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The Softwood Industry's only newspaper.....now reaching 42,965 firms (20,000 per issue)

March/April 2011

NRLA/LBM Expo Sells Out

By Terry Miller

Mashantucket, Conn.—Even before the opening day of this year's Northeastern Retail Lumber Association-sponsored (NRLA) LBM Expo sold out two exhibit floors at the MGM Grand at Foxwoods here, as well as 2,000 hotel rooms.

About 4,000 attendees were onhand to view the latest products and services offered by various industry representatives who were exhibiting their wares at the Expo. Attendees came from 27 states and two countries to not only peruse the exhibitor's hall, but also to attend several educational seminars at the Expo.

Some of those seminars included such topics as: how to meet green

requirements for LEED certification; what's ahead for the residential market in 2011 and 2012; opportunities in energy efficiency in the Northeast; and relationship selling skills are a big deal.

The Northeastern Retail Lumber Association (NRLA) was established in New York in 1894 by a small group of pioneering lumbermen who recognized the value of cooperation. Today, the NRLA is an 1,150 member association representing independent lumber and building material suppliers and associated businesses in New York and the six New England states. Throughout its 114 year history, the NRLA has provided leadership, support, and community for lumber

Additional photos on pages 10 & 12

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Win Smith, Limington Lumber Co., East Baldwin, Maine; Tonia Tibbetts and Alden Robbins, Robbins Lumber Inc., Searsport, Maine; and Jeff Easterling, Northeastern Lumber Manufacturers Assoc., Cumberland Center, Maine



Ray Insani and Kurt Bamberg, Boise Cascade LLC, Westfield, Mass.; Josh Bartlett, Boise Cascade LLC, Biddeford, Maine; and Andrew Mayerman and Jim Wickham, Boise Cascade LLC, Westfield, Mass.

International Builders' Show Convenes In Orlando

By Terry Miller

Orlando, Fla.—Approximately 65,000 attendees from around the world recently convened at the 2011 National Association of Home Builders (NAHB) International Builders' Show (IBS). Held here at the Orange County Convention Center, the IBS is one of the largest trade shows held that attracts professionals from all industries connected to home building.

In addition to hundreds of exhibitor booths displaying current products, attendees had opportunity to gain insight into the anticipated future of the North American home building market.

At IBS, those in attendance learned that new home builders in the

U.S. are predicted to experience a rise in business by as much as 20 percent in 2011.

According to David Crowe, NAHB chief economist, the anticipation is that although home sales will continue to struggle in 2011, it will follow a projected increase in employment growth. Crowe expects new housing starts will increase from 475,000 in 2010 to 575,000 in 2011, and to 660,000 in 2012. He said multi-family projects will increase from 114,000 in 2010 to 133,000 in 2012.

In addition to learning of new housing projections and new products introduced on the market at IBS, guests and attendees had the

Additional photos on pages 12 & 14

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Craig Combs, PPG Machine Applied Coatings, Medford, Ore.; David Jeffers, PPG Machine Applied Coatings, Raleigh, N.C.; and Tom Hunter, PPG Machine Applied Coatings, Wells, Maine



Tony Saad, Nordic Engineered Wood, Toronto, Ont.; Benoit Jean and Albert Renaud, Nordic Engineered Wood, Montreal, Que.; Nathan Smith, Nathan Smith Builders LLC, Linwood, Mich.; and Jean-Marc Dubois, Nordic Engineered Wood, Slingerlands, N.Y.

Who's Who In Softwoods



TED DERGOUSOFF

Ted Dergousoff is timber specialist at **Western Forest Products Inc.** in Vancouver, B.C. Western Forest Products is an integrated Canadian for-

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JIM DUNSE

Jim Dunse is in sales with **Mill & Timber Products**, a sawmill in Surrey, B.C. Mill & Timber Products offers 2x4-2x12 S4S, 5/4x4

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MARSHALL WOOD

Marshall Wood is a salesman for **Mars Hill Inc.** in Waynesboro, Miss. The company offers any hardwood indigenous to the U.S., SYP, Plywood,

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PETER PARMENTER

Peter Parmenter is district manager for the **Cedar Shake and Shingle Bureau (CSSB)** in Savannah, Ga.

This international trade organization

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BRIAN SUGGS

Brian Suggs is a sales representative for **Richardson Timbers**, headquartered in Dallas, Texas.

Richardson Timbers specializes in the

Continued on page 19



BENNY WALLEY

Benny Walley is a lumber trader for **Gulf Coast Shelter** in Laurel, Miss.

Gulf Coast Shelter (GCS) buys and sells Southern Yellow Pine, OSB, plywood

Continued on page 20

Carbon Challenge Winning Designer Announced

For more APA News and Information, go to www.apawood.org

Who can design a home with the lowest carbon footprint? That question, posed by APA to residential designers in the Carbon Challenge 2010 Florida Design Competition, was answered when the Grand Prize Design Award was presented to Damon Roby of True Design Studios in Jacksonville, Florida. Roby and five other winners were recognized recently at a ceremony and reception sponsored by APA at the 2011 NAHB International Builders' Show in Orlando, Florida.

"The winners really put a lot of thought into the carbon footprint and operational energy of these homes, as well as proper design and constructability," said APA Senior Engineered Wood Specialist Bob Clark. "If any of these six designs were built, it would have a positive impact on the carbon footprint of home construction today."

