

INLAND Photos - Continued from page 1



Dan Hiltz, Sapphire Lumber, Hamilton, Mont.; Mike and Isabella Flynn, Potlatch Corp., Spokane, Wash.; and Luke Wenner, Grove Wholesale Lumber, Maple Grove, Minn.



Bob Dewald, Reid & Wright Lumber Inc., Broomfield, Colo.; and Evelyn Currie and Jim Vandegrift, Bennett Lumber Products Inc., Princeton, Idaho



Bill McGovern, Pacific Western Lumber Inc., Lakewood, Wash.; Terry Thompson, J&H Forest Products Inc., Boise, Idaho; and Steve Linton, Tri-Pro™ Forest Products, Oldtown, Idaho



Terry Thompson and Greg Schacher, J&H Forest Products Inc., Boise, Idaho; Pat Malloy and John Malloy, Idaho Veneer Co., Post Falls, Idaho; and Steve Linton and Terry Baker, Tri-Pro™ Forest Products, Oldtown, Idaho



Merry and Ralph Schmidt, and Grace, Columbia Cedar Inc., Kettle Falls, Wash.



Carolee Merritt, Merritt Brothers Lumber Co. Inc., Athol, Idaho; Wade Wheeler, Idaho Forest Group, Coeur d'Alene, Idaho; Holly Janhsen, Merritt Brothers Lumber Co. Inc.; and John d'Annunzio, Lumbermen's Associates, Bristol, Pa.



Dennis Badesheim, Idaho Timber Corp., Boise, Idaho; Evelyn Currie, Bennett Lumber Products Inc., Princeton, Idaho; and Dennis and Bobbi Buttice, Buttice Forest Products Inc., Vale, Ore.



Ted Roberts, Roberts & Dybdahl Inc., Des Moines, Iowa; Russ Vaagen, Vaagen Bros. Lumber Inc., Colville, Wash.; Steve and Jill Linton, Tri-Pro™ Forest Products, Oldtown, Idaho.; and Linda Elliott and Ron Enyeart, Enyeart Cedar Products, Tigard, Ore.



Kim Smith, Veneer Resource, Boise, Idaho; Dan Campbell and Joe Malloy, Idaho Veneer Co., Post Falls, Idaho; Terry Tebb, Defiance Forest Products, Tacoma, Wash.; and Rick Palmiter, Idaho Forest Group, Coeur d'Alene, Idaho



Bill McGovern, Pacific Western Lumber Inc., Lakewood, Wash.; and Suzan Roggenkamp and Bill Ahrens, Plum Creek Manufacturing, Meridian, Idaho



David Jaffee and Rozanne Dinatale, Russin Lumber Corp., Montgomery, N.Y.; and Buck Merritt, Merritt Brothers Lumber Co. Inc., Athol, Idaho



John and Amy Montague, General Building Materials, Denver, Colo.; and Ronna and Garth Williams, Idaho Forest Group, Coeur d'Alene, Idaho



Bob and Chery Lackey, Idaho Veneer Co., Post Falls, Idaho; and Mike Boeck, Tri-Pro™ Forest Products, Oldtown, Idaho



Tim Cornwell, BlueLinx, Atlanta, Ga.; Ken Koenig, Idaho Forest Group, Denver, Colo.; Ron Liebelt, Exterior Wood Inc., Washougal, Wash.; Troy Lundquist, Low Grade Lumber, Seattle, Wash.; and Erol Deren, Idaho Forest Group, Coeur d'Alene, Idaho



Randy Wiles, BMC, Denver, Colo.; Mike Slater, Boise Cascade Distribution, Denver, Colo.; and Tim Atkinson, Stimson Lumber Co., Portland, Ore.



Ron Tiller and Schuyler Vezina, TJ Forest Products Inc., Nampa, Idaho; Mark Mitchell, Stimson Lumber Co., Portland, Ore.; and Mike Ebert, Eagle Forest Products, Eagle, Idaho



Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; and Jill and Steve Linton, Tri-Pro™ Forest Products, Oldtown, Idaho



Terry Johnson, TDJ Inc., Davenport, Wash.; and Adrienne Dybes, and Chris Tritschler, Channel Lumber Co., Richmond, Calif.

