

RETAIL REVIEW

Menard's Plans Four More In Detroit

Eau Claire, Wis.—Menard's, headquartered here, recently announced plans for four stores in the Detroit market. A spokesperson said the home improvement chain hopes to open stores in Warren, Livonia, Belleville and Chesterfield Township in 2013.

A privately held company, Menard's has 262 stores in 13 states: Ohio, Michigan, Indiana, Illinois, Wisconsin, Minnesota, Iowa, Missouri, Nebraska, Kansas, South Dakota, North Dakota and Wyoming.

Do It Best Builds In Mid-South

Fort Wayne, Ind.—Do It Best Corporation, headquartered here, announced its plans to build a new \$30 million distribution center in Sikeston, Mo. This facility will replace the co-op's original facility in nearby Cape Girardeau.

Located on 130 acres, the operation will offer more than 550,000 square-feet of warehousing space, along with a 40 percent increase in the amount of cubic footage.

Do It Best opened its first facility outside of Indiana in Cape Girardeau, Mo., in 1971. The company now has 115 employees serving retail locations in Alabama, Arkansas, Illinois, Indiana, Iowa, Kansas, Kentucky, Mississippi, Missouri, Nebraska and Tennessee.

Perkins Lumber Acquires Wilson Lumber

St. James, Mo.—Perkins Lumber recently acquired Wilson Lumber from owners Judy and Gene Carney.

According to sources, the Carney's wanted to pursue other ventures, and wanted to keep ownership local. Founded in 1948, Perkins has a long history in Missouri. The facility will continue to serve local needs with all building materials, including lumber, plywood, sheetrock, insulation, roofing, concrete products, siding, paint, and windows and will also offer a wide variety of plumbing, electrical, and lawn and garden equipment. Perkins Lumber will also offer free estimates and free delivery upon availability.

For more information on Perkins Lumber visit their website at www.perkinslumberco.com.

Hartville Hardware Opens 245,000' Replacement Store

Hartville, Ohio—Hartville Hardware, based here, recently opened its 245,000-square-foot replacement store. The new location includes a drive-thru lumberyard, contractor service area, out-

door living, pet supplies, flooring, closets, countertops and housewares departments.

Maynard Oswald, Howard Seneften and Lawrence Shomaker started the first hardware store in Hartville in 1947. For more information visit www.hartvillehardware.com.

McLean's Hardware Renovates Marking 45th Anniversary

Kalkaska, Mich.—McLean's Hardware, located here, recently renovated after 45 years in operation. The remodeling of the hardware store and rental center included new floors, new counters, paint, exterior signage and a rearrangement of shelving, fixtures and merchandise.

Owner Gene McLean told a local newspaper that a survey of cus-

tomers found that their most common recommendation was to increase store hours. As a result, the store no longer closes at 5:30 p.m. Monday through Friday. Instead, it remains open from 7:30 a.m. to 7 p.m. on weekdays. For more information visit www.mcleanhardware.com.

Sterling Lumber Adds Yard In Colorado

Westminister, Colo.—Sterling Lumber & Investment, based here, has opened a new location in South Fork, Colo. Formerly a ProBuild location, the new yard will operate as South Fork Lumber.

An eleventh retail location for Sterling Lumber Co., this location is the first to have been built "from scratch."

In 1949, at the age of 41, Gerhard

Sterling formed a scrap metal business in Northern Illinois. By 1970, Gerhard and his youngest son, John, had evolved the company into a lumber supplier. For more information visit www.sterling.com.

Roswell Lumber Renames Two Stores

Roswell, N.M.—Roswell Lumber Co., located here, recently renamed two of its retail yards. Roswell Do It Center in Roswell, N.M., and Artesia Do It Center, Artesia, N.M., have both been renamed Builders Do It Centers.

Both locations have been remodeled and re-merchandised. Roswell also launched two new websites: www.builderdoitcenter.com and www.buildersknowledge.com. The firm also operates Overhead Door of Southeast N.M., and RLC Supply & Logistics.

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RETAIL REVIEW

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Shell Lumber Rounds Sales In Customer Favor

Miami, Fla.—Shell Lumber & Hardware, based here, recently announced it has stopped counting pennies on cash sales. Owner Andy Haase said he initiated the change because he grew tired of accounting for 1,200 pennies needed each day to operate the store's 10 registers.

Credit card users will still pay the full amount, but cash transactions are rounded up to four cents. According to Haase the new policy could cost the store as much as \$5,000 a year but labor costs will be saved from tracking sales down to the penny.

Midwest Arrowhead Building Supply Expands St. Peters, Mo.—Arrowhead

Building Supply, based here, announced plans to invest \$3 million to add equipment, jobs, and a 30,000 square-foot warehouse at its 4-year-old store in Stafford, Mo. Arrowhead Building Supply has six locations in Illinois, Arkansas and Missouri. The company operates with more than 100 employees. For more information visit www.arrowheadbuildingsupply.com.

Woodson Lumber Consolidates

Groesbeck, Texas—Woodson Lumber recently held a grand opening for its new store in Groesbeck, Texas. The company merged its Woodson Feed & Farm location with Woodson Lumber & Hardware.

The store, which was built by Bryan—based Madison

Construction, combines the company's retail lumber and hardware store and its Purina feed store.

The company purchased three-plus acres of land from Limestone County that is between the current Woodson's on Hwy. 164 E and the former Law Enforcement Center that now houses Department of Public Safety troopers.

Woodson Lumber is a family owned business that started in Caldwell in 1913 and has expanded for the past 99 years. The company purchased the Groesbeck store in 1992 and the Purina store in 2008. For more information visit www.woodsonlumber.com.

The Softwood Forest Products Buyer

Mill Creek Leases 37,000 Square Feet

Tulsa, Okla.—Mill Creek Lumber & Supply recently leased a 37,000-square-foot facility in Wichita, Kan. This new facility will house a door shop, truss manufacturing operation and a showroom.

Mill Creek leased the building space from its new owner, John Wadsworth. The building underwent extensive renovations, according to sources.

The expansion includes the transfer of about 16 employees from Mill Creek's Belle Plaine truss shop, which will be closed, said Jay Robinson, who handles the company's Wichita operation. In addition, Mill Creek expects to add six to 10 more employees to the north central Wichita facility.

Mill Creek is a full-service building materials firm that operates from 36 locations in Texas, Oklahoma and Kansas. The company focuses on lumber and supplies, carpet and tile, home improvements and kitchens. For more information visit www.millcreeklumber.com.