Cash prizes totaling \$15,000

the Forest Landscape Restoration Act (FLRA). Projects were selected for FLRA last year. Not enough funding is available for full implementation or for the selection of new projects this year.

were awarded to the top three finalists and the winners of three design categories: Best Use of Wood Products, Best Curb Appeal and Most Cost-Effective Design. All six winning designs were displayed at the ceremony.

"I was just honored to be here as one of the finalists," said Roby. "I looked around the room

when I arrived and knew that all of the designs were really good."

Roby's design featured a raised wood floor with a closed conditioned crawl space and advanced framing, including 2x6 wood framing with wall studs spaced 24 inches on center – a method that provides extra space in the wall cavity for added insulation. Additional energy enhancements included radiant barrier roof sheathing, raised heel roof trusses (also known as energy trusses), and spray-foam insulated crawl space walls.

"We were so impressed with the

Continued on page 29



(left to right) Mike Ritter, U.S. Forest Products Lab; Bob Clark, APA; Damon Roby, Design Winner; and C.W. Macomber, APA



Congress Finds Unfinished Business

The 112th Congress recently found unfinished business from last session. According to analysts, the key question is whether this Congress with a Democratic majority in the Senate, and a Republican majority in the House, will be more effective and productive than last session, which had Democratic majorities in both Houses.

The house is controlled 242-193 by Republicans. The Senate car-

THE WASHINGTON SCENE

ries 51 Democrats, 47 Republicans and 2 Independents.

Over the last days of the 111th Congress, major tax extensions, the "Don't Ask, Don't Tell" repeal and the Start Treaty with Russia bills were passed. However, no appropriations bills were enacted for FY11 and Congress implemented a Continuing Resolution (CR). Congress will now decide whether to extend the CR for the remainder of the year, or create a new budget for FY11.

The CR created uncertainty for the Forest Service, which had new funding initiatives, including a budget increase of \$30 million for

Washington State Biomass Study

The Washington State Department of Natural Resource (DNR) has selected the University of Washington School of Forest Resources and TSS Consultants, a Sacramento based consulting firm, to conduct a statewide forest biomass supply study. The study seeks to obtain data on the economically available forest biomass volume throughout the State of Washington, from forest operations on a long-term, sustainable basis to be used as feedstock for energy production. The assessment will estimate woody biomass volume throughout the State of Washington, from forest operations on a long-term, sustainable basis to be used as feedstock for energy production. The assessment will utilize various filters, such as operational feasibility, as well as financial and environmental hurdles, to determine suitable prospective woody biomass volumes. Factors to be evaluated include environmental protection, road access, existing infrastruc-

ture, and travel.

Mandated by Washington's Forest Biomass Supply Agreements Bill (2SHB2481), the study will use part of a \$1 million grant DNR received from the Forest Service last summer. Results are expected to be issued by September 2011.

Also DNR announced that it will soon submit to the Legislature a comprehensive update on the agency's Forest Biomass Initiative, including updates on the pilot projects identified in HB 2165 as well as the literature review on the carbon neutrality of forest biomass required in 2XHB 2481.

Coalition Welcomes International Arbitration Ruling

The Coalition for Fair Lumber Imports recently welcomed the London Court of International Arbitration's (LCIA) ruling that subsidies provided by the Ontario and Quebec governments to lumber manufacturers in their provinces violate the terms of the 2006 U.S.-Canada Softwood Lumber Agreement (SLA). This agreement prohibits the Canadian federal and provincial governments from providing new subsidies to the Canadian lumber industry after July 1, 2006.

Late in 2006-2007, Quebec and

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Specialty Wood Products Firm Balances Smaller, Faster Inventories With Customer Needs

By Bridget McCrea



A third-generation company, Lumber Marketing Services (LMS) of Hope, Idaho, is owned and operated by Jamie Emmer, pictured here with his family: daughters Sarah, Madeline, Emily, Kate and wife, Wendy.



Emmer purchases about 2 million board feet of lumber annually from sawmills in the Pacific Northwest and British Columbia for his 4-acre yard and warehouse.

Additional photo on page 21

Hope, Idaho—Jamie Emmer comes from an impressive line of lumbermen. One hundred years ago, his grandfather, J.W. Emmer, founded a successful wholesale

lumber company in Minneapolis after graduating from Business College in 1910. The firm – Lumber Marketing Services (LMS) – survived and thrived through

various economic ebbs and flows, and was later run by James Emmer Sr., Jamie's father, who dedicated himself to working in the lumber business. Like his

father, J.W., James too was forced to deal with the ups and downs of a fluctuating market.

Up next was Jamie Emmer, a third generation lumberman who – before getting his feet wet in the industry – already knew firsthand about its cyclical nature. Perhaps that's why now, as president and owner of Lumber Marketing Services, located here, Emmer is faring pretty well through the current recession.

"When the market started to turn, I simply got back to the basics, which means doing more active marketing than I was back when the economy was booming," said Emmer, the sole employee at the wholesale lumber firm. "I'm seeing the fruits of those efforts, and as a result of the work I'm doing now to build the business, I expect even better years when we all do come out of this downturn."

Domestically, the firm uses a variety of Softwoods, including Western Red Cedar, Port Orford Cedar, Douglas Fir, Englemann Spruce, Lodgepole Pine and Idaho White Pine, plus produces paneling, flooring, siding, beams and timbers.

Emmer, who handles company sales and the purchase of raw materials, buys about 2 million board feet of lumber annually from sawmills in the Pacific Northwest, British Columbia and South America. A distributor of specialty wood products, Lumber Marketing Services also handles imported South American hardwoods, as well as imported decking and flooring.

