

GBM Photos - Continued from page 1



Chad Findlay, West Bay Forest Products, Langley, B.C.; and Joe Petree, Orepac Building Products Inc., Tacoma, Wash.



Aaron Snodgrass, Boise Cascade, Tulsa, Okla.; Tianna Roberts, Boise Cascade, Houston, Texas; and Pat Miller, Boise Cascade, Dallas, Texas



Phillip Floyd, Capital Lumber, Tacoma, Wash.; Paul Mackie, WRCLA, Mill Creek, Wash.; Paula Craig, WRCLA, Vancouver, B.C.; Chris Musselman, Weyerhaeuser Distribution, Tacoma, Wash.; and Jack Draper, WRCLA/WRCEA, Vancouver, B.C.



Patrick Miller, Boise Cascade, Dallas, Texas; Tianna Roberts, Boise Cascade, Houston, Texas; Carlos Furtado, Sawarne Lumber Co. Ltd., Richmond, B.C.; and Aaron Snodgrass, Boise Cascade, Tulsa, Okla.



Russ Nixon, Western Forest Products, Vancouver, B.C.; Dennis Wight and Tyson Palmer, Pacific Western Wood Works Ltd., Delta, B.C.; and John McCarter, Triad Forest Products Ltd., Delta, B.C.



David Frenette, Ontario Wood Products Export Association, Sault Ste. Marie, Ont.; Frank Li, Suzhou Straw Nest Wood Ltd., Shanghai, China; and David Milton, Ontario Wood Products Export Association



Aaron Snodgrass, Boise Cascade, Tulsa, Okla.; Tianna Roberts, Boise Cascade, Houston, Texas; and K.K. Sangara, Sawarne Lumber Co. Ltd., Richmond, B.C.



Johnal Lee and Allen Xu, All American Forest Products Inc., Vernon, B.C.; Cameron Cook, Gorman Bros. Lumber Ltd., West Bank, B.C.; and Phil Hsieh, Westminster Industries Ltd., White Rock, B.C.



Tamera Byrnes, Canfor Forest Industries/Canada Woods, Vancouver, B.C.; Bernd Florin, Forestry Innovation Investment, Vancouver, B.C.; and Tong Chow, TZC Education Group, Vancouver, B.C.



Brian Hawrysh and Randi Walker, BC Wood, Vancouver, B.C.; and Wendell McCloud, Thorlyne Pty Ltd., Sydney Australia



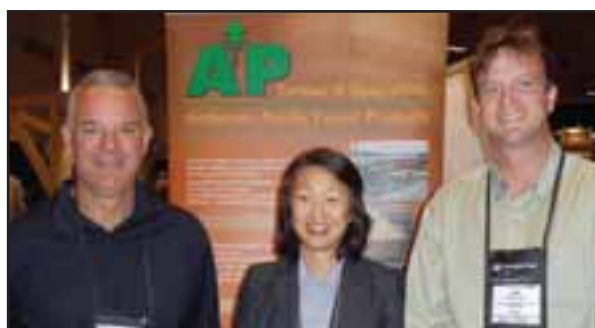
Kent Beveridge, Skana Forest Products Ltd., Richmond, B.C.; and Mike Unger, La Crete Sawmills Ltd., La Crete, Alberta



Curtis McLeod, Capital Forest Products Inc., Hingham, Mass.; Adrian Radovanovich, Santo Hardware, Santo Island, Vanuatu; and Scott Boates, The Teal Jones Group, Surrey, B.C.



Kirk Nagy, The Waldun Group, Maple Ridge, B.C.; Kurt Elmstrom and Bruce Bullinger, Liberty Cedar Inc., South Kingston, R.I.; and Curtis Walker, The Waldun Group



Archie Rafter, Andersen Pacific Forest Products Ltd., Maple Ridge, B.C.; Kim-Jana Henze, EDO Canada, Vancouver, B.C.; and Ron Andersen, Andersen Pacific Forest Products Ltd.



Todd McMyn, Fortis Trading Ltd., North Vancouver, B.C.; David Hughes, WOODTONE, Chilliwack, B.C.; Geoff Lawler, Geoff Lawler Architecture Inc., Maple Ridge, B.C.; and Mike Pidlisecky and Ben Good, WOODTONE



Mohammed Amir, SPF Precut Lumber, Port Coquitlam, B.C.; Brad Flitton, Jeff Derby, Ben Meachen, Ryan Furtado, John Shook and Peter Zhao, Western Forest Products Inc., Vancouver, B.C.



Scott Boates and John Gardiner, The Teal Jones Group, Surrey, B.C.; and Dean Fedoruk and John McCarter, Triad Forest Products Ltd., Delta, B.C.



Tyler Moore, Cedarline Industries Ltd., Surrey, B.C.; and Mary and Michael McInnes, SourceWood Partners, Beaverton, Ore.

RETAIL REVIEW

Kodiak Building Acquires Gulf & Basco

Denver, Colo.—Kodiak Building Partners, based here, recently acquired the assets of specialty distributor dealer Gulf & Basco, located in Houston, Texas.

Founded in 1937 by the Feldman family the business has grown and developed to its current state as a specialty distributor of windows, cabinets, tops and appliances to home-builders, repair and remodeling contractors and commercial accounts in the greater Houston market. Operating from a 110,000 square-foot-facility, Gulf & Basco's 80-people are engaged in design, fabrication, warehousing, delivery and installation of its products.

Kodiak Building Partners was founded in 2011 to invest in building products distribution companies serving new residential repair and remodeling, and commercial construction markets across the United States. Kodiak Chairman and CEO, Paul Hylbert, said, "We are very excited about having Gulf & Basco join our Kodiak team. They have developed a very effective distribution business serving the greater Houston market, and we envision growing the business in Texas on the base his group has established."

Wausau Supply Purchases 40 Acres in Rapid City

Schofield, Wis.—Wausau Supply, based here, recently acquired 40-acres in Rapid City, S.D.

According to sources, construction has already began on a 59,400-square-foot warehouse facility.

Wausau also has facilities located in Brandon, northeast of Sioux Falls, as well as others in Wisconsin, Illinois, Minnesota, Kansas and Iowa. Product offerings include: millwork, decking, siding, fireplaces, railing, shutters and more.

Hartville Opens 305,000-Square-Foot Store

Hartville, Ohio—Hartville Hardware, located here, recently combined three operations into one massive 305,000-square foot store on seven acres of retail space in Hartville, Ohio.

The new location has six different entrances, two floors, a three-lane drive thru lumberyard and a 1,850-square-foot 'ideas house.'

Wayne Miller, who operates Hartville Hardware with his brother, said, "Back in the 1980's my father had a vision for the Hartville Marketplace, Hartville Kitchen and Hartville Hardware to all be on the same campus. We wanted to have a destination hardware store—a unique store that people would come to."

The store offers close to 70,000 items and, according to Miller, is very competitive. "We have the hard-to-find items and we have the customer service. We have specialists in every department."

ABC Opens on 42,000 Square Feet

Carnegie, Pa.—ABC Supply Co., recently opened a new 42,000-square-foot store here. Officials for the building products distributor said the store is designed to serve residential and commercial construction professionals. The new location will carry a complete assortment of building materials, including doors, windows, tools and more.

"We look forward to supporting area contractors and builders by providing the products and services they need

to serve their customers and grow their businesses," said Ramiro Leal, branch manager.

The new location will be ABC Supply's second in the Pittsburgh metropolitan area, the other being in North Huntingdon, Pa. The company has 13 additional branches located throughout Pennsylvania.

Gabriel Building Supply Acquires Land in Louisiana

Ponchatoula, La.—Gabriel Building Supply, headquartered here, recently purchased land in Amite, La., to open a new branch in 2013.

