

# MID-STATE Welcomes Guests To Reception

By Terry Miller



Kenny, David and Gary Bernstein, Mid-State Lumber Corp., Branchburg, N.J.



Jay MacDonald, Cape Cod Lumber Co., Inc., Abington, Mass.; Steve Booz, Royal Building Products, Marion, Va.; Mel Westerman, Cape Cod Lumber Co., Inc.; and Gary Bernstein, Mid-State Lumber Corp., Branchburg, N.J.



(seated) Jamie Ryall, Bridgewater Wholesale Inc., Branchburg, N.J.; Gregg Laurie, Building Products International, Napoleon, Mich.; (standing) Brock Ryall, Bridgewater Wholesale Inc.; and Kenny Bernstein, Mid-State Lumber Corp., Branchburg, N.J.



Curtis Walker, The Waldun Group, Maple Ridge, B.C.; David Bernstein, Mid-State Lumber Corp., Branchburg, N.J.; and Mike Moscoe, Blue Star Products, Portland, Ore.



Bob Chandonet, New England Building Supply, Boston, Mass.; Jack Knight and Kenny Bernstein, Mid-State Lumber Corp., Branchburg, N.J.; and Patrick O'Grady and John McQuinn, Jackson Lumber & Millwork Co., Lawrence, Mass.



Duncan Facey, ENAP Inc., New Windsor, N.Y.; Gary Bernstein, Mid-State Lumber Corp., Branchburg, N.J.; Mark Barnard, SnapDragon Associates, Bedford, N.H.; Mike Petrocelli, Petrocelli Marketing Group, Merrimack, N.H.; and Bob Lambert, SnapDragon Associates

**Mashantucket, Conn.**—Mid-State Lumber Corp. welcomed guests to a cocktail party hosted by the company in the Grand Pequot Ballroom at MGM

Continued on page 31



John Fijalkowski, Mid-State Lumber Corp., Branchburg, N.J.; Steve Roche, East Haven Builders Supply, East Haven, Conn.; Bob O'Brien, Mid-State Lumber Corp.; and Phil Altieri, Country Lumber, Cheshire, Conn.



Chris Borsari, Country Lumber, Cheshire, Conn.; David Bernstein, Mid-State Lumber Corp., Branchburg, N.J.; and Joe Esposito and Joe Marenga, Country Lumber



Mark Demarco, Trex, Billerica, Mass.; John Hogan, Mid-State Lumber Corp., Long Island, N.Y.; Tom Haas, Triangle Building Products, Bedford, N.Y.; and Paul Martin and Mike Bendler, East Islip Lumber Co. Inc., East Islip, N.Y.

Chuck Anson, Tamko Building Products Inc., Columbus, Ohio; Mike Kelly, Mid-State Lumber Corp., Branchburg, N.J.; Patrick Healy, Tamko Building Products Inc., Canton, Mass.; and Tim Luttrell, Tamko Building Products Inc., Joplin, Mo.



Additional photos on page 31

## FINDING THE RIGHT P&C INSURER SHOULDN'T TEAR YOU TO PIECES.

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NRLA Photos - Continued from page 1



Barry Russin, Russin Lumber Corp., Montgomery, N.Y.; and Tony Shepley, chairman of the Northeastern Retail Lumber Assoc., Shepley Wood Products, Hyannis, Mass.



Greg Haupt, Weaber Inc., Lebanon, Pa.; Tangi Roney, Taylor Lumber Co., McDermott, Ohio; and Matt Weaber, Weaber Inc.



John Westmaas, PPG Machine Applied Coatings, Montgomery, Ill.; Tom Hunter, PPG Machine Applied Coatings, Wells, Maine; and Andy Collins, BlueLinX, Bellingham, Mass.



Kris Roche, Boise Cascade LLC, Westfield, Mass.; Chris Kelliher and Dave George, Boise Cascade LLC, Portsmouth, N.H.; Laura Schulze, Boise Cascade LLC, Billerica, Mass.; Ray Insani, Boise Cascade LLC, Westfield, Mass.; Abby Sampson, Boise Cascade LLC, Billerica, Mass.; Chip Wood, Boise Cascade LLC, Portsmouth, N.H.; and Nathan Oliveri and Dan Morgado, Boise Cascade LLC, Westfield, Mass.



Kent Hillemeir, Rex Lumber Co., South Windsor, Conn.; Peter Hoeffele, Rex Lumber Co., Englishtown, N.J.; Tom Murray, Rex Lumber Co., Acton, Mass.; Edward Godek, Rex Lumber Co., South Windsor, Conn.; and Brad Mehl, Patrick Lumber Co., Portland, Ore.



Phil Lamoureux and Bill Kelley, Coastal Forest Products, Bedford, N.H.; John Smart, Cabot, Seabrook, N.H.; and Matt Pedrone, Cabot, Newburyport, Mass.