The customers that Emmer is courting these days are located in the Rocky Mountain West area, although the firm does ship nationwide. Those clients are typically retail or distribution yards that are independently owned. To help those customers manage in the difficult economy, Emmer said he's breaking larger loads into smaller units, and also providing a higher level of customer service.

"I'm balancing smaller, faster

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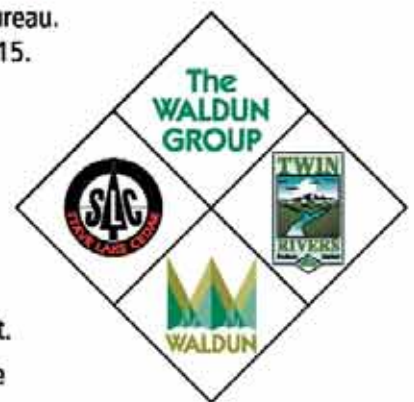
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Weston Wood Solutions (WWS) quality control checking frames in China.



Pine frames at WWS' distribution centre.



Mauricio Bravo, Dave Gambell, Howard Kumer and Alan Lechem are the management team at Weston Wood Solutions.



Pine finger-joint blanks for molding

Mississauga, Ont.—Weston Wood Solutions Inc. is an innovative and diversified supplier of lumber and engineered wood products to manufacturers and distributors in North America and around the world. Their business philosophy is a simple one; a focus on adding value. Weston's ability to source products globally and manage the supply chain from producer to end-user is one of the key ways they accomplish this. "What sets us apart from other suppliers is our commitment to putting a team on the ground in the countries that we source from," says Alan Lechem, President. "In China we have our own quality control inspectors in place at our dedicated mills,

and they have a thorough knowledge not only of the manufacturing process, materials and methods, but also of the end uses of our products. This understanding is crucial to ensure our customers get what they want, packaged how they need, and delivered with consistency."

Weston's Product Manager, Cinius Lee, hails from China and has extensive business experience both sourcing and selling into the country. "Cinius has brought to the Weston organization not only the ability to secure the best supply, but also the cultural empathy that enables us to succeed where others have failed, and we ensure that rigorous western standards and business protocols are followed," says Lechem. Products sourced from China include primed trim boards, door-frames, window extension and specialty items like Adirondack chairs and garden sheds. Chinese Fir is the preferred material for trim boards, frames and outdoor furniture due to the excellent durability characteristics of the lumber. LVL is used for many other millwork items such as mullion posts, where superior strength and stability are required.

A similar approach is used by Weston in Chile. Mauricio Bravo is the Product Manager for South America, and previously worked for a Radiata Pine sawmill and millwork plant in Concepcion, Chile. "We moved Mauricio and his family to Toronto 4 years ago, and he has added a sophisticated level of expertise and created a broad resource base for our Radiata Pine sourcing that is unmatched even by companies many times our size," says Lechem. By coincidence, Mauricio was visiting suppliers and Weston's Quality Control team in the Concepcion area when the massive earthquake struck on February 27th of last year. What turned out to be bad timing for Mauricio was actually fortunate for Weston, as they were able to receive first-hand reports from the area and rapidly make contingency plans. By having a large pool of suppliers, providing them with emergency financing, and assisting in alternate shipping

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Southern Pine Industry Is Primed for Recovering Markets



As spring building season approaches, sales of treated Southern Pine lumber will peak.



New resources from the Southern Pine Council help distributors of treated Southern Pine boost sales.



The new website helps professional deck builders and advanced do-it-yourselfers build safe, code-compliant decks and porches.



Since 1950, SFPA's Forest Products Machinery & Equipment Exposition has showcased the latest products and services.



Building a home on a raised wood floor adds a third more lumber to the typical framing package.



The superior strength properties of Southern Pine lumber make it ideal for raised floor construction.

For more than 25 years, the Southern Forest Products Association (SFPA) has operated a comprehensive marketing program to grow demand for Southern Pine lumber products. Working under the banner of the Southern Pine Council, SFPA



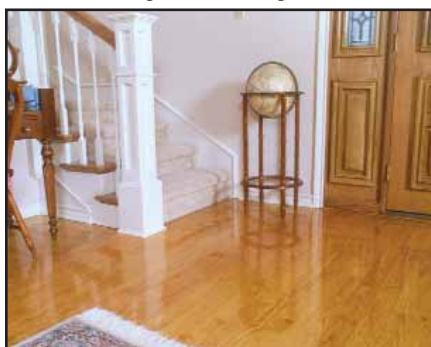
staffers are in front of key audiences advancing the merits of one of America's first building materials: Southern Pine. While dismal economic conditions persist, SFPA is working hard to manage the long, painful climb back to healthier markets. Buyers know

Continued on page 27



Remodeling contractors know the features of Southern Pine specialty items, including ceiling and paneling patterns.

Southern Pine flooring enhances any décor, and is available in a range of sizes and grades.



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Midwest Business Trends



By Paul Miller Jr.
Assistant
Managing Editor

Some sources in the Midwest report stagnant market conditions, others account for more depressed conditions and still, some are experiencing roller coaster symptoms of “up-and-down” improvements.

A Softwood lumber supplier in Kansas, which serves treating plants, secondary manufacturers, domestic and international wholesalers and home centers said his business is spotty. “January started out with increased inquiries and order files,” he explained. “As we moved into February we started to see some of that back off and our customers are ordering just what they need just when they need it. The middle of February we had

some weather related business in our area that has been the greater reason for our improved conditions.”

The source said weakness in the general economy and job availability is the major contributing factor of repeat order files remaining at bay. “With tight reins on credit and even tighter issues in the job market, construction is going to be stagnant for some time.”

