

HERITAGE -
Continued from page 18

transported they tend to be much heavier – and include about 20 percent more materials than conventional site-built homes.

Heritage Homes' three-person regional sales team and a stable of about 45 authorized builder-retailers sell the homes. The homes range from basic, \$55 per square-foot abodes to more elaborate additions and homes that run \$100-\$125 per square foot. Recent projects include a multi-piece addition to comedian and talk show host David Letterman's Montana home and a 10-piece home that was delivered and set up in Steamboat Springs, Colorado.

Working from a 175,000-square-foot location, Heritage Homes' 125 employees work four 10-hour days (Monday through Thursday), and use Fridays for catch-up when necessary. Situated in an agricultural region, the company's shift schedule allows employees to work on their farms over the extended weekend. "That really helps with employee retention," said Mattison.

Founded by Rod Tompkins, current CEO, Heritage Homes boasts a personnel lineup that possesses deep experience in the site building and modular construction industry. The firm's management team includes Terry Meyer, CFO (33 years in the business); Darrell Miller, minority owner (35 years); Garry Geer, purchasing manager (45 years); Dick Brokers, general manager (32 years); and Greg Schaultman, quality control manager (33 years).

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). The company also stands out in its focus on energy efficient homes, and has won several awards as a result of those efforts, including the Well Connected Home Program (Simpson Strong Tie program, 2001); Nebraska Green Builder Certification (2006); and Energy Star Home (certification through the Systems Building Research Alliance, 2010).

Additionally, Mattison said 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.

A member of the Nebraska Green Building Council, Heritage Homes was "green" long before the word was even associated with building materials and consumer packaged goods. "We started out in 1978 building basic, energy efficient homes," said Mattison. "We've since evolved into one of the industry leaders when it comes to custom, modular dwellings."

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. "From the very beginning of the design process we make sure to size

the customer's furnace correctly, insulate the ductwork and basement, and take other measures to ensure energy efficiency," Mattison explained. "We do a door blow test to provide low air infiltration rates, and we pay the difference if the home's heating or cooling bill exceeds the normal parameters."

Mattison said the company will continue to hone its energy efficient processes and also introduce more innovations that help modular homebuyers pick the right structures and options to meet their individual needs. The company's new 3D program, for example, allows buyers to view their home in 3D before it's even built or installed.

"Thanks to this new technology they can basically do a walk-through of their home via computer," said Mattison. "That's just one more service that we've added to our lineup, all in the name of making this as customized and personalized of a process as possible."

For more information visit www.heritagehomesofne.com.

WEST BAY -
Continued from page 6

West Bay Forest Products supplies over 40 million board feet of Western Red Cedar annually from a six-acre paved yard and 74,000 square feet of completely indoor manufacturing facility. The firm's equipment includes a Stetson Ross 6-12 planer and a 54-inch McDonough re-saw, multi-rip, and 100 percent plastic chains.

Western Red Cedar products offered by West Bay include, in clear and knotty:

- 1"x2" through 1"x12" S1S2E Cedar Trim Boards
- 5/4" x 3" through 5/4"x12" S1S2E Fascia
- 2"x3" through 2"x12" S1S2E Fascia
- 2"x3" through 2"x12" S4S Dimension
- 2"x3" through 2"x12" Rougher-Head Dimension
- 5/4" & 2" Decking
- Balusters
- Fence Pickets
- Post & Rail

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West Bay's aim over its 24-year history has been and continues to be to stay customer focused. The company still believes in the two-step distribution program, striving to build strong partnerships with distribution partners.

West Bay feels that its employees are among its greatest strengths. West Bay Forest Products employs a total of 65 people.

West Bay has a strong sales team, which includes Sales Manager Chad Findlay, and Sales Representative Kyle Jones, Darren Barker and Marc Belzil. "We have assembled a strong team from many backgrounds," Findlay explained. "One key to our success is our people who are proud to wear the West Bay logo."

"West Bay has reached this point by being market driven," Dorazio said. "Changes in our industry, whether good or bad, always results in opportunities and our goal is to position ourselves to seize these opportunities."

West Bay Forest Products and

Continued on page 22

CLR VG CEDAR FINISH

Boxed tally packs | CLR fine grain Western Red Cedar



1 x 4 to 1 x 12



2 x 4 to 2 x 12



5/4 x 4 to 5/4 x 12

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WEST BAY -
Continued from page 21

Manufacturing Ltd., is a member of the Western Red Cedar Association (WRCLA); North American Wholesale Lumber Association (NAWLA); and BC Wood. For more information visit www.westbaygroup.com.

HANCOCK -
Continued from page 7

met the customer at some point during a customer visit to one of our mills."

"On the walls of our planer mills and sawmills you will find, "Do whatever it takes to meet the needs of your customers – deliver unsurpassed standards in quality," Duprey continued.

Hancock Lumber's focus is on being a "Customer Centric" organization, said Kevin Hynes, COO Hancock Lumber. "We are cultivating a culture at

Hancock where the customer and the employee have an actual ownership feeling of the products they provide and purchase. They can both take pride in the fact that they know that 'every' part of the process was done the right way 'every' time."

"We start with some of the best wood fiber in the world, Eastern White Pine, and then we deliver on our promise by providing our customers with the grade, tally, package size and delivery time-frame they need," Hynes continued.

Although Hancock Lumber has worked hard for the past 164 years to satisfy the needs of its customers, never in its history has this commitment been stronger.

Evidence that the new concept is becoming a natural part of Hancock's daily operations, several of their employees from the seasoned lumberman to the newest member of the team offered positive feedback regarding the employee pledge and culture.

On-board for 11 years, saw filer Jim Emery said, "My responsibility as a saw filer is to assure that when the

saws leave my room, they perform and do what they are absolutely supposed to do. I'll talk to the operator and we'll discuss how the saws are running. The person that's watching the boards that come out, they'll communicate back via radio and let me know if I've got thick and thin boards. So that's either telling me that I need to make my curve a little bit bigger or make my curve smaller. It's priority hitting these numbers and understanding my job. It's a good feeling as an employee that I'm able to take a piece of steel and make it work out there.

"I go out and I look at the board. You've got yield, production, and grade. That's telling me if we're hitting these numbers. If we are, it sounds like my saws are doing what they're supposed to do. The accountability aspect really makes me enjoy the challenge of my job.

"That's what 'Every Board Counts' means to me," he continued. "It starts right here in the filing room and when it leaves here, you have to know that it's going to perform."

"'Every Board Counts' means that every board that goes to the customer

The Softwood Forest Products Buyer should be a usable board," six-year planer mill manager Wilbur Reynolds explained. "All sides, all faces—starting from a log to a board, to the kilns, to the planer mill—every board that comes out should be in its best form as a usable board."

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.

"That means I take my time in the grinding room and make certain that the grind is precise. I make sure that every piece that comes off the moulder is top quality."

Sawmill department leadman Troy Manson, who has been employed by Hancock for eight years, said Every Board Counts is not necessarily a new direction for Hancock. "We've always stood behind our quality. We have our internal customers, our external customers, and we need to know, meet, and exceed their expectations. Every Board Counts is when you're looking at something and you know it's done right. The focus is on delivering just what the customer wants, giving them the control.

"It's not about how fast you can produce. Nobody comes down and tells you to hurry up. If you're addressing an issue, that issue takes priority. It's a good feeling to know that aspect is appreciated and welcomed. It's quality over quantity."

Eight-year lead man Jeff St. Peter added, "Every Board Counts is a future. We've got a job to do and we're going to do it right from the start, which benefits us when we finish. The amount of pride that goes into each process here at Hancock is something you don't see every day."

Wayne Morrell, trimsaw operator 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."

Among the newest members of the Hancock family, Chad Glidden, who was employed in October of 2011 said, "'Every Board Counts' includes watching our waste, which is respectful to the environment. I like working for a company that respects their resources—the environment, their employees and their customers."

Ensuring that their facilities remain modern and efficient, the teams at Hancock constantly look for process improvement opportunities, another way they continue to enhance the customers' experience. Recently, 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. "We are extremely excited about the tremendous amount of flexibility we now have to run small orders and shorten the lead on pattern orders," said Jack Bowen, VP Sales.

Also at Hancock's Bethel facility, the company is building onto the existing planer mill building to enable the current moulder operation to expand its footprint. "With this expansion, we will be able to increase our trimming and sorting capabilities, greatly improving the flexibility of this operation; more

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South/Southeast Business Trends



**By Gary Miller
Managing Editor**

Softwood lumber activity has been spotty in the Southeast according to suppliers in the region. In Mississippi, a source said Southern Yellow Pine gained momentum in recent weeks but has since derailed. "We were seeing price gains for nearly all No. 1 and No. 2 items for three weeks," he explained. "But in the last two weeks, prices have dropped back down."