Founded in the early 1900's, Gabriel Building Supply services the residential contractors and DIY retail market segments.

McCoy's Resumes Expansion

San Marcos, Texas—McCoy's Building Supply, based here, has broken ground on its first new store in five years. A smaller format location in Tyler, Texas. The 84th store for the retail chain is just in time for its 85th anniversary.

McCoy's Building Supply was established in 1927. Serving the building products industry, the company owns and operates more than 80 centers and runs two millwork facilities.

Mead Reopens With New Owner

Ashland, Neb.—Mead Lumber Co., located here, was recently purchased at an auction by Chuck Niemeyer.

Niemeyer plans to reopen the store at the front of the property. Closed by Kate and Bob Mead in July, the buildings and property were donated to help fund a community center.

Palos Ace Hardware Opens Second Branch

Palos Heights, Ill.—Palos Ace Hardware, based here, recently opened a second store in Lemont, Ill.

Formerly occupied by True Value, the store will be operated by Dan and Pattie Harris, who own the Palos Ace Hardware in Palos Heights.

Open since 1998, the Palos Ace Hardware store has been recognized by the Ace Hardware Corporation as

one of the nation's top-performing stores. "We're eager to be here, and excited to be in this community," Harris said. "We just ask that the community supports us. We're locally owned and we will pay back in many different ways."

Ace Hardware Corporation was founded in 1924 by Richard Hess, E. Gunnard Lindquist, Frank Burke and Oscar Fisher. With 4,077 stores, the corporation does over \$3 billion in retail sales annually.

Habitat For Humanity Opens ReStore In Kilgore

Atlanta, Ga.—Corporately headquartered here, Habitat For Humanity recently opened a ReStore discount LBM outlet in Kilgore, Texas.

With 825 Habitat ReStores currently in operation throughout North America, Habitat ReStores accepts donations of building materials, home improvement goods, furniture, and appliances and sells the items to the public at a fraction of the retail price. All proceeds benefit Habitat For Humanity's mission to build homes, communities and hope, according to the operation's website.

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Acadia Clear Coat

Precoating protects and beautifies.

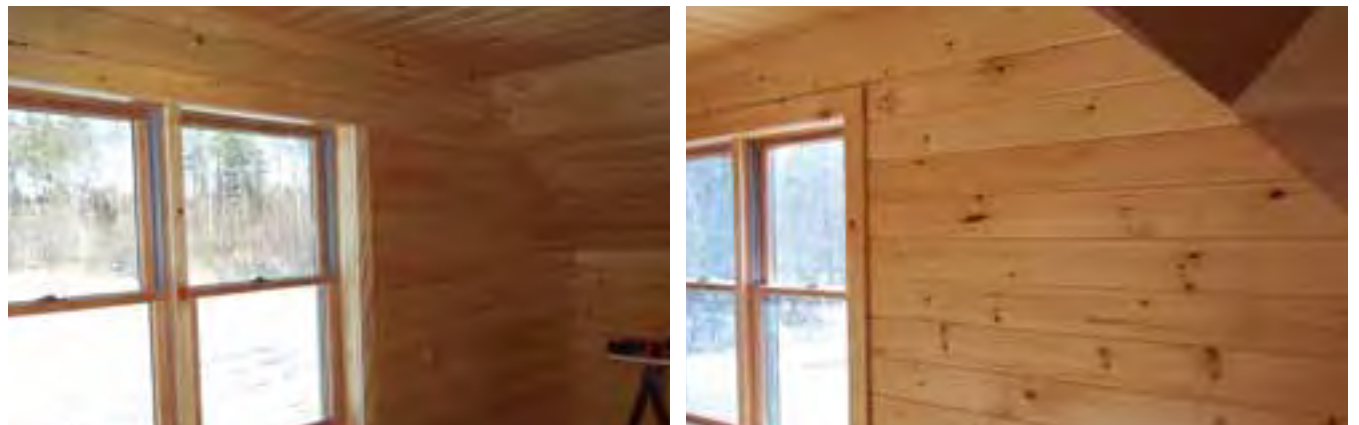
Robbins oil based polyurethane clear coat offers a gloss base with a satin topcoat for a superior finish, saving both time and money. Precoating the lumber also protects it from onsite dust and dirt. The wood is all surfaced on a moulder, then lightly sanded before being sent through a two coat sprayed on finish, and sanded between coats. Robbins pine is kiln dried to 10-12% moisture content to minimize shrinking.



Available Pine stock:

- Stocked in 6" and 8" widths in WP4 and ECB1SWP4
- Random length units in stock
- 8', 10', and 12' lengths also available
- Custom widths and patterns also available

Robbins clear coat offers an OLYMPIC® stain gloss base with an Olympic stain satin topcoat for a outstanding finish.



For more information, please contact us at (207) 342-5221 • www.rlco.com

GBM Photos - Continued from page 14



David Jeffers, PPG Machine Applied Coatings, Pittsburgh, Pa.; and Jake van Schothorst and Bill Brown, Prairie Cedar, Lethbridge, Alberta



Graham Picard, Terminal Forest Products Ltd., Richmond, B.C.; Steven Johnson, Coulson Manufacturing Ltd., Port Alberni, B.C.; Ted Fregoso and Terry Gaines, Terminal Forest Products Ltd.; and Tom Barenberg, Split Rail Fence & Supply Co., Denver, Colo.



Christian Owens, Skana Forest Products Ltd., Richmond, B.C.; Scott Lindsay, Skana Forest Products Ltd., Vernon, B.C.; and Don Rees, Real Carriage Store Co., Gig Harbor, Wash.

NeLMA Photos - Continued from page 1



Susan and Phyllis DiPrizio, P. DiPrizio Lumber, Rochester, N.H.; Jessica Brown, DiPrizio Pine Sales, Middleton, N.H.; Rebecca Lowell, R. E. Lowell Lumber, Buckfield, Maine; and (standing) Peter and Prisco DiPrizio, P. DiPrizio Lumber; Scott Brown, DiPrizio Pine Sales; and Dante Diorio, Diorio Forest Products, Ashland, Va.



Craig Myers, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; Bill Edwards, Eastern Insurance, Keene, N.H.; and Jim Robbins, Robbins Lumber Inc., Searsmont, Maine



Brad Weller, Macdonald Page Co., Portland, Maine; Win Smith, Limington Lumber Co., East Baldwin, Maine; and Alex Darrah, Durgin & Crowell Lumber Co., New London, N.H.



Peter Crowell, Durgin & Crowell Lumber Co., New London, N.H.; Alden Robbins, Robbins Lumber Inc., Searsmont, Maine; Tom Merkett and Rob Hoffman, Capitol Forest Products, Annapolis, Md.; and Tonia Tibbetts, Robbins Lumber Inc.



Brett Anderson, J.D. Irving Ltd., St. John, N.B.; Anthony Baroni, Sandy Neck Traders, South Dennis, Mass.; and Brad Weller, Macdonald Page Co., Portland, Maine



Phil Ruck, CES Inc., Brewer, Maine; Doug Chiasson, J.D. Irving Ltd., St. John, N.B.; Tom Jenkins, Green Light Forest Products, Bangor, Maine; and Jeff Desjardins, Moose River Lumber, Moose River, Maine



Jason Brochu, Pleasant River Pine, Hancock, Maine; Dante Diorio, Diorio Forest Products, Ashland, Va.; and Bob Bronkie, Unstable Farm, East Aurora, N.Y.