While he isn’t experiencing any difficulties with product availability, he noted an increase in transportation costs as a heavy concern. “We are prepared for a traditional increase during the first quarter of every year. But with the new regulations ocean carriers are charging extra fees and its difficult to tack those on to your customer.”

However in Missouri a contact said weather-related issues certainly slowed things down for his operation. “We’ve had a pretty tough winter here and logging conditions haven’t been good as a result,” he explained.

He mentioned trucking availability

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West Coast Business Trends



By Wayne Miller
Executive Editor

In mid-February suppliers from northern California to British Columbia all said that heavy winter

weather across North America has held up spring buying—at least until the last few days. Almost everyone was optimistic that this year will be anywhere from slightly to significantly better than last year in terms of volumes and profits.

Darren Duchi, head of Siskiyou Forest Products, Anderson, Calif., said, “Our reman and prestain operations are staying busy. The first two months of this year have not been bad, but not great either. The market is very vanilla and very spotty these last few weeks. It’s tougher on the sawmills than it is for us right

The Softwood Forest Products Buyer now. From my customers and on my part there is optimism for the rest of this year. Right now there are some good buys to be made and there is business being done. I think everyone is feeling better about the economy in general than they have for the last couple of years. While it is true that we still need more jobs and better numbers in home construction, there are bright spots and there are good things happening. Exports to other countries are going strong. Government building and multi-family building is also strong.

“There are real questions about supply being there if there is significant pickup in domestic buying. Many mills have either closed, or curtailed production due to lack of domestic demand, higher priced logs and a basic inability to make a profit. There isn’t a lot of inventory at buyer levels and most mills are not carrying high inventories, so any real pickup in domestic demand could see shortages and thus higher prices from the mills. We are all getting used to the ‘new normal.’”

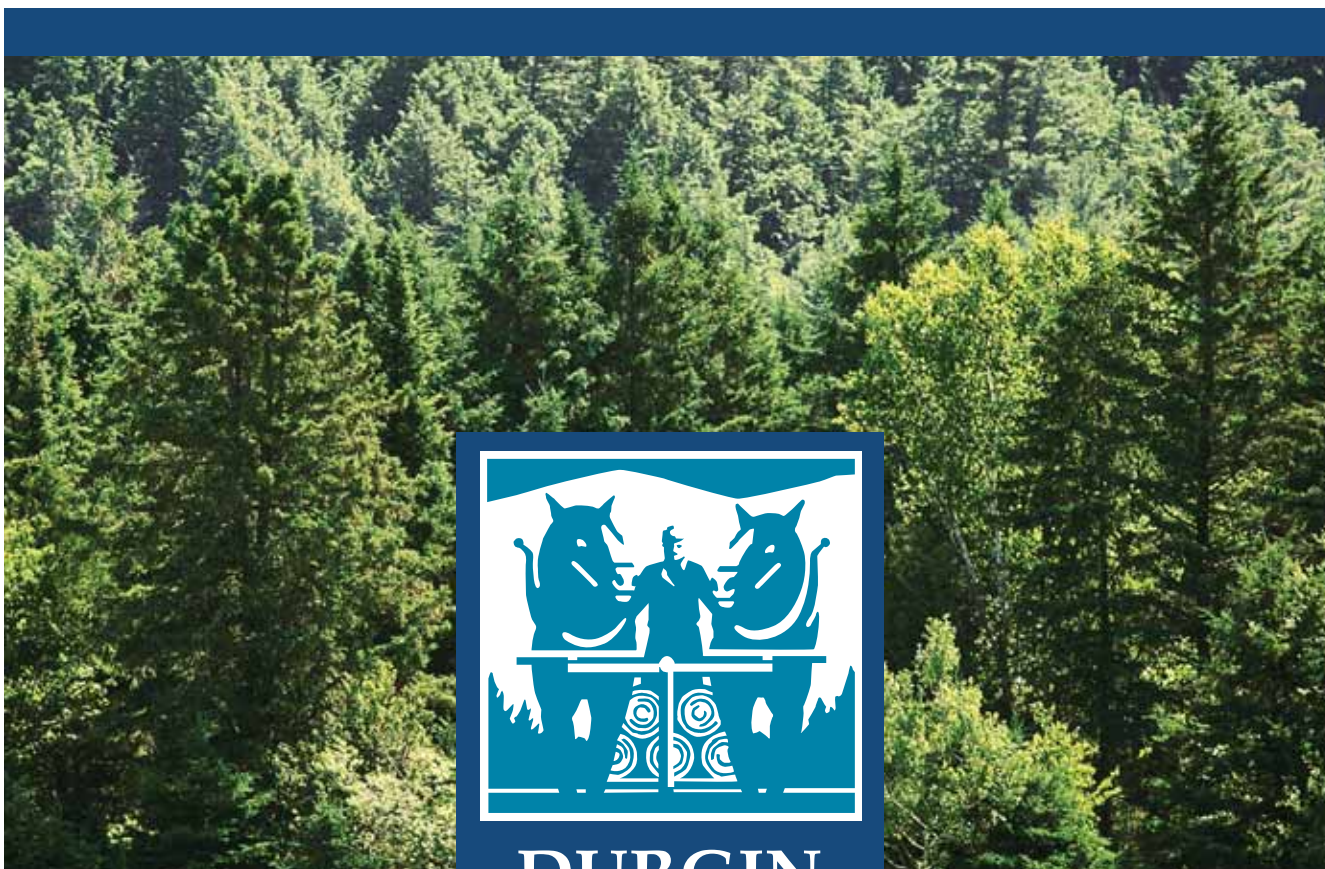
Currently we are running two shifts five days a week and on some Saturdays. One of our biggest challenges these days is fuel. Prices keep going up for gas and electricity. Just to give you an idea, this morning I filled my tank and the price was \$3.40 per gallon for regular unleaded. That’s at least 50 cents more per gallon than many other states currently.”

