

NELMA -
Continued from page 8

day two included the Grading Committee, where the NELMA Safety Awards were presented, and the NELMA Board of Directors meeting, where the final actions of the committee and subcommittees were reviewed. Industry issues presentations and updates were provided to the Board by Zoltan van Heyningen of the U.S. Lumber Coalition (the latest arbitration activities and a look to the future for the Agreement) and Phil Ruck, P.E. of CES Inc. (upcoming environmental deadlines for the industry and ongoing log watering research).

New to this year's Schedule of Events was the inaugural Sustainable Versatility Design Award Program and Presentation. Guest Speaker and Award Presenter Steve Thomas provided the framework for the merits of sustainable building construction and design with an informative and entertaining program on his experiences with wood and its undervalue as a renewable, reusable material. This first-year design competition for college students was themed "What's Small and Made of Wood" and compelled future architects to design a structure of 600 square feet that prominently featured Eastern White Pine. The First Place "Susty" award went to Maynard Hayden Leon of Harvard University for his design of "Studio Soleil", an outdoor music sanctuary that incorporated multiple sustainable features throughout the open-ended structure. Second place went to Benjamin J. Greer of Northeastern University for his design of "Home", a unique, cleverly-compacted two-story family living space with a sustainable footprint.

The Industry Luncheon included Guest Speaker Jim Morris who entertained the attendees with his riveting life story and motivational message centered around his dream-come-true of beginning his professional major league baseball career at an older age (basis for the popular 2002 movie, "The Rookie"). Following lunch, Paul Jannke of Forest Economic Advisors LLC, provided the members with the latest economic outlook titled, "Wood Products Markets Are on the Rise, But the Recovery Will Be Lackluster."

The 79th edition of the largest gathering of the lumber industry in the Northeast concluded with the Chairman's Reception on Friday evening, followed by a night on the town from the "Boston A la Carte" menu of diverse entertainment options.

The NELMA Board of Directors meeting and Golf Outing are set for Sept. 20-21 at the York Harbor Inn – York, Maine. Also mark your calendars for the Association's 80th anniversary celebration at the NELMA Convention in Boston next spring, April 4-5, 2013.

NAWLA BOSTON -
Continued from page 1

try leaders to network among peers. Meeting co-chairmen Jim Robbins, of Robbins Lumber Co., and Vincent Micale, of Warren Trask Co., provided the opening welcome remarks for the meeting. They were followed by guest

speaker Bob Berg, of RISI, whose presentation was entitled "Is That Light In the Tunnel, a Train, or the End of the Tunnel?"

Next to speak was Alden Robbins, vice president of Robbins Lumber Co., who gave an update on the Commodity Checkoff Program for Softwood lumber.

He noted that the program's objectives are many, and include:

- **Increase use in the non-residential and multi-family sectors;**
- **Defend and rebuild share in decking and outdoor living markets;**
- **Protect access to the markets for solid wood products through ongoing codes and standards work;**
- **Grow demand by implementing the strategic commercialization of new wood-based building systems.**

All these objectives are to accomplish the singular goal of selling more Appearance and Structural lumber.

Challenges toward achieving the goal, he said, include:

- **Marketshare erosion, even in**

- strong markets;**
- **Well-funded, aggressive campaigns by competitors;**
- **Environmental messaging usurped by others;**
- **Fragmented – no industry-wide voice;**
- **Code limitations for new wood-based systems in building codes;**
- **Limited funds and time frame to deliver measurable results.**

Robbins also covered in detail the funding process for the Checkoff program, research needs, best practices and demographics of the Softwood Lumber Board.

For more information, visit online at www.softwoodlumberboard.org.

After Robbins' presentation, attendees enjoyed lunch prior to departing for the day.

NAWLA's headquarters are located in Rolling Meadows, Ill. The organization strives to be the global network of channel-partners in the lumber and building materials industry, bringing value to the distribution function through networking, education and leadership.

For more information, visit online at www.nawla.org.

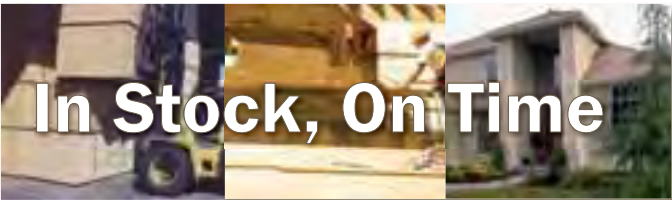
SPECIAL EDITION -
Continued from page 1

torial, accompanied by three color photos, will be distributed at the Traders Market, which is slated for Nov. 7-9 at the Hyatt Regency in Chicago, Ill.