Adams Lumber Finds Buyer

Madrid, Neb.—Adams Lumber Company has found a buyer for its yard, located here. The branch's manager for the last seven years, Tom Anderson has renamed the operation to Anderson Lumber and is remodeling and adding new products along with services.

Anderson has renamed the facility Anderson Lumber and is gradually remodeling and adding new products and services.

Adams' lumberyards in Grant and Imperial, Neb., are still seeking buyers.

Deering Lumber Doubles In Size

Biddeford, Maine—Deering Lumber, based here, is increasing to four locations after acquiring stores in Sanford and Springvale, Maine from New England Building Materials (NEBM), located in Sanford, Maine.

NEBM filed for Chapter 11 bankruptcy protection and closed the three yards in Massachusetts in February, four months after shuttering yards in Springvale and Windham, Maine, and selling three mid-coast Maine branches to Hammond Lumber. NEBM was left with its store and Lavalley Pine Eastern White Pine sawmill in Sanford.

NEBM retained the sawmill, and its products will be sold at Deering stores.

The company started with just the mill in 1943, operating as Lavalley Lumber until 2009, when it purchased the three Massachusetts yards from Stock Building Supply and became NEBM.

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Ontario/Quebec Business Trends



By Michelle Keller
Associate Editor

The Softwood lumber market is starting to see something that has been absent from the industry for a number of years: a sense of optimism. Several wholesale and sawmill operations are reporting steady increases in pricing, even as demand remains relatively flat from this time a year ago.

The president of one Quebec-based operation that works with Spruce and Fir said that he has been pleased to see prices rise as much as 25 percent over 2011.

"It's a lot better for June; it's a lot better than last year," he said, although he was reluctant to say whether the trend would continue. "I don't know. I cannot say. All I know is that the Canadian market is better, and the U.S. market too."

His company, which sells domestically as well as internationally and to the United States, has seen its share of difficult times during the past few years, but he said the U.S. and Canadian markets are helping to buoy prices, even as demand in Europe is slowing.

"Overseas, it's quiet," he said. "It was good last spring, but now it's more quiet. There is more lumber in Europe at less cost than here right now."

In Ontario, the owner of one wholesale operation echoed that assessment, saying that strong domestic sales are offsetting lower than expected earnings on the international front. "China is the dark horse, but it needs to be part of any conversation," he said. "How that cycle will play out has to be part of that equation. We can hope for a recovery in Europe, but they seem to have gone into their slump on a delayed basis, compared with the U.S. market."

He also noted that a slowdown in the international market can have an impact on sales closer to home, as global economic news sometimes weighs on people's attitudes and optimism.

"It does have a bit of bearing on how they invest or what they spend their money on," he said.

His company, which sells Western Red Cedar, Eastern White Pine, Western White Pine, Fir, and Spruce, is seeing increased demand from the U.S. and Canada across a range of products, with the exception of White Pine, which is flat.

"Overall, it's been a growing trend that Pine is slowing down in consumption," he said, citing the impact of new polymer products that offer good performance with low or even no maintenance. "Many of these products are plastic-based or derivatives. They are light, like Styrofoam, but much sturdier."

He attributed the increased demand to an increased level of consumer optimism in America.

"Well, demand is up. There has certainly been an uptick in the U.S. con-

sumption rate from the last three or four years," he said, adding that he believes much of that improvement has come from some recovery in construction market. "Some of that is necessity building to accommodate folks who have lost their homes."

He added that, as a result, there has been a substantial increase in the construction of multi-family dwellings to meet the demand of people who can no longer afford accommodations of their own.

Whatever the reason for the demand, he is happy to see prices moving upward.

"Prices are firmer and the cycle of supply and demand is more in balance and harmony," he pointed out. He noted in particular the reduced supply as a result of the impact of the Pine beetle infestation. With dead and non-recoverable products beginning to weigh more heavily on the market, he predicted that producers will begin to turn more toward alternative species as options.

"Demand is outpacing supply a little bit, but I take that with a grain of salt.

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South/Southeast Business Trends



By Gary Miller
Managing Editor

Southeastern Southern Yellow Pine suppliers reported steady sales in the upper grades. "The higher grades are getting more activity right now," a Georgia supplier noted.

"Prices are flat mostly across the board," he continued. "Our sales have been slow but steady throughout this year. Slow and steady gains ground, so we're happy where we are right now."

He indicated that supply and demand have both been factors regarding the increases this year. **"Many Southern Yellow Pine suppliers say their sales have increased by as much**

as 15 percent compared to last year," he explained. "We had some definite shortages in supply at the end of 2011 and very early into this year. The result of those shortages caused an increase in prices and we've seen a steady output since February."

A North Carolina Softwood supplier also said activity has been consistent for his sawmill. "The treaters and distributors that I talk to have built their inventories in anticipation of the warmer season. Some of them are still trying to move that inventory and others don't seem to have enough to go around. It just depends on the individual situation. Business varies from mill to mill in this area depending on who you talk to."

"We had a real slow start this season," a contact in Mississippi said. "But activity has picked up in the back half. We've seen price increases in our favor but we expect things will drop off after the Fourth of July holiday."

As for issues impacting his operation he noted availability of trucks along with fuel prices as a primary factor.

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Western Business Trends



By Terry Miller
Associate Editor

Softwood suppliers in the Western region indicate business activity is unchanged from recent months. A contact in Montana, which supplies Western Spruce-Pine-Fir said, "Lumber prices and activity are mostly unchanged from last month. The lower grades and panel products are still moving well.

"We are still having some availability issues," he continued. "Home centers, contractor yards and independent buyers are all active right now because they underestimated their own inventories at the beginning of the year."

The source also noted limited production is contributing to supply shortages. "Some Ponderosa Pine producers have backed off production and are focusing on other species. We cater to the industrial grade markets. When higher grades aren't readily available the lower grades will get absorbed off the market at a much faster pace."

A Western Red Cedar supplier in Idaho said his inquiries have recently increased but price increases have halted commitments from buyers. "We've seen more inquiries this last month than we have in the previous six months. But it's difficult to obtain the actual order when the price is wrong."

When asked about other issues having an effect on his business the supplier said, "We've been struggling a little with extended lead times. Demand for the higher grades is waning while the lower grades are under produced."

As for transportation, he said pricing

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Northeast Business Trends



By Sue Putnam
Editorial Director

Northeastern Softwood suppliers indicated activity for Eastern White Pine and Eastern Spruce-Pine-Fir are 'up-and-down.' "Our markets are on and off," a supplier in Massachusetts commented. "One week we're really moving the lumber and two weeks after that everything seems to halt."