SLMA -
Continued from page 13

Solo", served as the keynote speaker at the SLMA annual conference. Multiple speakers led a resource and operations panel. They included: Jim Wimberly, of Wimberly, Lawson, Steckel, Schnieder & Stine PC, Mike Cowley, president of CE Maintenance Solutions and Tom Harrison, Lanigan & Associates PC.
For more information about the association, visit online at www.slma.org.

SHERWOOD -
Continued from page 1

The event was primarily focused on raising awareness of the availability of the new Engineered Lumber Products in the Northeast, as well as the various uses and unique solutions it provides. The open house also featured a meet and greet with the Sherwood Lumber and Georgia-Pacific teams, key Industry presentations by Dennis Bott from Georgia-Pacific and Jason Rastad from Sherwood Lumber, a full day of social events, a BBQ and games. The full-day event was held at Sherwood's 60-acre Prime Distribution facility in Palmer, Mass.
"It was great seeing our customers and friends from the industry together at Prime, a facility we're so proud of. The weather and BBQ were fantastic, which only added to the event being a huge success," said Dave Gaudreau, vice president, Sherwood Lumber.
The event was well attended by industry leaders, Sherwood and GP customers, along with a host of local community members.
For further information on Georgia-Pacific Engineered Lumber Products and the entire line of Sherwood Lumber Products, visit SherwoodLumber.com.
Sherwood Lumber & Georgia-Pacific Partnership:
The two companies finalized terms in March 2012 with a contract that allows Sherwood Lumber to supply its dealers with a complete line of Georgia-Pacific Engineered Lumber Products. The full line of ELP includes GP LAM, Wood I beam Joists, Fiberstrong Rimboard and GP Glulam Columns & Beams.
When it comes to floor joists, rimboard, beams and headers, engineered lumber is a very popular selection for contractors, architects and homebuyers. The benefits include more open spaces, quieter floors with less vibration, a flat, level, and more stable floor system. These environmentally responsible products also come with a lifetime-limited warranty.

WASHINGTON SCENE -
Continued from page 2

"critical areas" designated as suffering from "insect infestation, drought, disease, or storm damage," or at "future risk of insect infestations or disease outbreaks." The Noem amendment brought this authority to 10,000 acres.
• Authorizes the Forest Service to hire back retirees to "provide technical services for conservation-related programs and authorities on National Forest System lands."
Officials indicated Schrader's Farm Bill amendment attempt was a sign of

growing frustration with the House Natural Resources Committee, which to date has not taken any action on the legislation.

WHO'S WHO - Grube
Continued from page 2

timbers up to 52 feet in length. Zip-O-Log also has the ability to surface timbers up to 20X28X52. In addition they offer kiln-dried timbers. They stock 3X6 through 3X12, 4X6 through 4/12, 6X6 through 6X12, 8X8 through 8X12 and 12X12. They offer their dry timbers rough, surfaced or saw sized.
Grube has been in his current position for seven years and a member of the Zip-O-Log team for 11. Previous positions held by Grube include: sawmill supervisor for International Paper; lumber superintendent at Rosboro Lumber; and operations manager for Enterprise Lumber Co.
He obtained his bachelor's degree in forest products from Oregon State University, located in Corvallis, Ore.
Mark and his wife Teresa have three children. In his spare time he enjoys

playing golf.
For more information visit www.zipolog.com.

WHO'S WHO - Jantorno
Continued from page 2

neered wood products, which are building products, which, the company states, have improved structural characteristics and assist in utilizing forests more efficiently.
The company manufactures approximately 25 million cubic feet annually. Jantorno has been in his current position for one year and with Boise Cascade for 17 years. Previously he was Boise's Northeastern U.S. area sales manager.
He received his Bachelor of Arts degree from Western Maryland College, located in Westminster, Md., and a master's degree of public policy from Rutgers University located in New Brunswick, N.J.
For more information visit www.bc.com.

