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Vol. 27 No. 2 The Softwood Industry's only newspaper....now reaching 39,725 firms (20,000 per issue)

March/April 2012

Northeastern Retail Lumber Association Hosts 2012 LBM Expo

By Terry Miller

Mashantucket, Conn.—The three-day annual Northeastern Retail Lumber Association (NRLA) LBM Expo 2012 was held recently at MGM Foxwoods and attended by high-volume crowds who visited two showroom

floors and attended a packed schedule of speakers.

In addition to viewing the latest products exhibited by vendors, attendees enjoyed many educational seminars, such as the following: Boise Cascade's
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Chuck Gaede, Durgin & Crowell Lumber Co. Inc., New London, N.H.; Win Smith, Limington Lumber Co., East Baldwin, Maine; Tonia Tibbetts, Robbins Lumber Inc., Searsport, Maine; Jeff Easterling, Northeastern Lumber Manufacturers Assoc., Cumberland Center, Maine; Jim Robbins, Robbins Lumber Inc.; and B Manning, Durgin & Crowell Lumber Co. Inc.



Chris Burns, Bob Kruse, Robert Grabeklis, Bill Giguere, Andrew Goodman, Cindy Sinnott, Josh Goodman, and Andy Sinnott, Sherwood Lumber Corp., Islandia, N.Y.



Scott Babbitt and Bob Carroll, Boston Cedar, Mansfield, Mass.; and Jeff Derby, Western Forest Products Inc., Vancouver, B.C.



Scott Hanson, Hood Distribution, Manchester, Conn.; Doug Keller, Liz Ritz, and Kevin Stanton, Hood Distribution, Ayer, Mass.; and Bill Christou, Uncle Hilde's Lumber Outlet, Tilton, N.H.

Fed Chairman Bernake Addresses International Builders Show Attendees

By Terry Miller

Orlando, Fla.—The Orange County Convention Center served for the sixth time in eight years as the recent site of the International Builders Show (IBS), sponsored by the National Association of Home Builders (NAHB), drawing approximately 45 to 50,000 attendees and about 900 exhibitors.

Among various speakers at IBS was Federal Reserve Chairman Ben Bernake. He noted that credit restraints on home buyers and builders continue to impede the housing and economic recovery in this country. Bernake told attendees that his message to lending regulators is to facilitate a balanced approach and approve loans for those who meet underwriting stan-

dards.

Bernake's comments reiterate common themes written into a January white paper presented to Congress. In it, the Federal Reserve wrote that "restoring the health of the housing market is a necessary part of a broader strategy for economic recovery."

In addition to the hundreds of product displays on view at the multi-day IBS, more than 160 information and networking sessions were available to attendees. Among some of the more popular were: "Universal Design: Affordable

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Richard Lane, Viance, Charlotte, N.C.; Don Danko, Viance, Santa Maria, Calif.; Barbara Stewart, Tom Fitzgerald and Leda Johnson, Viance, Charlotte, N.C.; Brian Delbrueck, Viance, Bellevue, Wash.; and Chris Kollwitz, Viance, Charlotte, N.C.



Michael Griffiths, Nordic Engineered Wood, Albany, N.Y.; Albert Renaud and Michael Winkel, Nordic Engineered Wood, Montreal, Que.; Tony Saad, Nordic Engineered Wood, Toronto, Ont.; Nicolas Angleys, Nordic Engineered Wood, Montreal, Que.; and Jean-Marc Dubois, Nordic Engineered Wood, Albany, N.Y.

Who's Who In Softwoods



JEREMY ASHER

Jeremy Asher is sales manager for the **Specialty Products Group**. Asher works out of **Bridgewell Resources**, headquartered in Tigard, Ore. Bridgewell is a global wholesale distributor

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SCOTT BOYER SR.