Pat Murphy and Steve Wearne at Pacific Western Lumber, Lake Oswego, Ore., said, “From a wholesale point of view it has been very slow with our West Coast dealer customers. They are not seeing any demand and they aren’t buying. The one real bright spot that has maintained a fairly consistent level of purchasing has been the agricultural area. Items like tomato stakes, posts for vineyards and poles for hops. These items and others are selling well for us. We are hopeful that good spring weather will bring some life to our dealers’ business, too.”

Vince Mast, in sales for Hampton Lumber Sales, Portland, Ore., said, “The last three or four weeks we struggled and drifted, losing about \$10 to \$15 per thousand due to horrible weather. Buying was hand-to-mouth and inventories were being kept low. However, the export markets were going well, at least until the Chinese New Year holiday. That just ended and China is starting to buy again, along with India, Vietnam, Korea, Iraq and other world markets. Export sales are increasing, calling for more and more wood, which has allowed us to raise prices to some extent. Right now there is a tight supply, particularly in narrows such as 2 x 4, 2 x 6 and 2 x 8. Wides will be a little better. Log diameter is shrinking all the time. Log prices are high and they are in short supply. Our mills have done rolling curtailments due to the lack of logs and the high prices on them.

“A perfect storm may be brew-

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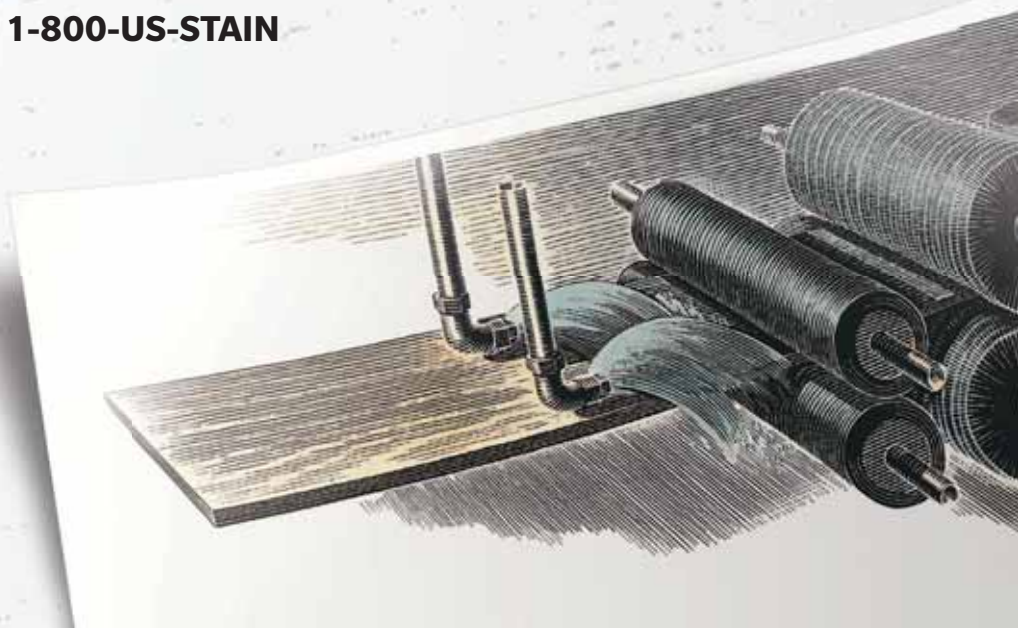
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NRLA Photos - Continued from page 1



Patrick Hamill, Moulding & Millwork, Doswell, Va.; Wade Hickson, Moulding & Millwork, Lexington, Ky.; and Paul Harvey, Moulding & Millwork, Vancouver, B.C.



Bob Zavorskas, Huber Engineered Woods, Orleans, Mass.; Katie Gallagher, Huber Engineered Woods, Langdon, N.H.; and Mark Miller, Huber Engineered Wood, Charlotte, N.C.



Duane Boice, Gruenwald Engineered Laminates, Tea, S.D.; Chris Schultz, Universal Forest Products, Belchertown, Mass.; and Guy Zegarelli, Open Joist, Belchertown, Mass.



Brad Morrow, Coastal Forest Products, Bedford, N.H.; and Jean-Marc Dubois, Nordic Engineered Wood, Slingerlands, N.Y.



Dick Giguere and Charles Clark, Ware Butler Inc., Waterville, Maine; Tonia Tibbetts, Robbins Lumber Inc., Searsmont, Maine; and Daniel and Michelle Beaulieu, Ware Butler Inc.



John Beers III, Georgia-Pacific Wood Products, Detroit, Mich.; and Cristina Giaccone and Pat Lynch, Georgia-Pacific Wood Products, Atlanta, Ga.



Lonnie Pintande and Todd Lindsey, Eastern Engineered Wood Products, Bethlehem, Pa.; and Michael Corsello, Nash Lumber Merchandising, Bayshore, N.Y.



Scott Boates, Teal-Jones Group, Surrey, B.C.; Meredith Howe, Capital Forest Products Inc., Annapolis, Md.; and Steve Boyd, Manufacturers Reserve Supply, Irvington, N.J.