WHO'S WHO - Manning
Continued from page 2

the last 20 years as sales manager. Durgin and Crowell produces 30 million board feet of kiln-dried Eastern White Pine on an annual basis.
Manning is a 1969 graduate of St. Thomas Aquinas High School, located in Dover, N.H., and then earned a BBA from Providence College in Providence, R.I., in 1973. He has been an active participant in the forest products industry, having served as past chairman and member of the Northeast Lumber Manufacturers Association (NeLMA), the New England Lumberman's Association and New Hampshire Project Learning Tree.
Manning has been married for 35 years to his wife, Liz, and has two daughters. When not working, he spends winters snowmobiling and as an Alpine ski official. Summers are spent playing in competitive tennis tournaments.



IDAHO TIMBER

Boise, Idaho
Tel.: (208) 377-3000 • FAX: (208) 378-9449
www.idahotimber.com

INLAND Photos - Continued from page 14



Bob and Cathy Dewald, Reid & Wright Inc., Broomfield, Colo.; Terry Baker, Tri-Pro™ Forest Products, Oldtown, Idaho; and John Grove, Oregon-Canadian Forest Products, North Plains, Oregon



Guy Burrell, Western Forest Products Inc., Vancouver, B.C.; Theresa Kimball, Spokane Forest Products, Spokane, Wash.; Kathleen Burrell, Western Forest Products Inc.; and Bob Lackey, Idaho Veneer Co., Post Falls, Idaho



Peter and Zoe Bradley, Lumbermen's Associates, Bristol, Pa.; and Shanna and Paul Caba, Blue North Forest Products LLC, Kamiah, Idaho



Bob Jahns, Bennett Lumber Products Inc., Princeton, Idaho; Jim Warren, Merritt Brothers Lumber Co. Inc., Athol, Idaho; and Mike Theberge, Phoenix Forest Products Inc., Richmond Hill, Ont.



David Jaffee, Russin Lumber Corp., Montgomery, N.Y.; Jack Henderson, Bridgewell Resources, Portland, Ore.; and Paul Waldon, J&H Forest Products Inc., Boise, Idaho



Winners of the Horse Race competition: Travis Vezina, TJ Forest Products, Nampa, Idaho; and Dusty Hammock, Arrowhead Lumber, Oklahoma City, Okla.



Paul Owen, Vanport International, Boring, Ore.; Ahren Spilker, Idaho Forest Group, Coeur d'Alene, Idaho; and Mike Flynn, Potlatch Corp., Spokane, Wash.



Mike McInnes, Sourcewood, Park City, Kansas; Lisa and Todd Foxx, Columbia Cedar/Lazy S Lumber, Beavercreek, Ore.; Merry and Ralph Schmidt, Columbia Cedar, Kettle Falls, Wash.; and Sheila and Mark Carter, Edmund Allen Lumber, Momence, Ill.



Some attendees of the ILP meeting took time out to enjoy a bike ride. Pictured are: Mike Boeck, Tri-Pro™ Forest Products, Old Town, Idaho; John Grove, Oregon-Canadian Forest Products, North Plains, Ore.; Todd Brinkmeyer, Plummer Forest Products, Post Falls, Idaho; Shawn Summer and Jeff Webber, Stimson Lumber Co., Portland, Ore.; Ted Roberts, Roberts & Dybdahl Inc., Granite, Ill.; Scott Atkison, Idaho Forest Group, Coeur d'Alene, Idaho; Angie Morozzo, Plummer Forest Products; Dustin Colombini, Tri-Pro™ Forest Products; Pete Henningfeld, Stimson Lumber Co.; and Steve Linton, Tri-Pro™ Forest Products

UMPQUA Photos - Continued from page 1



Nancy Daniels, Swanson Group, Glendale, Ore.; Jim McMenamin, LMC, Wayne, Pa.; and Terri Collins, Swanson Group



Brian and Becky Jones, D.R. Johnson Lumber Co., Riddle, Ore.



Scott Swanson, BlueLinx Corp., Beaverton, Ore.; and Peggy and Jim Oliver, Swanson Group, Glendale, Ore.



Randy Wiles, BMC, Boise, Idaho; John Strader, Shamrock Lumber, Eugene, Ore.; and Jim Frank, BMC



Brian Jackson, American International, Portland, Ore.; and Denny Birenbaum and Gene Forman, J & P Wholesale, Klamath Falls, Ore.



