy, Cersosimo Lumber Co.



Mark Mitchell, Stimson Lumber Co., Portland, Ore.; Bill McGovern, Pacific Western Lumber, Lakewood, Wash.; Bob Keener, Russin Lumber Corp., Montgomery, N.Y.; and Marshall Lauch and Pete Henningfeld, Stimson Lumber Co.



Bob Gruhlke, Welco Lumber Co. USA, Shelton, Wash.; Chad Findlay, West Bay Forest Products and Manufacturing Ltd., Langley, B.C.; Joe Petree, Welco Lumber Co. USA; and Kyle Jones, West Bay Forest Products and Manufacturing Ltd.

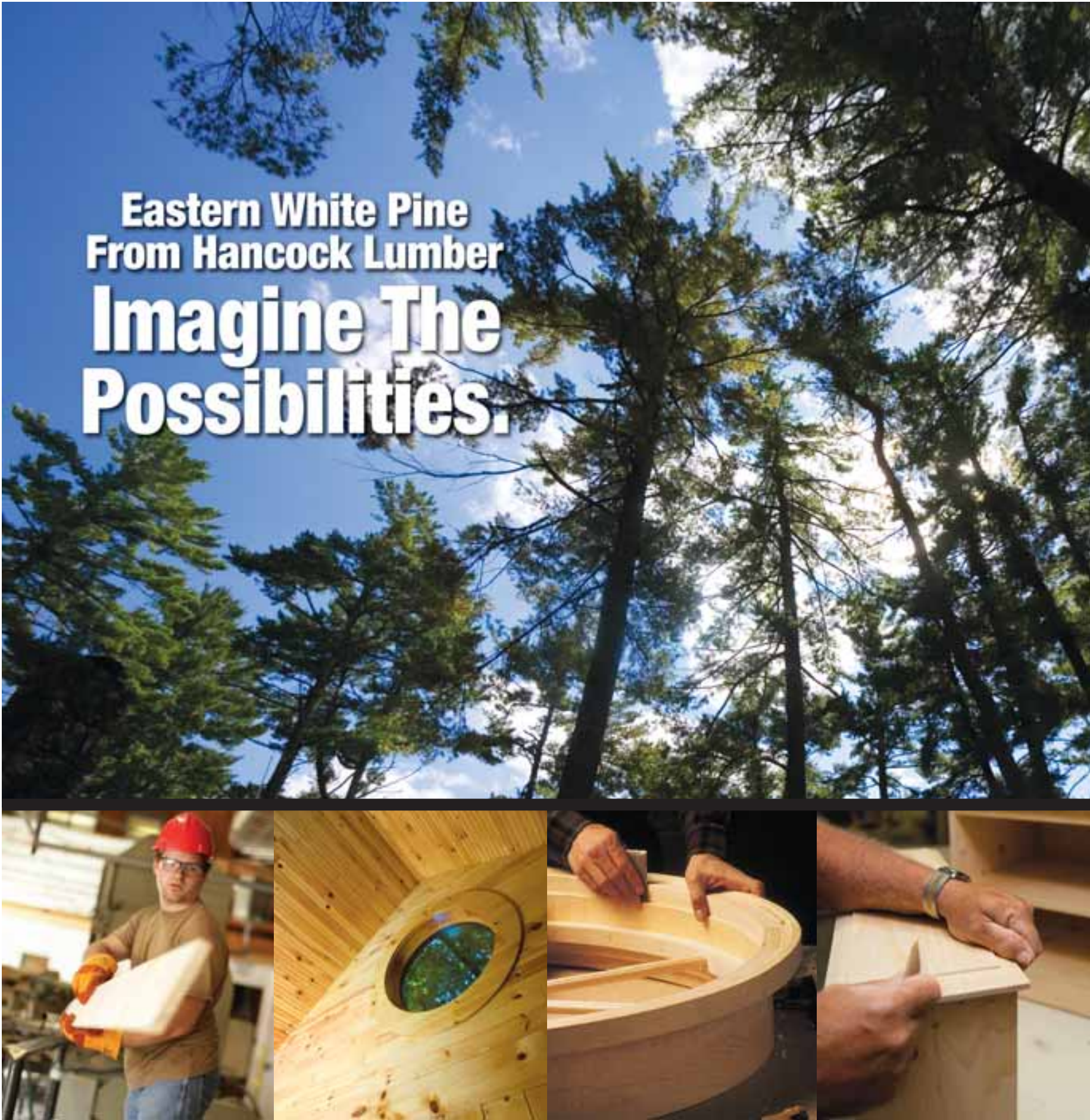


Kevin Hynes and Kevin Hancock, Hancock Lumber Co., Casco, Maine; Joe Galvin Jr., Horstmeier Lumber Co., Baltimore, Md.; Matt Duprey and Jack Bowen, Hancock Lumber Co.; and Mike Halle, Hancock Lumber Co., Bethel, Maine