Randy Caron, Caron Consulting, Garfield Plantation, Maine; Peter Buckley, Mill River Lumber, North Clarendon, Vt.; and Jeff Easterling, NeLMA, Cumberland Center, Maine



Rob Brown, Western Lumber, Medford, Ore.; Matt Duprey, Hancock Lumber Co., Casco, Maine; Chris Harrett, Western Lumber, Freeland, Wash.; and Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.



Peter Crowell, Durgin & Crowell Lumber Co., New London, N.H.; Rob Hoffman, Capital Forest Products, Annapolis, Md.; and Chuck Gaede and Alex Darrah, Durgin & Crowell Lumber Co.



Dante Diorio, Diorio Forest Products, Ashland, Va.; Brett Anderson, J.D. Irving Ltd., St. John, N.B.; Jim St. John, Wiener, Crowley & St. John Inc., Leonia, N.J.; and Susan Coulombe, J.D. Irving Ltd., Dixfield, Maine; and Doug Chiasson, J.D. Irving Ltd., St. John, N.B.



Jason Brochu, Pleasant River Pine, Hancock, Maine; Donna Reynolds, NeLMA, Cumberland Center, Maine; and Phil Ruck, CES Inc., Brewer, Maine



Kevin Hynes, Hancock Lumber Co., Casco, Maine; George Burns, Bernstein Shur, Portland, Maine; Craig Myers, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; and Jethro Poulin, Milan Lumber Co., Milan, N.H.



Rod and Judy Irish, Pleasant River Lumber, Dover-Foxcroft, Maine; and Maria and Paul Lennon, Lumbermen's Underwriting Alliance, Bow, N.H.



Rob Brown, Western Lumber, Medford, Ore.; Alden Robbins, Robbins Lumber Inc., Searsmont, Maine; and Anthony Baroni, Sandy Neck Traders, South Dennis, Mass.

RETAIL REVIEW

Continued from page 15

DG Hardware Purchases Three Aces

Sarasota, Fla.—DG Hardware Stores, based here, recently acquired three-unit Flagler Ace Hardware, Palm Coast, Fla., from retiring owner Lesley Anderson.

Anderson opened a store in 1985 in Bunnell, Fla., with her late husband, Andy. Later she added two stores in Palm Coast. "We will try and run the stores in the manner the customers like and expand the Ace Hardware initiatives and product offerings so they are more up to date, like adding Craftsman tools," said CEO Ron Schefer.

DG now operates 11 stores in Florida and three in the Midwest.

Adams Lumber Sells Final Stores

Grant, Neb.—The owners of Adams Lumber Co. recently sold their final locations in Grant and Imperial, Neb., to former employee Chad Leibbrandt and his wife Amy.

Former Grant manager Ron Kent will retire and Imperial manager Mike Frerichs will remain in charge of that location. Marcia Frerichs will continue handling accounts payable and the yards will keep the Adams name, under parent company Leibbrandt Lumber. Chad Leibbrandt began in the lumber industry with Adams 16 years ago. He will serve as president and his wife will be vice president.

Mill Valley Lumber Acquired By Matthews

Mill Valley, Calif.—Restoration

expert Matt Matthews recently purchased Mill Valley Lumber, located here.

Matthews indicated he intends to operate the 120-year old business the same as it always has. Prior owners Tom, Dan and Tony Cerri said the business had been losing money and were forced to put it up for sale. They received several offers for the property, which zoned for multi-family residential, although it has been a lumberyard since 1892.

Matthews is a Mill Valley local who restores old buildings for a living. As such, he has been a customer of Mill Valley Lumber for 20 years, restoring his Victorian home with materials from the company. He plans to team up with outside operators to handle the lumber and hardware operations. Other buildings on the property have been slated by Matthews for rental to other home improvement tradesmen, along with the cabinet shop and kitchen designer, which already retains leasing space on-site.

Home Depot Closes Oldest Store in West, Readies Replacement

Fullerton, Calif.—The Home Depot recently closed its location here. According to officials, it was the chain's oldest location in the Western region. The division liquidated all the old merchandise, and will open in a new building, with new merchandise just down the street.

Mike Astorino, district manager for Home Depot, said the goal was to give Fullerton a brand new store. The old one was 27 years old.

At 150,000 square feet the new store

is about 20,000 square feet smaller than the old store, but will have a larger lawn and garden section, plus an expanded appliance showroom with a wider selection of merchandise.

Earlier this year, Home Depot opened its first western region superstore in Anaheim Hills, Calif. It's 205,000 square-foot packed with wider selection in all categories, more "lifestyle vignettes" to illustrate design and decorating ideas, and upgraded customer service areas for both consumers and home improvement professionals.

Bernie Marcus and Arthur Blank founded The Home Depot in 1978. Along with investment banker Ken Langone and merchandising guru Pat Farrah, the founders' vision of one-stop shopping for the do-it-yourselfer came to fruition when they opened the first two Home Depot stores on June 22, 1979, in Atlanta, Ga.

Barr Lumber Closes Down To One

San Bernadino, Calif.—Barr Lumber, based here, has closed its stores in West Covina and Yucca Valley, Calif., reducing the chain to a single yard in Twentynine Palms, Calif.

Kyle Nicholson, a professional liquidator who helped empty the Yucca Valley store, said the Twentynine Palms branch benefits from being close to a Marine Corps base, but far from big box competition.

San Bernadino, California-based Barr purchased the West Covina

yard from Pick's Building Materials in 2008.

Oregon Lumber Dealer Shuts Down Stores

Astoria, Ore.—Astoria Builders Supply, located here and sister company Gearhart Builders Supply, Gearhart, Ore., permanently closed recently following bankruptcy filings and weeklong liquidation sales.

The remaining assets of the 65-year-old company were auctioned off.

The family-owned business was established in 1942 under the name of Brewer Billy Lumber Co. Although the name changed to Astoria Builders Supply Co. in 1947, the firm was not incorporated until 1967.

Northwest True Value to Build \$1.5 million, 20,000-square-foot Facility

Roanoke, Va.—Northwest True Value Hardware, based here, recently announced plans to build a \$1.5 million, 20,000 square-foot store in Ridgeway, Va.

Slated for completion in early 2013, the store will be number 7 for Northwest. Creating 12 new jobs, the location will be at the intersection of Main Street and U.S. 220.

Owner and Vice President of Northwest Hardware Lee Overstreet said, "There are many fine homes in the Martinsville-Henry County area, and the homeowner is our best customer. We feel this new location is convenient and visible to the thousands of potential customers."

Northwest Hardware provides extensive product lines serving the needs of homeowners and contractors.



Mill:

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- Vertical Grain Clear Lumber Custom sizes up to 42 feet long and over 20 inches wide VG lumber

Fibre:

- Private timberland
- Coastal fine grain timbers
- Customized log sorts to suit individual programs



SFPA Photos - Continued from page 1



Richard Wallace, SFPA, Kenner, La.; Joe Patton, Westervelt Lumber, Tuscaloosa, Ala.; Mike Warren, Temple-Inland Inc., Diboll, Texas; and Mike Gullede, Deltec Timber Corp., El Dorado, Ark.



Michael DeVere and Crawford Murphy, CLT USA llc and MDS10 pllc Architects, Asheville, N.C.; Cathy Kaake, Vice President, Technical Markets, SFPA, Kenner, La.; Terry Miller, The Softwood Products Buyer, Memphis, Tenn.; and Bob Glowinski, American Wood Council, Washington, D.C.



Racy Florence, Hoover Treated Wood Products, Thomson, Ga.; Richard Kleiner, SFPA, Kenner, La.; and Tim Brown, Cox Industries Inc., New Bern, N.C.



Bryan Smalley, SLMA, Tyrone, Ga.; Todd Greer, Timber Products Inspection, Conyers, Ga.; and Eric Gee, Director, Expo & Foreign Resources, SFPA, Kenner, La.