Bryan Payne, American International, Portland, Ore.; and Stancy and Kevin Daugherty, Swanson Group, Glendale, Ore.



Bert McKee, Parr Lumber Co., Chino, Calif.; Bill Young and Sal Camarda, Capital Lumber, Chino, Calif.; and Jerry Long, Parr Lumber Co.



Thor and Katie Yarbrough, Moss Adams LLP, Eugene, Ore.; and Maria and Larry Mussallem, Torgerson Forest Products Inc., Beaverton, Ore.

WHO'S WHO - Power

Continued from page 2

Mill and Timber Products specializes in Cedar decking fascia, boards, trim, patterns, dimension and timbers. The firm produces approximately 70 million board feet annually of Western Red Cedar.

Power has been in his current position for 22 years. Previous positions held include traffic manager at Quadra Wood Products, Abbotsford, B.C., and Cedar sales for Aspen Planers of Merritt, B.C.

Power and his wife Monique have one daughter. In his spare time he enjoys spending time with his family, fishing and cooking.

Mill and Timber Products is a long time member of the North American Wholesale Lumber Association.

For more information visit www.mill-landtimber.com.

WHO'S WHO - Kelly

Continued from page 2

Ponderosa Pine, lpe and cement siding and aluminum railing.

Kelly has been in the forest products industry for 30 years. He began his career in inside sales. A graduate of Rocky Grove High School, located in Rocky Grove, Pa., he obtained a B.S. degree from Clarion University located in Clarion, Pa.

He and his wife Beth have two daughters and two grandchildren. Kelly enjoys golf and traveling in his spare time.

Mid-State Lumber is a member of Hoo Hoo International, North American Deck and Railing Assoc., and Northeastern Retail Lumber Assoc.

For more information visit www.mid-statelumber.com.

WHO'S WHO - Chapman

Continued from page 2

utors, wholesalers and industrial users in the utility and construction, food and agriculture, mats products, commercial and industrial construction and wood products industries.

The Specialty Building Products division of Bridgewell Resources offers a wide assortment of products including lumber, flooring and roofing as specialty solutions for a myriad of building needs. The company's factory- and manufacturer-direct sale of domestic and imported products allows it to specialize in liquidations, excess inventory, seconds, obsolete items, and on- and off-grade building products.

Chapman was an integral part of the start-up of the Daphne office in October 2011. Supporting the trading team, developing new business opportunities and providing service to existing customers are a few of Chapman's responsibilities. From handling logistics to working with suppliers, he focuses much of his time on finding solutions for customers and fostering long-term relationships.

A native of Charleston, S.C., Chapman came on board with Bridgewell with six years of experience in the forest products industry including two years of trading and three of sales management. Additionally, Chapman holds a degree in transportation and logistics from

Auburn University, located in Auburn, Ala., and has 15 years experience of the same.

Outside of work, Chapman coaches little league, plays golf and is an avid Auburn football fan. He also enjoys the unlimited outdoor recreation offerings of Daphne with his wife, Michele, and daughters Riley, 9 and Kerigan, 4.

Bridgewell offers several value-added services including mixed-size loads and LTL shipments, full in-house logistics management, and strategically located inventory, all from a single point of contact. It is an operating company of Atlas Holdings LLC, a Connecticut-based company that owns and operates businesses in a number of industrial sectors.

More information about products and services can be found at BridgewellResources.com.

CABIN CREEK -

Continued from page 4

formally joined Cabin Creek after marrying Bill in December of 2001. Jo works in sales and makes sure the financial part of the timber framing

process moves smoothly.

Cabin Creek Timber Frames has the capability of designing timber frame structures using the latest in CAD software. Only after the design is completed, their artisan timber framers grade and select each and every timber that will go into the timber frame. Every piece of the timber frame is handcrafted to exacting specifications. Once all the individual pieces have been handcrafted, the craftsmen perform a trial assembly of the structure in the beamery of their own facility.

"Trial assembling double checks that all 'the individual pieces' are correct, ensuring that once we are on your job-site the work flow is as safe and as smooth as possible," the company website www.cabincreektimberframes.com states. "The timber framers who handcrafted your timber frame are the SAME individuals who will be erecting it on your job site."