The NAWLA Traders Market® has become one of the largest, most successful events of the year, featuring hundreds of exhibiting companies and more than 2,000 attendees. For 16 years, the NAWLA Traders Market® has provided the lumber industry with incredible value. Traders Market is the crossroads of the lumber supply and distribution, bringing together manufacturers and wholesalers, executives and sales representatives, Softwood and hardwood products. No other lumber tradeshow provides this under one roof.

Suppliers utilizing a minimum of a one-half page or larger position in

Continued on page 15



Boise Cascade
Boise Building
Materials Distribution



LOCATION 800 NUMBERS

Albuquerque, NM.	800-889-4306	Memphis, TN.	800-238-5680
Auburn, GA.	800-241-9089	Milton, FL.	866-616-5507
Baltimore, MD.	800-638-9830	Minneapolis, MN.	800-281-5503
Billings, MT.	800-548-7020	Orlando, FL.	800-432-1544
Boise, ID.	800-635-6854	Phoenix, AZ.	800-289-9663
Chicago, IL.	877-206-2144	Pompano Beach, FL.	877-891-9252
Dallas, TX.	800-966-3334	Portland, OR (Sales Office).	800-547-1942
Delanco, NJ.	800-257-8459	Portsmouth, NH.	800-962-9961
Denver, CO.	800-525-1255	Riverside, CA.	800-648-9116
Detroit, MI.	800-295-6107	Salt Lake City, UT.	800-562-2443
Grand Junction, CO.	800-264-5842	Spokane, WA.	800-541-0529
Greensboro, NC.	800-210-6049	Tulsa, OK.	800-299-5768
Houston, TX.	800-392-3942	Vancouver, WA.	800-621-8896
Idaho Falls, ID.	800-336-7071	Westfield, MA - EWP/Admin/Ops. .	800-832-8089
Lathrop, CA.	800-796-9573	Sales Office.	877-462-6473
Marion, OH.	800-371-9615	Woodinville, WA.	800-342-2299
		Yakima, WA.	800-572-3682
		Billerica, MA - Eastern Region Office	800-843-9663
Boise, ID - Corporate HQ	208-384-6427		

Visit our website at www.BC.com/bmd

NeLMA Photos - Continued from page 1



B Manning, Durgin & Crowell Lumber Co. Inc., New London, N.H.; Kim Drew, Drew Public Relations, Midland, Ga.; and Jeff Easterling, president of NeLMA, Cumberland Center, Maine



Roger Desrosier, Vermont Rail System, West Wardsboro, Vt.; Bill Christopher and Dante Diorio, Diorio Forest Products, Ashland, Va.; and Richard Titorenko, Newman Lumber Co. Inc., Wells River, Vt.



Mark Woodbrey, Lovell Lumber Co. Inc., Lovell, Maine; Tom Jenkins, Fraser Wood Products/Green Light Forest Products, Hampden, Maine; and Craig Woodbrey, Lovell Lumber Co. Inc.



Bob Pope, USNR, Montpelier, Vt.; Tonia Tibbetts and Jim Robbins, Robbins Lumber Inc., Searsmont, Maine



Steve Tulchin, Tulnoy Lumber, Bronx, N.Y.; Dan Carrier, Britton Lumber Co. Inc., Fairlee, Vt.; Jamie Place, Eastern Forest Products/Mill Services, Lyndeborough, N.H.; and Dan Paige, Sandy Neck Traders, South Dennis, Mass.



Kimberly Haven, Simply Computing, Hermon, Maine; and Barry Hodgkin, Simply Computing, Maineville, Ohio



Jeff Hardy, Cersosimo Lumber Co., Brattleboro, Vt.; Marcie Perry, DiPrizio Pine Sales, Middleton, N.H.; Doug Chiasson, J.D. Irving Ltd., St. John, N.B.; and Steve Teixeira, Timber Trading Group, Worcester, Mass.