He noted that buyers were busy replenishing inventories in the first quarter of 2012. "We had a brisk start to 2012 because many people had to bring inventory levels back up from year-end tax reduction efforts. Mild weather also contributed to driving consumption. Compared to years past, we didn't have much of a winter, and our neighboring mills experienced the same."

An Arkansas retailer noted his surrounding supplier mills are maintaining adequate inventories, but not making any increases. "So far we haven't had an issue getting what we need when we need it," he explained. "The mills aren't going to hold onto those

large inventories anymore because the market isn't there for it."

Another source in Arkansas said he would like to take advantage of the current "bottom-of-the-barrel" pricing, but is unable to due to his own accounts receivable.

He did note his export markets are slower than in previous months. "In general you hear that business is slow in those markets. The increase in inquiries in demand that we've seen nationally and internationally is largely attributed to the supply side," he commented.

The supplier does believe 2012 will be a better year overall than 2011 or 2010. "We've had several very real indications that conditions will improve. By how much it improves is anybody's guess," he said.

A North Carolina contact mentioned that Forest Stewardship Council certification is not on his operation's list of things to update this year. "We have previously been certified. But we have not been able to determine the value of that expense. When we were active in the certification process, we did not see any increase in demand for those products. If anything, we lost financially because our customers simply refused to absorb any of the cost of those products and continued to purchase the quality of lumber they have been accustomed to."

As for the months ahead most Softwood producers in the Southeast agree business activity will be stronger, but to what extent is questionable. "Obviously we look for that seasonal pick up in the summer

Continued on page 32

Ontario/Quebec Business Trends



**By Michelle Keller
Associate Editor**

The warm weather is helping to fuel hope across much of the Softwood lumber market, as spring-like temperatures seem to be inducing more outdoor work than is typical this time of year. Although the demand is not yet overwhelming, some see sunnier days appearing ahead for the industry.

The commodity trader at one Ontario wholesale operation said that although quiet right now, he expects demand for Softwood lumber will pick up soon.

"Well, we're still in winter up here," he said, joking about the unseasonable temperatures. "The thing about the demand is, it's not as robust as it was last year, but I think we're out of the gates a little bit earlier, and I think it will come shortly."

Some of his optimism is tied to the fact that his company has enjoyed several pieces of good news in recent weeks.

"The mining company in Sudbury just announced they are going to spend \$2 billion on their smelters," he said.

Although those new smelters will be constructed with iron rather than Pine,

the 1,300 or so new employees that the company expects to hire will not be living in homes built of metal. This is especially good news for lumber suppliers in a community where the housing situation is already tight.

"There are a lot more commercial type buildings going up, like rental units, rather than single family dwellings," he said. "There are a lot of things going on. There's a lot of housing that is started or ready to go."

He added that his customers are optimistic about the coming months.

"Talking to the retailers around here, they are all looking at another good year. I don't think they're any better than last year, but they're feeling like they will be on par again, and we had a pretty good year last year."

He also said that, unlike recent years, there is not a superabundance of lumber glutting the market. Some of that may be due to increased demand, as well as the fact that there are fewer sawmills in operation than five years ago.

"I think what we're seeing here is that there isn't a lot of supply," he said, noting that although there is no difficulty in finding 2 by 4s, the supply of 2 by 6 studs and random lengths are much tighter. "It may mean we'll get our numbers up again."

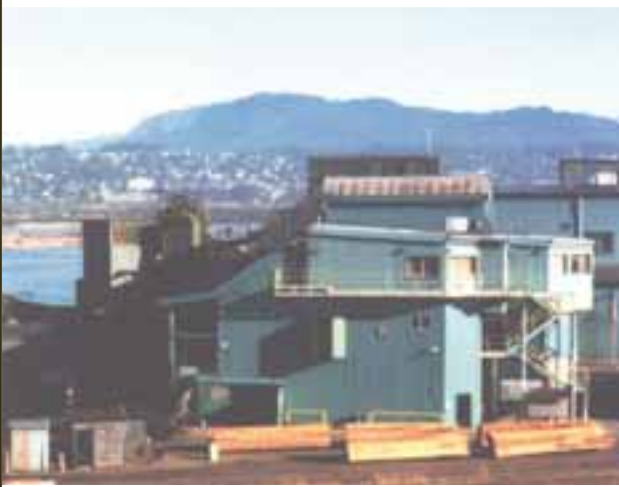
After so many down years, the prospect of even gradual improvement in the industry is very attractive.

"It certainly would be nice to put a couple of good years together," he said.

The manager at one Ontario mill said he felt the same way, but indicated

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Western Business Trends



By Terry Miller
Associate Editor

Western Spruce-Pine-Fir activity has been steady according to sources in the Western region.

A producer in Idaho said he has felt very little pressure to push output on the market and thereby kept his prices at similar levels to first quarter pricing. "Most No. 2 and Better 2x4's are in the \$260-265 range," he offered.

The contact also indicated that unusually warm weather across the nation has kept business activity at a steady pace. "We've had a spotty winter," he explained. "Surrounding states that traditionally have a more severe winter than we do have also had warm temperatures. People continued with projects that they wouldn't have been able to do otherwise."

As for availability issues the source indicated most items in his particular inventory were readily available. "We haven't had any supply issues on our end so far this year. Our products are very specific in nature though. Other people we have talked to experienced some shortages and are concerned about what the latter half of the year will bring."

A Montana supplier noted that Hemlock Fir and Fir Larch prices have strengthened modestly. "We've seen five dollar gains here and there," he said. "Nothing spectacular, but we expect pricing will level out by the summer."

"Many buyers are taking a 'wait-and-see' approach to find the best deal," he continued. "They anticipate better buying opportunities down the road and are holding out."

When asked about his inventory levels, the contact said he is keeping a very low inventory. "We are following demand right now. We're not going to build a large inventory until there is a demand for it. It's about learning from your past mistakes right now. And as long as everybody in our industry is working on the just-in-time scale, we aren't going to have many supply issues."

"We've discounted prices on No. 2 and Better Western Spruce-Pine-Fir by about \$3 in the last couple of weeks," another supplier mentioned. When asked about export markets, the source said, "Export sales are steady but we're not seeing any volume increases."

Transportation availability and price increases continue to be an issue for many Softwood lumber suppliers in the area. "Transportation is always an issue," he commented. "Fuel prices rose in the winter partly because of warmer weather throughout the U.S. Activity is usually slower for many industries during that season. This year was a different case." Overall, sources in the Western region expect

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Northeast Business Trends



By Sue Putnam
Editorial Director

Softwood suppliers in the Northeast region reported unusual weather and business climates for

the winter months. However, sources are not complaining, as the warmer temperatures have been good for business. "The weather has allowed us to remain with a steady flow of shipments," a source in New Jersey commented. "We're very happy with the pace of the past couple of months. "Compared to last winter, we were much busier this season," he continued. "I think the election year is playing a role in activity. The uncertainty of the election year is driving some people off the fence."

Handling Douglas and Hemlock Fir, White Pine, Cedar, meranti and plywood products, the contact said specialty products are moving better than the commodities. "The slowest product right now is Cedar."

Availability has not been an issue for the supplier and he noted his prices have been stable. "I think we'll see some price changes as we move into the latter half of the year," he explained. "Weather will get warmer and pricing will change with demand."

When asked about certified products such as Forestry Stewardship Council (FSC), a source in New York said his operation does not get involved with FSC products due to the expense and lack of demand. "We get one or two calls for a project that has to be FSC certified per year. We visited the certification process in the past, but what we discovered is that the expense doesn't justify the means."

"Many of our customers are accounting for more activity and new job bids," he added. "The remodeling effort has improved and has helped a lot of people stay in the game."

As for the remainder of 2012, the contact said, "I think we're going to be busy. I don't think there will be additional demand in the market. But I think supply is going to generate some urgency and we'll be in a position to capitalize on low inventories in the channels due to our sourcing."

A Softwood supplier in Maine said his local market is slow. "It's slow right now but I think that's just a seasonal slow down in this region. Businesswise, we had a strong early winter here because the weather was very mild. A lot of jobs have been able to continue when traditionally they haven't been able to. A lot of people in this area don't plan projects for this time of year because typically there is three to four feet of snow on the ground."

"We had bare fields and mild weather and continue to have it and we were busy through the first couple of months of the year because of it. But I think the jobs have run out now."

Continued on page 32



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Steve Horvath, and Courtney Watkins, S&W Forest Products, Vancouver, B.C.



Albert Renaud, Nordic Engineered Wood, Montreal, Que.; and Carl Seidler, Roberts & Dybdahl Inc., West Des Moines, Iowa



Zack McMurry and Darline McCoy, Authentic Pine Floors Inc., Locust Grove, Ga.



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HANCOCK -

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sorts, more patterns, shorter lead times for our customers," said Mike Halle, Bethel Finish Products Manager.