Kevin Lanier, experienced timber framer and CAD designer, was a deputy sheriff for Cobb County, Ga., for eight years. Lanier started his career with Cabin Creek Timber Frames as a timber framer and later as a designer. Lanier's knowledge of universal building codes and what is feasible for different areas of the U.S.


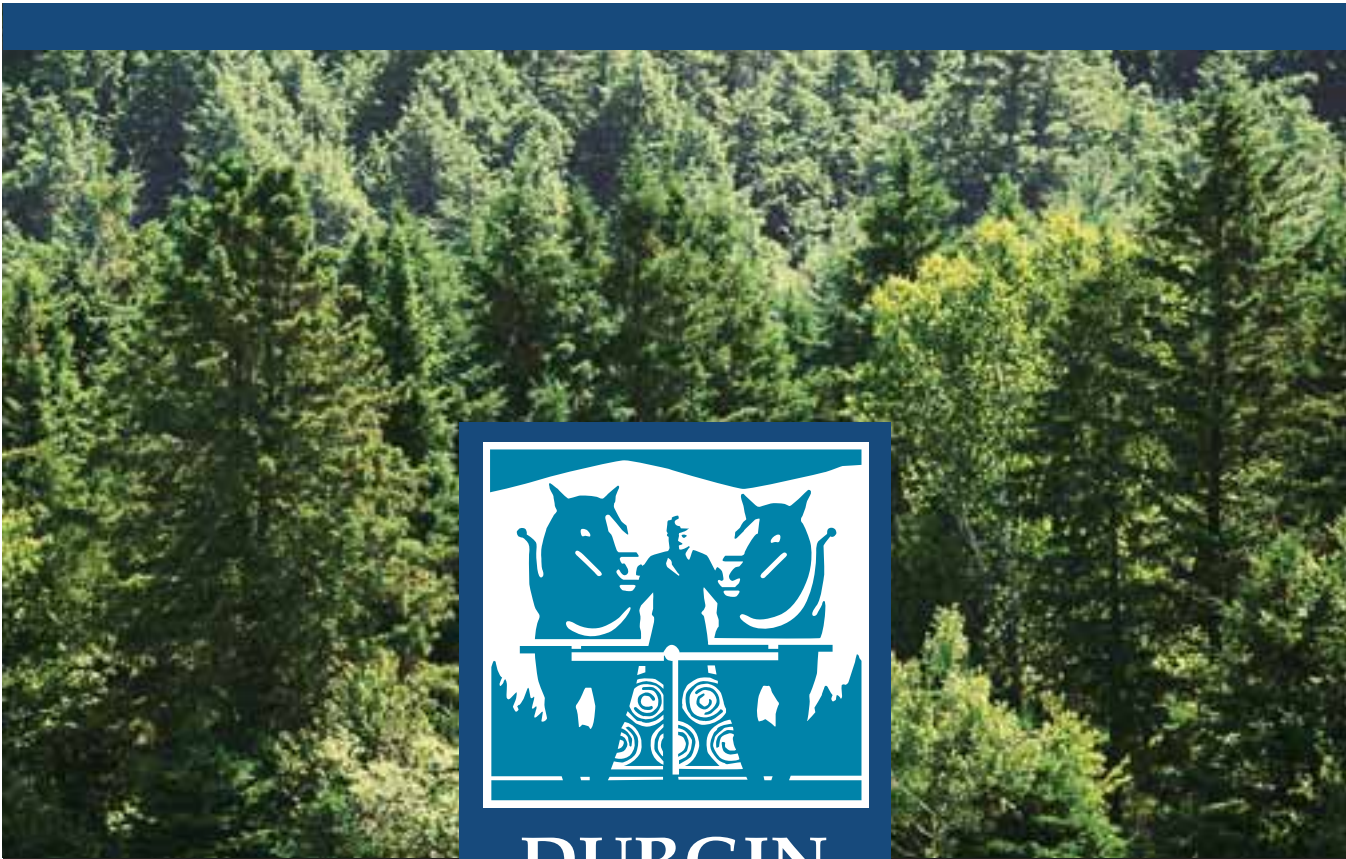
is vast. One of Cabin Creek's compound joinery instructors both in the beamery and in their workshops, he uses a state-of-the-art timber design CAD program to draw in 3-D and create blueprints for cutting timbers in their beamery.