As for availability, the contact said it depends on the grade. "We've got customers that have moved down a grade to combat the price. Our customers are not the only ones doing that, so the lower grades are becoming harder to find."

He indicated that employment has

The Softwood Forest Products Buyer

continued to improve in his immediate area, which may partially account for the improved business activity. "Employment may be part of the overall improvement, but the lack of extreme prolonged winter weather certainly contributed also. "In our region the remodelers are responsible for most of the activity," he continued. "The projects that people had on hold for the last two years are now beginning to come off the shelves a little at a time."

Reporting a stable spring, a contact in New York also said the summer months have been spotty. "I believe that the unseason-



ably warm winter certain areas received has contributed to the offset of business activity this summer," he explained. "Projects that were slated for this time of year were bumped up because the weather was favorable."

He also noted that buyers are leery of purchasing more than their immediate needs justify. "Our customers haven't ordered in advance for the better part of two years now. Having said that, we also are on the same system. We get the product as we need it."

He expects the remainder of 2012 to stay on the same pace. "I don't think we'll see any great improvements, but I also don't look for stagnant business. I think it will stay on the same trend of busy one week and slow the next until the spring of 2013."

A Softwood supplier in Pennsylvania said his business activity is steady. "We don't have



orders coming in on top of each other, but we have stable business."

Marketing to independent retail lumber dealers, the source mentioned wet weather has constricted log flow for his operations in the immediate term. "We've seen quite a bit of rain over the last couple of weeks and that makes logging conditions difficult for the loggers. Our inventory isn't what it used to be because our ordering methods have changed. So we may not feel it today, it will impact us in the short term."



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"Environmentally-conscious strategies are in our DNA around here," said Nickell. "We have one associate on staff who keeps us focused on being 'green', and as a result we've reduced a lot of material waste in the plant, and taken other measures to ensure that our firm has as little negative impact as possible on the environment."

Still grappling with a challenging economic climate, Nickell said other key initiatives right now include staying on top of its account receivables and cutting costs without sacrificing quality and service. Looking ahead, Nickell will maintain a "cautiously optimistic" view on company growth and expansion, all the while keeping a laser-like focus on the firm's core product line.

"We've done some downsizing over the last three years, and now have plenty of excess capacity," said Nickell. "As the economic climate continues to improve, we'll be using up that excess, increasing our 'green' efforts and serving up the best mouldings in the business for our customers."

For more information visit www.nickellmoulding.com.

SISKIYOU -
Continued from page 6

dry products," he said. "Most of our

purchases are green now because we've been using our own dry kilns and we're relying on our own drying practices with our quality control."

Siskiyou currently operates 10 dry kilns, which hold 250,000 board feet each. "Our kilns are very large and that's an advantage for us," Duchi continued. "Everything is in-house now from our drying to manufacturing and painting. That provides a level of control that we've been looking for."

Situated on 30 acres, Siskiyou has recently added new buildings and still has room for future growth.

Duchi explained how Siskiyou Forest Products processes their lumber and products. "Basically we take the product and dry it, then we feed it into the planer where it gets surfaced on all four sides so the scanner inside can see and read all the defects. At that point we also check it for moisture content. There is a lineal moisture meter that will kick out anything above 12 percent," he explained.

"Inevitably there will be some wet boards in a mix of lumber and one board can foul the process so we make sure we control the wet ones so they don't get into the plant," Duchi continued. "Then we grade the material before it gets to the cut-line. The cut-line is automated and the scanner is computer driven. It reads the defects and eliminates the waste while feeding the finger jointer. We make the finger joint blank and at that point its journey from shop board to clear finger joint blank is complete. It is here where that finger joint blank can be prepped to edge glue or go to 1x4, 2x4, etc. At the end of the day our focus is higher quality, consistent

trim and siding."

With 50 employees Duchi said Siskiyou Forest Products has changed dramatically in terms of automation. "Most of the products that we're manufacturing today, we didn't do just four years ago," he explained.

Marketing primarily to wholesale distributors, Duchi said Siskiyou moves close to a million board feet per month through its operations. When asked to what he attributes Siskiyou's success, he said, "Being in the right place at the right time and being realistic is key. I think you always need to listen to the pessimistic side because that side is going to keep you grounded by thinking 'it couldn't happen to us', and then before you know it—you're there."

According to Duchi, Siskiyou never intended to be a 'giant', but they've become sizable by way of careful and consistent growth. "That's the name of the game for us," he said. "We come to work everyday and we work hard to create a good product. We pay attention to new markets and we strive to accommodate our customers."

As for measures Siskiyou takes to ensure the quality of their products, Duchi said the company's process is consistent for accuracy and quality from the start. "When you're handling the product multiple times it is a labor intensive process, but that's what it takes to provide the quality that we offer," he explained.

Key people at the family oriented company include Darren Duchi, his father Bill Duchi, an uncle Fred Duchi, and cousins, Monte Acquistapace, Aaron Duchi and Larry Scott.

Siskiyou Forest Products is a member of the Western Red Cedar Lumber

Association and the North American Wholesale Lumber Association. For more information visit www.siskiyouforestproducts.com.

IDAHO TIMBER -
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combined business and resource management with productive manufacturing to ensure dependable service and quality. The firm's manufacturing, distribution and sales facilities are strategically located throughout the United States.

When asked to what he attributed Idaho Timber's continued success, Idaho Timber's President and CEO, Ted Ellis offered, "We are in the business of combining service and quality of lumber to get our customer the desired product. The Idaho Timber advantage is our commitment to sustainable forestry, balanced with the healthy growth of our company. Idaho Timber is well regarded within the industry as a low-cost provider of lumber products and has a leading marketshare in the United States." Ellis continued "We have long-standing relationships with a diversified base of suppliers and customers."

"In 2012, our strategic initiatives to better align our company as a primary 'just-in-time' vendor for our customers, combined with our efforts to be the go-to outlet for our suppliers, are proving to be effort and time well spent," stated Ellis. "As each business day goes

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IDAHO TIMBER -
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by we develop, train and teach relationship-building techniques within the company. The reputation of Idaho Timber and employees, as a result of these efforts, has never been better. We achieve this balance through the efforts of our people—dedicated, knowledgeable, and experienced. Handling the complexities of timberland management, sawmills, manufacturing plants, regional distribution and sales takes a company with people at the center.”

Through its nine facilities located in the Northwest, Southwest, South Central and Southeastern United States, Idaho Timber remanufactures dimensional lumber and home center-boards. Idaho Timber, through primary manufacturing, produces 5/4” radius-edge decking and an array of specialized products, including split post and rail fencing products.