Curtis Walker, The Waldun Group, Maple Ridge, B.C.; Ray Unick, Manufacturers Reserve Supply, Irvington, N.J.; Kathy Klassen, Pacific Coast Cedar Products Ltd., Maple Ridge, B.C.; and Pete King and Dan Fisk, Manufacturers Reserve Supply



Robert Acierno, National Forest Products Ltd., London, Ont.; and David Belletete, Belletete's Inc., Jaffrey, N.H.



Craig Myers and Bill Johnson, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; Sheila Michaud, Pennsylvania Lumbermens Mutual Insurance Co., Gardiner, Maine; and John Smith, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.



Toby Sonder, Leonard Lumber Co., Durham, Conn.; Matt McNamara, L. Sweet Lumber Co. Inc., Providence, R.I.; and Jeff Leonard, Leonard Lumber Co.



Jack Curry, Warren Trask Co., Stoughton, Mass.; Jim Robbins, Robbins Lumber Inc., Searsport, Maine; Gil Adams, Warren Trask Co.; Alden Robbins, Robbins Lumber Inc.; and Paul Burnham, Warren Trask Co.



Jean-Marc Dubois, Nordic Engineered Wood, Slingerlands, N.Y.; Mark Leger, Coastal Forest Products, Bow, N.H.; Corey Poulin, Poulin Lumber Co., Derby, Vt.; and Michael Griffiths, Nordic Engineered Wood



Jack Ryan, Kleet Lumber Co. Inc., Huntington, N.Y.; Curtis Walker, The Waldun Group, Maple Ridge, B.C.; and Roger Champagne, Capital Forest Products Inc., Annapolis, Md.



John Smart, Cabot, Seabrook, N.H.; Tom Jones, The Teal-Jones Group, Surrey, B.C.; Aron Kurlander, Capital Forest Products Inc., Annapolis, Md.; and Scott Boates, The Teal-Jones Group



Mark Schmidt, Keiver-Willard Lumber Corp., Newburyport, Mass.; Donald Hopkins, Scituate Lumber, North Scituate, R.I.; and Craig Cole, Patti Heintzelman, Paul DeRoche, and Robert Keiver, Keiver-Willard Lumber Corp.



Shawn Keeley, Progressive Solutions Inc., Gardendale, Ala.; and Jim Moschitto, Progressive Solutions Inc., Methuen, Mass.



Kevin O'Connor, DMSI, Omaha, Neb.; Matt Beckerle and Al Munderville, Beckerle Lumber Supply Co. Inc., Spring Valley, N.Y.



Crawford Haythe Jr., Brett Miller and Peter Baker, J. Gibson McLvain Co., White Marsh, Md.

Additional photos on page 14



# GBM™

## Global Buyers Mission

### Whistler British Columbia



The 8th annual 2011 Global Buyers Mission (GBM) welcomed almost 700 delegates to Whistler, for the third year in a row. We would like to thank those buyers that joined us from all across America, including Hawaii! We had an amazing venue, with great weather and excellent business opportunities for US wood products buyers. We are planning our next GBM in Whistler so are asking you to Save the Date!

See you at the 2012 GBM, Sept. 6-8, 2012, Whistler

[www.bcwood.com](http://www.bcwood.com)





**NRLA Photos - Continued from page 12**



Joe Cusack and Renee King, Boston Cedar, Mansfield, Mass.; and Ed Downes, Downes & Reader Hardwood Co. Inc., Stoughton, Mass.



Terry Miller, Softwood Forest Products Buyer, Memphis, Tenn.; and Renee King, Boston Cedar, Mansfield, Mass.



Jack Knight, Mike Kelly and David Bernstein Mid-State Lumber Corp., Branchburg, N.J.; David Mihalchic, Interstate Lumber, Croton Falls, N.Y.; and Kenny Bernstein and Otto Kinzel, Mid-State Lumber Corp.



Ray Gordon, Phil Pierce, Joe Gorrasi and Sean Herlihy, Holt & Bugbee Inc., Tewksbury, Mass.

**IBS Photos - Continued from page 1**



Matt Caissie, Fraser Wood Siding, Fredricton, N.B.; Liz Ritz, Hood Distribution, Ayer, Mass.; and Tom Jenkins, Fraser Wood Siding, Edmunston, N.B.



Mark Johnson, Boise Cascade LLC, Albany, N.Y.; Marion Bailey, Boise Cascade LLC, Fayetteville, Ark.; Roger Farnand, Boise Cascade LLC, Anchorage, Alaska; and Charlie Walker, Boise Cascade LLC, Atlanta, Ga.