The firm's timber frame artisans include John Booker, Jeremy Ford and Roy Holloway.

The timber framers who cut the frame travel to each job site to raise the frame. "Prior to the raising of the frame, post lengths are left long. Often, sub-floors built prior to our arrival are not level. We measure elevations of each post position and cut the post to the correct length for each position on site to ensure a level and plumb frame."

Tongue and groove or paneling is applied next. "We encourage the use of what we consider the most cost effective insulation on the market today, SIPs," Cabin Creek's website explains. "A sandwich panel of oriented strand board (OSB) on both sides and Styrofoam in the middle, SIPs are much tighter in controlling air flow (or heat loss) through the walls or roof. SIPs adds a very strong component

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UMPQUA Photos - Continued from page 16



Terry Johnson, TDJ, Davenport, Wash.; Bob and Fran Maurer, Swanson Group, Glendale, Ore.; and Tonya and Kevin Caughron, Wood-Ply Forest Products, Chico, Calif.



Chuck Danskey, Billboard Lumber Products, Riddle, Ore.; Kris Lamke, Boise Cascade Corp., Boise, Idaho; and Steve Killgore, Roseburg Forest Products, Roseburg, Ore.



John Rotticci, International Wood Industries, Turlock, Calif.; Terri Collins, Swanson Group, Glendale, Ore.; and Randy Gregory, Billboard Lumber Products, Riddle, Ore.



Leland Curtiss, Billboard Lumber Products, Riddle, Ore.; Charity McSperrit and J.T. Taylor, Roseburg Forest Products, Roseburg, Ore.; and Steve Loebner, Sherwood Forest Products, Portland, Ore.



Grant Phillips and Kevin Dodds, Collins Pine, Portland, Ore.; Kris Lewis, C&D Lumber, Riddle, Ore.; and Joe LaBerge, Collins Pine



Kurt Batey and Joe Robinson, TJ Forest Products Inc., Nampa, Idaho; Brenda Lovell, D.R. Johnson Lumber Co., Riddle, Ore.; and Ron Tiller, TJ Forest Products Inc.



Lynn Herbert, Herbert Lumber Co., Riddle, Ore.; Karen Slaughter, Elk Creek Forest Products, McMinnville, Ore.; and Rod Lucas, Action Wood Products, Turner, Ore.



Lee Klain, Action Wood Products, Turner, Ore.; Beverly and Bob Shook, Mathews Lumber Co. Inc., Chandler, Ariz.; and Randy Johnson, Action Wood Products



Joe Ferreira and Austin Knecht, Hagle Lumber Co. Inc., Somis, Calif.; and Jim McMenamin, LMC, Wayne, Pa.



Alice Briggs and Tim Hunt, D.R. Johnson Lumber Co., Riddle, Ore.; Matt Fullerton, David Franklin and John Bullion, Central Oregon Pacific Railroad, Roseburg, Ore.; and Bill Livingston, Desert City Forest Products, Winchester, Ore.



Cameron and Sarah Krauss, Debra and Steve Swanson, Crystal and Chris Swanson, Swanson Group, Glendale, Ore.



J.T. Taylor, Roseburg Forest Products, Roseburg, Ore.; Joe Jameson, Whitsell Manufacturing, Cottage Grove, Ore.; and Matt Campbell, Swanson Group, Glendale, Ore.



Justin Heusser, Plateau Forest Products, Bend, Ore.; Lindsay Eggleston, C&D Lumber, Riddle, Ore.; and Scott Nelson, Plateau Forest Products



Terri Collins, Swanson Group, Glendale, Ore.; Tod and Dana Kintz, Pelican Bay Forest Products, Bend, Ore.; and Nancy Daniels, Swanson Group



Randy Gregory, Billboard Lumber Products, Riddle, Ore.; Dixie Tibbets, retired, Swanson Group, Medford, Ore.; and Wayne Miller, The Softwood Forest Products Buyer, Memphis, Tenn.

SLMA Photos - Continued from page 1



Jack Jordan, Jordan Lumber & Supply, Mt. Gilead, N.C., with keynote speaker Waldo Waldman.