Idaho Timber has seven dimensional lumber remanufacturing facilities located in Boise, Idaho, Chadbourn, N.C., Fort Worth, Texas, Henderson, N.C., Lake City, Fla., and Albuquerque, N.M. Inclusive in their operations, the firm has one board remanufacturing facility located in Weiser, Idaho. This particular facility is located on 25 acres and has 128,000 square feet of manufacturing space with an annual shipping capacity of 60 million board feet. The Weiser operation produces 1”x4” to 1”x 12”, 4’ to 16’ boards and strips, clear hobby craft boards and common boards. Unique to Idaho

Timber, this facility is a primary supplier to the Home Improvement industry in the U.S. and Australia.

In addition, Idaho Timber operates a traditional sawmill in Carthage, Ark. Situated on nine acres with 126,000 square-feet under roof, the sawmill has annual shipping capacity of 60 million board feet. Radius-edge decking and export clears are produced here in 5/4”, and the mill is capable of producing 2”x4” and wider dimension lumber.

A split post and rail fencing facility is located in Troy, Idaho. Encompassing 18,000 square feet on ten acres for production, the operation has an annual shipping capacity of 600 truckloads. Idaho Timber’s newest location is in Chadbourn, N.C., and is situated on nine acres with 63,000 square-feet of manufacturing and storage space. The annual shipping capacity is 60 million board feet. This facility produces SPF and European Spruce, 2”x4” to 2”x12”, 8’ to 24’ studs and dimension lumber as well as 1”x4” to 1”x12” Ponderosa Pine, Engelmann Spruce and European Spruce boards, pattern stock, edge glued boards and other specialty products.

When asked about plans for future growth opportunities and initiatives, Ellis noted, “Management believes that substantial opportunities exist to increase revenue and profitability by focusing on the following three initiatives:

- 1) **Leveraging customer base—Providing additional value-added services and products to our existing customer base.**
- 2) **Leveraging product base —**

Providing existing product offerings to new customers.

3) **Geographic expansion—Extending our national footprint in areas where demand is strong and opportunistically acquiring underperforming operations in targeted building material and primary sawmilling segments.”**

As for international markets, he commented, “Our market investigation outside the U.S. will continue, not only for sales opportunities but for supply opportunities in the area of value-added product distribution. We are beginning to see signs that the Chinese market has become balanced, and possibly saturated, by the global forest products industry, which has few options for sales. The changing dynamics have created enthusiasm for potential widespread improvement of our remanufacturing locations.”

As it relates to possible acquisitions, Ellis asserted, “We continue to pursue potential acquisition targets that fit within parameters defined by the acquisition strategy and will continue to evaluate identified potential acquisitions. Over time we have evaluated dozens of businesses that have not met our acquisition criteria. Many had excessive debt, or were missing key business dynamics. The discipline and pursuit to successfully grow our business for the future will create interesting investigations and the best possible outcome.”

Idaho Timber is a member of Treated Wood Council, Idaho Forest Products Commission, North American Wholesale Lumber Association,

The Softwood Forest Products Buyer

American Wood Council and is SFI certified in several locations.

For more information visit www.idahotimber.com.

ONTARIO/QUEBEC TRENDS -
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When the price goes up, then supply starts to flood the market. It can change quickly.”

Still, he said he is more optimistic about the Softwood sector than he has been in some time.

“I think we have seen our darkest days in this cycle and, pending any economic disaster, we are on the right track. I think it will be a long, steady recovery,” he said, while adding a cautionary note. “There is no crystal ball.”

Although there is no way to reliably predict the future, at least one sales manager at a Quebec wholesale business believes that the strong prices will last at least through September. His wholesale operation, which works with Spruce, Pine, and Fir, has experienced solid pricing increases in recent months. He too noted the fact that supply and demand are better balanced today than they have been in recent years.

“It is the same thing as last year,” he said, with one significant exception. “There are less producers; that is why it is going up. We are seeing the same demand with half the production.”

His company, which sells to end users, is predicting that prices will remain firm into the fall and, hopefully,

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ONTARIO/QUEBEC TRENDS -

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beyond. Still, this salesman is hedging his bets.

"I say that, but I'm not the Bible," he said.

The owner of one small sawmill operation in Ontario said he remains confident that sales will continue to hold steady. But, he quickly admits, his business is a bit unique in terms of both its product mix and its customer base.

Working with Fir, Pine, and Hemlock, he has been producing wide plank flooring and large, structural timber beams for the past 30 years. He said the niche nature of his work has helped his business remain steady, despite global economic tribulations.

"Not too many people do it and I don't compete with anyone else, so I am a one of a kind scenario," he said. "It's not like Home Depot, which does x, y, z."

SOUTH/SOUTHEAST TRENDS -

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"The produce season is tough on our industry when it comes to transportation. Considering that there are fewer trucking operations now than in years past, it's hard to find the trucks when you need them. It was easier when we had orders on file, because you could plan in advance. When you're on the 'just-in-time' method, there isn't always a truck available immediately."

When asked what he expects from the latter half of the year, he said he believes his operation will finish "close to last year in regards to sales."

WESTERN TRENDS -

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ing isn't much more than he anticipated but availability of trucks is limited. "We've been having a difficult time adjusting to the limited amount of truckers that are actually still in business. Almost 50 percent of those that were in business two years ago are no longer operating."

The source believes the remainder of 2012 will be comparable to 2011. "We'll be looking at similar numbers for the year-end," he explained. "They may increase very moderately but we don't expect them to be much."

In Arizona a Softwood supplier said he anticipates trucking availability to loosen up in the weeks ahead. "This is the time of year that rates will increase and availability will be tight. When we head into the late summer months that, should change."

The contact said activity has increased in his area for all species, especially with the news of one local supplier mill being destroyed. "This particular mill produced quite a bit of lumber and the loss of it has put a pinch on manufacturers in the area. So basically we're in an unfortunate but unique position where few people are 'able' to say no to what's available right now."

TRADE TALK

Hancock Lumber Named Exporter Of The Year

Casco, Maine—The Maine International Trade Center recently

pany to keep all three of our mills running and our employees working during the U.S. recession. That's where the real credit goes, to our employees who have been flexible and able to adapt to new products and customers—on Monday they are making 1-inch boards for New York and on Tuesday 33-millimeter lumber for China," he said.