Randy and Mary Hunt, Cameron Lumber Co., Cameron, S.C.; Patrick Henry, guest speaker, Burlington, N.C.; and Bert Campbell, RoyOMartin/Rocky Creek Lumber, Mexia, Ala.



Jeff and Sandy Miller, Treated Wood Council, Washington, D.C.; Huck DeVenzio, Lonza Wood Protection, Atlanta, Ga.; and Joe and Andrea Kusar, Tolleson Lumber Co., Perry, Ga.



Scott Vande Linde, West Fraser Inc., Germantown, Tenn.; Racy Florence, Hoover Treated Wood Products, Thomson, Ga.; and Grady Brafford, Lonza Wood Protection, Atlanta, Ga.



Tom and Ethel Rice, Conner Industries Inc., Fort Worth, Texas; and Jack Stevens, (retired) Kirby Forest Industries (past chairman, SFPA), Houston, Texas



Mark and Angela Culpepper, Mid-South Engineering Co., Hot Springs, Ark.; Mark Partyka, Optimill Inc., Birmingham, Ala.; and Richard Kleiner, Senior Director, International & Treated Markets, SFPA, Kenner, La.



Richard and Pam Wallace, SFPA, Kenner, La.; and William and Rebecca Almond, and Vince Almond, Almond Bros. Lumber Co., Coushatta, La.



William Almond, Almond Bros. Lumber Co., Coushatta, La.; Jimmy Smith, Tradewinds Int'l. Inc., Conover, N.C.; Randy Hunt, Cameron Lumber Co., Cameron, S.C.; and Richard Kleiner, Senior Director, International & Treated Markets, SFPA, Kenner, La.



Rick Rakoczy, Hoover Treated Wood Products, Thomson, Ga.; Kerlin Drake, Anthony Forest Products, El Dorado, Ark.; Brent Gray, Thomason Co., Philadelphia, Miss.; and Patrick Harrigan, Harrigan Lumber Co. Inc., Monroeville, Ala.

WRCLA Photos - Continued from page 1



Al Fortune, Mid Valley Lumber Specialties Ltd., Aldergrove, B.C.; Steve Hickman, Cedar Creek, Dallas, Texas; and Jeff Derby, Western Forest Products Inc., Vancouver, B.C.



Ron Enyeart and Linda Elliott, Enyeart Cedar Products, Tigard, Ore.; and David Bond, Cedar Creek, Broken Arrow, Okla.



Carlos Furtado, Sawarne Lumber Co. Ltd., Richmond, B.C.; Wayne Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; and Ryan Furtado, Western Forest Products Inc., Vancouver, B.C.



Steve Hickman, Cedar Creek, Dallas, Texas; Ben Meachen, Western Forest Products Inc., Vancouver, B.C.; and David Hughes, WOODTONE, Chilliwack, B.C.



David Bond, Cedar Creek, Broken Arrow, Okla.; and Jim Gillis, Haida Forest Products Ltd., Burnaby, B.C.



Skip Dierdorff, Alpine Lumber, Erie, Colo.; Greg Loudon, Capital Lumber, Denver, Colo.; Karl Wagner, Alpine Lumber; and Trevor Park, Finmac Lumber Ltd., Winnipeg, Manitoba



Don Demens, Western Forest Products Inc., Vancouver, B.C.; Elena Jehnichen, WRCLA/WRCEA, executive assistant, Vancouver, B.C.; Cal Dyck, Quadra Wood Products Ltd., Abbotsford, B.C.; and Jack Draper, WRCLA/WRCEA, managing director



David Hughes, WOODTONE, Chilliwack, B.C.; Craig Combs, PPG Machine Applied Coatings, Medford, Ore.; and David Jeffers, PPG Machine Applied Coatings, Raleigh, N.C.



Paul Mackie, WRCLA, Mill Creek, Wash.; Jake van Schothorst, Prairie Cedar, Lethbridge, Alberta; Andrea Rogers, guest, Vancouver, B.C.; and Bill Brown, Prairie Cedar

Ontario/Quebec Business Trends



By Michelle Keller
Associate Editor

Although the fall is traditionally a time when demand for softwood lumber begins to wane, many in the industry are reporting that a stronger-than-expected spring is helping to take the edge off of the expected seasonal slowdown. Still, some are cautious that the gains realized in the spring may be erased as the year enters the fourth quarter.

In Ontario, the sales manager at one sawmill said that his business is doing quite a bit better year-to-date over 2011. He said the improved financial picture is due to a combination of factors.

"Well, I don't think supply has increased, and demand has increased," he said. "It was better than we did last year, and the prices are about \$50 better than at this time last year, and that is saying a lot."

Although there has been considerable improvement, he also said his customers are generally still waiting until the last minute to place orders, ever wary about sitting on too much inventory for too long a period.

"If I look at my order file and I look at the prices I am selling at, you can see there is strength in the market that there was not last year. Still, the yards are pretty much bare and my customers want product right away," he said.

Looking forward, he predicted that

prices will remain stable for the foreseeable future. He noted that there is still "a lot of product in the pipeline," which will help keep the current prices relatively even. At the same time, he remains optimistic that international demand may help boost the bottom line.

"Hopefully, the States will have much more need and demand and the Chinese and Indian market is still good. Prices should stabilize or improve," he said.

He quickly added that the good times could not come soon enough for an industry that has been plagued with concerns, even before the global recession took route.

"The last five years have been hell for our industry. We have lost a lot of good people," he said, adding that his company has trimmed back from two shifts to one.

Even if the tough times turn around, he said, it may take a while before things can really begin to improve. He noted that the financial sector remains hesitant to lend money, especially to this particular market.

"Banks are not helping at all; they do not want to lend money to anything involving lumber," he said. "I've got guys who cannot replace their trucks. There's no indication that we will add any production on the market, and a lot of other people are also like that."

A salesman at one Ontario wholesale operation said that his company has also posted solid numbers in the first half of 2012. He, however, attributed the turnaround to meteorological conditions.

"It's up a little bit," he said of demand. "I think it is weather-related more than anything."

He noted that the northeastern United States and much of Canada experienced an early spring and a relatively dry summer, allowing for more

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South/Southeast Business Trends



By Gary Miller
Managing Editor

Softwood suppliers in the Southeast mostly reported better market conditions. "Business is still going good for us," a contact in Alabama noted. "There still seems to be plenty of activity. It will slow down once winter sets in completely—that is if we have a winter this year," he continued, referring to the mild winter many regions experienced last year.

"I think the economy is getting a little better. There is definitely more demand. Georgia Pacific is going to start up the OSB mill they purchased from Grant in the first quarter of 2013, and there is more demand for OSB. So from a distribution standpoint, the oncoming months look promising," he said.

As for availability issues the source said things have slowed. "We had some issues back in the summer months, but that seems to have slowed. Nine-foot Spruce studs were hard to obtain for a while, but that has eased and overall availability is better.

"The market has made adjustments pricewise and things are down a little bit. I think it's about to find a bottom," he continued. "Trucking is readily available now that produce season has ended."

When asked about his customers' markets he said, "Everybody is trying to hold off as long as they can. They

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have some jobs coming up but they're waiting to see when the prices drop. Everybody waits until the last minute in hopes of getting the best available price."

He indicated that Forest Stewardship Council (FSC) and Sustainable Forestry Initiative certified products are receiving less demand. "In our region it doesn't seem like as many people are interested anymore. I hate to use the word fad, but in reality, once the price got their attention, the buyers let the trend go."