Ted Roberts, Roberts & Dybdahl Inc., Des Moines, Iowa; and Linda Armbruster and Walter Russell, American Lumber Distributors and Brokers Inc., Birmingham, Ala.

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Mark Rohrbaugh, Wholesale Wood Products—Division of F.C.H. Inc., Calverton, Va.; John Branstetter and Russ Vaagen, Vaagen Bros. Lumber Inc., Colville, Wash.; and Pat Duchien, Bitterroot Valley Forest Products, Missoula, Mont.



Randy Brown, RB Lumber Co., Oregon City, Ore.; Mark Moore, RB Lumber Co., Austin, Texas; Brian Cook, Sprenger Midwest Inc., Sioux Falls, S.D.; Gary Knight, RB Lumber Co., Oregon City, Ore.; and John Norlen, Steven Sprenger and Scott Lawyer, Sprenger Midwest Inc.



Jim Vandegrift, Bennett Lumber Products, Inc., Princeton, Idaho; Jack Davis, Idaho Timber Corp., Boise, Idaho; and Larry Britt, Bennett Lumber Products, Inc.



Mark Denner, Rosboro, Springfield, Ore.; Ronald Dunham, Matrix Forest Products Inc., Tempe, Ariz.; Jim Enright, Rosboro; and Sam McCrary, Bent River Lumber, Tulsa, Okla.



Nick Nelson, Great Northern Lumber, Chicago, Ill.; Joe Andrews, Consultant, Springfield, Ore.; Al Cron, Boise, Dallas, Texas; Steve Killgore, Cascade Structural Laminators; and Russ Hobbs, Plum Creek, Columbia Falls, Mont.



Greg Ryback, Trinity Forest Industries, Hurst, Texas; and Debbie and David Slaughter, J D Lumber Inc., Priest River, Idaho



Mike Sloggett and Steve Fowler, All-Coast Forest Products, Englewood, Colo.; Ronda McDonald and Gene Secco, Forest Grove Lumber Co., McMinnville, Ore.; and Pete Lauridsen, All-Coast Forest Products



Phil West II, Coastal Lumber Co., Weldon, N.C.; John Page, Industrial Wood Products, Climax, N.C.; Sam Homewood, Coastal Lumber Co.; and Ryan Hilsinger, Industrial Wood Products



Tom Latham, Tri-State Forest Products Inc., Springfield, Ohio; Donna Allen, Anthony Forest Products, El Dorado, Ark.; Jeffrey Stefani, Anthony Forest Products, Cincinnati, Ohio; and Tom Diem, Anthony Forest Products, El Dorado, Ark.



Front row: Jack Dalton, Mid-State Lumber Corp., Branchburg, N.J.; Joe Malloy, Idaho Veneer Co., Post Falls, Idaho; Chris Salek, Reload Inc., Holmen, Wis.; Bob Lackey, Idaho Veneer Co.; and Richard Winemiller, North Pacific, Portland, Ore. Back row: Ray Pangl and Jay Needle, Mid-State Lumber Corp.



Ryan Traczewitz, Lori Byrd and Melinda Howell, Martco Limited Partnership, Alexandria, La.; Dave Bolgren, Weekes Forest Products, St. Paul, Minn.; and Bert Campbell, Martco Limited Partnership



Jim Tyrer and Charlene Ellickson, Trans-Pacific Trading Ltd., Richmond, B.C.; Ian Wight, Pacific Western Wood Works Ltd., Delta, B.C.; Steve Kimery, Hampton Lumber Sales, Portland, Ore.; and Dennis Wight, Pacific Western Wood Works Ltd.