Scott Boyer Sr. is the new general manager for **Richardson Timbers**, located in Dallas, Texas. Richardson Timbers, located here, has been serving independent lumber yards through

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DAVID JONES

David Jones is responsible for sales and marketing of Ponderosa Pine and Radiata boards, patterns and Cedar Split Fencing for **Idaho Timber's** Home Center division located

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ALYSON KINGSLEY

Alyson Kingsley is a sales representative for **The Collins Companies**, headquartered in Portland, Ore. The Collins Companies offer a variety of Softwood species

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JACK KNIGHT

Jack Knight is territory manager for **Mid-State Lumber Corp.**, headquartered in Branchburg, N.J. He resides in Epping, N.H. Mid-State carries Cedar, Fir, dimensional

Continued on page 18



RICHARD QUITADAMO

Richard Quitadamo is a new sales manager for **Eastern Forest Products**, located in Lyndeborough, N.H. Eastern Forest Products is a wholesale distributor of lumber products, including

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AF&PA Board Elects New Chairman and Officers

The American Forest & Paper Association (AF&PA) based in Washington, D.C., recently announced the election of Boise, Inc. Chairman and CEO Alexander Toeldte as new AF&PA Board Chairman, along with the 2012 slate of board officers.

Toeldte has served as president and chief executive officer of Boise, Inc. since February 2008. Since being elected to AF&PA's Board of Directors in November of the same year, Mr. Toeldte has been an active member of the board, serving in leadership posi-

THE WASHINGTON SCENE

tions within our CEO Task Force and committee structure. A native of Cologne, Toeldte studied economics at the Albert-Ludwigs-Universitat in Freiburg, Germany and received his M.B.A. from McGill University in Montreal, Canada.

"I am honored to be elected as chairman of the board for 2012," said Toeldte. "AF&PA member companies manufacture products that are integral to society and provide well-paying jobs for thousands of Americans. We are proud of the fact that our industry is one of the largest producers and users of green renewable biomass energy in the world. We have also led the way in voluntarily recycling our products. I look forward to working

APA Seminars Detail Advanced Framing and Top 10 Framing Errors

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

Two APA presentations at the recent 2012 International Builders Show in Orlando, Fl., drew large audiences. "Advanced Framing: Time to Green-up Your Structure," focused on methods to increase cavity insulation to meet more stringent energy codes and meet the thermal bridging requirements of Energy Star 3, without compromising the strength and durability of homes. Continuous wood structural panel sheathing was highlighted as a way to provide bracing and a stand-alone substrate for siding attachment. Approximately 150 people attended the seminar, which was being presented for the first time at the show. Participating builders expressed interest in learning about construction options that will enable them to meet energy code requirements and meet the thermal bridging requirements of

Energy Star 3 with wood structural panel sheathing. Advanced framing with 2x6 wood studs spaced 24 inches on center, combined with wood structural panel sheathing, is one of the most cost-effective solutions for builders trying to balance increasingly stringent energy codes with structural building code requirements. Details presented in the seminar are also described in a new design guide published this month by APA. The "Advanced Framing Construction Guide," Form M400, can be ordered from APA, or downloaded from the APA website at www.apawood.org.

The second presentation, APA's legacy program "Top 10 Framing Errors and 5 Ways to Avoid Them," drew an audience of 110. The popular seminar focuses on proper design and installa-

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with my colleagues to help increase awareness of our sustainability success story."

Also elected to officer positions by the AF&PA Board are:

First Vice Chairman - David W. Scheible, president and CEO of Graphic Packaging Corporation; Second Vice Chairman - John D. Williams, president and CEO of Domtar, Inc.; and Immediate Past Chairman - Jim Hannan, CEO and president of Georgia-Pacific LLC.

Also beginning terms as members of the AF&PA Board of Directors in 2012, are: William B. Johnson, CEO of Johnson Timber Company; George D. Jones, president and CEO of Seaman Paper Company of Massachusetts, Inc.; Frank Papa, president and CEO, The Newark Group; Allan F. Trinkwald, president of Simpson Investment Company; and Russell Wanke, vice president/general manager of Thilmany Papers LLC.