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. The addition of automated sorting bins and the lengthening of the current building will increase the number of sorts from 21 to 40. "This is a big project for us and we want to get it right so we are spending a significant amount of time finding the right equipment and designing the best layout," said Mike Shane, General Manager, Casco Facility.

These expenditures are all focused with the customer in mind, one of Hancock's core philosophies. "These investments are being done in order to continue to provide our customers with as many options as possible," said Matt Duprey. "The company will benefit from a product flow/automation standpoint, but the big winner here is that we are providing our customers from three facilities with unmatched product sorting, packaging and end-stamping capabilities. Our formula between our mills has always had flexibility and quick turn-

around times, but these new expenditures will really put us in an even better place for what today's market demands are with our eyes on what tomorrow will need also."

Hancock Lumber operates a diverse array of businesses led by Kevin Hancock, the 6th generation president of the company. The family-owned and operated company operates three state-of-the-art Eastern White Pine sawmills that are Forest Stewardship Council (FSC) and Sustainable Forestry Initiative (SFI) certified, seven retail lumberyards in Maine and New Hampshire, two Bargain Barn outlets, one 7,000 sq. ft. kitchen, bath, window and door store and a land division with 15,000 acres of timberlands open to the public for recreation. The company is a member of the North American Wholesale Lumber Association (NAWLA) and Northeast Lumber Manufacturers Association (NELMA). For more information visit the company's website at www.hancocklumber.com.

CORLEY -

Continued from page 8

Corley Mfg. Tyrone-Berry offers a complete range of shotgun and cable carriage drives and Lewis designs and supplies a variety of headrig, edger, and gang optimization systems including a unique carriage optimizing system which consists of a 360-degree scanning system for logs.

Recently, Tyrone AC regenerative

electric drives and thin kerf horizontal resaws have been added to the equipment products offered and according to Corley president Chuck Boaz, "Lewis just released our next generation of 3-D carriage optimization, Ready Scan II. We incorporated the latest 3-D scan heads from Dynavision and a number of hardware changes. Benefits to the customer include improved scan data, and more rugged and reliable system than what we released in 2001."

"We actually have a faster operating system, although we felt like the previous system was the fastest in the industry. With our newer system, we squeezed a little more speed out of it," he continued.

"Our new horizontal resaw started out with a customer that is running two of our 6-foot band mills. At the time, he was also running another manufacturer's thin kerf horizontal resaw" Boaz explained. "He approached Jack Corley and I one evening while we were visiting his mill and said he needed a thin kerf horizontal heavy enough to stand up to the production in his sawmill. That night, we started discussing it and developed a horizontal that uses the same air strain as our 6-and 7-foot headrigs, and the same type of cast wheels. We put all of the features and benefits of our headrig band mills into this 48-inch horizontal and the result is, it's a fantastic running machine. We've gotten excellent results out of it."

"We had been a dealer for Tyrone-Berry since the 1950s," Boaz stated. "In 2003 we were able to purchase that product line. At the time we pur-

chased Tyrone, we knew we wanted an AC electric carriage drive. Between our engineers here at Corley and our engineers at Lewis, we put together a fully regenerative package, the new Tyrone AC Carriage Drive. We put the first one in and ran it for two years before we took it to the marketplace. The product is used in Softwood and hardwood applications. Anybody that uses a carriage in their sawmill is going to use this product."

"We also have a new product that'll be shipping soon, a carriage cutoff saw," Corley added. "We developed it for mills that are sawing long timbers such as 24-36 feet or longer."

Boaz explained, "For example, in the past, mills would saw a 30-foot timber and have difficulty handling the 30-foot side boards. They had to be handled somewhere downstream, cut into on a roll case, on a deck, etc. We've developed a cutoff saw that mounts at the headrig so that the sawyer can cut this longer board in two before it ever gets to the roll case. This makes handling the longer pieces much easier downstream."

"Our customers can get everything they need by making one phone call. To my knowledge, we are the only one in this industry that is a single source supplier for the entire sawmill. Historically, we have not pushed our product line outside the boundaries of the sawmill building. We focus on the sawmill floor and do a good job there. We don't want to branch out so far that we become thin in certain areas. We are absolutely devoted to this industry

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CORLEY -

Continued from page 26

and we have been for all of our 100 plus years," Corley stated.

Turn-key mill installations and engineered retrofits of equipment to existing mills are performed on a project-by-project basis, with management and engineering expertly handled by Corley's experienced project engineers.

"We have built over 20 sawmills from the ground up...from the concrete, through the building, the electrical system, the support steel, the construction, and the start-up, along with providing all of the equipment," said Boaz. "We have very knowledgeable field application engineers and installation supervisors, some of whom have been with our company for over 25 years. We also have a fully-staffed parts department to respond to our customer's needs quickly, should a mill go down."

"The global downturn in the sawmill manufacturing and lumber business led to us making a difficult decision to downsize, like many sawmills did throughout the country," Chip Corley explained. "In order to have the right number of people for the level of business that we had, we had some difficult choices to make. All along the way, we made a concerted effort to keep the right kind of talent on staff so we would be able to maintain our service to our customers. That was the main concern of Chuck Boaz and my son Jack who, by the way, is a fourth generation Corley. We have maintained our ability to provide field assistance to our valued customers, service supervision, and provide repair parts when needed in a quick and efficient fashion. So we believe, in spite of what's happened in the industry, we've been able to keep our service levels, both from the standpoint of human support and supplying repair parts, up to the level of what it was beforehand."

As a testament to Corley's customer service and the dedication of their team of employees, Chip said the company suffered a devastating fire in the office building just over three months ago. "The fire started on a Saturday and we were up and running Monday morning at 8:00. Not only were our phone lines destroyed, all the connections to our computers where order processing, inventory records, and all necessary information to ship parts, were hit by the fire. All that had to be reconnected, including the phone lines, and again, our people were able to accomplish that, in less than 48 hours," he explained. Recent installations by Corley Manufacturing include Begley Lumber, London, Ky.; Parton Lumber Co., Rutherfordton, N.C.; and J.W. Black Lumber Co., Corning, Ark., among others.

"At Begley Lumber we replaced the optimizing edger system completely with a new 4 saw edger as well as a new Lewis optimization and scanning system," Boaz said.

"We'll be putting a new Corley carriage and Lewis ShapeScan optimization into J.W. Black Lumber Co.," Corley added. "Along with new ShapeScan optimization at Ward Timber, Linden, Texas. We're also getting ready to upgrade the edger optimizer. Ward is one of our turnkey

The Softwood Forest Products Buyer

sawmills, that's one that we built from the ground up," he continued.

Corley Mfg. is a member of the Southeastern Lumber Manufacturers Assoc., Appalachian Hardwood Mfg. Inc., National Hardwood Lumber Assoc., Kentucky Forestry Industries Assoc., Indiana Hardwood Lumbermen's Assoc. and the Hardwood Manufacturers Assoc.

Corley's grandfather started the company as a small machine and saw repair shop. He began doing work for small sawmills in the Chattanooga area and soon grew his business after purchasing the rights to make circle saws from a company that had burned to the ground. As his business took off, he custom built sawmill equipment and patented a number of set-works and dogging devices.

With years of experience under their belt and peppered with dedication and elbow grease, Corley Mfg., along with Lewis Controls and Tyrone-Berry, will continue to strive to meet the growing demands of loyal customers throughout North America and around the world, according to Corley.

The parts department at Corley is open five days a week from 8 a.m. to 5 p.m. Phones are answered 24 hours a day, every day. Emergency parts services are available 24 hours a day seven days a week. "If it weren't for repeat business, we wouldn't be in business today. It is our responsibility to take care of our customers. Getting the order, manufacturing the equipment, getting it in the mill are all important, but our life's blood is the after market service to take care of our customers," Corley concluded.

For more information visit www.corleymfg.com.

BC WOOD

Continued from page 9

come and do business. All buyers have to do is get to Vancouver. They pay one low flat fee (\$300 CAD) – and we organize it all for them. There is also a WRCLA sponsored Golf Tournament at the championship designed Whistler Golf Club participants can sign up for, or just enjoy the many activities and adventures available throughout Whistler and the local environs while they are already there."

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; prefabricated 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.

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. It has been a rough couple of years for the wood products industry in the U.S. and Canada, so the new leaner and meaner companies out there must work

Continued on page 31

BC WOOD

Continued from page 30

even harder to ensure their customers and clients are getting the best product at the best price. The only way to ensure that is to take the opportunity of meeting as many suppliers as possible and staying open to finding new sources and products. 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.

If you don't know if you are on the invitation list already, or would like to be, contact gbm@bcwood.com. You can also visit the website at bcwood.com to find out what kind of companies participate in the event and have a look at the videos and pictures to get a better idea of what goes on over the two and a half days on the Mountain.

If you are reading this article in the Softwood Buyer, chances are you should be part of the GBM.