Erik Carrier, Roberts International Corp., Des Moines, Iowa; Dan Seid, Western Timber Products, Coeur d'Alene, Idaho; Allen Gaylord, Potlatch Corp., Lewiston, Idaho; John Jayne, Disdero Lumber Co. Inc., Clackamas, Ore.; Philip Starks, Potlatch Corp., Warren, Ark.; and John VavRosky, Potlatch Corp., Spokane, Wash.



Richard Quitadamo, L.R. McCoy & Co. Inc., Worcester, Mass.; Win Smith Jr., Limington Lumber, East Baldwin, Maine; and Dennis Connelly, PrimeTECH, Grafton, Mass.



John Reed, Enyeart Cedar Products, Tigard, Ore.; Dirk Kunze, Wynndel Lumber Sales Ltd., Porthill, Idaho; Marc Irby, Enyeart Cedar Products; and Chris Schofer, Wynndel Lumber Sales Ltd.



Stanley Liang, North Pacific, Portland, Ore.; Frank Johnston, North Pacific, Waynesboro, Miss.; and Alex Lesyk, Monique Bauer and Richard Winemiller, North Pacific, Portland, Ore.



Russ Muxworthy, Sierra Cedar Products LLC, Marysville, Calif.; Mike Webster, Siskiyou Forest Products, Anderson, Calif.; James Haas, Sierra Cedar Products LLC; and Pat Mawhinney, Lumber Specialists Inc., Ballwin, Mo.



Front row: Todd Fox, Lazy S Lumber Inc., Beavercreek, Ore.; and Chris Retherford, Columbia Cedar Inc., Kettle Falls, Wash. Back row: Larry Petree, Lazy S Lumber Inc.; Pete Pereda, Weekes Forest Products, Tampa, Fla.; Ralph, Jake and Merry Schmidt, Lazy S Lumber Inc.; and Bob Rohrbaugh, Wholesale Wood Products/F.C.H. Inc., Calverton, Va.



Dan Paige and Anthony Baroni, Sandy Neck Traders, South Dennis, Mass.; and Jason White, Coastal Plywood Co., Weldon, N.C.



John Cooper, Duckback Products, Chico, Calif.



Steve Kimery, Hampton Lumber Sales, Portland, Ore.; Ben Hunt, OWL Distribution Inc., Woodstock, Ont.; Scott Gascho, Hampton Lumber Sales; Dave Davidson, OWL Distribution Inc.; Rich Schanberg, North Pacific, Lansing, Mich.; and Mark Porter, Hampton Lumber Sales



Jim Scharnhorst, Bennett Forest Industries, Coeur d'Alene, Idaho; Dean Winters, Cooley Forest Products, Phoenix, Ariz.; Andy Dunham, Bennett Forest Industries; Ronald Dunham, Matrix Forest Products, Tempe, Ariz.; and Larry Hall, Cooley Forest Products



Dave Coleman, PPG Machine Applied Coatings, Chesapeake, Va.; Craig Combs, PPG Machine Applied Coatings, Medford, Ore.; and Jason Adams, PPG Machine Applied Coatings, Westfield, Mass.



Front row: Steve Rogg, Boise, Billerica, Mass.; Christina Hemingway, Boise, Nutting Lake, Mass.; Tim Lewis, Roseburg Forest Products, Roseburg, Ore. Back row: Butch Hegeman, Mark McLean and Paul Erickson, Roseburg Forest Products

Additional photos on page 44

Diversity Is Key To WEST BAY’s Success



The most common export item at West Bay Forest Products and Manufacturing Ltd., headquartered in Langley, B.C., is the highline “J Prime” grade.



The company’s indoor green chain has plastic caps to prevent iron stain.



Raw materials are cut to length on the Valley Trim system.

Langley, B.C.—In a business environment where some companies are finding it difficult to obtain Cedar lumber due to union strikes, forest fires, and floods, West Bay Forest Products and Manufacturing Ltd. has managed to turn such difficulties into a strength.

“Creating a diverse Cedar supply is the key to the success of our company,” said Don Dorazio, president and purchasing manager of West Bay. “For many years, we have been successfully partnering ourselves with various mills in order to not only maintain, but increase our current market-share.”

This strategy seems to be working as West Bay has fully developed its Canadian marketshare (20 percent of current sales), while still maintaining a strong presence in Asia and the United States. Along with creating a diverse Cedar supply, West Bay has created a strong customer base including wholesale distributors, industrial Cedar remanufacturers, large retail stores and wholesalers, with an emphasis on wholesale distribution.