For a complete board listing and more information about AF&PA, visit www.afandpa.org.

AWC Statement on the U.S. District Court Decision to Vacate Stay of Boiler MACT Rules

The American Wood Council (AWC) President Robert Glowinski today issued the following statement regarding Judge Friedman's District Court decision to vacate the stay of the Boiler MACT rules.

"The Court's decision to vacate the stay of the 2011 Boiler MACT and Incinerator rules puts thousands of wood product industry jobs at risk. The already-inadequate compliance timeframe now has been significantly impacted, making the costly and complicated task of compliance that much more confusing and difficult. This ruling underscores the need for swift legislative action. Congress has the ability to help protect American manufacturing by passing the EPA Regulatory Relief Act - which will give EPA time to finalize a more appropriate set of rules and provide much-needed certainty to businesses across the coun-

try - and we urge them to do so without delay."

AWC also recently announced the election of its 2012 officers and board of directors.

Ray Dillon of Deltic Timber was newly elected, and Rob Taylor of Weyerhaeuser was reelected to the board. Members who will continue to serve on the board include: George Emmerson, Sierra Pacific; Tom Corrick, Boise Cascade; Pat Patranella, Temple Inland; Jim Rabe, Masonite; and Diana Blenkhorn for the Canadian Wood Council. The board of directors is nominated and elected by AWC membership.

"On behalf of all the members of AWC, we're pleased to have such experienced board representation," said AWC President Robert Glowinski. "We had many great achievements in 2011 on building codes, standards, and sustainability efforts, as well as on public policy issues on Capitol Hill and in the states. We expect that with this board's leadership, we will continue to grow, prosper, and make a difference for the wood products industry."

Forest Groups Satisfied With SLA Extension

The Ontario Forest Industries Association (OFIA) and the Council of the Quebec Forest Industry (QFIC) are satisfied with the two-year extension of the Canada-U.S. Softwood Lumber Agreement (SLA), announced recently by Federal Minister of Foreign Affairs and International Trade (DFAIT), the Honorable Ed Fast. The groups also stated they are pleased that issues raised by Central Canada's forest sector with DFAIT are reflected in the extension.

"This endorsement of the extension by the Central Canada Industries is based on current economic conditions which have, even without the competitive constraints of the SLA, shuttered much production and reduced substantially Central Canada's export capacity," said Mrs. Jamie Lim,

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HERITAGE HOMES OF NEBRASKA Goes Above And Beyond

By Bridget McCrea



To build an average of 135 homes annually, Heritage Homes procures about 500,000 board feet of kiln-dried lumber.



All homes are built indoors, thus eradicating 85 percent of "mother nature's wrath" from the equation during the construction process.



All Heritage Homes are built to UBC and IRC standards and meet all local building codes. All homes come standard with a 3-year workmanship warranty and a 10-year structural warranty administered through Residential Warranty Corporation (RWC).



All of the firm's homes incorporate quality national brand products like Moen faucets; CertainTeed brand shingles, vinyl siding and pre-stained fiber cement sidings; James Hardie fiber cement siding and soffit material; Sherwin Williams paints; and Armstrong vinyl flooring.

Wayne, Neb.—When disaster strikes, Heritage Homes of Nebraska, Inc., is there to help. Located here, this designer and manufacturer of custom Uniform Building Code (UBC) and International Residential Code (IRC) modular homes serves clients throughout Nebraska, Iowa, Minnesota, South Dakota, Kansas, New Mexico, Colorado, Wyoming, Montana and Canada.

Many of those regions experience destructive weather events. Last year alone Heritage Homes assisted in the aftermath of the tornado outbreak in Mapleton, Iowa and the Missouri River flooding in Hamburg, Iowa, among other devastating events that have left homeowners scrambling to find shelter.