In Mississippi another source commented, "We just don't hear about certified products anymore. There was a lot of talk and inquiries about it in the past few years but mostly the demand for those products is limited to government specifications and purchased as a requirement. There's not many people in this region that are certified particularly by the FSC, because the cost is \$100 or more per thousand feet and that's 'if' you can get it within a 500-mile radius."

Looking ahead at the spring of 2013 he said, "I think business will pick back up in the spring and we'll see an increase. Housing should increase and business will be better."

A North Carolina supplier said the general softwood market is spotty in his area. "The uncertainty of the market is affecting everyone. I think there is still a real hesitancy to step out and do anything financially by the consumer," he explained.

Handling Southern Yellow Pine he said, "Our log supply is not where it needs to be, primarily because of the loggers. There aren't as many around as there were in the past and as a result they have a monopoly."

He indicated his export markets are steady. "Everything seems to be holding steady in those markets. There haven't been any major increases and




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Western Business Trends



By Terry Miller
Associate Editor

The Western region reported flat business conditions overall. "Business is a little slower and definitely quieter,"

a source in Montana offered.

Handling Softwood lumber, plywood and imported hardwood panels he said he isn't experiencing any availability issues and his inventory levels are slightly lower than earlier this year. "As a whole our prices had been firming up until August or September, but in recent months they've trended up.

"Trucking has been on an upward trend all year and has been firm," he continued. "We market to retail lumber yards and industrial accounts. Our retail customers started seeing a slow down around August and the industrial customers have remained steady throughout the year."

In terms of 'green' certification, he said he hasn't noticed any improved demand. "When we first got on board with Forest Stewardship Council certification, we saw a spike or two in demand for those products early on. After the economy took a nose-dive we've seen that business drop off to virtually nothing. "Going forward we have to realize

that today more than ever we are in a global economy," he continued. "So the result of our business here largely depends on what goes on in the Far East and Europe as far as the slow downs over there."

In Idaho a Softwood supplier said the lumber market in his area is quiet as well. "I think activity is quiet but in turn it's matched by thin production. So it's in balance, but by no means busy."

As to the factors involved he said, "We thought there would be a fair amount of increase after the third quarter ran this year. So far that really hasn't materialized. It seems to me like people in the field are continuing to keep their inventories quite thin."

Producing Ponderosa Pine boards he indicated log supply is good and his inventory levels are average. "Our primary customer is the wholesale distribution yard followed by manufacturers and retail lumberyards. Window manufacturing is fairly slow. We haven't had any problems getting rid of our low grades but window manufacturing is quiet." He also noted his export volumes to Mexico and Pakistan are average.

As for his operation plans in the coming months he said, "Just looking at the board market I think we'll see a steady increase in interest and prices through the end of November and probably level off and come back on in the late winter."

Northeast Business Trends



By Sue Putnam
Editorial Director

In the Northeast region Softwood suppliers report signs of improving business activity. "We've seen glimpses of a

pick-up but we're not out of the woods yet," a contact in New Hampshire said. "I think the low interest rates and mortgage rates have helped out some as far as new construction is concerned. It still looks as if remodeling is the majority of business."

Handling Cypress, Cedar, Redwood, Pine and Spruce the source said he isn't having any availability issues right now. "Prices are up and our inventory levels are about the same," he noted. "We are bracing for fuel prices to rise in the months ahead."

Serving retail lumberyards nationwide he said, "Certain regions are better than others right now. I've seen some increased demand for certified products but it's directed towards the sawmills and not the wholesalers."

Going forward he said, "I think business is going to continue to increase as we get out of that rut that we've been in for the last few years."

An Eastern White Pine supplier in

The Softwood Forest Products Buyer


New York indicated his business is steady. "It's not super strong but activity is not weak either. It depends on the item that you sell. The low-grade that we export a lot to the Middle East is very strong. The material that we manufacture that goes into finger joint products is very strong. Probably the weakest in the domestics is the Select grades.

"Our log supply has been fairly steady but demand has not been really strong," he continued. "Our inventory levels are normal and log prices are steady. I don't see anything ahead that will influence a change in that direction."

Marketing to end-users such as window and door manufacturers, along with wholesalers and retail lumberyards, he said, "The remanufacturing sector is strong and probably the slowest is on the retail end right now."

A Sustainable Forestry Initiative certified supplier, he said most of his certified products are in demand for the international markets. "We have several customers that we wouldn't have obtained if we were not certified. Our export markets are a bit stronger because of it and on the other side of that coin our domestic markets are weaker in general."

The supplier is guardedly optimistic about the year ahead. "We're taking it one step at a time. It took years to get our economy in its current state and it's not going to rebuild overnight. Having said that, we do see some signs of improvement for 2013, but they will be small gains."



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CHESAPEAKE -

Continued from page 4

acreage, because Lewis believes, "If we don't have it, we won't sell it so we have a large yard with many types of fencing."

Inside the plant, Lewis has amassed the equipment to build the continuously expanding construction demands that had grown over the years. "If someone wants a Red Cedar board fence with a colonial top, we have a Marcell woodworking machine purchased several years ago, along with radial arm saws, table saws and chain saw, if needed. For assembly, Duo-Fast nail gun and aluminum screw nails attach boards to the 2X4 backer. Railings, iron gates for construction jobs, and many other iron fixtures are constructed in the welding shop.

"We have good machinery and excellent people from the area working it, and most have been here an average of 15 to 20 years," confirmed Lewis. Vice President Philip Shanker; Commercial Division Russell Hogan; and Salesmen Mike Fitzsimmons and Phil Estes joined the company shortly after Lewis did.

Lewis began staining boards 3 years after the company was founded, which was the same year that the city was formed into its own area. He and partner, Charlie Wynne, bought the company in the early 1980's. When Wynne retired, his daughter Sharon Shanker took over as secretary/treasurer.

Now the cycle has begun all over. Shanker's son is working in the yard for the summer for the first time. Lewis' son, Jacob, who also began working for his dad at age 14, works

summers for the family-oriented business. "My family realizes what I went through starting out and what I deal with now, which makes it easier for me." Lewis includes his wife of 22 years, June, in that partnership because she holds down the fort at home in all aspects.

The economy has not weeded out Chesapeake because many of Lewis' efforts in his brand go over and beyond customer service. For example, he picked up several jobs that had been acquired by companies who got paid for the work not done and then folded. He completed the jobs, start to finish at cost to save the reputation of the industry. "I started in this field, fell in love, it's been good to me, and I feel in turn I have been good to the fencing industry," confirmed Lewis, backing up his adage: Do things right all the time.

Chesapeake's quality materials and labor may not compute to the best price, admitted Lewis, "or we wouldn't be here. We don't cut corners."

As dedicated as Lewis is to his business, he still finds time and resources to donate to worthy causes in the community and elsewhere. Viewers of an Extreme Makeover Home Edition may have noticed Chesapeake Fence in the fleeting credit scroll as a donor of materials. Lewis also donates materials to the last project Boy Scout members need to build to become an Eagle Scout. He attributes his business success to simply having found a job he has enjoyed doing through the years as well as the industry people associated with it.

Contact Chesapeake Fence & Awning Co., Inc., at www.chesapeakefence.com or by phone at (757) 545-8486.

ANDERSEN PACIFIC -

Continued from page 6

geared toward the Japanese market, sawing higher end products and cutting," Marketing Coordinator Sam Satosono explained. "When Charlie Andersen took it over with a joint venture it was operated the same for probably another eight or 10 years. About five to seven years ago APFP began transitioning and developing its own Red Cedar and Douglas Fir programs. There are still Spruce programs and interior products towards the Pacific Rim market that are still in operation, but the trend today is Red Cedar and Douglas Fir."