While other companies work with a number of different species, West Bay has chosen to focus their efforts by producing a broad range of Western Red Cedar lumber products, and only Cedar products. This specialization is evident by their company motto, “We’re BIG on CEDAR.” Their product line consists of 1-inch, 5/4-inch, and 2-inch fascia, 5/4 and 2-inch decking, rough and S4S dimension, 2x2 balusters, post and rail, fencing, timbers, pattern stock, and fence panels. This range in products provides their customers with access to all their Cedar needs.

“The success of our company is also due to the success of our customers,” said Chad Findlay, sales manager. “We work hard to build strong relationships with our customers and to understand and service their needs.”

West Bay’s sales staff works hard together and plays hard together, creating a positive team environment. In addition to Findlay, other sales representatives include: Kyle Jones, whose focus is U.S. sales and Cedar specialty products, and Corey Hiebert, whose focus is on North American sales. Dorazio handles all international sales.

West Bay works with a multitude of different means of transportation to ship lumber, depending on the customer’s needs. Delivery is available by rail car, flat bed truck, container and overseas container. West Bay even has its own truck, which it uses to deliver finished products to local customers within Washington, Oregon and British Columbia. Roy Takahashi, transportation manager, has worked at West Bay since the inception of the company in 1988. Along with Suki Chauhan, the two provide West Bay with an efficiently run transportation department.

West Bay’s 5-acre facility includes


70,000 square feet of indoor manufacturing space, 5,000 square feet of office space and employs 65 people. The mill includes a Stetson Ross 6-12 planer, a 54-inch McDonough resaw, a moulder and other specialty machines. To make the best quality product possible, West Bay uses plastic chains and plastic banding to prevent “iron stain” on the lumber. West Bay also uses a computer-generated labeling system to create lum-

ber tags, which provides real-time inventory control. West Bay has the ability to bar code, end stamp and mini-pack to suit the customer’s needs.

With the customer always in mind, West Bay strives to provide the best service and the best Cedar products through diversity of supply, a broad range of Western Red Cedar products, knowledgeable sales staff and

an efficient manufacturing facility. For more information on how West Bay can help your Western Red Cedar business, contact Chad Findlay at 604-881-2831 or 1-800-688-1108.

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- ▶ Hem Fir Framing Lumber 2 x 4 and 2 x 6
- ▶ Inland Red Cedar Decking and Boards

Lewiston, Idaho

- ▶ Hem Fir Framing Lumber 2 x 4 to 2 x 12
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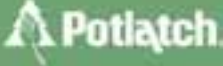
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Bernie Nugent, Warren Trask Co., Stoughton, Mass.; Dennis Connelly and Eric Churchill, PrimeTECH, Grafton, Mass.; and Vincent Micale, Warren Trask Co.



Ben Meachen and Stewart Clark, The Waldun Group, Maple Ridge, B.C.; John Evans, Web Cedar, Ruskin, B.C.; and Al Fortune, Mid Vallley Lumber, Langley, B.C.



Paul Boehmer, Weekes Forest Products, St. Paul, Minn.; Rick Ingram and Raymond Luther, Mary's River Lumber Co., Corvallis, Ore.; Bob Hanson, Steve Arnold and Ken Boehmer, Weekes Forest Products; and Don Dye, Mary's River Lumber Co.



Lee Richardson and Mike Luza, Collins Companies, Portland, Ore.; Bob Scarborough, Weekes Forest Products, St. Paul, Minn.; and Wade Mosby, Collins Companies



Robert Sandve, Gary Arthur and Surinder Ghog, Haida Forest Products Ltd., Burnaby, B.C.



Mike Pratt, Eagle Plywood Specialties, Grants Pass, Ore.; Josh Gibeau, Timber Products Co., Springfield, Ore.; Hugh Pietersen, Weston Forest Group, Mississauga, Ont.; Shelley Spencer, Eagle Wood Specialties; Steve Rhone, Weston Forest Group; and Joe Nealon, Pacific Western Lumber, Lakewood, Wash.



Front row: Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; and Jamie Hursh and Brody Hodge, Richardson Lumber and Manufacturing Co., Dallas, Texas Back row: Joe Nealon and Bill McGovern, Pacific Western Lumber, Lakewood, Wash.



Pierre Desclos, Forest Products Consultants, Via Cassia, Italy; Steve Sprenger, Sprenger Midwest Inc., Sioux Falls, S.D.; and Nick Kent, North American Wholesale Lumber Assoc., Rolling Meadows, Ill.