Alex Darrah and Ben Crowell, Durgin & Crowell Lumber Co. Inc., New London, N.H. and Alden Robbins, Robbins Lumber Inc., Searsmont, Maine



Penny and Arkon Horne, Fraser Timber LLC, Ashland, Maine; Julie and Rich Quitadamo, Eastern Forest Products, Lyndeborough, N.H.; and Christine Robertie, Precision Lumber Inc., Wentworth, N.H.



Matt and Hannah Demers, Bois Demers Lumber, Dieppe, N.B.; Anthony Baroni, Sandy Neck Traders, South Dennis, Mass.; Jim Robbins, Robbins Lumber Inc., Searsmont, Maine; and Jim Dermody, Seaboard International Forest Products LLC, Nashua, N.H.



John Smith, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; and Rod Reader and Ed Downes, Downes & Reader Hardwood Co. Inc., Stoughton, Mass.



(Front) Evan and Noah Duprey and Alison and Matt Duprey, Hancock Lumber Co., Casco, Maine



Jason Brochu, Pleasant River Pine, Hancock, Maine; Adrien Brochu, Ira Mountain, Kingfield, Maine; and Ginny Pray and Jethro Poulin, Milan Lumber Co., Milan, N.H.



Charlie Lumbert and Jeff Desjardins, Moose River Lumber, Jackman, Maine; and Ashley, Chris and Henry Brochu, Pleasant River Lumber, Dover Foxcroft, Maine



Russell Coulter, Hancock Lumber Co., Bethel, Maine; Trina Francesconi, Sandy Neck Traders, Harwich, Mass.; John Rhea, Lucidyne Technologies, Corvallis, Ore.; and Tom Jenkins, Fraser Wood Siding/Green Light Forest Products, Bangor, Maine



Jamie, Liza, and Sandy Place, Eastern Forest Products, Lyndeborough, N.H.; Anne Moore, Madison Lumber Mill Inc., West Ossipee, N.H.; Jim Robbins, Robbins Lumber Inc., Searsmont, Maine; and Kim Moore, Madison Lumber Mill Inc.



Adam Carincross and Megan Manning, Durgin & Crowell Lumber Co. Inc., New London, N.H.; and Tammy and Dante Diorio, Diorio Forest Products, Ashland, Va.



Craig and Mark Woodbrey, Lovell Lumber Co. Inc., Lovell, Maine; Scott Brown, DiPrizio Pine Sales, Middleton, N.H.; and Rob Hoffman, Capital Forest Products, Annapolis, Md.



Craig Myers and John Smith, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; and Chuck Gaede, Durgin & Crowell Lumber Co. Inc., New London, N.H.



Peter Elmalis, Lumbermen's Underwriting Alliance, Edison, N.J.; Jeff Easterling, NeLMA, Cumberland Center, Maine; and Paul Lennon, Lumbermen's Underwriting Alliance, Bow, N.H.

NAWLA LEADERSHIP Photos - Continued from page 1



Steve Thomas, guest speaker and former host of This Old House and Renovation Nation; Maynard Hayden Leon, Harvard University, first place, NeLMA's Sustainable Versatility Design Award Program; and Jeff Easterling, NeLMA president, Cumberland Center, Maine



Jim McGinnis, McGinnis Lumber Co. Inc., Meridian Miss.; Michael Dunn, Dunn Lumber Co., Seattle, Wash.; and T. R. Cauthorn, Hampton Lumber Products, Portland, Ore.



Thomas Rice, Conner Industries, Fort Worth, Texas; Chris Beveridge, Skana Forest Products, Richmond, B.C.; and Steve Weekes, Weekes Forest Products, St. Paul, Minn.



Milissa Danceur, Capital Lumber Company, Phoenix, Ariz.; and Ethel Rice, Conner Industries, Fort Worth, Texas



Have Your Customers Choose
Any Color For Their Siding.
Let Us Do The Rest.

Cabot Factory Finish™

- Fade-Resistant, Nature Inspired Colors
- Applied in Factory-Controlled Conditions
- Saves Time and Eliminates Weather Delays
- Available with 5-year, 15-year or 25-Year Warranty

To Learn More, visit CabotFactoryFinish.com
or call 1-800-US-STAIN



OUR PERFORMANCE IS LEGENDARY.™



NAWLA LEADERSHIP Photos - Continued from page 12



Cindy, Bill, Eric and Amanda Anderson, J. M. Thomas Forest Products, Ogden, Utah



Steve Firko, Pennsylvania Lumberman's Mutual Insurance Company, Philadelphia, Pa.; Julie and Mark Kasper, Amerhart Ltd., Green Bay, Wis.