Members of the Hancock Lumber Team: Front Row (L to R): Erin Plummer, Russell Coulter, Mike Shane, Mike Halle, and Wendy Scribner. Back Row (L to R): John Yazwinski, Neal Kimball, Peter Bernier, Kevin Hancock, Wayne Huck, Glen Aibee and Eric Dolloff.

announced that Hancock Lumber has been named Maine's Exporter of the Year. Hancock Lumber is one of the largest manufacturers of Eastern White Pine (EWP) boards in North America. Hancock started their export business in 2007 and today ships their products all over the world.

Sawmill Division COO Kevin Hynes attributes the mills' success during one of America's toughest times to their diversification of markets, "Our export business has enabled the com-

When EWP is introduced to a new country, potential customers immediately accept it as a superior product to all other Pine species, according to Hancock representatives. It takes about 80 years to grow a EWP tree to maturity and this slow growth creates a very stable and durable product. Hancock is one of the few remaining lumber companies still growing its own trees, owning 12,500 acres of timberland in Cumberland and Oxford

Continued on page 28



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SERVING CONTINENTAL UNITED STATES

TRADE TALK

Continued from page 27

counties.

Kevin Hancock, a sixth-generation family member and the company's president, commented, "It is exciting to see a natural resource growing abundantly in Maine, manufactured in Maine and sold around the world. Our manufacturing facilities have developed exceptional flexibility and our sales team has been able to use that flexibility to customize products for a particular region of the world. It's really very exciting to see a unit of lumber in Casco, Bethel or Pittsfield, Maine, and know it is bound for global markets."

Established in 1848, Hancock Lumber Company is one of America's oldest and most distinguished family-owned lumber companies. Today, the company has 200 manufacturing employees in Maine with sawmills in Casco, Bethel and Pittsfield. In 2011 Hancock Lumber purchased over 50 million board feet of Eastern White Pine logs and spent over \$30 million dollars in the Maine economy from its manufacturing operations alone. Hancock Lumber also operates 10 retail locations across Maine and New Hampshire where their made-in-Maine Pine products are available.

For more information visit www.hancocklumber.com.

Collins Companies Adds Sales Staff

Portland, Ore.—Collins Companies, based here, recently announced the addition of Kevin Dodds, Joe La Berge and Grant Phillips to its sales staff. The primary focus of the new sales representatives will be domestic lum-



Grant Phillips, Joe La Berge and Kevin Dodds

ber and panel sales.

The family-owned Collins Companies was established in 1855, when T.D. Collins began timber operations in Pennsylvania. By the turn of the century, the family had expanded west to manage 94,000 acres in northeastern California. Today the firm's holdings also include three forests, each with an associated sawmill, including the 120,000 acre Collins Pennsylvania forest with Kane Hardwood sawmill; the 91,000 acre Collins Lakeview Forest in southern Oregon and northern California with Lakeview Sawmill (Fremont Sawmill); and the 95,000 acre Collins Almanor Forest in northern California with Chester Sawmill

(Collins Pine). Additionally, Collins owns Richwood Hardwood sawmill in West Virginia. Collins Products LLC, which manufactures TruWood® Siding and Trim and Collins Pine Particleboard®, are both available FSC certified. For more information visit www.CollinsWood.com.

Viance Announces New Appointments and Promotions

Charlotte, N.C.—Viance, LLC recently announced the appointments of Tim Schrader and Todd Schoffstoll, and the promotions of Dr. Kevin Archer, Dr. Lehong Jin and Steve Fur. Schrader has recently accepted the new position of director of sales and marketing. He comes to Viance with a wealth of experience and more than 30 years in retail building materials. His most recent role has been with Lowe's for nine years, as the merchandising director for boards, structural lumber and engineered wood products.

Archer was promoted to the newly created role of director of development. In this role, he will be responsible for all aspects of product development, with a focus on bringing products developed by the research group to commercialization. In addition to this responsibility, Archer will oversee the customer service lab and will ensure its linkage to the efforts of the commercial organization.

Jin has been promoted to the newly created role of director of research. In her new position, she will continue to maintain her responsibilities as director of the R&D Technology Center,

The Softwood Forest Products Buyer

and be responsible for all aspects of the company's long-term research program, including establishing the strategic direction of the research program and managing the various initiatives which are established as a part of the overall strategy. Lehong will also be responsible for all aspects of Viance's preservative formulation development work as well as field test sites.

Fur was promoted to the newly created role of director of engineering and technical services. In this role he will be responsible for all aspects of engineering and technical services teams, with a focus on providing exceptional services to the Viance treaters.

Also announced is the appointment of Todd Schoffstoll to the position of West Coast treating services manager. Based in Weed, Calif., he will provide service and support to Viance's domestic West Coast and Canadian customers.

Viance, LLC is an industry leader in the development of advanced greener building material solutions that improve the performance and durability of wood and wood products for sustainable building. Viance is a joint venture between Chemical Specialties, Inc., a wholly owned subsidiary of Rockwood Holdings, Inc. and Dow Chemical Company. For more information about Viance wood treatment solutions, visit www.treatedwood.com or call 1-800-421-8661.

Wright Joins Redwood Empire

Morgan Hill, Calif.—Redwood

Continued on page 32

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- Cost competitive and affordable

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- Contains no petroleum based products
- Made from 100% renewable North American resources

- Stays cool to the touch in summer heat
- Accepts a wide range of stains and finishes
- Real wood grain, not imitation

TRADE TALK

Continued from page 28

Empire, based here, recently announced the addition of Thom Wright to its sales team. Wright is formerly of All Coast Forest Products, Cloverdale, Calif.

Redwood Empire was started as a family business in 1971. The company is still family-owned, but has grown to service and supply the lumber industry not only in California but across the nation.

Distribution capabilities for the supplier include: Redwood, Douglas Fir, Plywood, Cedar, treated, Pine and a full line of Ipe decking.

Pittman Joins Idaho Timber Staff

Boise, Idaho—Idaho Timber Corp., located here, recently announced the addition of Drew Pittman to its sales staff.



Drew Pittman

Idaho Timber is a nationally recognized leader in the forest products industry providing an extensive range of quality wood products to markets across Canada, the United States and the Pacific Rim.

Carrillo Announced As Industrial Trader

Tigard, Ore.—Bridgewell Resources, headquartered here, recently announced Steve Carrillo has joined their team in Bend, Ore., as an industrial trader.



Steve Carrillo

Bridgewell Resources is a global wholesale distributor and sales organization serving retailers, manufacturers and other customers. The firm offers a wide range of value-added and specialty wood products in commercial and industrial construction, food and agriculture, mat products, and utility and construction products. For more information visit www.bridgewellresources.com.