Curtis Noteboom, North Pacific, Ontario, Calif.; Tom Reynolds, North Pacific, Portland, Ore.; Wade Mosby, Collins Companies, Portland, Ore.; Gregg Riley, Bloch Lumber Co., Chicago, Ill.; and Duncan Alexander, Nicholson and Cates Ltd., Burlington, Ont.



E.J. Langley, Tom Diem and Jeffrey Stefani, Anthony Forest Products, El Dorado, Ark.; and Chris Hungerbuhler, Domtar Forest Products, Montreal, Que.



Matt Pedrone, Cabot, Newburyport, Mass.; Jim Tittle, Cabot, Normal, Ill.; Johnnie Elliott, Cabot, Asheville, N.C.; and Scott Lawyer, Sprenger Midwest, Inc., Sioux Falls, S.D.



Chris Carey, SASCO Inc., Phoenix, Ariz.; Doug Knowles, The Softwood Forest Products Buyer, Peterborough, Ont.; and Jeremy Hosford, SASCO Inc.



Loren Rydstrom, Seaboard International, Nashua, N.H. and Joe Manguno, Liberty Woods, International, Greensboro, N.C.



Doug Keller, McQuesten Co., North Billerica, Mass.; Tom Jenkins, Old Town Lumber Co., Kenduskeag, Maine; and Rob Manion, Manion's Wholesale Building Supplies, Superior, Wis.



Chuck Gaede, Durgin & Crowell Lumber Co., New London, N.H.; and Suzanne Gosselin and Jean-Pierre Zaghihian, Scoopsoft/BCE Business Solutions, Montreal, Que.



Keith Cortez and Greg Ryback, Trinity Forest Industries Inc., Hurst, Texas



Rob Hruby, Dave Gambell, Elizabeth Rondeau and Steve Rhone, Weston Forest Group, Mississauga, Ont.



Greg Haupt, Weaber Inc., Lebanon, Pa.; and Brian Schnadinger, Tri-State Forest Products Inc., Indianapolis, Ind.



Ryan Hilsinger, Hillary Whitley and DeAnn Hobson, Industrial Wood Products, Climax, N.C.; and Craig Hall, Gilman Building Products LLC, Yulee, Fla.



Chris Robertson, Wood Priming Products, Oakwood, Ga.; and Ronnie O'Leary, Dixie Plywood and Lumber Companies, Charlotte, N.C.



Richard Mergel, C.J. Link Lumber Co., Warren, Mich.; Jack Heavenor, Selkirk Specialty Wood Ltd., Revelstoke, B.C.; and Jim Tyrer, Trans-Pacific Trading Ltd., Richmond, B.C.



Chris Mercer, Klumb Lumber Co., Memphis, Tenn.; Buddy Klumb, Klumb Lumber Co., Point Clear, Ala.; and Chuck and Skip Harris, Custom Lumber Manufacturing Co./Wholesale Wood Products, Dothan, Ala.



Amy McCabe, Filler King Co., Homedale, Idaho; Greg Norman, Bear Forest Products, Inc., Phoenix, Ariz.; Beth Bonner, Filler King Co.; and Jeff Girard and Mark Kenny, Doubletree Forest Products Ltd., Burnaby, B.C.



Joe Peltzer and Duncan Alexander, Nicholson and Cates Ltd., Burlington, Ont.; Jim Hassenstab, DMSI, Omaha, Neb.; Loren Krebs, Disdero Lumber Co. Inc., Clackamas, Ore.; and Monte Jensen and Jason Bolstad, DMSI

**CABOT FULL
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Front row: Paul Gosnell, Patriot Timber Products International Inc., Greensboro, N.C.; and Annette Ferri, International Wood Products Assoc., Alexandria, Va. Back row: Bill Haskin and Jody Sims, Patriot Timber Products International Inc.



Rick Shoemaker, United Pacific Forest Products, Tigard, Ore.; Mike Voelker, BlueLinx Corp., Denver, Colo.; and Laurie Creech and Dave Cunningham, Simpson Timber Co., Tacoma, Wash.