Equipment at APFP includes a 7-foot headrig grade sawmill plus two pony breakdown rigs. According to the company website, www.canadianoverseas.ca, APFP offers flexible sawing styles, such as conventional North American, or quarter sawing for maximum vertical grain recovery inside-out. Optimized log bucking on a paved sawmill yard and the capability to blend logs of various grades at mill infeed is part of the process at APFP.

With approximately 50 employees at APFP, Rafter said the firm's equipment operators are "hands-on" with saw filing, satellite tips, thin kerf and optimum feed rates. "We have full crew briefings at the beginning of the day and we focus on customer requests and customer needs," he said. "We also offer custom sorts and grades and accommodate specialized lumber and cant tallying and packaging."

APFP sources timber from a wide variety of areas. "We have some local areas in the valley that we purchase from, but we also go further out,"

Rafter explained. "We're not looking for the best 'deal,' we're looking for the 'highest quality.' We purchase the higher grades and we believe it shows up in the product. In lumber grades there's low line pieces and high line pieces and because we go for the higher end, we get a higher yield from each log.

"What we do here is different than most. We spread out all the logs and they're merchandised before they go into the mill. So they're being bucked to specific lengths and the merchandiser will actually isolate a quarter of the log where that particular piece has to come from. I don't think there is another mill on the coast that does that."

Sales representative Dean Fedoruk added, "We offer end waxing on four sides if necessary, paper wrapping and basically anything the customer wants for protection we can supply."

"I've been involved with the lumber industry for about 54 years," Charlie Andersen said. "I worked for a log broker for eight years and then I started my own company. We were supplying mills that were trading and we got involved in timber marketing for major operations. I've been running logs pretty well my entire life because I was born in North Vancouver where the mills are.

"The whole industry has changed in so many ways since I've been in it and it would take a long time to tell the whole story, but the bottom line is, there are times when the river is full of logs and you can't sell them, and there are times when the mill owners are lined up at the door waiting to buy," he reflected. "If you operate a quality facility with the customer in the forefront, you'll do well."

APFP is certified by the Programme

Continued on page 26



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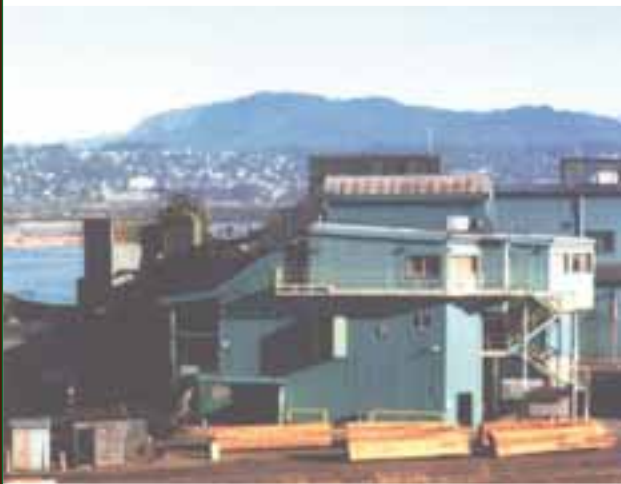
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MILL & TIMBER -

Continued from page 7

necessarily want to keep a lot of wood under their own roof. They need a lot of mixed loads up and we ship them directly to their customers. So that has changed a little bit and we have responded appropriately. Maybe in the old days mills were a little shy in having a bunch of mixed orders but the model has changed now more toward mixed orders and we're certainly a player in that market."

At Mill & Timber, making sure clients are satisfied is the number one priority.

"We have a strong belief in good communication with our customers," Dunse said. "Gone are the days when you can sit on the top of a hill, throw your offerings out and reel them in with a net. You have to work hard, and do what you say you're going to do in a timely manner."

Mill & Timber is committed to consistency and efficiency. "We don't play around with grades, they never vary," Dunse said. "We introduced the product to the market once and we consistently manufacture it no matter what the economics show. The result is that people come to us because they know the consistent quality is going to be there, and the service will be there. That hasn't been changed through thick and thin."

Berny Power and Sid Sigfusson are the other key members of the Cedar sales team. Power sells mainly 2x4, 2x6, 5/4x6 decking to customers across North America. Sigfusson sells clears and low grades domestically and around the world. Dunse handles mostly common grades of 2x4 through 2x12, timbers and S4S Red Cedar. Mill & Timber also produces and sells Yellow Cedar, and Jay Puder manages the program. And, finally, there are the KD SPF sales. Dave Thiessen handles all of the SPF dimension sales for Aspen Planers both domestic and offshore.

The members of the Cedar sales team have a lot of experience in the industry. Dunse has been involved in the industry for over 30 years, starting in a sawmill as a lad, and working for several wholesalers before joining Mill & Timber 14 years ago. Sigfusson started his career in Spruce sales in 1972, switching to Cedar sales in 1973 and has been with Mill & Timber for eight years. The name Power is well known on the coast. Six of the 10 Power boys have made their mark in the Cedar industry, and Berny has been with Mill & Timber for 18 years.

The sales team frequently travels to meet with customers throughout the United States, Canada and overseas, and welcomes customers to visit the Surrey operation.

Surinder Ghog, owner of Mill & Timber, takes a hands-on approach to running the business, Dunse added.

The Softwood Forest Products Buyer

"He's primarily focused on the age of inventory and sales orders," Dunse said. "In the rare instance where there's aged inventory, he wants to know why it hasn't been sold, and whether we should even be producing the item. He is here every day managing our company, involved and interested in every aspect of the business."

Dunse said the team meets several times per week to discuss any production issues, and current and future customer needs. "If there's a problem, we'll discuss it and find a way to solve it," he said. "Our goal is to provide exactly what we say we're going to, and we take pride in shipping on time."

For more information, contact Mill & Timber Products Ltd. at 604-580-2990 or visit www.millandtimber.com.

HANCOCK-

Continued from page 8

Additionally, guests enjoyed a tour of Hancock's mills in Casco, Pittsfield and Bethel, as well as a cocktail reception on a boat at Lake Sebago. The winning team in the golf scramble



Kourtney McLean, Hancock Lumber Co., Casco, Maine; Tom Molloy, ENAP Inc., New Windsor, N.Y.; Bernie Nugent, Warren Trask Co., Stoughton, Mass.; and Mike Halle, Hancock Lumber Co., Bethel, Maine



Jerry Buteau, None Such Forest Products, Gorham, Maine; and Wayne Huck and Kevin Hynes, Hancock Lumber Co., Casco, Maine

included: Donna Gerritts, Royal Woodworking, Amanda Jacques, Hancock Lumber Co., Terry Miller, The Softwood Forest Products Buyer and Wayne Koziel, Canwel Building Materials Ltd.

Winners of the golf tournament were: first place, Rick Hoag, National Industrial Lumber Co.; second place, Jamie Place, Eastern Forest Products; third place, Bob Keener, Russin Lumber Corp.; and fourth place, Jerry Buteau, None Such Forest Products.

Established in 1848, Hancock Lumber Company is one of America's oldest and most distinguished family-owned companies. Today, the company employs 200 people in its Casco, Bethel and Pittsfield manufacturing facilities. Hancock also operates 10 retail locations across Maine and New Hampshire along with a land division that grows its own Pine trees and responsibly manages 15,000 acres of timberland. For more information visit www.HancockLumber.com.

AHEC NEWS-
Continued from page 2

24 years of service as executive vice president of APA spanned both the introduction of Southern Pine plywood and the advent of oriented strand board. This year's award will be presented to Mr. Ford on Nov. 12 in the general session at APA's annual conference in Amelia Island, Fla.