Patrick Hanulak and Amy Mercante, PPG Machine Applied Coatings, Pittsburgh, Pa.; Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; and David Jeffers, PPG Machine Applied Coatings, Raleigh, N.C.



Randy Engh, B.C. Shake & Shingle Assoc., Mission, B.C.; and Jeanine Jerkovic, Canadian Consulate, Phoenix, Ariz.



Joel Lynch, ProBuild, Anchorage, Alaska; Vince Gervasi, ProBuild, Plant City, Fla.; and Al Procopio Jr., Pro Development Group, Gambrills, Md.



Brian Daniel, Brian Daniel Construction Co., Newport, N.C.; and Keith Wiegiers, Bitterroot Valley Forest Products, Missoula, Mont.



Colin Ayers, and Frank Iannucci, Ram Forest Products Inc., Gormley, Ont.; and Brian Delbrueck, Viance, Bellevue, Wash.



Rick Hutchins, Eastman Chemical Co., Kingsport, Tenn.; Jeff Baumgartner, Lampe & Malphrus Lumber Co., Smithfield, N.C.; and Laurie Paulonis and Deborah Crain, Eastman Chemical Co.



Gary Darby and Amy Warren, Weyerhaeuser Co., Federal Way, Wash.



Richard and Dan Wigh, Wytex Construction Inc., Valrico, Fla.; and Sam Bond, Huber Engineered Woods LLC, Jacksonville, Fla.



Allan Burk, Kim Rogers, Lorraine Bittles and Luke Wong, LP Building Products, Nashville, Tenn.



Jeff Siverhus, Christine Marvin, and Bill Boyd, Marvin Windows & Doors, Warroad, Minn.



Mike Schoech, and Erica Fisk, Wine Cellar Innovations, Cincinnati, Ohio; and Tim Roche, Roche & Co. LLC, Bay Village, Ohio



Cliff Meadows, Armstrong World Industries Inc. and Beaulieu Group, Dalton, Ga.; and Ruben Romero and Kevin Patrick, Beaulieu Group



Mark Knorr, and Jay Wojcik, Lincoln Windows, Merrill, Wis.



Steve Banducci and Greg Hannah, Ontario, representatives of Canadian government, Sault Ste. Marie, Ontario, Canada.



Jerry Vulgaris, Trussed Inc., Perris, Calif; and Blair MacLeod, Marwood Ltd., Bedford, N.S.



Bill Torpey, and Scott Marshall, Cedar Valley Manufacturing Inc., Hollister, Calif.



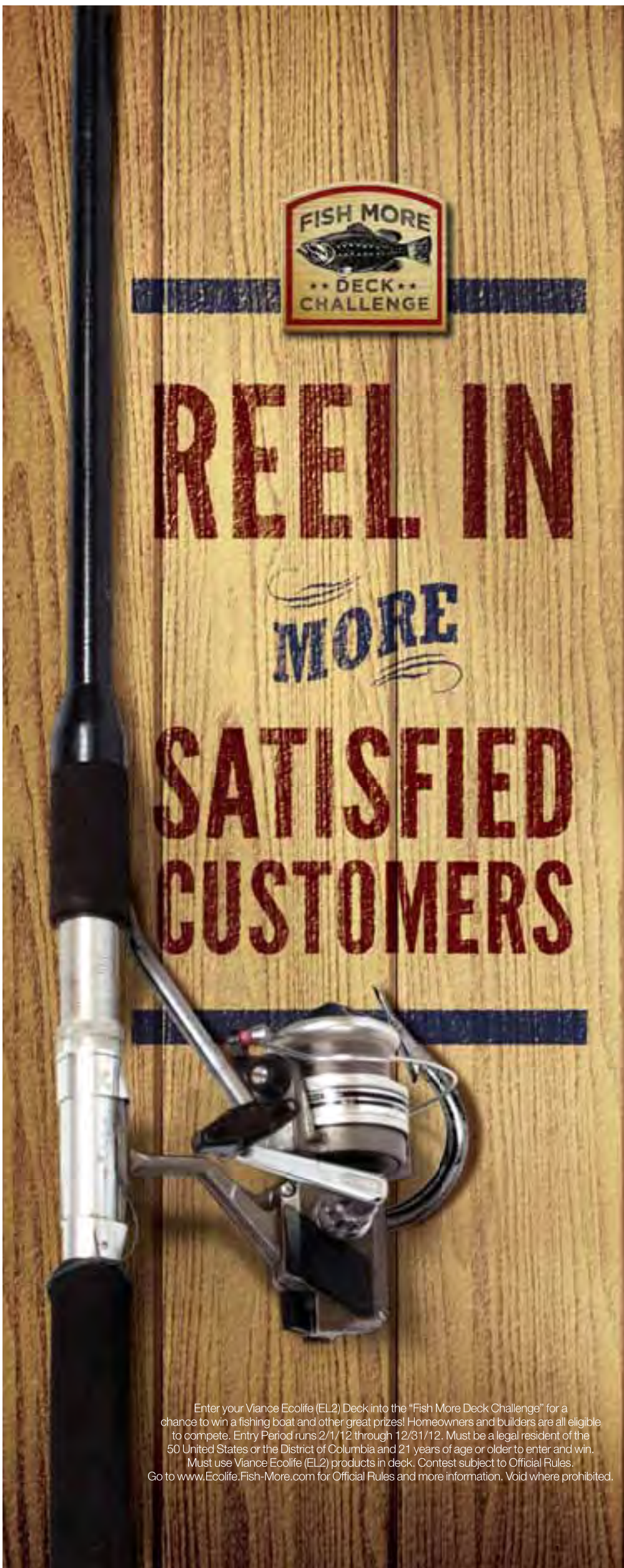
Ross Commerford, and Scott Stubbington, Norbord Industries Inc.; and John Mikkelsen, ProBuild, Denver, Colo.