Curtis Walker, The Waldun Group, Maple Ridge, B.C.; Bill Artigliere, Mid-State Lumber Corp., Branchburg, N.J.; and Tom Faris, The Waldun Group



Wilson Jones, J.W. Jones Lumber Co., Elizabeth City, N.C.; Chris Pierce, Connor Industries Inc., Fort Worth, Texas; Sidney Walker, J.W. Jones Lumber Co.; and Steven Whaley and Alan Gray, Connor Industries Inc.



Doug Knowles, The Softwood Forest Products Buyer, Peterborough, Ont.; Wayne Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; Bob Keener, Russin Lumber Corp., Montgomery, N.Y.; and Brad Campbell, Malheur/Ochoco Lumber Co., John Day, Ore.



Andres Sosa, CMPC, Atlanta, Ga.; Brock Lenon, Idaho Timber Corp., Boise Idaho; Daniel DeWitt, CMPC; Ted Ellis, Idaho Timber Corp., Boise, Idaho; Dave Luce, Idaho Timber Corp., Fort Worth, Texas; Jack Davis, Idaho Timber Corp., Boise, Idaho; and George Karr, Idaho Timber Corp., Halstead, Kan.



Michael Corsello, Nash Lumber Merchandising Corp., Bay Shore, N.Y.; Larry Miller, Cascade Structural Laminators, Eugene, Ore.; Josh Gibeau, Timber Products Co., Springfield, Ore.; and Brian Cook, Sprenger Midwest Inc., Sioux Falls, S.D.



Jim Sondergaard, Forest Grove Lumber Co., McMinnville, Ore.; Achim Fuchs and John Gardner, The Teal-Jones Group, Surrey, B.C.; and Ronda McDonald and Jack Burnard, Forest Grove Lumber Co.



Paul Clasby, Rielly Industrial Lumber, West Grove, B.C.; Chris Ritchie, Weyerhaeuser, Kamloops, B.C.; Al Lazauskas, Brett Johnson and Diane Tutush, Skana Forest Products Ltd., Richmond, B.C.; Richard Robertson, Manning Diversified Forest Products Ltd., Hotchkiss, Alta.; and Chris Beveridge, Skana Forest Products Ltd.



Lee Greene Jr., C & D Lumber Co., Riddle, Ore.; Mike Van Beek, Midwest Lumber Minnesota Inc., Stillwater, Minn.; Kris Lewis, C & D Lumber Co.; Tim Knox, Midwest Lumber Minnesota Inc.; and Brad Hatley, C & D Lumber Co.



Dave Meadowcroft, Pinnacle Lumber & Plywood, Tacoma, Wash.; Shepard Haggerty, Williams Lumber Co. of NC Inc., Rocky Mount, N.C.; and Clay Crouch, Cardinal Forest Products Inc., Statesville, N.C.



Mitch Modansky, Universal Building Specialties, North Charleston, S.C.; Scott Brown and David Mansfield, DiPrizio Pine Sales, Middleton, N.H.; Mike Rose, Tri-State Forest Products Inc., Springfield, Ore.; and Joseph Farr, Tri-State Forest Products Inc., Indianapolis, Ind.

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Scott Schryer, Irving Forest Products, St. John, N.B.; Emilie Boulay, Procol, Inc., Montreal, Que.; and Andre Theriault, Irving Forest Products, Dixfield, Maine



Meredith Keltner, Lumberman's Wholesale Dist., Nashville, Tenn.; Bruce Kulzer, Hood Distribution, Hattiesburg, Miss.; Elizabeth and Garey Keltner, Lumberman's Wholesale Dist.; and Elaine and Carlos Furtado, Sawarne Lumber Co. Ltd., Richmond, B.C.



Ray Barbee, Roseburg Forest Products Co., Roseburg, Ore.; Brent McClendon, IWPA, Alexandria, Va.; Mike Phillips, Hampton Lumber Sales, Portland, Ore.; and Andrew Goodman, Sherwood Lumber Corp., Central Islip, N.Y.



Greg Ryback, Trinity Forest Industries Inc., Hurst, Texas; and Russ Hobbs, Plum Creek, Columbia Falls, Mont.



Nancy Bloch, Progressive Solutions Inc., Corte Medera, Calif.; John Cooper, Duckback Products, Chico, Calif.; Tammy Parnell, Guthrie Lumber & Distribution Centers Inc., Austin, Texas; and Dusty Hammack, Arrowhead Lumber Sales Inc., Oklahoma City, Okla.