Traci Mordell, UFP Purchasing, Inc., Union City, Ga.; and David and Kimberly Hutson, UFP Purchasing, Inc., Windsor, Colo.



Scott Elston, Forest City Trading, Portland, Ore.; Shelley and Tom Kohlmeier, Seemac, Inc., Carmel, Ind.; and Russ Hobbs, Plum Creek, Columbia Falls, Mont.



Dusty and Penny Hammack, Arrowhead Lumber Sales, Oklahoma City, Okla.; and John and Chris Cooper, Duckback Products, Chico, Calif.



Alan Oakes, BPD/Merchant Magazine, Newport Beach, Calif.; Chuck Casey, Building Products Digest, Newport Beach, Calif.; and Jim McGinnis, McGinnis Lumber Co. Inc., Meridian Miss.



Mike and Janet Phillips, Hampton Lumber Products, Portland, Ore.; Monica and Skyler Weekes, Weekes Forest Products, St. Paul, Minn.



Buck Hutchison, Hutchison Lumber and Building Products, Adams City, Colo.; and Jon Anderson, Random Lengths, Eugene, Ore.



Heath and Jeannie Hutchison, Hutchison Lumber and Building Products, Adams City, Colo.; and Rena and Josh Goodman, Sherwood Lumber Corporation, Islandia, N.Y.



Jim Robbins, Robbins Lumber Inc., Searsmont, Maine; and Swaraj Pandey, NAWLA, Rolling Meadows, Ill.



Kevin and Lauren Ketchum, NAWLA, Rolling Meadows, Ill.; and Mark Erickson, Blue Book Services, Carol Stream, Ill.



Traci Mordell, UFP Purchasing Inc., Union City, Ga.; Pam Babcock, Tampa International, Tampa, Fla.; Janie Hutchison, Hutchison Lumber and Building Products, Adams City, Colo.; Kathleen Boyts, Digger Specialties, Inc., Bremen, Ind.; Ethel Rice, Conner Industries, Fort Worth, Texas; Hollyn Chase, Sierra Pacific Industries, Redding, Calif.; and Mary Donovan, Forest City Trading, Portland, Ore.



Mary Donovan, Forest City Trading, Portland, Ore.; and Mike Mordell, UFP Purchasing, Inc., Union City, Ga.



Joel Winters and May Lou Carlson, Middle Atlantic Wholesale, Baltimore, Md.; and Marnie Beveridge, Skana Forest Products, Richmond, B.C., Canada



Walter Russell and Jeannie Eddins, American Lumber Distributors, Birmingham, Ala.; Ann and Steve Sprenger, Sprenger Midwest, Inc., Sioux Falls, S.D.



Shelley Kohlmeier, Seemac, Inc., Carmel, Ind.; Penny Hammack, Arrowhead Lumber Sales, Oklahoma City, Okla.; and Linda Schneider, Bear Forest Products, Riverside, Calif.

NAWLA BOSTON Photos - Continued from page 1



Dave Destiche, Amerhart, Ltd., Sun Prairie, Wis.; Nancy and Kent Beveridge, Skana Forest Products, Richmond, B.C., Canada; Alan Oakes, BPD/Merchant Magazine, Newport Beach, Calif.; and Alden Robbins, Robbins Lumber, Inc., Searsmont, Maine



Alden Robbins, Robbins Lumber Inc., Searsmont, Maine; Doug Chiasson, J.D. Irving Ltd., St. John, N.B.; Bob Berg, RICl, Bedford, Mass.; and Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.



Dan Paige, Sandy Neck Traders, South Dennis, Mass.; Matt Duprey, Hancock Lumber Co., Casco, Maine; and Chuck Gaede and Alex Darrah, Durgin & Crowell Lumber Co. Inc., New London, N.H.



John Smart, Cabot, Seabrook, N.H.; Alan Orcutt and Susan Coulombe, Irving Forest Products Inc., Dixfield, Maine; and Brett Anderson, J.D. Irving Ltd., St. John, N.B.