PPG -

Continued from page 10

reception for guests and vendors at the recent International Builders Show, held here at the Orange County Convention Center. The reception was held at The Peabody Hotel with approximately 130 in attendance.

Over the years, PPG Industrial Coatings has earned a reputation for innovative, high-performance products and world-class service making PPG a leader in the marketplace. Today, PPG serves many of the world's top designers and manufacturers.

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PPG Industrial Coating's product managers and technical specialists work closely with OEMs and coatings applicators to ensure that coatings not only meet performance requirements but are also applied without any problems. PPG experts guide customers through product application, laboratory testing, operational troubleshooting and process design to maximize uptime and contribute to lower overall cost.

PPG continuously develops innovative products which enhance customers' revenue streams through new aesthetics, enhanced performance properties and increased application efficiency. PPG has an integrated global team of professional color experts, chemists and technical appli-

cation experts to help manufacturers to turn new coatings technologies into viable products which will integrate seamlessly into global supply chains.

MID-STATE

Continued from page 11

Foxwoods during the Northeastern Retail Lumber Association (NRLA)



John Fijalkowski, Mid-State Lumber Corp., Branchburg, N.J.; Brian Vandal and Melissa Vandal, Coventry Lumber Inc., Coventry, R.I.; and Duncan Facey, ENAP Inc., New Windsor, N.Y.



Steve Rendine, Douglas Lumber, Smithville, R.I.; Dennis Brooks, Mid-State Lumber Corp., Branchburg, N.J.; and Amy Williams, Douglas Lumber; (standing) Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; and Jay Neadle, Mid-State Lumber Corp.

LBM Expo 2012.

Mid-State Lumber has three full service facilities located in Branchburg, N.J., Kingston, Pa. and Warwick, N.Y. Mid-State is a family-owned business and is designed to provide the Northeast retail lumber dealer the option of buying in less than full manufacturer shipments. Among the species and products offered by Mid-State are Pine, Douglas Fir, Cedar, flooring, shingles, siding and decking. The company also offers treated lumber.

To contact Mid-State Lumber, call 800-942-7776.

WHO'S WHO - Quitadamo

Continued from page 2

Eastern White Pine, Fir, Hemlock, Spruce-Pine-Fir, and oriented strand-board. The company also manufactures the Eastern line of Eastern White Pine finger joint boards through an affiliated company, Mill Services Inc.

He obtained a bachelor of science in wood technology from the University of Massachusetts, located in Amherst, Mass. Quitadamo began his career in the forest products industry opening accounts in the Northeast region for J. Gibson McIlvain, located in Danielson, Conn.

"The combination of Eastern Forest Products mill relationships and reputation along with my experience and commitment to customer service will allow me to offer more to my customers," he commented. "With my focus on manufacturers, I can complement my offering of Softwood and

Continued on page 32

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ENVIRO E LAM™

WHO'S WHO - Quitadamo

Continued from page 31

hardwood lumber, dimension and plywood, as well as edge-glued Eastern White Pine from Mill Services Inc.

He and his wife Julie have two children. In his spare time Quitadamo enjoys coaching and attending his son's sports activities such as lacrosse, baseball, and soccer. The family's down time is spent sailing on the beach.

Quitadamo is currently a member and a past associate board of directors of the Northeastern Lumber Manufacturers Assoc. (NELMA), and is an original member of the North American Wholesale Lumber Association's (NAWLA) traders market committee.

Together, Eastern Forest Products and affiliated company, Mill Services, Inc., employ more than 75 people and post average annual billings of more than \$45 million. Eastern Forest Products is a member of Nelma and NAWLA. For more information visit www.easterfnfp.com.

APA NEWS

Continued from page 2

tion of wood structural panels and engineered wood products to avoid call-backs for builders. The presentations were made by engineered wood specialists C.W. Macomber and Bob Clark.

WEST COAST TRENDS -

Continued from page 20

is off to a decent start for our products which include two coat exterior prime, pattern stock and various machined items made from Redwood, Western Red Cedar, Incense Cedar and some West Coast Alder. February is a bit slower than January, but I think it may be the lull before the storm. Our company has always felt a good, solid inventory is the position to be in, and we have a strong inventory. Something tells me we may see some real shortages developing on the supply side and we do not intend to be caught short. Demand seems to come from various hot spots instead of being very broad based; for a winter this mild I would have expected a broader and stronger demand from all areas. Most mills we deal with are running on a single shift basis and they still have a pile of wood on hand in items which are not in strong demand."

Most suppliers agree that demand from China is helping boost sales from suppliers across North America. **Western Wood Products Association CEO, Kevin Binam** says he feels that 2012 demand will continue to improve and that this year will be a little better than 2011. Many mills are running at only 80 percent, up from around 70 percent last year. Suppliers are hoping that strengthening demand from offshore markets will allow them to ramp up production as the year continues.

The Softwood Forest Products Buyer

Binam said exports of logs to China totaled 1.1 billion feet, up 108 percent in the first ten months of 2011, which indicates a major improvement in demand from China. "That's a big game changer for some Western mills," he said. The Forestry Research Associates analysis partner, Peter Collins, said that the increased demand from China is great news for the industry, which has had some tough years." However, many industry experts strongly disagree with exporting logs and believe that with every log exported we are also exporting jobs away from the U.S.

MIDWEST TRENDS -

Continued from page 20

generally in the Midwest we have very dry conditions right now. If that doesn't change we'll be headed for a rough summer. If we start to get some wetter conditions, things will stay pretty decent."

Also in Iowa a Softwood supplier said market conditions are trending up in his area. "It seems like the overall attitude in the marketplace has improved. Building has increased and it seems like people are getting off the fence. Remodeling is still going steady."

When asked about his current inventory levels, the source said he has increased his inventory, although slightly. "I think the next six months are going to improve. But I do think we have to continue to take small baby steps. So far we have seen a better year than I had hoped for. An election year can go either way, good or bad. We are seeing positive signs for overall business in 2012."

SOUTH/SOUTHEAST TRENDS -

Continued from page 23

months," a Mississippi contact offered. "I do think that current forecasts may be slightly exaggerated due to supply."

WESTERN TRENDS -

Continued from page 24

marginal to moderate growth for the remainder of 2012. Many are concerned about supply shortages in the months ahead.

NORTHEAST TRENDS -

Continued from page 24

He also noted availability in his national markets is tight. "We're finding a national pick up and that has to do with lack of availability in certain species. There are some Ponderosa Pine items that have lean inventories and people are looking for replacement boards. There are even a few items in Southern Yellow Pine that have been difficult to source."

As for the remainder of the year, the contact forecasts a better year than 2011. "All the signs are leaning towards a stronger year in 2012."



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ONTARIO/QUEBEC TRENDS -
Continued from page 23

that he will have to wait at least another year before he sees strong sales. He characterized demand for the White Pine his mill cuts as "very minimal."

"They import, coming from Maine, without any restrictions," he said. "We cannot ship to the States; there are all sorts of guidelines, but the door is wide open coming here. It's been like this for a few years. It's been affecting us for a few years since our dollar went up."

He said his customers, who are mainly Canada-based wholesalers, have been taking advantage of the strong Canadian dollar and getting more of their lumber from across the southern border.

"I don't think the demand has changed a lot," he said of the past few years. "It's just that much more of the material that we produce comes from the States now."

He said his company has thus far rejected the idea of diversifying its product lineup, preferring instead to hold out the hope that things will turn around. He added that he is unsure as to what the future might hold.

"My crystal ball is not clear," he said. "Just call anybody in the Pembroke area. All the Pine sawmills are in the same predicament."

In Quebec, however, several sawmill operators said they are somewhat more optimistic than their Ontario counterparts. The sales manager at one mill said his company has chartered gradual, but steady, sales increases.

"This year it is slightly better," he said. "Looking at the business in Canada, it is stable, it is better. With the U.S., demand is definitely better for us."

He attributed this improvement to slightly stronger housing numbers in the United States. He quickly added, however, that any improvement has to be balanced against just how bad the market has been.

"Well, this year the main cause is more housing starts in the States," he said of the better numbers. "Of course, everything is relative. You can't say good starts, because it's still not a very good market, but it is recovering."

He said housing starts in Canada have been a bit steadier, and added that 2012 has thus far been a somewhat stronger year because of the warmer-than-usual winter weather. Still, he said, he is cautious that any business now may be borrowing against future work.

"It is hard to tell if it is things that should have been done in March being done now, but typically, a gain is a gain," he said, noting that work being done today frees up the capacity for future jobs. "It is a net positive thing when you can accelerate the projects. It becomes guaranteed business and it can free you to chase some more."

He noted that his customers, which include distribution, retail, and several wholesale operations, are working to assess how much they are willing to risk against how much they may be able to gain.

"When I talk with customers about the downside of risk and the upside of potential, the risk is on the upside," he said.