To build an average of 135 homes annually, Heritage Homes procures about 500,000 board feet of kiln-dried lumber. When buying its raw

materials from wholesalers and mills the company prefers to purchase 2x10, #2 Hemlock Fir and Southern Yellow Pine; 2x4 and 2x6, #2 Spruce-Pine-Fir; and White Fir in 2x4 and 2x6; and Spruce-Pine-Fir premium studs. It also buys 2x4 and 2x6 Spruce-Pine-Fir, MSR 1650; and 2x12x20 Hemlock Fir #2.

"When those situations occur every minute counts," said Mike Mattison, sales manager. "In fact, we've created a disaster relief policy for prospective homeowners, who get priority if and when they're adversely affected by a natural disaster."

That policy is backed up by a promise to expedite orders in three ways: Processing (the company will expedite all processing of blueprints and orders to accommodate faster construction times); scheduling (once the order is finalized as buildable with all complete details, deposits and proof of financing, the home is scheduled for construction in the next available construction time slot); and home setting and zip-up (the manufacturer works with an authorized builder to expedite delivery, setting and zip-up).

In business since 1978, Heritage Homes is known for going above and beyond the call of duty when it comes to servicing its customers. All homes are built indoors, thus eradicating 85 percent of "mother nature's wrath" from the equation during the construc-

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As part of that commitment to environmental consciousness the company builds homes that are Energy Star certified, and that come with a 3-year written heating and cooling guarantee.

The company's new 3D program, for example, allows buyers to view their home in 3D before it's even built or installed.



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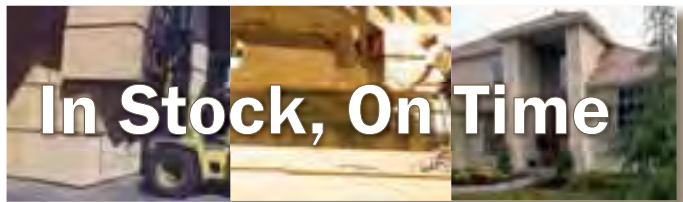
Finished Western Red Cedar products are packaged with bottom protection and 100% plastic banding to reduce iron stain.



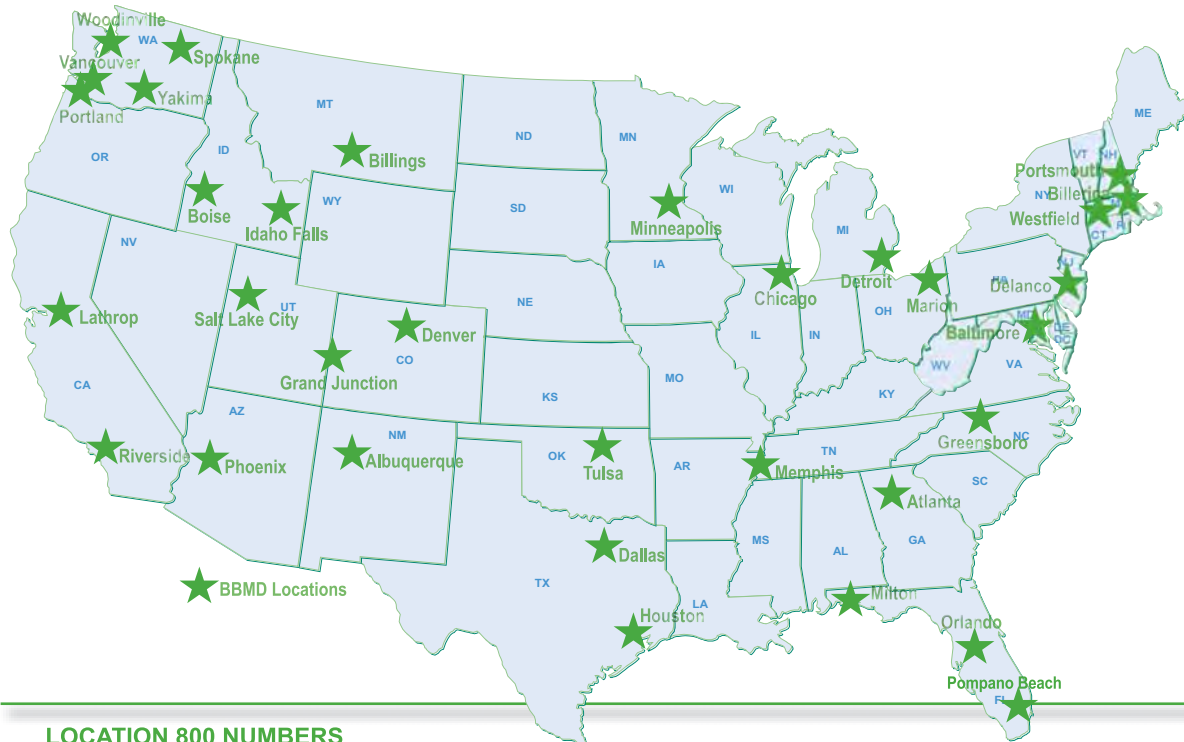
Plastic chains throughout to reduce iron stain