Matt Duprey, Hancock Lumber Co., Casco, Maine; Vincent Micale, Warren Trask Co., Stoughton, Mass.; Jim Robbins, Robbins Lumber Inc., Searsmont, Maine; and Brett Anderson, J. D. Irving Ltd., St. John, N.B.



Ryan Satterfield, Cersosimo Lumber Co., Brattleboro, Vt.; Tonia Tibbetts, Robbins Lumber Inc., Searsmont, Maine; and Jeff Hardy, Cersosimo Lumber Co.

APA NEWS -

Continued from page 2

The Wood Products Council, an organization of associations and others interested in furthering the use of wood products, sponsored the purchase of the original residential market study and six organizations shared the cost: APA, WWPFA, SFPFA, CWC, Forintek and the U.S. Forest Service. The Wood Products Council also sponsored residential study updates for 1998, 2003 and 2006. The following are selected wood product volumes per U.S. single-family and multi-family housing starts in 2006:

The 2006 study also provided data on

	Single-Family	Multifamily
Softwood Lumber - Board Ft.	14,364	5,605
Softwood Plywood - Sq. Ft. 3/8"	2,849	1,464
Oriented Strand Board - Sq. Ft. 3/8"	9,527	3,036
Glulam Beams - Board Ft.	111	91
Wood Joists - Linear Ft.	527	244
Laminated Veneer Lumber - Cubic Ft.	24	22

the volumes of wood products to be gained if competitive products such as concrete and steel could be converted to wood. The potential gain for lumber, beams and engineered wood was 6.5 billion board feet. The potential gain for structural panels was 9.6 billion square feet. Wood Products Council market studies have benefited the wood products industry by facilitating shared cost for this expensive research.

WHO'S WHO - Baker

Continued from page 2

manages lumber sales.

Tri-Pro Forest specializes in tight knot KD Inland Red Cedar boards, KD Western Red Cedar decking, pattern stock, bevel sidings and fascia. The company is a specialty producer of Western Red Cedar, Doug-Fir/Larch, White Fir and Ponderosa Pine offering a multitude of products and "mixed trucks of high quality."

Baker began working for Tri-Pro

Cedar 21 years ago and has more than 33 years of experience in the lumber industry. His first job occurred in 1978 as inside sales for a wholesale distributor.

Tri-Pro Forest Products is a member of Idaho Preferred, North American Wholesale Lumber Association (NAWLA) and the Timber Products Manufacturers Association (TPM).

Baker and his wife, Debbie, have four children and four grandchildren. He enjoys golfing, mountain biking, snow skiing and riding Harley Davidson motorcycles.

WHO'S WHO - Barker

Continued from page 2

encompasses everything from the timber harvesting to manufacturing and sales of finished products.

Products offered include: shakes and shingles, timbers, dimension and boards. Species available are Western Red Cedar, Hemlock Fir and Douglas Fir. Special services include chromated copper arsenate (CCA) and fire

The Softwood Forest Products Buyer
treatment and custom pre-stain with a
25-year warranty.

Barker has been with Teal-Jones for approximately 34 years and in his current position for four years. He began his career in the forest products industry as a chokerman for MacMillan Bloedel in 1975. Barker's experience includes: chokerman, resaw operator, lumber grader, quality control, remanufacturing and sales and marketing.

A graduate of Matthew McNair High School, located in Richmond, B.C., Barker also completed the National Hardwood Lumber Association's Lumber Inspection School.

He is a member of Hoo Hoo International and the Langley Bee Club. Barker and his wife, Ludy, make their home on a hobby farm in Langley. Barker has two grown sons. In his spare time he enjoys wood-working, honeybees, hiking and farming.

The Teal-Jones Group has remained a privately-owned and operated family business with brothers Tom and Dick Jones as CEO, president and visionaries. For more information visit www.tealjones.com.

WHO'S WHO - Bowen

Continued from page 2

approximately 162 years. Since 1848 the company has been servicing the forest products industry with Eastern White Pine products. Pattern manufacturing is about 25 percent of Hancock's business.

Bowen has been with Hancock Lumber for 10 years and in his current position for the past eight. A graduate of Mount Blue High School, located in Farmington, Maine, he attended Auburn University, located in Auburn, Ala., and also obtained a real estate degree. He has one son and a daughter.