Sam Collister, Boulanger, Warwick, Quebec

Additional photos on page 25





Enter your Viance Ecolife (EL2) Deck into the "Fish More Deck Challenge" for a chance to win a fishing boat and other great prizes! Homeowners and builders are all eligible to compete. Entry Period runs 2/1/12 through 12/31/12. Must be a legal resident of the 50 United States or the District of Columbia and 21 years of age or older to enter and win. Must use Viance Ecolife (EL2) products in deck. Contest subject to Official Rules. Go to [www.Ecolife.Fish-More.com](http://www.Ecolife.Fish-More.com) for Official Rules and more information. Void where prohibited.

When you build with Ecolife™ Stabilized Weather-Resistant Wood, you'll experience more satisfied customers and fewer callbacks. That means you can reel in more time to fish for more business or spend a day at the lake. And what better way to take back your weekends than winning a 2012 Tracker® Pro Team™ 175 TF boat, motor, and trailer? Just enter your Viance Ecolife (EL2) Decks into the "Fish-More Deck Challenge".

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TEN \$500 HOMEOWNER DIY MONTHLY PRIZES

## HOW TO ENTER

- 1 Use Ecolife Stabilized Weather-Resistant Wood for your deck projects, and build great-looking decks!
- 2 Take quality photos of the finished deck project.
- 3 Enter the contest by filling out the online entry form and uploading the photos and the Ecolife (EL2) purchase receipt at [www.Ecolife.Fish-More.com](http://www.Ecolife.Fish-More.com).
- 4 Enter by the monthly deadline to compete for that month's prize. Enter by the 12/31/12 deadline to compete for the Grand Prize. The homeowner and builder of a deck may co-register as a team to compete for the Grand Prize!





**NRLA -**  
Continued from page 1

Introduction to Wood I-Joists and Laminated Veneer Lumber; Bob Berg, of RISI, Two Year Outlook for the North American Panel and Softwood Lumber Markets; and Shawn McCadden's Remodeling Industry Trends and Changes for 2012.

NRLA also conducted a business meeting during the event as well as a welcome reception. Additionally, an industry recognition dinner was sponsored by DMSI.

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

the Northeastern United States. The NRLA is an industry leader in education, legislative and regulatory reform, and member programs and services. It also produces the industry's largest regional trade show, Lumber and Building Material Expo ([www.lbmexpo.com](http://www.lbmexpo.com)).

While the world has changed dramatically since 1894, the mission of the NRLA has remained constant: "To unite, lead, represent, train, and provide a forum for the successful evolution of the independent lumber and building material dealers in the Northeast."

For more information, go online to [www.nrla.org](http://www.nrla.org).

**IBS -**  
Continued from page 1

Alternatives for Builders and Remodelers"; speakers from NAHB and Better Homes and Gardens teamed up to present new-home designs, features and technologies

destined to drive the industry; social media networking; and the NAHB and AIA Floor Plan Review Workshop.

Dates for IBS 2013 have been announced. The trade show is set for Jan. 22-24 in Las Vegas. For information on next year's show, visit online at [www.buildersshow.com](http://www.buildersshow.com).

**WASHINGTON SCENE -**  
Continued from page 2

President and CEO of the Ontario Forest Industries Association (OFIA). "This announcement removes an uncertainty that hung over the forest sector. It does not solve the problems of market or economic conditions, but at least our companies exporting Softwood lumber to the United States are now aware of the rules that will apply until October 2015," said M. André Tremblay, President and CEO of the Council of the Québec Forest Industry (QFIC).