EWTA Names New Communications Director

Sheila Cain, a freelance writer and former editor of Northwest Construction magazine, has been named communications director of the Engineered Wood Technology Association (EWTA), the related non-profit supplier organization of APA—The Engineered Wood Association.

The contract appointment became effective Oct. 1. She succeeds Jack Merry, who retired after more than 30 years with APA and EWTA.

As communications director, Cain also assumes the role of editor of EWTA's *Engineered Wood Journal*, the association's biannual industry trade magazine.

EWTA (www.engineeredwood.org) serves as a networking and information transfer vehicle between North America's engineered wood product manufacturers and their product, equipment and service providers. Among other activities, it helps fund research projects of benefit to the engineered wood products industry, manages an Info Fair supplier exhibition held in conjunction with the APA annual meeting, publishes the *Engineered Wood Journal*, and sponsors forums and other industry networking events.

Boise Cascade's I-Joist and LVL Mills Join APA

The Boise Cascade Wood Products, LLC I-joist and laminated veneer lumber mills are joining APA, effective January 1, 2013, the company and APA announced recently.

The addition of the three engineered wood product facilities, located in Lena, La.; White City, Ore.; and St. Jacques, New Brunswick, will increase APA's share of North American I-joist production to 70 percent and of LVL production to 72 percent.

"Not only does this greatly strengthen our voice in representing the interests of the I-joist and LVL industries, it's another building block to a better future for APA as demand for our members' products continues to improve with the economy," said APA President Dennis Hardman.

All of Boise Cascade's Softwood plywood mills – two in Oregon, two in Louisiana and one in Washington – are also APA members.

MIDWEST TRENDS -
Continued from page 9

he indicated weather would be a large factor. "The beginning of the year always depends on the strength of the winter. Last year was exceptionally different than many. If we have a milder winter similar to 2012, we will kick off to a better start."

WEST COAST TRENDS -
Continued from page 9

diverse areas and our big economy equal to three or four other states. Business is rosy in some parts and very depressed in others. You have the Tahoe market, L.A., interior-farm-land, northern California and San

Francisco markets and all are different. In some places unemployment is 15 to 20 percent. Despite the difficulties, we are as a company very well placed as a supplier of Cedar and Redwood products. In this respect supply is a real strength for us."

ONTARIO/QUEBEC TRENDS -
Continued from page 19

projects to begin earlier than in past years. The downside, he added, is that there is less business now.

"We began seeing a lot of giveback beginning some time in August up to now," he said. "A lot of us are giving back a lot of the business that we had the first six or seven months of the year...Going forward, I'm sure not everyone is planning on holding all of the gains from the first half of the year. A lot of people were up 20 to 30 percent for the first half of the year. It was not that there were three times as many jobs, just that they started earlier."

Although hopeful that his company and many others will stay in the black, he said there is no question that demand remains weak, mostly because the number of new single-family homes being built remains anemic.

"It is a fraction of what it was six years ago," he said. "Until there are people building homes, it isn't going to get any better."

He added that the imminent presidential elections in the United States have prompted many customers to the south to adopt a wait-and-see approach.

A lumber trader at a Quebec mill expressed a similar sentiment, noting that demand seems to have reached a plateau for now.

"I would say it is comparable," he said of demand for Softwood, when compared with last year. "It is not necessarily better, but it is certainly not worse."

He had a similar prediction for the coming year, noting that he expected stability in the market and, if anything, a slight improvement in prices. One area where he would like to see considerably more movement is the pulp and chip market.

"We used to have plenty of places we could send our chips, and that was the same situation for other saw mills, but that is not the case anymore," he said. "We cannot start a second or weekend shift because we have nothing to do with the chips; the same with the logs. That is not going to increase much in the coming months or year."

Back in Ontario, the sales manager at one sawmill said he believes that the companies that have weathered the economic storm will begin to recover, even if they cannot afford to expand or improve.

"In my opinion, I think the corner has been turned," he said. "The worst is really over and most of the companies will be profitable, even if they are not right now, but it is still not enough to increase production."

TRADE TALK

Cedar Creek Expands To The East Coast

Oklahoma City, Okla.—Midwest wholesaler Cedar Creek Wholesale Lumber, located here, recently expanded to the East Coast, opening its 14th location in Richmond, Va.

"This expansion is further evidence of

Continued on page 28



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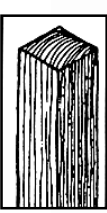
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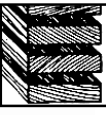
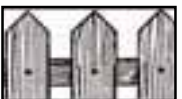
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TRADE TALK

Continued from page 27

our commitment to growing the footprint of Cedar Creek and opening new markets," said CEO Bill Adams. "We view this as a great opportunity to increase our presence outside of our traditional Mid-South markets and enter what's forecasted to be one of the best growth areas in the country." Founded in 1977 as a single-location lumber and building materials wholesaler, Cedar Creek operates 12 branches.

Two Take Leadership Roles At Boise as Profits Soar

Boise, Idaho—Boise Cascade, based here, recently announced Dan Hutchinson as vice president of operations, wood products division and Denny Huston as vice president of sales and marketing for the engineered wood products division.

Boise Cascade Holdings LLC recently announced a post net income of \$15 million on sales of \$733 million, reflecting year-over-year improvements of 782 percent and 24 percent respectively.

"Our improved operating results experienced in the first quarter continued into the second quarter," CEO Tom Carlile noted. "We are encouraged by the improved operating environment and are cautiously optimistic."

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's wood products division. The company is privately owned and headquartered in Boise, Idaho.

Wholesale Wood Products Now Distributing Redwood

Dothan, Ala.—Wholesale Wood Products, based here, is now offering Redwood products from Redwood Empire, Cloverdale, Calif., to dealers in Tennessee, Mississippi, Alabama, Georgia and Florida.



Chuck Harris

Company President Chuck Harris said, "We are proud to offer fine-milled Redwood products from Redwood Empire to our customers. Redwood is a beautiful, naturally durable wood, and we are unique in bringing it to this region. Redwood is a product that can set a retailer apart."

The company will stock a full line of 1-inch and 2-inch Redwood in lengths up to 20-foot.

Wholesale Wood Products operates distribution centers in Dothan and Birmingham, Ala.

Wood-Mizer Takes Applications For Professional Sawyer Program

Indianapolis, Ind.—Wood-Mizer Products, Inc., a portable sawmill manufacturer, is taking applications for a new program, the Pro Sawyer Network, designed to boost the success of Wood-Mizer sawmill businesses and owners throughout the United States.

"Many sawmill owners and businesses have experienced some tough times in the last few years. Our desire with the launch of the Pro Sawyer Network is to funnel more opportunities for profitability directly to our talented customers who already offer so

The Softwood Forest Products Buyer

much to their communities," commented Wood-Mizer's National Sales Manager, Dave Mann.

The formation of the Pro Sawyer Network will also provide a local resource to individuals who want to hire a sawyer to cut their logs into lumber. Currently, Wood-Mizer offers an online request form that can be used to obtain the contact information for a local sawing service. According to Wood-Mizer's Dave Mann, this online tool has been very successful in connecting people to sawyers-for-hire.

Wood-Mizer sawmill owners can apply for membership to the Pro Sawyer Network online at woodmizer.com/pro, or request a form in the mail by calling 800.553.0182. Membership is free of charge, and some qualifications apply. Members of Wood-Mizer's previous "Custom Cutting" and "Owner Demonstration Credit" programs are required to reapply if they desire to transition to the Pro Sawyer Network.

Wood-Mizer, celebrating 30 years of building portable sawmills, offers an extensive line of portable and industrial sawmill equipment. The company supports its equipment with customer service, blades, and blade maintenance equipment. For more information about Wood-Mizer Products, call 800.553.0182 or visit www.woodmizer.com.