Jay Biondolillo and Shaun Powell, North Counties Supply Co., Philadelphia, N.Y.; Robb Hitch, Woodgrain Doors & Millwork, Marion, Va.; and David O'Brien, Woodgrain Doors & Millwork, Syracuse, N.Y.



Frank Halton, Jay Fraga and Bob Schullery, Northeast Treathers Inc., Belchertown, Mass.



John Smart, Cabot, Seabrook, N.H.; Brad Hodgins, Pacific Coast Cedar Products, Hamburg, N.J.; and Matt Pedrone, Cabot, Newburyport, Mass.



Terry Miller, Softwood Forest Products Buyer, Memphis, Tenn.; Steve Maneri, International Forest Products Corp., Foxboro, Mass.; Sara Caldeira, NFL cheerleader, Foxboro, Mass.; and Ari Levitt, International Forest Products Corp.



David Jeffers, PPG Machine Applied Coatings, Raleigh, N.C.; Dave Siteman, PPG Machine Applied Coatings, Halifax, N.S.; and Tom Hunter, PPG Machine Applied Coatings, Wells, Maine



Pat Heffernan and Kevin O'Connor, DMSI Software, Omaha, Neb.; and John Howell, Shepley Wood Products Inc., Hyannis, Mass.



Bernie Nugent, Warren Trask Co., Stoughton, Mass.; Alden Robbins, Robbins Lumber Inc., Searsmont, Maine; and Jack Curry, Gil Adams, Paul Burnham and John Garth, Warren Trask Co.



Roger Grenier, Goodfellow Inc., Delson, Que.; Daniel Boisbert, Shannon Duguay, and Shawn Kearns, Goodfellow Inc., Manchester, N.H.; Dan Vilaro, ENAP Inc., New Windsor, N.Y.; Don Lefebvre, Goodfellow Inc., Manchester, N.H.; Frank Horton, Lenihan Lumber Co., Waterford, Conn.; and Glenn Canino, ENAP Inc.

Additional photos on page 12

RETAIL REVIEW

BMC West Finds New Location in Denver

Denver, Colo.—BMC West is moving its two-acre distribution yard in Denver to a larger, 10-acre site.

"This property substantially expands our capacity for lumber and building materials in one facility that is strategically located," said CEO Peter Alexander. "The size and location of the lumberyard was a critical factor in our decision as it is very scalable, and we can easily meet the demand for our customers on time and on budget."

According to sources, the leased facility will be overseen by Doug Whiting, area operations manager for Colorado, and serve as a hub for distribution of all lumber and building materials in the state.

Wolf Adds New England

York, Pa.—Wolf, headquartered here, will open a new distribution center in Worcester, Mass., serving dealers in Massachusetts, Connecticut, Rhode Island, Maine, New Hampshire, Vermont and upstate New York.

The new facility features one acre of outside storage and 10 dock doors, with 60,000 square feet of inside storage.

Creating about 20 jobs, the move will mark the completion of Wolf's two-year geographic reorganization, which included adding a DC in Lawrenceville, Ga., and moving to a larger facility in York.

Ashby Lumber Expands

Berkeley, Calif.—Ashby Lumber, based here, announced plans to expand its location in Concord, Calif., onto a neighboring property and build two new buildings totaling 13,000-square-foot to house its milling operation and door and window warehouse.

Rick Kelley, manager of the location in Berkeley, will also oversee the expansion in Concord.

Maine Building Suppliers Add Store

Oxford, Maine—Owners of Record Building Supply, Michael and Hilda Record, have opened a new retail business in Cumberland, Maine, primarily to sell products from its sawmill.

The 7,200-square-foot lumber store sells Pine and Hemlock boards, framing lumber, posts and beams, as well as wood pellets for heating and wood shavings for horse bedding.

Mike Biskup will assist with marketing sales and daily operations of the store.

Weaver's Hardware Receives Preliminary Approval

Fleetwood, Pa.—Weaver's Hardware Co., based here, recently received preliminary approval for a 4,500 square foot addition to store and display lumber.

Weaver's Hardware Company was founded in 1965 by Harvey Weaver. The original store was operated as a small farm supply store. As customers' needs became more extensive, Weaver's gradually evolved into the store that we are today. Offering customers everything you would expect to find in a hardware store along with many unique and hard-to-find items. Weaver's added its first commercial sales and service team in 1980 to offer personal service to businesses in the area. For more information visit www.weavershardware.com.

Indiana Gets Modern Building

Youngstown, Ohio—Modern Builders Supply, headquartered here, recently opened its 25th store in Muncie, Ind.

Modern Builders Supply, Inc., was founded in 1944. What, today, has become an independent building supply wholesaler of the Midwest, was started in a one-room rented building by Nathan LaTuchie. By the late 1960's the company added branches in Akron, Canton, Cleveland, and Toledo, Ohio. In addition to the distribution branches, the company had begun to manufacture window and door products.

Arizona Dealer Revives Yard

Heber, Ariz.—The HOME Center, based here, added a branch in Payson, Ariz., at the former

Foxworth Galbraith lumberyard. This three-acre facility will sell lumber, hardware and new for the company-home decorating items.

President and CEO Laron Porter, his brother, Beau, and long-time manager Ed Bum, recently acquired the business from his father, who co-founded it as Precision Lumber in 1989.

Northeastern Supply Acquires 84 Lumber Yard

Baltimore, Md.—Northeastern Supply, headquartered here, recently purchased the 84 Lumber yard in Pocomoke City, Md.