Jim Hassenstab, DMSi, Omaha, Neb.; Monique Bauer, North Pacific, Portland, Ore.; Susan Fitzsimmons, Snavely Forest Products, Pittsburgh, Pa.; Tom Read, Northwest Forest Products, Tacoma, Wash.; and Chris Beveridge, Skana Forest Products Ltd., Richmond, B.C.



Guerry Dean and Lee Freeman, Temperate Forest Foundation, Beaverton, Ore.; Dennis Hardman, president of the APA – The Engineered Wood Assoc., Tacoma, Wash.; and Mike St. John, Pacific Woodtech Corp., Boise, Idaho



Chuck and Patty Harris, Custom Lumber Mfg. Co./Wholesale Wood Products, Dothan, Ala.; Nita and Jim Epperson Sr., Epperson Lumber Sales, Statesville, N.C.; and Nick and Catherine Georgelis, Weaber Inc., Lebanon, Pa.



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Doug Fir Framing Lumber
Premium Studs
MSR
Select Structural
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Premium Studs
MSR
Select Structural

Ponderosa Pine 4/4 Boards

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All Bennett Forest Industries products are certified through Sustainable Forestry Initiative (SFI) for environmental stewardship to ensure the long term health of our forests and our industry.



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By Terry Miller



Key executives at Wynndel Lumber Sales, located in Wynndel, B.C., include Dirk Kunze, sales manager; Chris Schofer, sales; and Michael Wigen, owner/manager.

Wynndel, B.C.—Sometimes bigger is better. Wynndel Lumber Sales is in the process of installing the biggest planer/moulder of its kind. “We purchased a Super Thundermac 6-head moulder from Leadermac Machinery Co. Ltd., headquartered in Taiwan,” said Dirk Kunze, sales manager for the company. “We are the first company in North America to have a

cabinet that runs on a monorail system the length of the moulder to hold and swing the heads,” Kunze said. “The 24 knife heads spin at 6,000 rpm, so it ensures the customer will have a very smooth finish, more like a cabinet finish. It will also run twice as fast as our current planer.” The biggest thing the new moulder gives Wynndel is control. “We want to control the finish,” Kunze



A Super Thundermac, the first planer/moulder of this size to deliver into North America, will be at the core of Wynndel’s new finish line.

moulder of this size and caliber.” To say the moulder is big is an understatement. It is 9-feet wide, 25-feet long, 10-feet tall and weighs about 90,000 lbs.

Initial plans called for the new moulder to be installed within the current line. “However, a decision was made to replace the entire line so instead of just receiving a moulder and trying to make it fit into the old line, we are now going to build a line parallel to the old line,” he said. “This does two things for us. Obviously there won’t be any downtime because we’ll be able to run the new line and be able to field test and get it running before the old line is discontinued.



Conner, a fourth generation Wigen, begins working on the planer.

Secondly, we will get the improvement we want and more in the new line.”

The moulder and new line are just a portion of a long list of capital improvements Wynndel Lumber Sales has made since 2004. Production has increased over the last several years two-fold from 30 million board feet to almost 60 million board feet today. A new 73-foot track kiln will be online in March bringing total kiln capacity to about 400,000 board feet per charge.

However, Wynndel is not sacrificing quality in the process. The intent is to be a high-end specialty operation.

“All the upgrades we’ve made allow us to better service our high-end specialty customers with our planer mill,” said Michael Wigen, of his family’s fourth generation business. “Quality control can be maintained into a much tighter range, for example, because we are now using a 62-bin sorter. We are pre-sorting what is coming into the planer by pulling more sorts in the sawmill, which gives us a more concentrated and directed product line in the planer.”

The new sawmill equipment is housed in a 27,500-square-foot building. The company also installed a Lucidine Grade Mark Reader, which accommodates the simultaneous production of multiple species.

The company also installed a 12-inch double Arbor Ukiah Gang Edger, a new optimizing board edger, and an optimizer trimmer to target ESLP 1x3 through 1x12 boards.

Wholesale distribution customers, who comprise the bulk of the company’s market, can now purchase raw boards as well as primed boards.

Wynndel Lumber is situated in some of the most productive forestland in British Columbia’s interior where an abundance of Spruce, Pine, Fir, Douglas Fir, Larch and Inland Cedar exists.

About 70 percent of the company’s production is Engleman Spruce-Larch-Pine, 20 percent is Douglas Fir and 10 percent is Cedar.