As far as a year from now goes, he

said his outlook remains positive. "It is improving," he said. "We are all confident that things will continue improving at a slow pace. It is a gradual, slight improvement we forecast for next year."

TRADE TALK

Mid-State Lumber Expands Into the New England Market

Branchburg, N.J.—In September, 2010 Mid-State Lumber Corp.



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

launched an expansion effort into the New England markets. This effort included an 18-month progressive plan from start to finish. Today a complete staff is working with 100 percent focus of supporting the retail lumber dealers and industry associations in the states of Connecticut, Rhode Island, Massachusetts, and New Hampshire.

New team members include: Mike Kelly, New England Sales Manager, 603-321-7373

John Fijalkowski, Connecticut Territory Manager, 413-207-2092

Dennis Brooks, Massachusetts South Shore Territory Manager, 508-243-5977

Jack Knight, Massachusetts North Shore Territory Manager, 603-540-3922

Otto Kinzel, New England Field Marketing, 508-243-5977

In addition to their new team, they also announced that Mid-State Lumber has been awarded the rights to distribute for New England Markets only—Tamko Evergrain Decking and Railing. Additional programs for their service region include Royal Building Products PVC Trim / Mouldings and Fasten Master Products. Lastly, new for their Mid-Atlantic Service Region they will distribute the Dow Building Solution Product Line.

Mid-State Lumber offers complete inventories suited for the New England Market. Complete lines of Blue Star Meranti, World Class Ipe, James Hardie Fiber Cement, Interfor Western Red Cedar, Selkirk Specialty Cedar, Pacific Western Woods Cedar Products, Evergrain Decking, Tam-Rail.

For more information www.mid-statelumber.com and their new division www.overstocklumber.com.

Furtado Joins Western Forest Products

Vancouver, B.C.—Western Forest Products (WFP) has announced Ryan Furtado has joined the Western Red Cedar sales team.

Furtado has several years of experience in the industry including eight

Continued on page 34



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TRADE TALK

Continued from page 33



Ryan Furtado

years as sales representative for Sawarne Lumber in Richmond and as a customer service representative for Standard Building Supplies in Burnaby.

In his spare time Furtado enjoys hockey, fishing and spending time with his family.

Western Forest Products is an integrated Canadian forest products company, managing timberlands and producing lumber in coastal British Columbia. It has an annual available harvest of approximately 7.5 million cubic meters, with a product range, which includes Western Red Cedar, Fir, Hemlock and Cypress.

The company has a lumber capacity in excess of 1.5 billion board feet produced from eight sawmills and four remanufacturing plants.

Principal activities conducted by Western Forest Products include timber-harvesting, reforestation, sawmilling logs into lumber and value-added remanufacturing. WFP's operations, employees and corporate facilities are located in coastal B.C., while its products are sold in more than 20 countries worldwide.

Boise Cascade—Acquiring, Opening and Re-Opening

Portland, Ore.—Boise Cascade LLC recently announced it is restarting its sawmill in La Grande, Ore. According to sources, the company will produce 4/4 Ponderosa Pine at approximately 1.5 million board feet per month. Idle since 2009, the focus will be primarily on narrower widths of 1-inch. Boise Building Materials Distribution (BBMD), a division of Boise Cascade, announced that its Building Materials Distribution operation in Portsmouth, N.H. has completed a move into its new expanded distribution facility in Greenland, N.H. The facility includes 15 acres of yard space, 120,000 square feet of warehouse space and 9,000 square feet of office space. The new facility is four miles from the former Portsmouth operation.

John Tiano, manager of the Portsmouth operation said, "This move represents a very significant increase in the physical size of our location. This will be a safe and more efficient operation. In addition, the increased capacity is going to allow us to significantly increase our product offering. We think this will provide great opportunity for both our customers and our suppliers."

Boise also recently purchased the Stimpson sawmill located in Arden, Wash. "Given the mill is geographically located near our Kettle Falls operations and is a well-designed, highly efficient facility, the Arden sawmill is a nice complement to our lumber business," comments Tom Insko, Inland Region Manager for Boise Cascade.

The Softwood Forest Products Buyer

"Initially we will operate the sawmill on a single shift and its production will integrate well with our Kettle Falls Lumber output but in the longer-term the Arden mill offers us the flexibility to expand production as markets improve."

Boise Cascade manufactures engineered wood products, plywood, lumber and particleboard and distributes a broad line of building materials, including wood products manufactured by the company. The company is privately owned and headquartered in Boise, Idaho. For more information visit www.bc.com.

Sherwood Lumber Opens Sales Office

Medford, Ore.—Sherwood Lumber has opened a new sales office here. The group will be headed by industry veteran Bill Perkins and staffed by Frank Peterson, Scott Eilefson, and Larry Rogers. Steve Parson will work in sales support. The group brings to Sherwood a customer base primarily in California and other western states. Sherwood is headquartered in Islandia, N.Y.

For more information visit www.sherwoodlumber.com.

Hanlon Appointed Sales and Marketing Manager

South Slokan, B.C.—Kootenay Innovative Wood, based here, recently announced Hal Hanlon as sales and marketing manager.

Kootenay Innovative Wood manufactures Softwood flooring and has been in operation for more than 60 years. For more information visit www.kiwood.com.

Knight Enterprises Opens Doors For Business

Oregon City, Ore.—Former co-owner of R.B. Lumber Co., Gary Knight recently introduced his new company, Knight Enterprises Inc., located here.

Knight Enterprises Inc. handles Western Red Cedar fencing, decking and related specialty items.

Knight began his career in the wood products industry 40 years ago. He has served in many capacities, including sales, sawmill management, product procurement management, and co-owner of a wholesale remanufacturing company. He was also employed for 30 years at Caffall Bros. Forest Products Inc., located at that time in Oregon City, Ore., and Longview, Wash.

Knight is a graduate of Canby High School and a native Oregonian. He has remained dedicated to various civic and professional organizations throughout his career, such as the North American Wholesale Lumber Assoc., lifetime member of the HOG Pioneer Chapter and Odd Fellows. Knight is also a recipient of the Dale Carnegie Award for sales.

For more information contact Knight at grknightent@aol.com.

Great Southern Acquires Rocky Top Building Products

Abbeville, Ala.—Great Southern

Continued on page 35

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TRADE TALK

Continued from page 34

Wood Preserving, Inc., a leading producer of pressure treated Pine lumber for residential, farm, commercial and industrial uses, announced that its subsidiaries have acquired the assets of the Rocky Top Building Products companies.

With the asset acquisition of Rocky Top and other wholly-owned subsidiaries of Rocky Mount, Va.-based The Franklin Group, Inc., Great Southern Wood Preserving's distribution coverage now stretches from the Florida Keys to Texas to Canada, including all or parts of 27 states and the District of Columbia.



Jimmy Rayne

"This represents the combination of two leaders in the building products industry," said Jimmy Rane, chairman, president and chief executive officer of Great Southern Wood Preserving, Inc. "There are many similarities between our two companies, but our distribution footprints are adjacent although they don't overlap. Bottom line, this is a good fit for both organizations and our customers."

Carey Garst, chief executive officer of Rocky Top Building Products, Inc., said Great Southern systems, resources and ability to source products on an international scale would benefit Rocky Top's customers.

Established in 1970, Great Southern Wood Preserving, Inc., services D-I-Y retail home centers, pro dealers and other retail building related and industrial segments throughout the South and Midwest, the Caribbean and Latin America. The company is best known to consumers as the maker of YellaWood® brand pressure treated Pine. From fence products, columns, deck specialties, kiln-dried after treatment (KDAT) products and other specialty items, YellaWood® is the brand of choice for outdoor building. The company also produces N-Durz® brand borate-treated lumber for interior applications and FlameFreez® brand fire retardant products for both residential and commercial applications.

For more information visit www.greatsouthernwood.com.

Sitton Retires From Kruse

Albuquerque, N.M.—Kruse Enterprises recently announced the retire-

ment of long-time lumber industry veteran Jim Sitton.

Sitton began his career in the building products business in 1973, as a panel products manager for Georgia Pacific and Boise Cascade before joining Kruse Enterprises in 2003.

With his extensive knowledge of building panels, he earned the nickname "Panel Guru" from his customers. "Jim has been an outstanding member of the Kruse team for over eight years, and he will be greatly missed," said Greg Kruse, the company's managing member.

For more information contact Kruse Enterprises at 505.889.3385.

Roseburg Appoints Mike McCollum National Sales Manager

Dillard, Ore.—Roseburg Forest Products, based here, recently appointed Mike McCollum as its national sales manager for engineered wood products.

Formerly with Weyerhaeuser's TrusJoist division, McCollum will replace Bob Berch, who has retired.

For 75 years, Roseburg Forest Products has been a family-owned manufacturer of engineered wood products, lumber, plywood, particleboard and specialty panels. The company owns and manages over 600,000 acres of timberlands in the Western United States and operates manufacturing facilities in the Western and Southern regions of the country.