Shuttered by 84 Lumber nearly two years ago, the 17-acre site will be Northeastern's 34th location.



Continued on page 13

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NRLA Photos - Continued from page 10



Kevin Keillor Jr., Thurber Lumber Co. Inc., Rocky Point, N.Y.; Tony Bonura, Cedar Shake & Shingle Bureau, Sumas, Wash.; and Dean Harrington, Watkins Sawmills Ltd., Mission, B.C.



Mike Booth, Woodtone, Chilliwack, B.C.; and Shawn Nash, The Hartford Lumber Co. Inc., Hartford, Conn.



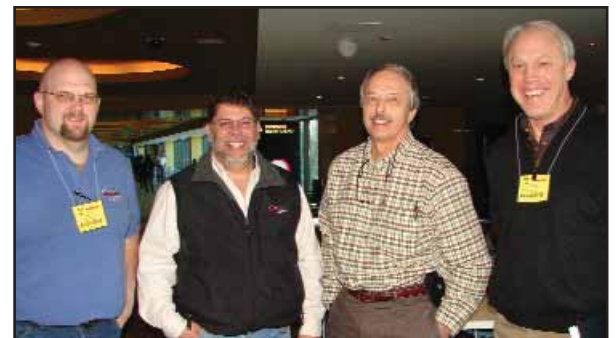
Michael Kelly and Mandi Molfetta, Mid-State Lumber Corp., Branchburg, N.J.; Debbie Erchick, Mid-State Lumber Corp., Warwick, N.Y.; and Addie Atkins and Bob O'Brien, Mid-State Lumber Corp., Branchburg, N.J.



Gary Bernstein and Helene Feinberg, Mid-State Lumber Corp., Branchburg, N.J.; Tim Erchick, Mid-State Lumber Corp., Warwick, N.Y.; and Kenny Bernstein, Mid-State Lumber Corp., Branchburg, N.J.



Art Barker, Scott Boates and Tom Jones, Teal-Jones Group, Surrey, B.C.



Bob Plourde, Hancock Lumber Co., Damariscotta, Maine; Tom Quinn, Hancock Lumber Co., Bridgeton, Maine; John Yazwinski, Hancock Lumber Co., Yarmouth, Maine; and Kevin Hynes, Hancock Lumber Co., Casco, Maine



Kevin Porter and Dave Yergeau, Hood Distribution, Milton, Vt.; and Scott Hanson, Hood Distribution, Manchester, Conn.



Bob Lattanzi, Liz Ritz and Don Webster, Hood Distribution, North Billerica, Mass.



Joe Richardelli, Timber Block, Fredericksburg, Va.; and Heather Remot, Timber Block, Orlando, Fla.

IBS Photos - Continued from page 1



(left) Allan Burk, LP Building Products, Nashville, Tenn.



Frank LeVasseur and Ben LeVasseur, Waska Premium Cedar Products, Clair, N.B.



Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; and Gary and Kenny Bernstein, Mid-State Lumber Corp., Branchburg, N.J.



Sheldon Watson, Boise Cascade LLC, Boise, Idaho; Bill Ware, BMC, Boise, Idaho; Trudy Johnson, Boise Cascade LLC, Boise, Idaho; and Drew Kappus, Boise Cascade LLC, San Antonio, Texas



Jim Abbott, Boise Cascade LLC, Philadelphia, Pa.; Dan Carter, Boise Cascade LLC, Boise, Idaho; and Jim Sanders, Boise Cascade LLC, Suwanee, Ga.



Dan Reeder, Northern Kentucky Cedar LLC, Maysville, Ky.; Beth and David White, WHB Inc., Mooresville, N.C.; and Teri Reeder, Northern Kentucky Cedar LLC



Mike Tichenor, Capital Forest Products, Annapolis, Md.; Curtis McLeod, Capital Forest Products, Hingham, Mass.; and Tom Merkert, Capital Forest Products, Annapolis, Md.

RETAIL REVIEW

Continued from page 11

Home Depot Opens 657,000-Square-Foot DC In New England

Westfield, Mass.—Home Depot recently opened a \$25 million, 657,000 square-foot rapid deployment distribution center here.

The chain is also negotiating a 135,000 square-foot store at the former Nabisco plant in Buena Park, Calif., and a 102,513 square-foot store with a 28,086 square-foot garden center in Grants Pass, Ore.

The center will serve 115 stores throughout New England. Home Depot expects to open 10 new stores in 2011.

Ace Owner Sells After 36 Years

Driggs, Idaho—Dennis Sessions recently sold Teton Ace Hardware, based here, to neighboring super-market Broulim's.

Broulim's also owns an Ace Hardware in Soda Springs, Idaho. Les and Kathy Orcheskowsky recently opened an Ace Hardware in Bisbee, Ariz. The couple also operates Aces in Sierra Vista and Benson, Ariz., recently completing an 8,000-square-foot expansion to their Benson location.

Lowe's Opens Facilities

Covina, Calif.—Lowe's recently opened two 94,000 square-foot home centers. One is located in Covina and the other is in Sonora, Calif. Jim Phillip will manage the store in Covina and Heather Farris will serve as Sonora's store man-



ager.

The retail chain also recently purchased 11 acres in Fairfield, Calif., for a 139,000 square-foot store; received planning commission approval to build a 153,000 square-foot store in Thousand Oaks, Calif., and is waiting to move to a site in Poway, Calif.

Habitat For Humanity Relocates ReStore

Durango, Calif.—Habitat for Humanity recently relocated its ReStore discount lumber and building materials outlet based here, to a larger 8,000-square-foot facility and moved its HabiStore in Tucson, Ariz., to an 18,000-square-foot home.