Among the many products manufactured at Wynndel Lumber Sales are ESLP boards, pattern stock, textured trim and siding, Fir boards and lamstock, moulding grades, decking and 5/4 products.

The company’s siding is marketed as WynnWood siding, which is available in finished patterns in a variety of species, including Cedar, Pine, Spruce and Fir/Larch. WynnWood Flooring is another successful product for the company. The floors are comprised of a mix of Fir and Larch, and are available in two grades: No. 2 and Better Select Tight Knot and Select D and Better.

The company is a member of the North American Wholesale Lumber Assoc. (NAWLA) and will be showcasing its products at the upcoming Traders Market in November.



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Quality, Service, Efficiency Keep MULTISAC® On Top



The shipping and receiving department at MULTISAC®, in Saint-Laurent, Que., is managed by Peter Johnston, who has been with the company for more than 20 years.



The production is now directed by Peter Byrns, counting 22 years with the firm, and Andrew Byrns, counting 14 years, following the retirement of their father, Melvin Byrns in 1999.



MULTISAC® staffs more than 100 employees.

Saint-Laurent, Que.—Quality, service and efficiency have been Multisac®'s rules since 1923. As a family business being passed on from generation to generation, it started as a jute and cotton bag manufacturer—then called The Workman Bag Company—for the agricultural and mineral market and quickly became one of the largest producers of textile bags in Canada. Following the changes that the 20th century brought, Multisac's present owner, Mark Kraminer, son of founder Jacob Kraminer, refocused its product line

towards resistant, flexible protective packaging solutions. In 1983, Plastex®3, a woven polyethylene, was introduced to the forest products, metals and recreational vehicle industries to ensure total protection during storing, handling and transportation. Mills across the United States, especially in New England, were some of the first to discover the advantages of this material and to this day, remain amongst Multisac's most valued customers. Now, 24 years later, Multisac is changing

it's reliable protective material's name to Pro-tech™ offering the same flexibility at temperatures as low as -40 degrees Fahrenheit, the same white over black opacity to protect against heat build-up and condensation, the same UV stabilizers and the same multi-color print for mills or dealers. Pro-tech™ will not weaken from moisture absorption, resists staple pull-out, end-coring, tearing and ruptures, and ensures that shipments arrive clean and dry through heat, cold, rain and wind whether by truck, rail or sea.

Although Multisac is changing its product name, the company itself remains the same, offering a locally converted product, which provides employment for more than 100 employees. The production, directed by Peter and Andrew Byrns, has sewers producing more than 6,000 covers per day, press operators running the presses 24 hours a day, 5 days a week to offer quality, sharp and bright printing as well as a cutting department accomplishing the link between the printing and sewing stage. All manufactured goods are produced in the Montreal plant while still offering a very competitive price. This provides Multisac with the capability to react quickly to rush orders and to offer stable and efficient deliveries with lower minimums, without sacrificing constant quality. The dedicated and professional customer service department, managed by Steve Smith, located in the same new building as the production, ensures total customer satisfaction.

A fully-integrated software system allows Multisac to coordinate the workflow through all departments and production stages, from order processing to manufacturing to timely delivery of products. The plant's engineering and maintenance departments, directed by James Arsenault, maintains the production facilities at the highest level of efficiency. In addition, they design and build most of the equipment utilized by the plant. Since the company moved to its current premises in 1999, it added important equipment such as automated bag fabrication and end-cutting systems (for covers), 140-inch, four color roll-to-roll flexo printing press with automatic doffing system, edge guiding and slitting equipment, automated cover folding system, new graphics software, C-folding equipment and ink-drying systems in order to produce a high quality result every time, which is verified daily by a quality control department.

Prompt deliveries and cost efficient transportation is ensured at Multisac by the shipping department, directed by Peter Johnston. A sales team, consisting of Mark Mann, Marcel Dumais, and David Bernstein, directed by vice president, Randy Jackson, offers on-site technical support as well as constant assistance for each and every customer.

Accompanying the launch of its new product name Pro-tech™, the company also introduces a new product line: Bulk Bags (F.I.B.C.). These bags are used to maximize the utilization of storage and shipping space. They are ideal for light density products, they increase stability and stackability and they are recyclable. Also made from woven polyethylene, Bulk Bags can be produced in a variety of weights and styles, with a complete range of filling, discharging and lifting methods.

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