Cindi Hengstler Retires From Rosboro

Springfield, Ore.—Rosboro, located here, recently announced Cindi Hengstler's retirement.

Glulam Account Manager Hengstler has been in the wood products industry for 42 years and employed with Rosboro for the last nine.

Established in 1940, Rosboro has become a fully integrated forest products company. The firm provides the skill and capacity to meet the diverse needs of the residential and commercial building market, represented by a suite of respected products in the lumber, timber and plywood segments. For more information visit www.rosboro.com.

Jack Jordan Elected First Chairman of SLB

Chicago, Ill.—The Softwood Lumber Board (SLB) elected Jack Jordan of Jordan Lumber & Supply, Mt. Gilead, N.C., first chairman.

Formed to launch the Softwood Lumber Check-off, the SLB has 19 directors, all Softwood lumber CEOs

Continued on page 36

SOFTWOOD CALENDAR

MARCH

Western Wood Products Association, Annual Meeting, Embassy Suites Downtown, Portland, Ore. Contact: 503-224-3930. March 12.

NAWLA, Wood Management Course, Mississippi State University, Starkville, Miss. Contact: 800-527-8258. March 12-15.

Southern Cypress Manufacturers Association, National Conference & Expo, The Ritz-Carlton, New Orleans, La. Contact: 412-244-0440. March 14-16.

Moulding and Millwork Producers Association, Winter Business Meeting, Loew's Santa Monica Beach Hotel, Santa

Monica, Calif. Contact: 800-550-7889. March 19-24.

Illinois Lumber & Material Dealers Association, Expo, Peoria Civic Center, Peoria, Ill. Contact: 800-252-8641. March 20-21.

Softwood Export Council, Interzum China, Guangzhou, China. Contact: 503-620-5946. March 27-30.

International Wood Products Association, Meeting, Miramonte Resort & Spa, Indian Wells, Calif. Contact: 703-820-6696. March 28-30.

Continued on page 37



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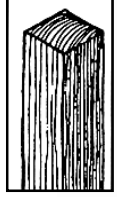
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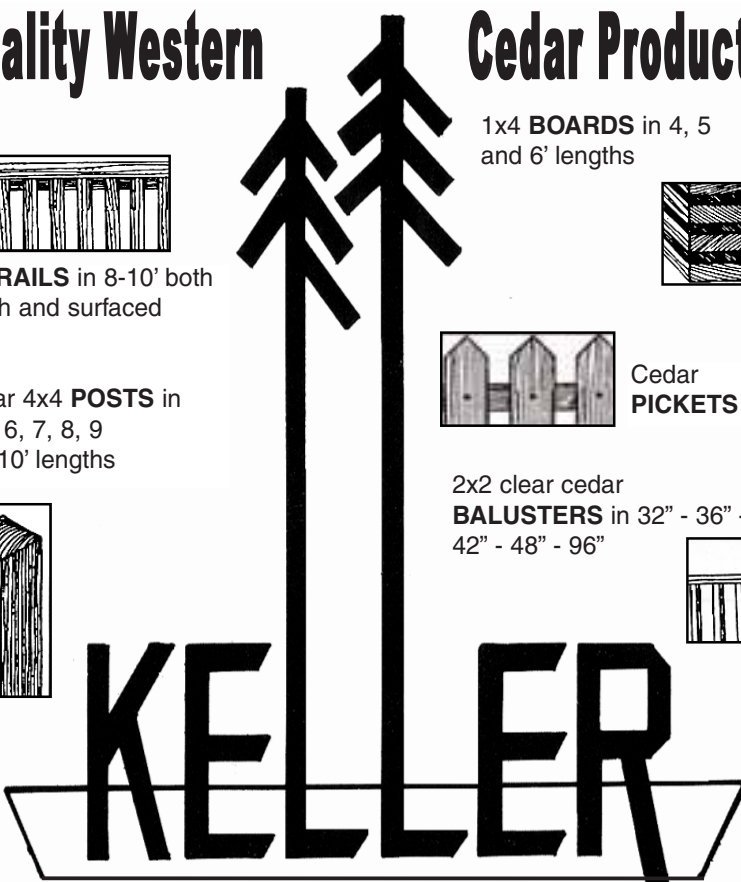
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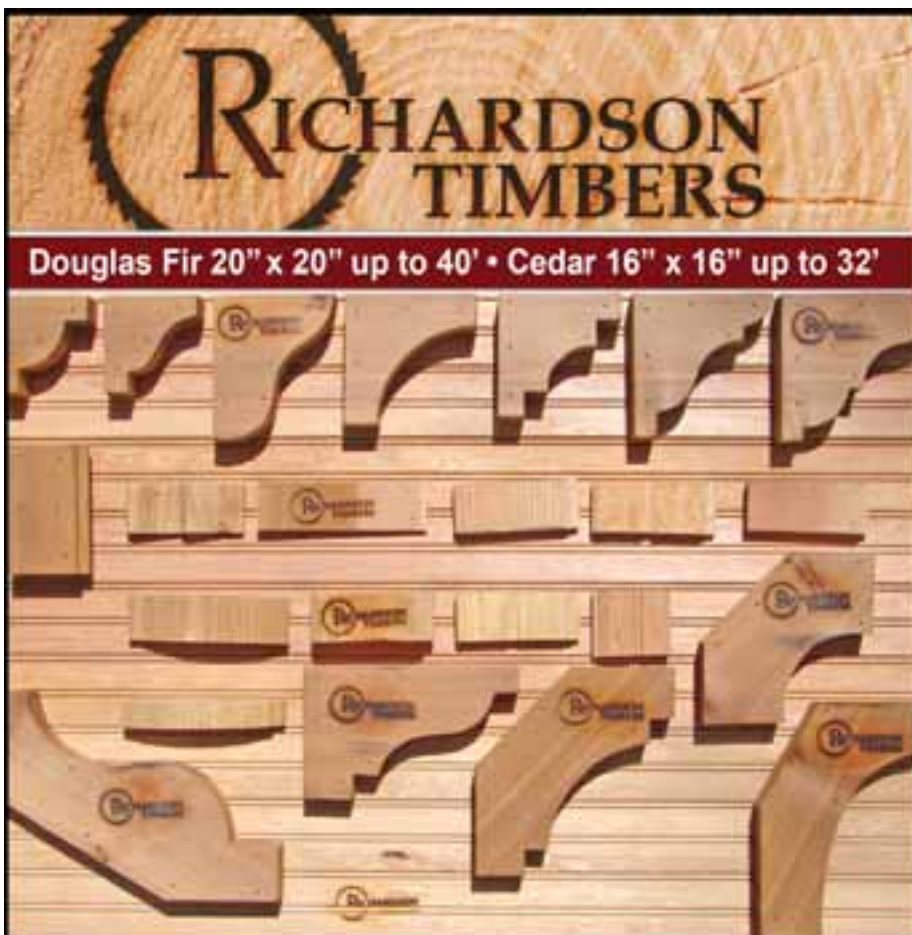
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TRADE TALK

Continued from page 35

and industry leaders appointed by USDA Secretary Tom Vilsack in late October 2011 under the provisions of the Commodity Promotion, Research, and Information Act of 1996. Representation on the Board is proportional to regional production, and domestic manufacturers and importers of a variety of Softwood lumber products from a broad range of size, and type of company that is represented. A copy of the Secretary's appointments can be found on the SLB's website.

Waska Expands Product Line Clair, N.B.—Waska, based here, recently announced the addition of the Waska Wooden Snow and Sand Fence to its product line.



Waska Natural Snow Fence

Waska also offers Aspen or Cedar laths, Cedar boards, pickets, fencing, shims, shingles, bleached and color coated shingles, as well as patterned shingles (Victorian Series).

The Waska Wooden Snow and Sand Fence used for applications such as:

The Softwood Forest Products Buyer

plant protection, traffic and crowd barrier, construction site boundary, snow drift control, and beach and dune sand erosion.

Manufactured from Aspen or Cedar in a natural red or green finish, the fence is offered in a standard size of 4-foot up to 24-inches. Standard dimension length is from 50-to 100-foot but also available in 25-foot and any other length.

Waska has been a White Cedar shingle manufacturer since 1969. For more information visit www.waska.com.

SCMA Introduces Updated Cypress Siding Installation Guidelines

Pittsburgh, Pa.—The Southern Cypress Manufacturers Association (SCMA) has published an updated brochure, Cypress Siding Installation Guidelines.

Cypress Siding Installation Guidelines provides step-by-step details on installing Cypress siding, offering insight into proper storage, design considerations and application techniques. Readers also learn about selecting the right primers, paints and stains.

To download a free copy of Cypress Siding Installation Guidelines, visit www.cypressinfo.org.