Hancock Lumber operates a diverse array of businesses. Three state-of-the-art Eastern White Pine sawmills that are Forest Stewardship Council (FSC) and Sustainable Forestry Initiative (SFI) certified, 10 retail lumberyards in Maine and New Hampshire and a land division with 15,000 acres. The firm is a member of the North American Wholesale Lumber Association (NAWLA) and the Northeast Lumber Manufacturers Association (NELMA). For more information visit the company's website at www.hancocklumber.com.

WHO'S WHO - Darrah

Continued from page 2

Pine. Value-added services and features include kiln-drying and heat-treating. The company is certified under the Sustainable Forestry Initiative® Sourcing program.

Darrah graduated from A. Crosby Kennett High School, Conway, N.H. and obtained a Bachelor's degree from Colby-Sawyer College, New London, N.H.

Married to Jessica, he enjoys hunting, fishing, skiing, brewing beer and golf in his spare time.

Founded in 1976, Durgin & Crowell Lumber Co. has a history of innova-

Continued on page 18

Dimension

Structural Panels

Studs

Since 1951 we've been making quality forest products used by distributors, dealers, builders, remodelers, and do-it-yourselfers.

For over fifty years we have followed the same principles: take care of the land and it will take care of you; strive for excellence and efficiency in manufacturing; and treat all suppliers and customers the way you would like to be treated.

For sales call: 1-800-331-0831
www.swansongroupinc.com

GBM™

Global Buyers Mission

Whistler British Columbia

September 6-8, 2012

Join us for the 9th Annual Global Buyers Mission and find new sources of high quality, competitively priced wood products including building products, specialty lumber & remanufacturing products from Canadian manufacturers.

For more information on incentives for **qualified US buyers**, contact us:

Toll Free at: 1-877-4BCWOOD
Email: gbm@bcwood.com
Website: www.bcwood.com



The Montréal Wood Convention is back!



The Quebec Wood Export Bureau, in collaboration with the Québec Forest Industry Council, the Maritime Lumber Bureau and the Ontario Forest Industries Association, home of CLA Grading and Inspection, are happy to play host to the Montréal Wood Convention 2013.

February 13, 14 & 15, 2013
Fairmont The Queen Elizabeth

Program and registration:
www.montrealwoodconvention.com
info@montrealwoodconvention.com

Follow us!



WHO'S WHO - Darrah
Continued from page 16

tion, continually seeking new opportunities to grow and diversify its business. "Enhance pre-coated Pine paneling and Durgin & Crowell's affiliation with Hampshire Hives are just two means by which the firm has sought to add value to their lumber. The company employs around 85 people, and each year purchases Pine logs from over 150 different loggers, landowners and foresters in New Hampshire and Vermont.

WHO'S WHO - Macias
Continued from page 2

oil comprising U.S. Softwood grading agencies, industry trade associations, state export promotional development agencies and others interested in expanding international markets for U.S. Softwood lumber. On behalf of the U.S. Softwood lumber industry, the

SEC coordinates overseas market development activities with the Foreign Agricultural Service and aids American exports of Softwood products by providing information and assistance to agents, importers, designers and users of these products in other countries. Through trade association and grading agency members, SEC represents exporters of Softwood lumber, veneer, mouldings and millwork and component products. Macias has been with the SEC for approximately one year and three months. Her background in sales and marketing includes Weyerhaeuser and Cascade Structural Laminators. She began her career in the forest products industry at Kuzman Forest Products, located in Hillsboro, Ore. A graduate of Sunset High School, Portland, Ore., she obtained a Bachelor's of Science degree in Wood Science and also a Bachelor's of Science in Business Administration from Oregon State University. She also completed her Master's degree in Forest Products Marketing from Oregon State University in 2010.

Married to Gerardo, Macias enjoys learning new languages, exercising, reading, cooking and spending time with family and friends in her spare time. For more information visit www.softwood.org.