Canada's Softwood lumber industry

The Softwood Forest Products Buyer paid an initiation fee of \$1 billion for the SLA that was split with half going to the U.S. lumber companies and the rest used for joint North American lumber initiatives. This initiation fee was paid despite a legal ruling that would have seen all duty deposits returned to Canada. Lim and Tremblay concluded by stating, "The renewal of the Agreement on Softwood Lumber until 2015 is good news for those Central Canada companies who continue to export lumber to the extent it provides certainty around access to the U.S. market. Economic analysts forecast a steady and consistent growth in the U.S. home building sector and an increase in consumption forecasted for 2013 should benefit Central Canada companies."

**WHO'S WHO - Asher**  
Continued from page 2

and sales organization serving retailers, manufacturers, and other customers with a wide range of value-added products in commercial and industrial construction, mats, utility and construction and wood products.

Bridgewell's Specialty Products Group specializes in providing a diverse line of domestic and international products in three main categories: building, concrete and packaging products. Building materials range from off-grade OSB and panels to nails, landscape timbers and fencing. From bracing to chamfer boards or concrete form boards like BBOES, MDO, HDO, Bridgewell offers a mix of concrete products. In addition, look to them for a complete selection of packaging, strapping and transportation products like PET strapping, pallets, corner protectors and more.

Originally from Medford, Ore., Asher started his career in the lumber industry with North Pacific in 2000. Prior to that, Asher attended Tigard High School in Tigard, Ore., and graduated from University of Oregon (U of O) with a degree in psychology and minor in business. As a football player at U of O, he was named "Defensive Player of the Year" ('91), 2<sup>nd</sup> Team All Pac 10 ('94), 1<sup>st</sup> Team All Pac 10 ('95) and played in two bowl games: Rose Bowl ('94), Cotton Bowl ('95). After leading the Oregon Ducks in tackles, he was drafted by the Washington Redskins in 1996. After two years in the NFL, a neck injury caused him to leave the NFL, which brought him to the lumber industry.

Currently, Asher resides in Lake Oswego, Ore., with his wife Erin and two children. In his free time, he enjoys fly-fishing and golf.

Bridgewell offers several value-added services including mixed or partial loads, break bulk, cut to size, a variety of packaging options and more. They are an operating company of Atlas Holdings LLC, a Connecticut-based company that owns and operates businesses in a number of industrial sectors. More information about their products and services can be found at [www.BridgewellResources.com](http://www.BridgewellResources.com).



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## RETAIL REVIEW

### Michigan Lumber Dealer Finishes New Warehouse

**Grand Haven, Mich.**—D. Baker & Son Lumber occupied its new storage warehouse, located here, a year after heavy snow caused the roof on the original building to collapse.

During construction, the 140-year-old business has operated from nearby leased space. Business manager Nada Edson said it was difficult to adjust to the new building, but her staff pulled together and made it through the transition period.

The new 15,706-square foot building was built on the same footprint as the old one, although it is taller and customers can drive through the 66-foot long space. Other improvements include a larger office, additional showroom space, and a new computer system-which had not been upgraded since the 1990s.

### Dunn Lumber Doubles Inventory

**Kirkland, Wash.**—Dunn Lumber has doubled the amount of its inventory at its store here. The expanding chain plans to do the same with all other locations on a store-by-store basis.

Established in 1907 by Albert Dunn, Dunn Lumber offers building materials that include lumber, fasteners, tools, paints, caulks/adhesives and cleaning, plumbing and electrical supplies. For more information visit [www.dunnlumber.com](http://www.dunnlumber.com).

### Red River Lumber Joins LMC

**Texarkana, Texas**—Red River Lumber, based here, has joined Lumbermen's Merchandising Corporation (LMC) network of independent lumberyard locations across the United States and in the Bahamas. The company is a diversified building materials retailer. Red River Lumber is comprised of two traditional contractor-oriented lumberyards complemented by a 20,000-square-foot showroom known as "The Design Center." The showroom features flooring, granite, doors and windows, appliances, fireplaces and custom cabinetry. Furthermore, the firm is a full line building materials provider with an emphasis on design, delivery and installation.

Red River Lumber, a local business started in 1992, is owned and operated by Mike Craven, president. Red River takes great pride in being an active member of the Texarkana Chamber of Commerce, Better Business Bureau, and the Homebuilders Association of Texarkana. They are also a distributor of the number one brand of garage doors - Overhead Door Company. For more information visit [www.redriverlumber.com](http://www.redriverlumber.com).

LMC is a forest products and building materials buying group in the U.S., owned by independent lumber and building material dealers. Over 1,200 LMC dealer loca-

tions cover 49 states plus the Bahamas. "Building Business Together" is LMC's philosophy, rooted in a history of working together and standing the test of time since 1935. LMC dealers are united in their purchasing; creating a strong foundation that supports the growth of unique supplier relationships and purchasing opportunities. For more information about LMC, visit [www.lmc.net](http://www.lmc.net).