The SCMA is a non-profit trade association that promotes the increased use of Cypress building products to design professionals and consumers. For more information on building with Cypress, visit www.cypressinfo.org.

OBITUARIES

Eugene Milton Anderson born April 20, 1926, recently passed away. After graduating from Lincoln High School and Pacific Lutheran University, Anderson served in the Navy during World War II, until 1949. He worked in lumber sales for Cheney Studs, LP, Brazier, Burns, and Pac-West Lumber Companies.

Anderson is survived by his sister Patricia Conway, a brother Herbert Anderson Jr., and numerous nieces and nephews. A memorial service was held at Good Shepherd Lutheran Church.

"Over the many years that both lumber business associates and ballplayers got to know Gene, it was very apparent that it was never about 'him,' but always about 'them' and what he could do to provide the best possible experience," colleague Tom Kallus said. "In business, Gene's customer service skills were fantastic and it was one of the reasons why the Cheney Lumber Company was extremely successful."

In addition to his job for Cheney, Gene had the responsibility of coordinating a variety of Cheney Stud ball teams. "There were numerous teams that went from young kids all the way up to semi-professional baseball. His well-known attention to every detail insured that each and every one of these teams was successful," Kallus added.

"Many of the Cheney players went on to distinguished professional athletic careers and, to a person, they would say a great part of their opportunity and success was a result of Cheney's financial generosity...but mostly because of Gene's love for his role and, particularly, the kids he represented.

Gene's generosity went way beyond

the team members. He would also organize summer picnics and gatherings for players and their families, always assuring that morale and enthusiasm remained high. Gene gave untold hours of his abilities, time and enthusiasm to organizing, coaching, teaching and inspiring people."

Emmett Francis McCoy, 88, founder of McCoy's Building Supply, San Marcos, Texas, died recently.

McCoy joined the business started by his father in 1927, McCoy Roofing Co., and later started the business that would become McCoy's.

By the time he retired in 1997, the business had grown to more than 90 locations with sales exceeding \$400 million.

He is survived by his wife of 65 years, Miriam Swanson McCoy; daughter Brenda McCoy Remme and husband Kaare; son Michael Emmett McCoy and wife Myra; Brian Francis McCoy and wife Wetonnah; daughter-in-law Cindy Cox McCoy; nine grandchildren and spouses; and 18 (soon to be 21) great-grandchildren. His son, Dennis Patrick McCoy and grandson, Keith Evan Remme, preceded him in death. Emmett was active in his youth as a Boy Scout and was an Eagle Scout. He attended and graduated from New York Trade School, and it was during his time in New York that he met the love of his life, Miriam Swanson. Working in the shipyards in Orange, Texas, at the beginning of WWII, he enlisted in the U.S. Army in April of 1943. He served in an Engineer Aviation Battalion in the Pacific Theater, and he was discharged with the rank of Sergeant in January of 1946.

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SOFTWOOD CALENDAR

Continued from page 35

NAWLA, Regional Meeting, Embassy Suite Downtown, Portland, Ore. Contact: 800-527-8258. March 29.

APRIL

National Wood Flooring Association, Conference & Expo, Gaylord Palm, Orlando, Fla. Contact: 800-422-4556. April 10-13.

NAWLA, Regional Meeting, The Vancouver Club, Vancouver, B.C. Contact: 800-527-8258. April 12.

Lumbermen's Association of Texas, Annual Convention, La Torretta Resort & Spa, Montgomery, Texas. Contact: 512-472-1194. April 12-14.

Kentucky Building Material Association, Convention/Expo, Griffin Gate Marriott, Lexington, Ky. Contact: 502-245-6730. April 18-20.

Northeastern Lumber Manufacturers Association, Spring Convention, Seaport Hotel, Boston, Mass. Contact: 207-829-6901. April 26-27.

NAWLA, Regional Meeting, Seaport Hotel, Boston, Mass. Contact: 800-527-8258. April 26.

National Association of Home Builders, National Green Building Conference, Nashville, Tenn. Contact: 800-368-5242. April 29-May 1.

NAWLA, Leadership Conference, The Broadmoor, Colorado Springs, Colo. Contact: 800-527-8258. April 29-May 1.

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Hancock Lumber Company P.O. Box 299 Casco, Maine 04015, producing 100 million board feet of Eastern White Pine annually with 3 sawmill locations, is currently using five 1/2 pages and 1 full page in the Softwood Forest Products Buyer, and 1 full page in NAWLA Special Issue.

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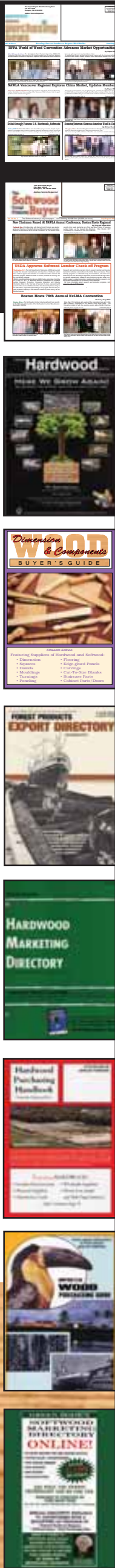
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 MISC. Electrical, Disconnects
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CONTACT: Darrell Gottschalk
(208) 835-2161

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 Qualifications: Degree in Forestry/Wood Science or related field preferred or minimum of three years in a technical supervisory role. Candidate should have experience in southern pine lumber grading. MSR/MEL quality control procedures and automatic grading machines would be a plus. Candidate should have a strong work ethic, be capable of managing multiple projects and have excellent written and communication skills.
C/O Blind Box 147, The Softwood Forest Products Buyer
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Appalachian Lumber Co., Inc. (Page 6)

5879 W. US Hwy. 421
 Wilkesboro 28697
 Tel. (336) 973-7205 / (800) 298-3202
 FAX (336) 973-8356
 Web Site – www.appalachianlumber.net
 E-Mail – plankfloors@wilkes.net
 Sales – William Church, William Parsons, Scotty Roten
 Marketing Areas – National
 Products – Edge-Glued Panels, Stair Treads, Stair Risers, Architectural Mouldings, Custom Mouldings, Plank Flooring, Paneling, Moulder Blanks
 Species – Red Oak, White Oak, Hard Maple, Soft Maple, Poplar, Walnut, Ash, Cherry, Hickory, Eastern White Pine, Eastern Yellow Pine
 Machining Capabilities – Moulding, Sanding, Tenoning, Edge Gluing
 Dry Storage Cap. – 500,000 BF

Churchtown Woodcraft (Inside Back Cover)

2095 Main Street
 Churchtown, PA 17555
 Tel. (717) 445-7988
 FAX (717) 445-4872
 E-Mail – churchtownwoodcraft@frontiernet.net
 Sales – Carl E. Zimmerman
 Marketing Areas – Regional
 Products – Bench Tops, Blanks, Blocks & Cleats, Brush Blocks, Cabinet Doors, Cabinet Parts/Accessories, Carvings, Case Good Parts, Chair Parts, Columns, Component Parts, Crib Parts/Slats, Custom Shapes, Cut Stock, Cutting Boards, Decking, Dimension Parts/Components, Doors/Door Parts, Drapery Rods & Brackets, Drawers and/or Drawer Parts, Frame Parts, Furniture Parts/Components, Handles, Industrial/Display Components, Jambs, Legs, Machined & Semi-Machined Components, Millwork, Mouldings (Custom), Moulded & Tenoned Parts, Moulder Blanks, Musical Instrument Parts, Posts, Profiles (Decorative Parts), Shelving, Specialty Items, Stair Treads, Stairs/Stair Parts, Stiles and/or Rail Stock, Store Fixture Parts, Table Tops/Parts, Toy Parts, Trim, Window Parts
 Species – All Types of Wood – Domestic, Imports & Exports
 Machining Capabilities – CNC Routing Machine, Chop Saws, Wide Belt Sanders, Table Saw, Jointer, CNC Tenoner Machine, CNC Laser Engraver, Sign Carving, 5,000 SF Plant

Custom Molding (Page 11)

9061 E. 875 N.
 Odon, IN 47562
 Tel. (812) 636-7110
 Fax (812) 636-0044
 Sales – John Graber
 Marketing Areas – Regional
 Products – Rope Mouldings, Dentil Mouldings, Hardwood Mouldings, Embossed Hardwood Mouldings, Blanks, Furniture & Cabinet Parts, Turnings, Vinyl Windows, Handles, Interior & Exterior Doors, Stairway Parts, Lumber, Bun Feet, Cut Stock, Dimension Parts/Components, Flooring, Handrails, Jambs, Legs, Millwork, Molder Blanks, Shelving, Stiles and/or Rail Stock, Strips, Surveyor Stakes
 Species – Alder, Knotty Alder, Ash, Bass, Birch,