Building Products Retailers Alliance Launches Claim Check Verification

Florida—Claim Check Verification, a program conceived by a lumber and building material retailer's organization and a certification agency would begin testing and verifying building products to ensure safety and quality assurance.

Intertek, a third-party auditor with more than 1,000 labs and offices across the globe, will certify construction materials and products.

To enroll in the program, manufacturers register at claimcheck-verified.com.

"There was a realization that the real 'green' problem was 'green washing'", Bill Tucker, president of the Florida Building Material Association said. "The dealers at the meeting were confused about

what was and wasn't green and how they could determine which was which."

According to Tucker, after contacting Intertek about putting together a green certification program, the Chinese drywall problem surfaced. "That occasioned us to think about the need for verifying claims for all types of building products," he noted.

Along with the Florida Building Material Association, the Building Products Retailers Alliance includes the Construction Suppliers Association, the Illinois Lumber and Building Material Dealers Association, the Kentucky Building Material Association, the Northwestern Lumber Association and the Southern Building Material Association.

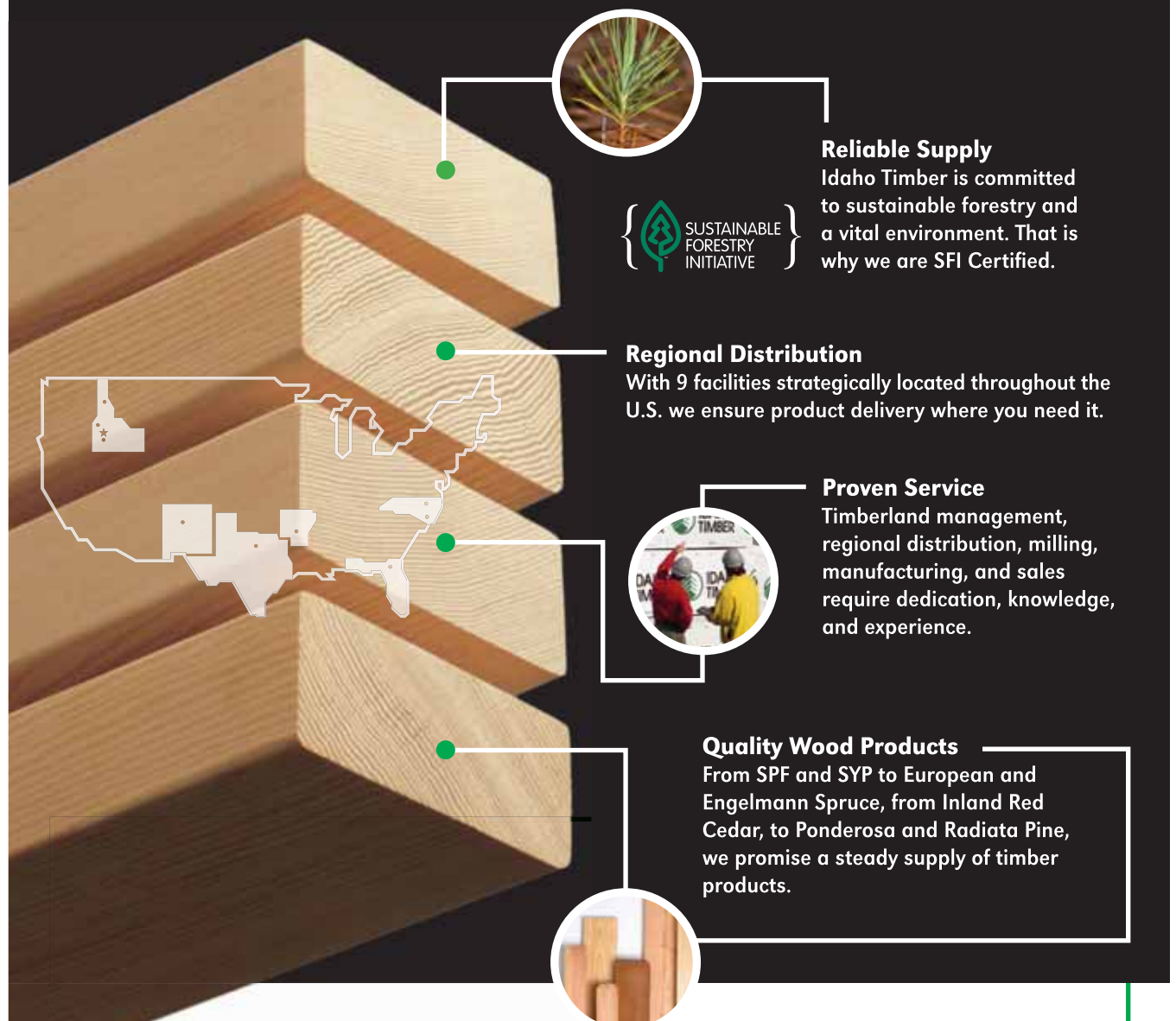
California and Nevada Lumber Association Elects Officers

Folsom, Calif.—The Lumber Association of California and Nevada (LACN) recently elected the following officers:

President, JD Saunders, Economy Lumber, Campbell, Calif.; first Vice President, Richard McArthur, Ojai Lumber, Ojai, Calif.; second Vice President, Augie Venezia, Fairfax Lumber and Hardware, Fairfax, Calif.; Treasurer, Bobby Senften, Friedman's Home Improvement, Santa Rosa, Calif.; and Corporate Secretary, Ken Dunham.



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