### Kuiken Lumber Turns 100

**Fair Lawn, N.J.**—Kuiken Brothers Company Inc., located here, recently celebrated its 100th anniversary.

Founded in 1912, Kuiken Brothers has nine locations, offering lumber panel, building materials, goods and services. In June of

2011 the company opened its latest retail store on a 12-acre site in Succasunna, N.J. The operation features a state-of-the-art, drive-through lumber and building materials facility for builders, remodelers and homeowners.

Kuiken Brothers also offers educational workshops for builders, remodelers, architects and designers on the latest products and best practices. The firm will also host its annual Product Expo in November 2012 to mark its centennial.

For more information visit [www.kuikenbrothers.com](http://www.kuikenbrothers.com).

### Weyerhaeuser Assists Retailers With Estima

**Federal Way, Wash.**—Weyerhaeuser, based here, recently unveiled its Estima software and services, which help building material dealers improve

the accuracy and thoroughness of their take-offs for structural framing products.

According to Weyerhaeuser Estima will help dealers develop consistent and clear material estimates, saving time and money. Technical staff will be able to set up profiles for individual customers, separate yard locations and automatically incorporate other details into estimates.

"Weyerhaeuser Distribution works closely with building material dealers to help them to do their jobs easier and be a valued resource to their builder customers," said Nate Jorgensen, VP of distribution for Weyerhaeuser. "Getting the take-off right often makes the difference between whether a job is profitable or not for the dealer. Estima software and services provide dealers with a better way to manage material lists, and speed up the take-off process. The tools also help reduce short-load orders, saving time and money on deliveries, while improving customer satisfaction."

Continued on page 19



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**WHO'S WHO - Boyer**

Continued from page 2

distribution for over 60 years, and is one of the leaders in custom millwork and manufacturing of customized timbers.

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 through 16-foot RIL only - board or pattern; and oak timbers up to 12x12 and in lengths up to 20 feet.

Boyer graduated from South Garland High School, located in Garland, Texas, and was a former sales manager of Capital Lumber Co., located in Dallas, Texas. He began his career in the forest products industry at Handy Dan, also located in Dallas.

He and his wife DeDe have two children and two grandchildren. In his

spare time Boyer enjoys spending time with his family and the outdoors.

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](http://www.richardsontimbers.com).

**WHO'S WHO - Jones**

Continued from page 2

in Boise, Idaho.

Idaho Timber's manufacturing, distribution and sales are located in facilities throughout the United States. Approximately 700 million board feet of lumber products are shipped by rail and truck. Idaho Timber plants produce a steady volume of Ponderosa Pine, Douglas Fir, White Fir, Spruce, Southern Yellow Pine and Cedar products.

Jones has been with Idaho Timber for approximately two years. Previous

positions held include lumber trader, Western Timber Products, Coeur d' Alene, Idaho, and owner and president of Idaho Forest Inc., Boise, Idaho. He began his career in the forest products industry at Universal Forest Products, Gordon, Pa. in 1978. He has three sons and enjoys fishing, hunting, golf, rafting and camping in his spare time.

Idaho Timber is a nationally recognized leader in the forest products industry providing an extensive range of wood products to markets across North America, and the Pacific Rim. For more information visit [www.idahotimber.com](http://www.idahotimber.com).

**WHO'S WHO - Kingsley**

Continued from page 2

including: White Fir, Ponderosa Pine, Lodgepole Pine, Sugar Pine, Incense Cedar and Douglas Fir. The company also carries domestic hardwoods including black cherry, hard and soft maple, red and white oak, ash, poplar,

The Softwood Forest Products Buyer

basewood, birch, beech and Collins own pacific albus. The firm's annual production is approximately 465 million board feet.

Kingsley has been employed with Collins for 14 years and in her current position for approximately three years. Her first job in the forest products industry was working as a receptionist for Collins in 1997. "Over the past 14 years I have played a role in many of the departments within the company," she said.

A graduate of Crescent Valley High School, located in Corvallis, Ore., she attended Clackamas Community College.

Kingsley and her partner of 10 years, Steve Meyer, have two children. In her spare time she enjoys running, gardening, bird watching, reading and watching her children play competitive soccer.

The Collins Companies, family-owned since 1855, features high quality wood products including: Softwoods, hardwoods, moulding, paneling, engineered wood siding, and Pine particleboard. Collins also features a full line of FSC-certified wood products from their forests in Ore., Calif., and Pa. Their headquarters are in Portland, Oregon and facilities are located in: Kane, Pa., Richwood, W.Va., Chester, Calif., Boardman, Lakeview, and Klamath Falls, Ore.

For more information visit [www.CollinsWood.com](http://www.CollinsWood.com).