WHO'S WHO - Surls
Continued from page 2

resaw boards and dimension, rip board and dimension, most Southern Yellow Pine patterns, precision end trimming and saw texture. Their mill has the capability of cutting timbers in sizes up to 20x20 – 40' in length. Richardson's inventory consists of 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; No. 1 kiln-dried and Tru-Dry Fir in sizes up to 2x16 and lengths up to 24-feet (larger sizes available upon request); and Douglas Fir in sizes 1x6, 2x6, 1x8 & 2x8 from 6

The Softwood Forest Products Buyer through 16-foot RIL only - board or pattern; and oak timbers up to 12x12 and in lengths up to 20 feet. Surls has been in his current position since 2007. He is also a certified public accountant and has his own financial consulting business. Previous positions include working for an international accounting firm. He has purchased over a dozen companies throughout his career. When asked when he got his start in the forest products industry, he replied, "When I was three years old, my day care center was Nortex Lumber in Terrell, Texas where my grandfather operated the carpenter shop." A graduate of Terrell High School, located in Terrell, Texas, he received his Bachelor's of Business Administration degree with an Accounting major, and a Master's degree in Business Administration in real estate finance from Southern Methodist University in Dallas, Texas. Surls and his wife of 30 years, Kathryn, have three children. In his spare time he enjoys fishing at his lake house in east Texas, is a lifelong baseball fan and is dedicated to dog rescue and animal shelters in north Texas. Richardson Timbers is a member of the North American Wholesale Lumber Association; Lumbermen's Association of Texas; Ft. Worth Lumbermen's Association; and the Homebuilder's Association. For more information visit www.richardsontimbers.com.

NICKELL -
Continued from page 4

Manufacturers Association (WCMA), the company sells its products to customers throughout the U.S., Canada and Mexico. Many of those clients are picture frame makers whose final products are sold in department stores. "We also sell to manufactured housing producers, cabinetmakers and furniture producers from coast-to-coast," said Nickell, whose firm has been honored with numerous environmental awards for its efforts to run a "green" plant. In 2010 for example, the company was one of just six companies statewide to win an Indiana Environmental Stewardship Program Award. According to the company, Nickell Moulding is also the only moulding manufacturer in Indiana to take part in a voluntary program called the Environmental Stewardship Program (ESP). Run by the Indiana Department of Environmental Management, the program focuses on lowering manufacturers' carbon footprints, or the total set of greenhouse gases (GHG) emissions caused by an organization, event or product. Credit the manufacturer's use of water-based finishing products rather than solvent lacquer-based products in both its manufacturing and finish applications, and its production of eco-wood (MDF) that is a virgin recycled product for its wrapped mouldings with helping to raise its "green" profile. Nickell Moulding also recycles its sawdust, wood and cardboard waste into wood fuel pellets.

HARRY FREEMAN & Son Limited

CONSISTENT QUALITY SINCE 1832

Manufacturers of Wholesale Lumber Products

Facilities
Fully Optimized Sawmill Facilities
75 Million Bd Ft Capacity
1 Million Bd Ft Kiln Space
8 Head Precision Moulder with Moisture Detection

Products
Eastern White Pine (NeLMA patterns and grades)
SPF Studs, Dimension Lumber and Boards
Eastern Hemlock
Red Pine
Industrial Hardwood
Square Timbers

Contact Charlie Freeman - Sales, General Manager
4804 Medway River Road
Greenfield, Nova Scotia Canada B0T 1E0
P: 902-685-2792
F: 902-685-2644

ISO 9001:2008 REGISTERED

FSC www.fsc.org C074488 The Mark of Responsible Sourcing

www.freemanlumber.com

NAWLA



November 7-9 Hyatt Regency Chicago

The Crossroads of Lumber Supply & Distribution

Register today for the premier tradeshow
in the lumber and building material industry.

Last year, over 1200 individuals from 500 companies
used Traders Market's unparalleled networking and sales
opportunities to give them an edge.
Make sure to join them this year.

www.nawlatradersmarket.com info@nawla.org 847-870-7470

Midwest
Business Trends



By Paul Miller Jr.
Assistant
Managing Editor

Sources in the Midwest account for fair to moderate business conditions. "Prices are creeping up slowly, but sales are not extending order files by much," a contact in Missouri noted. "We're seeing gains of about \$10 for No. 2 and Better Douglas Fir and Larch."

He also mentioned gains of about \$5 for Hemlock Fir. "The longer lengths in Hem-Fir are moving better than the others. Pine has been picking up a little in the higher end markets," he explained. "Those are specialty projects where people are installing a specific grade in their vacation homes."

As for factors affecting his market the Softwood supplier said, "Our numbers have improved over 2011. We don't attribute that to a change in the overall

economy. But more or less a change in the way we decided to operate."

After closing one of the company's two operations, the source said he had to diversify his offerings and search for new markets in 2010. "We really had to make some adjustments and none of them have been easy. Cutting our costs and searching out new markets are the primary reasons we are still in business today," he explained.