Thompson Retires From WFP

Vancouver, B.C.—Western Forest Products, located here, recently announced salesman Bob Thompson has retired. He began his career in the forest products industry in 1974 at MacMillan Bloedel. Western Forest Products is an integrated Canadian company sustainably managing forests and



Bob Thompson

manufacturing wood products on the Coast of British Columbia.

The firm sources quality fiber from five distinct coastal B.C. tree species, each having its own unique properties, providing for the demands of their global customer base.

With 10 flexible milling facilities and a reputation for high quality products, to exacting customer specifications, the company's customers are supported by service agents in more than 15 locations around the world.

Weyerhaeuser Assists In Haiti Recovery

Federal Way, Wash.—As part of a 2010 pledge of up to \$250,000 to help in recovery and rebuilding in Haiti after the massive January 2010 earthquake affected up to 3 million people, Weyerhaeuser is assisting with construction of permanent homes in the country. These efforts build upon the company's charitable work completed to date, including the donation of framing lumber and plywood for emergency and transitional shelters, and its cooperation with the American Wood Council to develop wood-framed construction standards to meet wind and seismic requirements typical of Haiti and other Caribbean countries.

This year, Weyerhaeuser is donating materials and assisting Haiti-based Nehemiah Vision Ministries (NVM) with design support for five wood-framed homes. The company provided structural engineering expertise for homes designed to withstand wind and seismic loads appropriate for

The Softwood Forest Products Buyer Haiti, resist termites and stand up to moisture and humidity. The designs incorporate the Trus Joist® TJ® Shear Brace, which is an engineered brace that helps structures resist lateral forces from earthquakes and high winds, even in walls with many window and door openings. A team of Weyerhaeuser employees and other volunteers are organizing to travel to Haiti in October to construct the homes. Through Weyerhaeuser's Disaster Relief and Response Employee Volunteer Program, the company's employees have the opportunity to volunteer in Haiti as part of this effort for up to 80 hours paid time.

"Our associates have invested their careers in building a company that's the leader in structural frame products, software and services," said Glyn Boone, senior engineer for Weyerhaeuser. "It's our honor to share that expertise with the people of Haiti. So much of the devastation resulted from construction that wasn't designed to resist earthquake forces. Our hope is to work with local organizations and individuals to provide insights on more durable building methods."

For more information visit www.weyerhaeuser.com.

Seraphim Named President And COO of West Fraser

Vancouver, B.C.—West Fraser Timber Ltd., based here, recently announced Ted Seraphim as presi-

Continued on page 33



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TRADE TALK

Continued from page 32

dent and COO.

Seraphim has been with the company since 1997. Current President Hank Ketcham, who remains chairman and CEO served as president for 26 years.



Ted Seraphim

West Fraser Timber Co Ltd. is an integrated forest products company producing lumber, wood chips, fiberboard, plywood, pulp, and newsprint. Today, the company carries on its operations through subsidiary companies and joint ventures owned directly or indirectly by the company's principal operating subsidiary West Fraser Mills.

SFPA New Design Values Effective Now

Kenner, La.—Southern Forest Products Association, headquartered here, announced its "New Design Values" are now effective for visually graded Southern Pine and Mixed Southern Pine sized 2-inch to 4-inch wide and 2-inch to 4-inch thick (2x2s



through 4x4s) in No.2 and lower grades (No.2, No.3, Stud, Construction, Standard and Utility). This also includes new design values for No.2 Dense and No.2 NonDense Southern Pine.

The Southern Pine Inspection Bureau (SPIB) issued the new design values in Supplement No.9 to the 2002 Standard Grading Rules for Southern Pine Lumber. Design values for all other grades and sizes of visually graded Southern Pine remain unchanged, pending results of testing scheduled for completion later this year.

SPIB and Timber Products are currently working to complete the full In-Grade matrix by destructively testing Select Structural 2x4s, No.2 and Select Structural 2x8s, and No.2 and Select Structural 2x10s in bending, tension and compression. Additional design value changes are expected once all the testing is completed later this year. Moving forward, Southern Pine will continue to be monitored with annual destructive testing.

Complete information about the new design values can be found at www.southernpine.com. For questions, contact Cathy by e-mail at ckaake@sfpa.org.

Lumber Products Files For Bankruptcy

Tualitin, Ore.—Supplier of lumber and plywood products, Lumber Products, based here, has filed for Chapter 11 bankruptcy protection.

The Eugene Register-Guard reported that Lumber Products Inc. listed

assets of between \$10 million and \$50 million and an equal range of liabilities.

Ernest Hall and his son founded Lumber Products nearly 75 years ago after deciding the millwork business needed wholesale distributors.

The company also has locations in Eugene; Spokane and Kent, Wash.; Boise, Idaho; Bozeman, Mont.; Salt Lake City, Utah; Chandler, Ariz.; and Albuquerque, N.M.

WEST COAST TRENDS -

Continued from page 20

"Our board production and sales are moving right along. We see the U.S. slowly getting stronger. Our sales to the U.S. have been up quite a bit since the year started, partly due to shortage of Doug Fir board supply. Our offshore business is really booming." He said their sales are roughly 1/3 to the U.S., 1/3 to Canada and 1/3 offshore. "My cohort in sales is in China right now on a sales trip. Our sales and volume are up significantly over last year, roughly up 20 million feet. There are shortages of one-inch boards partly due to some mill closures. Inventories are non-existent except at the sawmill level. We have the lowest inventory we have had in the last 10 years and our production is up! We are running five days a week, 24 hours a day—and our moulders are running on Saturday if we can find the crew to run them."

One Vancouver, B.C., wholesaler said that his business is mostly fencing sales from his company's remanufacturing operation. "Our fencing sales have been strong and our building mats for the oil fields are selling very well. Fencing is very competitive with Spruce fencing the cheapest product available. Lately 2x4s are up \$50 per thousand, which is good for us. We have been keeping our inventories very low and so far sales this year are markedly better than last year."

Mike Holm, partner in Oregon-Canadian Forest Products, North Plains, Ore., said, "Overall our high grade finish material sales are going okay, better than the last couple of years. We are adjusting to handling just in time sales, partial truck loads and smaller orders. Our order file is out four weeks on finish products. This is the best order file we've seen since the middle of 2008. The big picture—it's okay. It would be nice to be able to get paid for all the extra service we give for most orders—like we used to be able to do. Buyers are very selective and very specific and most of them are very savvy and do a good job for our customer. Business is better than last year, but we need to make more profit. Our expenses continue to rise—such as clear water services adding 3 percent to our charges and more regulations and more cost involved to do business. We have to provide more worker education than ever before in a very competitive environment for good workers. It is harder to find quality people to do manual jobs." Holm said that recently Oregon-Canadian invested a significant amount of dollars in creating an entirely new website. To check it out go to

Continued on page 35

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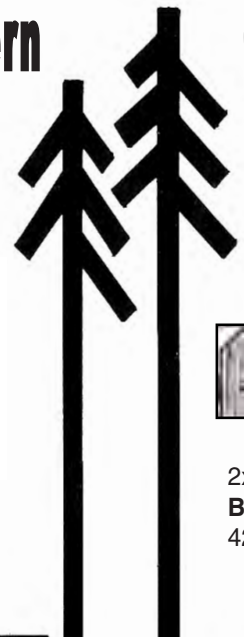
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WEST COAST TRENDS -

Continued from page 33

www.ocfp.com.