Idaho Forest Group Expands

Coeur d'Alene, Idaho—Idaho Forest Group (IFG), located here, recently received permission from Kootenai County commissioners to expand its milling operations in Athol, Idaho, which processes logs from North Idaho and Washington.

IFG will expand the 251.6-acre site by another 46.5 acres to gain space for additional lumber storage. The company also plans to construct a 130-foot portal crane and create separate spaces for truck scales, truck tarping, and turnaround space that will relieve traffic congestion in the yard.

September of 2008 saw the merging of Riley Creek Lumber and Bennett Forest Industries, and the beginning of Idaho Forest Group. Both longtime family-owned and operated companies, the two businesses shared common traits that fostered a successful merger, including like commitments to serving customers and employees, investing in facilities, and embracing the forest products heritage. Today, the success of this merger is evidenced by a growth in capacity and a strengthened focus on the business fundamentals that made both companies successful.

Georgia-Pacific Plans Operations For Clarendon OSB Mill

Atlanta, Ga.—Georgia-Pacific, headquartered here, announced that it plans to begin a ramp up of production at its oriented strand board (OSB) facility at Clarendon County, S.C., in the first quarter of 2013. The mill was part of the acquisition in May 2010 from Grant Forest Products that also included an operating plant at Allendale County, S.C., and another operating plant at Englehart, Ontario. The acquisition totaled approximately \$400 million. Georgia-Pacific spent an additional \$30 million to complete construction on the Clarendon facility in 2011.

"Given our customers' increased need for OSB, we believe the time is right to begin the ramp up of production at the Clarendon mill," said Mark Luetters, president of Georgia-Pacific wood products. "This facility has world-class capabilities and will ensure our ability to grow with Georgia-Pacific's customers as the housing market continues its slow recovery. We're looking forward to

Continued on page 30

Classified Opportunities

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SOFTWOOD CALENDAR

NOVEMBER

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

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

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

DECEMBER

Portland Wholesale Lumber Association, Holiday Luncheon, Embassy Suites Hotel, Portland, Ore. For more information: www.portlandwholesalelumberassociation.org. Dec. 7.

JANUARY

Northwestern Building Products Expo, Rivers Edge Convention Center, St. Cloud, Minn. Contact: 888-544-6822. Jan. 14-15.

SURFACES, Mandalay Bay Convention Center, Las Vegas, Nev. For more info: www.surfaces.com. Jan. 29-31.

FEBRUARY

Montreal Wood Convention, Fairmont The Queen Elizabeth, Montreal, Que. Contact: info@montrealwoodconvention.com. Feb. 13-15.

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TRADE TALK

Continued from page 28

getting this plant running and to working with the people in the Clarendon County area."

Once the Clarendon mill is operational, both Clarendon and Allendale (which also employs about 120 people) will supply customers across the eastern United States with the versatile building material used in residential construction.

"The Clarendon mill fits strategically with our OSB facilities running at Brookneal, Va., Fordyce, Ark., Hosford, Fla., Allendale, S.C., and Englehart, Ontario," said Clarence Young, vice president – structural panels sales and marketing. "It will give Georgia-Pacific the ability to provide enhanced service and value to existing and potential customers."

Georgia-Pacific OSB products include BlueRibbon® rated sheathing and sub-floor, Thermostat® OSB radiant barrier sheathing, and DryGuard® enhanced OSB sub-floor, plus larger panels used in specialty applications.

Applications for more than 100 permanent positions, including management, craft and production roles at the facility, will be accepted through the company's website at www.gp.com/careers and through One Stop Workforce at www.slworkforcedev.org.

NAWLA's Wood Basics Course Graduates Thirty in Oregon State

Chicago, Ill.—The North American Wholesale Lumber Association (NAWLA) graduated its most recent Wood Basics Course class recently in Corvallis, Oregon. Thirty students had a chance to spend one week learning about how the industry operates, visiting field operations, and making new business connections.

"We are very happy to have a 50 percent increase in attendance over last year in the cornerstone education program of NAWLA," said Gary Vitale, NAWLA President. "Member companies have the chance to invest in their employees, and many graduates have become major players in the industry. The Course is one of NAWLA's most tangible member benefits."

The Wood Basics Course is a four-day immersion class that includes both classroom training and field operations. The curriculum encompasses the entire spectrum of the forest products industry: from seed to tree, from production to sales. Classes are taught by industry experts and cover all the topics relevant to success, such as:

- Sales Training
- Product Segmentation
- Price & Cost Trends
- Logistics & Transportation
- Forest Management & Operations

The recent graduates represented a broad cross-section of the industry from both the United States and Canada. While the many of the graduates work in sales, others work in areas such as product design and technology services.

"The courses and off-site tours were well worth it," said one graduate. "NAWLA has put together a great course for educating people who are new to the lumber industry."

They join the ranks of over 1,500 others who have graduated since NAWLA first offered the class in 1981. For more information, visit www.nawla.org.

Daniel Christensen Joins The Sustainable Forestry Initiative® Inc. Board of Directors

Washington, D.C.—An internationally recognized forestry resources man-

agement and investment executive will add his expertise to the Sustainable Forestry Initiative Inc. (SFI®) Board of Directors, the organization announced recently.

Daniel P. Christensen, chief executive officer, Hancock Natural Resource Group, and President, Hancock Timber Resource Group, brings more than 35 years of forestry and investment experience to the SFI Board of Directors. In announcing his appointment, SFI President and CEO Kathy Abusow noted Christensen's on-the-ground, practical experience as well as his familiarity with international timber markets and issues.

"Dan Christensen brings a proven track record and global knowledge to the successful, long-term, sustainable management of forestry resources," she said. "His vast expertise is critical to ensuring forestry communities remain economically viable, environmentally responsible and globally competitive."

Christensen is responsible for the overall operation and growth of Hancock Natural Resource Group and its investments in timberland and farmland. As CEO, he is responsible for the forest management of Hancock Timber's extensive global timberland portfolio. Christensen is a director of Hancock Natural Resource Group, and the chairman of its Natural Resource Investment Committee and serves on numerous boards of timberland companies. Christensen holds a B.S. in Forest Engineering from the University of Maine's College of Natural Resources, Forestry and Agriculture, in 1977.

"I look forward to working with SFI Inc., to further strengthen the global recognition and credibility of SFI standard," he said. "I anticipate an exciting exchange of information, pro-active growth and progressive outreach fostering and promoting sustainable forestry practices benefiting communities today and for generations to come."

SFI Inc. is an independent 501(c)(3) non-profit charitable organization, and is solely responsible for maintaining, overseeing and improving the internationally recognized Sustainable Forestry Initiative (SFI) program.

Fire Destroys Building At Mary's River Lumber

Corvallis, Ore.—Mary's River Lumber, based here, recently lost its Montesano, Wash., sawmill building to a fire.

According to sources, the planer, moulder, kilns and inventory were not damaged, but the building was a complete loss.

"It's an absolutely sick feeling—this is a big part of our lives," General Manager Terry Smith said. "We spend a lot of time here. It's virtually watching part of your home burn."

The fire was contained to the sawmill building due to diligence of the fire department. Other areas were not damaged. "We'll figure it out, and we'll go on and we'll fix it," Smith said.

Mary's River production will be made up at the company's other locations in Elma, Wash., and Philomath, Ore. Established in 1974, Mary's River specializes in Western Red Cedar.

SOUTH/SOUTHEAST TRENDS -

Continued from page 19

business hasn't fallen off either."

Fast forwarding into 2013, the contact expects shortages to cause an uptick in prices but doesn't expect much change in demand.

Classified Opportunities

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