Cherry, Hickory, Hard Maple, Soft Maple, Mahogany, Pine, Red Oak, White Oak, Poplar, Walnut
 Machining Capabilities – Molder, Embossing Machine, Rope Molder, Straight Line Ripsaw, Sanding, Shapers, Planers, Band Saw, Resaw
 Dry Storage Cap. – 50,000 SF

Indiana Dimension, Inc. (Page 5)

1621 W. Market St.
 P. O. Box 568
 Logansport, IN 46947-0568
 Tel. (888) 875-4434
 FAX (574) 739-2818
 Web Site – www.indianadimension.com
 Sales – Jeremy Rentschler, Roy Rentschler
 Marketing Areas – International, National
 Products – Cabinet Doors, Mouldings, Edge Glued Panels, S4S Products, Hardwood Dimension, Ready-to-Assemble Component Parts, Blanks, Cabinet Parts, Cut Stock, Doors, Door Parts, Furniture Parts, Moulded Parts, Ready-to-Assemble Door Parts, Fully Machined Furniture & Cabinet Components
 Species – White Oak, Red Oak, Poplar, Ash, Hickory, Hard Maple, Cherry, Walnut, Alder, White Soft Maple, Northern & Appalachian Hardwoods
 Machining Capabilities – Sanding, Shaping, Tenoning, Water Based Finishing Capabilities

Inter-Continental Hardwoods, Inc. (Inside Front Cover)

6841 Malpass Corner Road
 P. O. Drawer 119
 Currie, NC 28435
 Tel. (910) 283-9960
 FAX (910) 283-9964
 Web Site – www.ichardwoods.com
 E-Mail – info@ichardwoods.com
 Sales – Jim Mills, Lenny Shibley, Fred Coffrin, Nate Binkley, Tim McGill
 Marketing Areas – National, International
 Products – Lumber, Squares, Dimension, Flooring, Machined Products
 Species – Afrosia, Aniegre, Bubinga, Beech (European), Bloodwood, Cedar (Spanish), Cumaru, Goncalo Alves, Ipe, Iroko, Jatoba, Lacewood, Genuine & African Mahogany, Morado, Makore, Mansonia, Padauk, Sapele, Peruvian Walnut, Purpleheart, Santos Mahogany, Teak, Utile (Sipo), Wenge, Zebrawood
 Machining Capabilities – Distribution/Concentration Yard, 5 Dry Kilns, 3 Warehouses, Pre-Dryers, Green/Dry Chain, Sawmills in Gabon, Congo – Ghana, Offices in Africa, Asia, Europe, South America

Lebanon Oak Flooring Co. LLC (Page 1)

215 Taylor Ave.
 P. O. Box 669
 Lebanon, KY 40033-0669
 Tel. (270) 692-2128
 FAX (270) 692-2128
 Web Site – www.lebanonoak.com
 E-mail – lebanonoakflooring@windstream.net
 Sales – Robert L. Goodin, Richard T. Goodin
 Lumber Sales – Richard T. Goodin, Charles R. Goodin
 Marketing Areas – National
 Products – Mouldings, Furniture, Kitchen

Dimension Parts, Panels, Panels Edge-Glued, Stair Treads, Risers, Railing, Blanks, 5/16 sq. Edged Flooring, Strips & Plank, 3/8 x 1-1/2, 2", 1/2 x 1-1/2, 2", 2-1/4, 1/2 x 2 & 3/4 x 2-1/4, 3-1/4 Tongue & Groove Flooring, Drawer Sides
 Species – Red Oak, White Oak, Maple, Hickory, Cherry, Ash, Walnut
 Machining Capabilities – Finger Jointing, Sanding
 Dry Kiln Cap. – 270,000' (4 Kilns) per week
 Dry Storage Cap. – 5-600,000'

Sitco Lumber Company (Page 13)

2050 Kestrel Avenue
 DeSoto (Dallas), TX 75115
 Tel. (972) 225-4283
 Toll Free (800) 627-4826
 FAX (972) 228-5987
 Web Site – www.sitco.com
 E-Mail – info@sitco.com
 sales@sitco.com
 Sales – Jess Fulcher – j.fulcher@sitco.com
 Steve McKeever – s.mckeever@sitco.com
 Pudge Shatzer – p.shatzer@sitco.com
 Bob Williams – b.williams@sitco.com
 Marc Barany – m.barany@sitcosa.com
 Jon Pappas – j.pappas@sitco.com
 Tony Jackson – t.jackson@sitco.com
 Kathy Mota – k.mota@sitco.com
 Marketing Areas – International, National
 Products – Lumber, Plywood, S2S, Hardwoods & Exotics
 Species – Domestic, Exotic & Imported Hardwoods
 Branch Warehouses – SitcoLA – Cerritos, CA
 SitcoSAC – Sacramento, CA
 SitcoCHICAGO – Chicago, IL

Stanley Woodworking, Inc. (Page 147)

4113 White Top Road
 Middleburg, PA 17842
 Tel. (570) 837-6434
 FAX (570) 837-1637
 Web Site – www.hardwoodparts.com
 E-Mail – contact.us@hardwoodparts.com
 Sales – Tom Fitzgerald
 Marketing Areas – National
 Products – Mouldings, Dimension, Edge Glued Panels, Stair Parts, Furniture Parts, Billiard & Pool Parts, Laminated Parts, Squares, S4S Stock
 Species – Red Oak, White Oak, Cherry, Maples, Poplar, Ash, Mahogany, Hickory, Walnut, Basswood
 Machining Capabilities – Ripping, Chopsaws, Gluing, Moulding, Tenoning, Sanding, Finger Joint
 Dry Storage Cap. – 1,000,000'

Thompson Forest Products International (Page 2)

24-B Battleground Ct.
 Greensboro, NC 27408
 Tel. (336) 373-1117
 FAX (336) 373-1119
 Web Page – www.thompsonforestproducts.com
 E-Mail – billy@thompsonforestproducts.com
 bob@thompsonforestproducts.com
 Sales – Bob Thompson, Billy Thompson
 Marketing Areas – International, National
 Products – Dowels, Squares, Turnings, Edge Glued Panels, Dimension, Mouldings, Panels, Components, Drawer Sides, CNC Shaped Parts, Bed Posts, Table Legs, Chair Assemblies

Species – Ash, Maple, Birch, Beech, Hickory, Gum, Pine, Oak, Poplar
 Machining Capabilities – Sanding, Tenoning, Moulding, Shaping, Routing, Boring

Valley Line Wood Products (Page 15)

2935 N. 500 W.
 Shipshewana, IN 46565
 Tel. (260) 768-7807
 Cell (574) 202-5714
 FAX (260) 768-3103
 E-Mail – valleyline@pcfreemail.com
 Sales – Danny Miller – danny.valleyline@gmail.com
 Marketing Areas – National
 Products – Edge Glued Panels, Face Glued Panels, Mouldings, Blanks, Furniture & Cabinet Parts, Door Parts, Drawers and/or Drawer Parts, Squares, Strips, Stair Parts, Trim, S4S Hardwood Lumber
 Species – Red Oak, White Oak, Hard Maple, Soft Maple, Cherry, Alder, Elm, Ash, Poplar, Walnut, Others
 Machining Capabilities – Sanding, Moulders, Shaping, Edge Gluing Equipment, Chop Saws, Planer, Rip Saw, Optimizing Chop Saw

Walnut Creek Planing Ltd. (Page 33)

5778 State Route 515
 Millersburg, OH 44654
 Tel. (330) 893-3244
 Toll Free (800) 488-3244
 FAX (330) 893-2468
 Web Site – www.wcplaning.com
 E-Mail – sales@wcplaning.com
 Sales – Dwight C. Kratzer, Charles Kratzer
 Marketing Areas – International, National
 Products – Squares, Balusters, Chair Parts, Surveyor Stakes, Door Stiles, Panels, Stair Treads, Custom Orders Welcome, S2S, S4S, Blanks, Component Parts, Counter Tops, Dowels
 Species – Red Oak, Poplar, Cherry, Soft Maple, Beech
 Machining Capabilities – Sanding, Tenoning, Finger Jointing, Moulding, Ripping

Yoder Lumber Company, Inc. (Page 202)

4515 Berlin Twp. Rd. 367
 Millersburg, OH 44654
 Tel. (330) 893-3121
 FAX (330) 893-3031
 Web Site – www.yoderlumber.com
 E-Mail – sales@yoderlumber.com
 Sales – Paul Dow
 Marketing Areas – National, International
 Products – Moulder Blanks, Panels, Squares, Balusters, Machined & Semi-Machined Components, Moulded Parts, Laminated Squares
 Species – Red Oak, Poplar, Beech, Cherry, Hard Maple, Soft Maple, Walnut, White Oak
 Machining Capabilities – Sanding, Moulding, Gluing, PET, Ripping, S2S, S4S
 Dry Kiln Cap. – 500,000 BF
 Dry Storage Cap. – 2,500,000 BF



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