West Bay Forest Products supplies over 40 million board feet of Western Red Cedar annually.



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		BillERICA, MA - Eastern Region Office	800-843-9663

Langley, B.C.—West Bay Forest Products & Manufacturing Ltd., based here, offers 100 percent Western Red Cedar products including: trim and fascia boards, decking, fencing, siding, timbers, balusters, patterns and all custom inquiries.

Occupying their current facility for approximately 12 years, West Bay's nationally branded "PREFER^{RED} CEDAR Brand" Cedar products are produced with the customer in mind and are graded to meet the highest standards, according to company President Don Dorazio. "We offer finishing that is second to none with extensive packaging and value-added options that provide customers with the best in Western Red Cedar," he explained. "Keeping in mind the changes occurring in the marketing of Cedar products, we have an operation that is flexible enough to handle larger runs, but also handle small runs of specified products, plus be able to ship less than truckload lots and be able to manufacture a multitude of items, all with the goal of being completely customer focused."

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6-12 Stetson Ross planer is operated and maintained by planerman Brett Landry.

Nationally Branded PREFER^{RED} CEDAR is graded as NO HOLE, NO WANE, NO ROT, NO IRON STAIN



Visit our website at www.BC.com/bmd

HANCOCK LUMBER — Making Every Board, Customer, Employee Count

By Terry Miller



Hancock's 'Every Board Counts' campaign includes an employee pledge consisting of 12 key statements to ensure every board manufactured at their sawmills meets or exceeds customers' expectations.



Perhaps the biggest project is the complete upgrade to Hancock's Casco planer mill facility, which started late last fall and continued into the winter of 2012. This project includes the replacement of the manual trim tally system with a new automated trim and tally system, along with an automated end stamping station.



Hancock completed construction at their Pittsfield Operation on a building that houses a new Weinig moulder. This facility will bring the total number of planing/moulding operations to six.

Casco, Maine—Hancock Lumber Company continues to cultivate a higher purpose among their employees, introduce innovative manufacturing processes and expand their operations, carrying on a 164-year family tradition of producing Eastern White Pine boards that are among the finest in the world.

Once again, Hancock has raised the bar to enhance their customer-based

work environment, focusing on forming better relationships between the buyer and the employee responsible for the customer's individual order. Matt Duprey, vp sales and marketing, explained, "Hancock's marketing and sales team have developed a new concept—our 'Every Board Counts' campaign; an employee pledge consisting of 12 key statements to ensure every board manufactured at our

sawmills meets or exceeds our customers' expectations. What that means is that every board that goes through the hands of our employees and on to the customer will be in its best form from start to finish and we've gotten our employees' commitments to make sure they're taking ownership in their part of the process." Hanging from the rafters in each mill are 16' tall banners proudly boasting

the 'Every Board Counts' logo and employee commitments. Hancock realizes that living up to their customer promises takes the combined teamwork and focus of all Hancock's employees. "Ask any grader who the customer is for the boards they are grading that day and they will be able to tell you," said Duprey. "And, there is a good chance that the grader has

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Five-year boiler/moulder operator Jason Hunt offered, "Every Board Counts' means that our customers are so valuable to us, we're willing to do whatever it takes to make sure that every board is exactly what our customers want that individual board to be."