**WHO'S WHO - Knight**

Continued from page 2

lumber, Pine and Western Red Cedar siding, shakes and shingles, Capitalize Regal Rail, James Hardi Siding, Ipe, Blue Star Red Meranti, and Tiger Claw.

Knight has been in the forest products industry for 35 years. Previous positions include: national accounts manager; sales manager; and territory manager.

A graduate of South Boston High School, he obtained his bachelor's degree in business management at New Hampshire College, Manchester, N.H.

Mid-State is a member of the Northeastern Retail Lumber Association.

Knight and his wife of 40 years Beatrice have one son, a daughter, two grandsons and two granddaughters. In his spare time he enjoys golf, traveling and cooking for family and friends.

Mid-State Lumber has three full service facilities located in Branchburg, N.J., Kingston, Pa., and Warwick, N.Y. The firm's customer base spans the Mid-Atlantic and New England regions. Commodity inventories are maintained in several Eastern seaboard re-load centers. For more information visit [www.midstatelumber.com](http://www.midstatelumber.com).

**HERITAGE -**

Continued from page 4

tion process. Because the homes are

Continued on page 21



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## RETAIL REVIEW

Continued from page 17

Weyerhaeuser serves the residential, multi-family and light commercial construction sectors from 30 facilities. Weyerhaeuser Distribution carries Weyerhaeuser and Trus Jois-branded structural frame products along with specialty building products. For more information visit [www.weyerhaeuser.com](http://www.weyerhaeuser.com).

### Remodeling Sentiment Rises

**Washington, D.C.**—According to the National Association of Home Builders (NAHB), the Remodeling Market Index (RMI) increased to 46.6 in the fourth quarter of 2011 from 41.7 in the third quarter. NAHB said this is a five-year high. The RMI component measuring current market conditions rose to 48.4 from 43.0 in the previous quarter. The RMI component that measures future indicators of remodeling business was also positive, increasing to 44.8 from 40.04.

RMI levels below 50 indicate that more remodelers report market activity is lower (compared to the previous quarter) than report it is higher. Overall RMI averages current remodeling activity with indicators of future activity.

"As more consumers remain in their homes rather than move in this economy, remodelers benefited from a gradual increase in home improvement activity, taking us to a five-year high," said NAHB Remodelers Chairman Bob Peterson, also a remodeler from Ft. Collins, Colo. "2011 ended on a strong note for the remodeling industry."

### Home Depot Acquires Redbeacon

**Atlanta, Ga.**—Home Depot, located here, has acquired Redbeacon, San Mateo, Calif., which has a software platform that allows users to search, browse, and book pre-screened, home-service contractors that have paid a fee to be listed on Redbeacon's website.



The company also offers an iPhone app that allows users to get service quotes without a home visit. The app uses the phone's GPS to locate the job and match it with appropriate professionals, who then provide quotes and compete for the job.

Founded in the San Francisco, Calif., area by three former Google employees, Redbeacon has expanded to all major metropolitan areas of the U.S. Home Depot will use the service to connect its own customers—both consumers and professionals.

### A. C. Houston Closes Vegas

**Las Vegas, Nev.**—A.C. Houston Lumber is now operating from

only two locations—Indio, Calif., and Ketchum, Idaho.

The firm recently sold the assets of its Las Vegas, Nev., operation to Desert Lumber in North Las Vegas.

A.C. Houston retained the lease on its Vegas lumberyard/truss/wall panel complex; however, it signed a non-compete clause for southern Nevada. President Ron Mason will expand instead in California. Its corporate office will remain in Las Vegas for the short term.

Desert Lumber will continue operating out of its own N. Las Vegas lumberyard, Las Vegas truss plant, and Las Vegas fastener and supply center.

### New Mexico Hardware Stores Combine

**Clovis, N.M.**—Triangle Ace Hardware, located here, is merging with local competitor Burns

Hardware Do-It Center.

Burns has closed its Clovis store and moved into Triangle's larger location, under the purview of Burns owner James Burns.

Triangle owner Richard Petty will take "a less active role" in the business, while general manager and IT administrator Randy Petty will depart, after 37 years with Triangle.

Burns also operates Burns Hardware stores in Tucumcari and Raton, N.M., and Texline, Texas.

### Lowe's Adding Western Support Center

**Albuquerque, N.M.**—Lowe's is set to open a 65,000-square foot customer support center in Albuquerque, N.M., this month, to complement its center in Wilkesboro, N.C.

The facility will provide such



support functions as customer care, store support, Internet sales support and repair services for customers.

Lowe's also announced at the International Builders' Show its entrance into the do-it-yourself ramp market, with an affordable, configurable ramp system. According to a representative, the Gatehouse Custom Access Ramp System makes accessibility attractive and easy, as life's needs change. The program will be available to consumers in Lowe's stores and on Lowes.com in spring 2012.

For more information visit [www.lowes.com](http://www.lowes.com).