A Portland wholesaler said that one of his sawmill suppliers that operates four sawmills told him his company is operating at only 30 percent of capacity, doing no hiring and sees no change in the immediate future.

Bob Maurer with Swanson Group, Glendale, Ore., said that his company's four mills are all staying busy. He said his company currently operates a stud mill, a dimension mill and two plywood plants. "Although three months back we lost a bit of production time due to a log shortage, we now have a healthy log inventory and log prices have come down a bit. Overall we are operating an average of 60 hours a week, but we are not at full capacity. Dimension and structural panels are enjoying strong sales and supply is in good balance with demand. We see a stable and steady market. We see business slowly improving, with lots of multi-family housing being built on the west coast. Overall there seems to be a more positive atmosphere in the marketplace. Trading is in a fairly narrow range lately, never really taking off, but never diving either. We are out about eight days on our lumber sales. At our two plywood mills sales are out to July 9th—and stud sales are out to July 9th, too. Texas has been a good market for us and California is trying to come back."

Dan Keller, owner of Keller Lumber Company, Roseburg, Ore., said, "Our Cedar fencing mill is operating only about 16 hours a week; that is up from several weeks ago when we were running just eight hours a day. I think we saw a nice surge in business in early 2012, and business is definitely improved over the first six months of last year, but improvement will be slow. The weakness in the European economy is going to have an effect. The U.S. is bigger, but we owe too much money. I am hoping we don't experience what Argentina did 12 years ago when they defaulted on all their debt. Argentina is one of the richest countries in the world in terms of natural resources, but poor management by their country's leaders got them into trouble. Finally, 12 years later, they are coming back. I'm hoping we don't experience what they did."

Dan Priesterback of Pacific Western Lumber, Inc., Lakewood, Wash., said, "The first part of 2012 has been better than we expected and better than the first six months of last year. We see an uncertain second half. Everyone is very cautious. They talk about the November election, the stock market is up and down. People are scared. They don't know what to expect from our government regarding regulations, taxes and the ever increasing cost of doing business. As a result, buying is hand to mouth. There is enough supply of most items. No manufacturer is running full blast. We are all adjusting and doing what we have to do to survive in a difficult, and unpredictable

business environment." Pacific Western markets Cedar products, log home products, poles, pilings, railroad products, agricultural items, horse fencing and crane mats.

Mark Grube in sales for Zip-O-Log Mills, Inc., Eugene, Ore., said, "Until recently our timber sales were slow, but it has picked up in the past month and we are cautiously optimistic that it might continue for the rest of the year. There are low inventories at the distribution levels. Timbers and cuttings – that's our focus. Our products go into larger custom homes and higher end construction projects, which are always the last things to see being built in a changing economy. We don't see our products into small spec homes or multi-family building projects. Our dimension sales have seen better business this year, but that isn't our main product." Grube said he is happy to announce that Al Gedroez joined his sales team in the last week.

Darren Duchi of Siskiyou Forest Products, Andersen, Calif., said, "From our perspective as a remanufacturer, we see demand and sales improving. We are busy and we've got good orders, but I do not feel confident that there is enough momentum to sustain the current pace. I have a fear of the foreign economic problems having a negative effect on our world, countries like Greece, Spain, Portugal and Italy. All of them face major economic issues and we are not isolated from their troubles. As a world picture we are better off than we were in 2009. We are twice as busy now than we were then, but the question is—is it sustainable. I think mills have the hammer now more than they have in the last five or six years. Wholesalers are seeing prices improve. But we are all facing higher overhead costs. California's gourmet gas is now \$4.29 per gallon, regulations and restrictions by our government continue to make profitability a real challenge, especially here in California. Believe me, if we could afford to pick up and move our plant to another state, we would not be located here." Siskiyou offers a two coat exterior prime product, clear, finger jointed Western Red Cedar and Redwood for exterior use, and offers surfacing in special sizes and lengths.

MIDWEST TRENDS -

Continued from page 20

As for other issues affecting his operation, he indicated fuel costs are improving to a degree. "We've seen fuel prices rise as they typically do this time of year but in the last few weeks they've come off a little and we're managing."

When asked how he feels 2012 will close, a supplier in Oklahoma said he looks for 2012 to surpass 2011 but not at an excessive measure. "We're not looking for much of an increase, but we'll see better figures year-over-year for sure."