Wayne Morrell, who works in the sorting department, said, "We make the best of every board that comes through our area and it's rewarding to see the finished product and know that you had a part in creating it."

Sawmill department leadman Troy Manson has been employed by Hancock for eight years.



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Special Packaging/Services – Oregon-Canadian offers an array of services for the convenience of our customers. Above is a unit of Western Red Cedar, packaged with cardboard top and bottom, and heavy-duty corner protectors.

CORLEY MANUFACTURING—Continues to be Innovative in These Challenging Times

By Terry Miller



Corley's product line includes carriages, band mills, carriage feeds, optimization, linebar and horizontal resaw systems, edger and trimmer systems, and conveying equipment for the entire sawmill.



Corley board feeder in operation.



A new Corley carriage frame in the machining stage of production.



Chip Corley shown with a redesigned Tyrone-Berry carriage drive, one of many new and updated products to their equipment line.



Lumber going through a Corley linebar resaw system.



Corley's horizontal resaw is shown here.



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Chattanooga, Tenn.—Since its establishment in 1905, Corley has been meeting the demands of their customers by developing and marketing a wide range sawmill equipment. They are constantly adapting to new technologies, making their products more durable, more sophisticated, and also more user-friendly.

The company acquired Lewis Controls in 1983 and Tyrone-Berry in 2003 in an effort to expand their line of sawmill machinery. Today, Corley's product line includes carriages, band mills, carriage feeds, optimization, linebar and horizontal resaw systems, edger and trimmer systems, and conveying equipment for the entire sawmill. The partnership between these three companies has enabled them to put together the entire package according to Chip Corley, chairman and chief executive officer of

Continued on page 26



Corley recently replaced the optimizing edger system with a new four-saw edger as well as a new Lewis optimization and scanning system.

A log is shown processing through a Corley tilt carriage.



BC Wood Launches 9th Global Buyers Mission

By Randi Walker
Director of Marketing and Communications



For the past few years, the Global Buyers Mission (GBM) has hosted over 700 delegates to this invitation-only event, designed to bring together international buyers of wood and value-added wood products, with Canadian manufacturers.

For many years now, the Softwood Buyer has been participating in and reporting on the success of this world class Global Buyers Mission (GBM) that takes place in Whistler, B.C., every September. The BC Wood Specialties Group is about to launch the 9th annual event and we thought it was a good time to tell everyone how and why this has become such an important activity for wood products buyers and sellers.

Orson May, from American International Forest Products in Portland, sums it up this way: "I look forward to my annual 'workation' in Whistler for many reasons. The GBM invites me to a world-class vacation spot to meet BC mill contacts whom I've never met and to reconnect with those I already know. The event is top-notch, with enjoyable social events and an out-



During the trade show portion of the event, there is the opportunity of meeting with Canadian manufacturers of products that include cabinetry; engineered wood products; remanufactured items and components; pre-fabricated housing and structures; log / post & beam / timber-frame homes and structures; millwork & finished building products and specialty lumber including Western Red Cedar - all in a comfortable, networking environment.



Collaborating with the Cedar Shake & Shingle Bureau (CSSB) and the Western Red Cedar Lumber and Export Associations, the GBM continues to be a great success for buyers and suppliers alike, with estimates last year of over \$20 million in new business developed.



BC Wood contends that in today's challenging market, it is important to find new sources of high quality, competitively priced wood products and stay on top of new products and changing market needs.