In Iowa a Softwood supplier said his inventory levels are lower than normal for this time of year. "We've been doing like many others in our industry, ordering on an as-needed basis. That seems to be the trend for our customers and so we are following it."

The source said he hasn't had many availability issues despite the 'just-in-time' method of purchasing. "Demand is so low that you can just about find what you need on the first phone call. It also helps when you've developed relationships over the years. If the guy you call doesn't have it—he knows somebody that does and isn't afraid to send you over there because you've been doing business together for so long."

Continued on page 35

West Coast
Business Trends



By Wayne Miller
Executive Editor

In mid-June most sawmills, remanufacturers and wholesalers from British Columbia down to northern California were more positive about the direction of their sales than they have been in the last several years. Everyone admitted facing obstacles, problems and issues, but the demand was reported to be slowly and steadily improving for many parts of the U.S. "It's like someone slowly crawling out of a hole," one sales representative said. Another compared it to someone slowly waking up after being in a deep sleep.

In Maple Grove, B.C., Archie Rafter in sales for Anderson-Pacific, said, "Our Cedar production is down at the moment due to very high water—up to the top of the banks of the Frazer

The Softwood Forest Products Buyer River. When this happens the price of towing logs goes from around \$2,000 up to \$10,000. We are out of logs at the moment and we are using this down time to do maintenance work. Customers call wanting products immediately, but they are buying hand-to-mouth. No one wants to inventory anything. In my opinion the balance is not there yet between supply and demand. If someone needs an item, they can usually find it without difficulty from several different sources. One of my customers told me that he knows he should be buying for the third quarter now, but he is holding off hoping for weakening Cedar prices. Some of our customers are saying they see better demand at this time of the year than they had expected earlier in the year. But everything is highly specified and for immediate shipment; no one wants to inventory." Rafter said that Europe and Australia are quiet. He also said that the banks in Spain, Greece and Italy are facing big economic issues which could affect purchases from these areas. He said that in the U.S. there is no inventory excess due to steady demand and in Canada the overall economy seems strong.

Al Fortune of Mid Valley Lumber, Aldergrove, B.C., said, "Business is okay; demand for Cedar items is fairly steady. The last week or so the Cedar market has been a bit more quiet, but overall the first six months of this year is definitely better than last year." Fortune said that raw materials are on the tight side and in the field inventories are low. Ordering is hand-to-mouth. The customer does not want to wait, but they have to at times. "There are a few items that are harder to find such as 2x4s and 4x4s. Overall I would say that customers are more optimistic than they were last year."

Carlos Furtado of Sawarne Lumber, Richmond, B.C., said, "Our Cedar business is way better than it was last year. Volumes are up. We even see making a profit this year. Inquiries are stronger and prices are quite firm. There are some Cedar items in short supply, like 2x4s and 6x6 timbers. There is a lot of flooding up north around Prince George and this is having a negative effect on log supplies. Customers call wanting immediate shipments and sometimes we have to tell them it will be three or four weeks to make what they want. We make four or five changes a day on our planer to fill various orders which is not a very efficient way to operate; it's just what you have to do to get the orders out."

Jim Dunsen of Mill and Timber Products, Surrey, B.C., said, "Two or three months ago we had this anticipation of a hot, slow summer. We were wrong. Cedar has gone up in price due to demand and we see no slowdown until possibly fall. We have a great order file for our Cedar items, though we are struggling to get logs. The exchange rate is better lately, with a weakening Canadian dollar against the U.S. dollar gaining strength. Also we are happy that the duty this month is down \$25 per thousand and next month it should drop by \$50 per thousand. Customers are cautious. They are buying, but very tentatively."

Andy Carr, in sales for Gorman Brothers, West Bank, B.C., said,

Continued on page 33

Don't gamble on your forest products needs... Go with a sure bet.

We do most patterns in Cedar, Pine and Fir

Manufacturers of: Boards • Patterns • Siding • Fascia • Decking • Shop • Dimension • Timbers

Species: Western Red Cedar • Doug-Fir/Larch • Ponderosa Pine • White Fir

Phone: (208) 437-2412 • Fax: (208) 437-0579
Toll Free: (800) 488-2726
www.triprocedar.com

Our Specialty is the Specialties!