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## Midwest Business Trends



**By Paul Miller Jr.**  
Assistant  
Managing Editor

Mild weather patterns across many regions in the U.S. are having an impact on business conditions. For

Softwood suppliers in the Midwest, activity has improved. In Iowa a source said market conditions are up by at least 10 percent. "Mild weather across the nation has played a large part in continued activity," he explained. "The perception that the economy is getting better is also a contributing factor."

Handling Spruce/Pine/Fir, Fir Larch, Southern Yellow Pine, and Hemlock Fir, the contact said, "All of the species are utilized in different applications but SPF is moving the best."

As for inventory levels, he said his inventory is down from 2011. "Prices are higher so we're keeping a lower

inventory. There is usually a buying opportunity; you just have to keep your eye on the market. When there is one, we'll build our inventory back up. Going into spring there has been a lot of business in the winter and a lot of figuring for spring also. We have several orders on file already."

When asked about transportation issues the source said, "The fuel charges and surcharges are always an issue. We make a lot of deliveries and the price of fuel makes it difficult sometimes."

Marketing to contractors and DIY's, a contact in Missouri noted that his customers seem to be busy. "The remodeling industry has been holding steady, and we've seen more orders from people who are ready to stop waiting and get on with their plans. The fact that we're in an election year certainly has a hand in it. People are for better or worse scared that if we get a new administration it won't necessarily be a 'better' administration. And so that project that they had on hold is in the forefront now."

As for what's ahead in 2012, the source offered, "In our area and I think

Continued on page 32

## West Coast Business Trends



**By Wayne Miller**  
Executive Editor

Cautious optimism was expressed by most suppliers reporting in mid-February, but several people admitted that it is a

struggle to make sales and break even, much less make a profit. Carlos Furtado, sales manager for Sawarne Lumber, Richmond, B.C., said, "There is some Western Red Cedar production out there—the big mills have to produce wood—but there is not enough demand for the primary mills, much less secondary sources like our company. Any large volumes being sold goes to the larger mills, and those big mills are doing things now to make a sale that they would never have done a few years ago, such as selling a single timber instead of a minimum truck or car load. I'd say suppliers in gener-

The Softwood Forest Products Buyer are still in a survival mode. I don't really see any light at the end of the tunnel. I feel we are still three to five years out to a significant recovery. Some areas of the U.S. are still very depressed. Our company is keeping a minimal crew here and at our Washington State location, but our overall business is off more than 50 percent from four or five years ago."

**Al Fortune, owner of Mid Valley Lumber** in Alderbrook, B.C., said, "We had a pretty good December and January, but there is a lull in the Cedar market now. We have a decent order file and we are still getting inquiries, but it's largely a supply driven market. We are still looking at a lot of the same issues such as log shortages, export taxes and currency uncertainties. Right now we are on par with the U.S. dollar which is brutal for exporting from Canada to the states. Having said that, we do see and hear more optimism for this year over last year."

**Cam Cook, in sales for Gorman Brothers Lumber**, West Bank, B.C., said, "We are selling into 25 countries on a regular basis. We do plan to visit some of the larger buyers such as China, India and Germany. Our sales into the U.S. were up six percent in December and then up again in January, so we feel we're seeing a bit of an uptick. We actually broke records for our company in the amount of wood sold during January and for February. The U.S. seems to have bottomed out, and seems to be moving up a notch. I doubt we will see two million housing starts again, but building is going on and remodeling has picked up. Overall we feel this year will be better than the last two years."

**Pat Murphy of Pacific Western Lumber**, Lake Oswego, Ore., said "In January we had a couple of good weeks of sales, but February has been terrible. We are basically office wholesalers and most of the wood being sold is moving through distributors to retailers. If you are a wholesaler that does not offer distribution you are in trouble; it's a battle. Most customers do not have to buy straight loads anymore. The last one I sold was a truckload in September which went to a customer on the California coast who I have been selling for 20 years. The previous truckload to that customer was three years ago. One of our guys here in the office specializes in agricultural sales and that is the one area that continues fairly strong. I saw something in the paper about the 10 hardest hit areas where things are still very slow and one of the areas was Sacramento. I think three were in Michigan, three were in Florida, and one was in Ohio."

**John Reed with Enyeart Cedar Group**, Lake Oswego, Ore., said, "We feel that the mild winter weather over most of the country has helped move more wood than normal for this time of year. However, Cedar buyers are keeping just in time inventories and when they order it is highly specified and for fast shipment. Buyers are ordering a half truck instead of a full truck. A lot of bigger Cedar mills are over committed on certain items, especially timbers. Inland boards are also hard to find."

In northern California, **Darren Duchi of Siskiyou Forest Products**, Andersen, Calif., said, "I think the year

Continued on page 32

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