The GBM offers that chance and welcomes buyers from across the U.S. Whether you need reman stock for your manufacturing business in California, shakes & shingles for your customers in Maine or large timbers and high-end millwork for your resort development project in Hawaii - you can find top-notch manufacturers and suppliers at the GBM in Whistler.



standing, un-crowded trade show. It is apparent how much planning and organization goes into the event because it is tightly and efficiently run. The truly international attendees add to the interest and excitement ... the GBM is one of our favorite 'weekends' of the year. I work and my wife shops! Count us in for 2012!"

For the past few years, the Global Buyers Mission has hosted over 700 delegates to this invitation-only event, designed to bring together international buyers of wood and value-added wood products, with Canadian manufacturers. Collaborating with the Cedar Shake & Shingle Bureau (CSSB) and the Western Red Cedar Lumber (WRCLA) and Export Associations, the GBM continues to be a great success for buyers and suppliers alike, with estimates last year of over \$20 million in new business developed.

Organizer Randi Walker from BC Wood said, "We go to Whistler to get away from the bustle of the city and relax in the ambience of this world class resort - that is also ripe with excellent examples of building with wood! Our job at BC Wood is to connect buyers of wood products with sellers and manufacturers from Canada and we do this by pre-qualifying the incoming buyers - whether they are from the U.S., Japan, Europe - anywhere in the world that buys or wants to buy wood from Canada, with the actual manufacturers and suppliers. We purposefully keep the event on the small side, so there is not the 'rushed' feel of a big trade show, but also so that we can entertain and accommodate all the participants. We make it very easy by booking and paying for all the hotels, providing ground transport to and from Whistler to Vancouver, providing the breakfasts and evening meals/activities and generally just making it a great place to

Continued on page 30

**DURGIN
CROWELL**

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IBS Attendees Network At PPG Gathering

Photos By Terry Miller



Mike Mocer, David Weakley Homes, Orlando, Fla.; Amy Mercante, PPG Industries, Pittsburgh, Pa.; Bo Duffie, David Weakley Homes; Juanita Markovich, PPG Industries, Orlando, Fla.; and Derek Holtman, David Weakley Homes



Jeanette Waksmunski, Patrick Hanulak and Dee Schlotter, PPG Industries, Pittsburgh, Pa.



Rex Gordon, Terry Sievers, and Jeff Turner, The Drees Company, Ft. Mitchell, Ky.



Brent Dixon and Ken Crowley, PPG Industries, Orlando, Fla.



Emma Shinn and Chuck Shinn Jr., Builder Partnerships, Littleton, Colo.; and Paul Deffenbaugh and Suzanne Thibeault, Builder Partnerships, Chicago, Ill.



Dawn Rampino, G.B. Painting, Orlando, Fla.; Lauren Arcaro, Encore Home Builders, Aventura, Fla.; Neal Eisner, Encore Home Builders, Boca Raton, Fla.; and John Rampino, G.B. Painting

Orlando, Fla.—PPG Industrial Coatings, headquartered in Pittsburgh, Pa., hosted a cocktail

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Linda Jenkins and Chad Schramme, Darling Homes, Dallas and Houston, Texas; and Barry Mize, PPG Industries, Dallas, Texas



Patrick Hanulak, PPG Industries, Pittsburgh, Pa.; Rich Davis, Hanley Wood, Washington, D.C.; and Chuck Moloney, PPG Industries, Tallahassee, Fla.



Bobby Culver, PPG Industries, Tallahassee, Fla.; Craig Tomiser, PPG Industries, St. Louis, Mo.; Monica Wheaton, Builder Partnerships, Littleton, Colo.; and Ryan Nash, DSLD LLC, Denham Springs, La.

Robert Brockman, Drew Brandt, and Lionel Rossignol, CertainTeed, Valley Forge, Pa.; and Todd Solomon, CertainTeed, Tampa, Fla.





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