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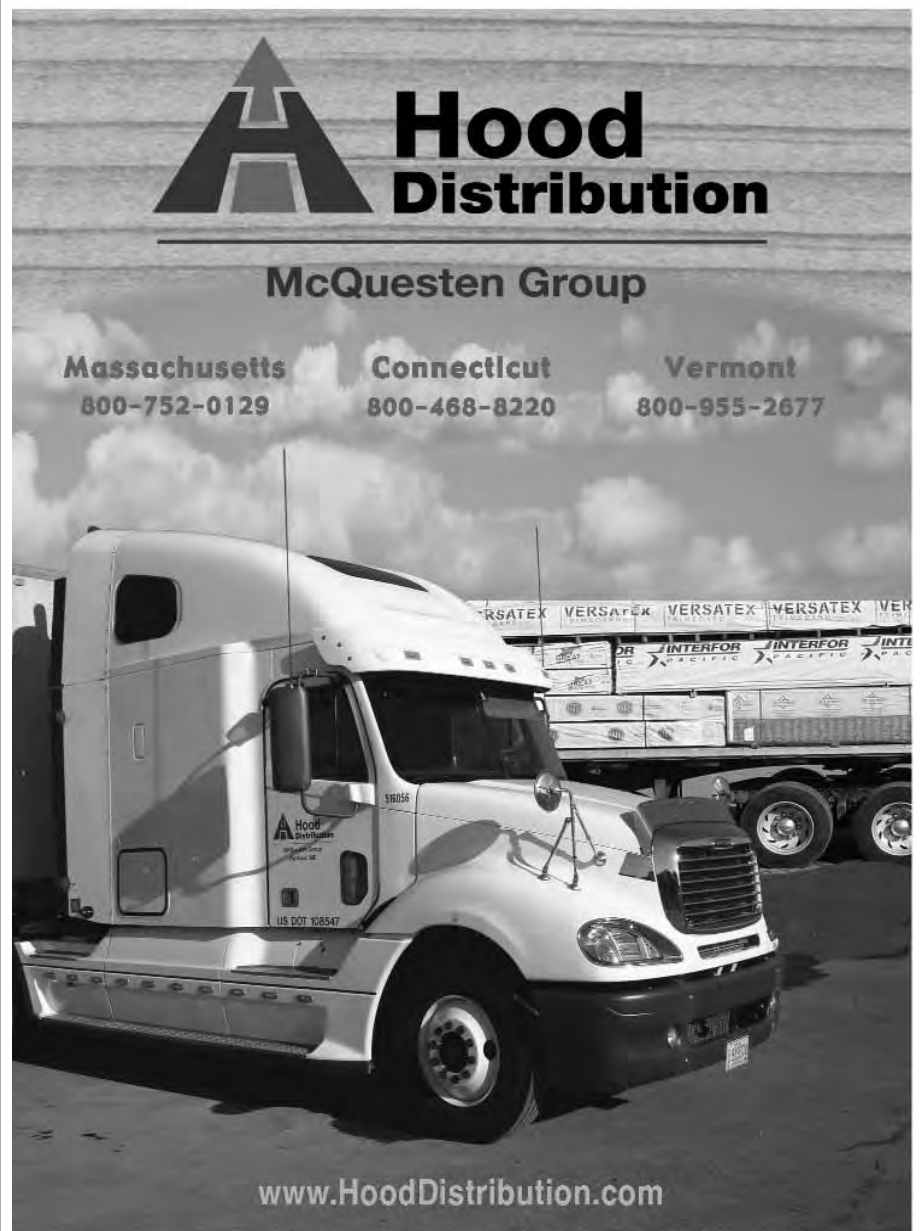
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AUGUST
Umpqua Valley Lumber Association, Mill Tours, Banquet convenes at The Heritage House, Canyonville, Ore. Contact: 541-874-2241. Aug. 2-3

International Woodworking Fair, Georgia World Congress Center, Atlanta, Ga. Contact: 404-693-8333. Aug. 22-25.

SEPTEMBER
NAWLA, Wood Basics Course, Oregon State University, Corvallis, Ore. Contact: 800-527-8258. Sept. 10-13.

Northeastern Lumber Manufacturers Association, York Harbor Inn, York

Harbor, Maine. Contact: 207-829-6901. Sept. 20-21.

OCTOBER
Northeastern Retail Lumber Association, Annual Meeting, Sarasota Springs, N.Y. Contact: 518-286-1010. Oct. 12-13.

NOVEMBER
NAWLA Traders Market, Hyatt Regency Chicago, Chicago, Ill. Contact: 800-527-8258. Nov. 7-8.

APA-The Engineered Wood Association, Annual Meeting, Ritz-Carlton, Amelia Island, Fla. Contact: 253-565-6600. Nov. 10-13.

Greenbuild, Greenbuild Expo 2012, San Francisco, Calif. Contact: 800-795-1747. Nov. 13-16.

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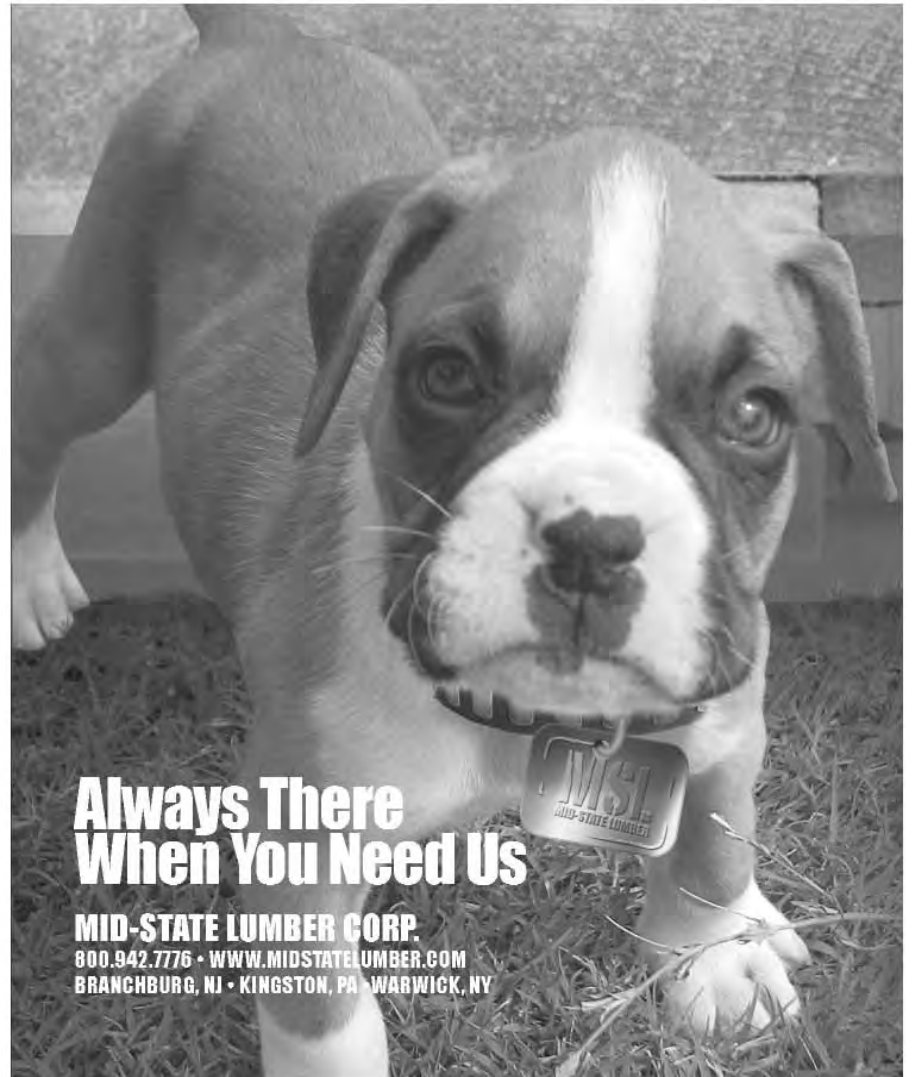
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