Ken Morgan, Morgan Lumber Co., Red Oak, Va., with speaker Mike Cowley of CE Maintenance Solutions, Buffalo Junction, Va., and Steve Ayers of J.P. Smith Lumber Co., Menlo, Ga.



Winning team of the SLMA golf tournament; Mike McCoy, BB&T, Kennesaw, Ga.; Jeff Clay, Safetarp Corp., St. Augustine, Fla.; Danny White, T.R. Miller Mill Co., Brewton, Ala.; and Robin Little of BB&T, Greenville, N.C.

CABIN CREEK -
Continued from page 17

to the already quite strong timber frame. SIPS are precut with prepared window and door openings, which are ready to accept units from a supplier. After this is done, we turn over the essentially green project to the general contractor."

A testament to their belief in this method, the Bells built their own timber frame home in 2005 utilizing SIPS for insulation. "Over five years, with an electric heat pump, it averages \$80 per month to heat, cool and power," Dr. Bell explained.

Cabin Creek Timber Frames is a member of the Timber Framers' Guild and the Timber Frame Business Council. Dr. Bell is an accredited lecturer for the American Institute of Architects and a diplomat of the American Board of Anesthesiology. For more information visit www.cabin-creektimberframes.com or contact (828) 369-5899.

IDAHO FOREST -
Continued from page 6

America," Deren said. As another part of its strategic growth, the company has invested significantly in technology, with computers making precise evaluations throughout the milling and kiln-drying process.

"We certainly have pursued machinery that gives us more product from the log, but even more important, gives us the tightest tolerances that today's professional contractor and even do-it-yourselfers are demanding," Deren said.

Idaho Forest Group was formed in 2008 when two successful Intermountain West timber interests – Riley Creek Lumber and Bennett Forest Industries – combined their resources.

"Both of these longtime companies are family-owned with a traditional value mindset," said Marc Brinkmeyer, founder of Riley Creek Lumber and now president of Idaho Forest Group. "Our 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."

For the year ahead, IFG will continue to fine-tune production and shipping from the Lewiston location, Deren said, along with expansion of specialty products.

"It will be interesting to see how the lumber industry responds to the signs of the housing recovery taking place," Deren said. "We know there will inevitably be a lag in response, due to the down-scaling in infrastructure from the forest to the job site. The question will be how our industry steps forward to meet that new demand."

Other future plans for IFG include expansion of the company's ability to offer custom profiles and patterns, adding scope and value to specialty products. Other fine-tuning is expected to lead to shorter shipping times and better inventory management for customers.

IFG also has the ability to manage inventory at their locations for special-

ty stocking distributors. "Our biggest wholesale distributor customers rely on us," said Rick Palmiter, account manager. "If that means mixing a lot of products on the load, we'll do that. On any given truck we may have eight to 12 different items on it. We load a substantial amount of highly mixed trucks in order to enhance our customers inventory turns."

The people at IFG have a "can-do" attitude that speaks for itself. In addition to Deren and Palmiter, other sales personnel at IFG include: Ahren Spilker, Mason Anderson, Garth Williams, Andy Dunham, Ken Koenig and Wade Wheeler.

The company belongs to the North American Wholesale Lumber Association (NAWLA), where Spilker sits on the board of education committee. IFG is also a member of the Western Red Cedar Lumber Association, where Palmiter is on the board. The company belongs to the Western Wood Products Association, Forest Stewardship Council, and Sustainable Forestry Initiative.

Idaho Forest Group will have an exhibitor's booth supporting their

friends and customers at the NAWLA Traders Market® November 7-9 at the Hyatt Regency in Chicago, Ill.

"We continue to grow in capacity and to strengthen our focus on the business fundamentals," Brinkmeyer said. "Our never-ending goal is getting quality products out of the Intermountain West and into our customers' hands."

For more information visit www.idaho-forestgroup.com.

NORTH CAL -
Continued from page 7

The company recently opened a new showroom in Seattle, Wash., called "Seattle Green." The 1,200 square foot facility showcases all of the firm's online offerings.

A member of the U.S. Green Building Council, the California Redwood Association, and the Western Wood Products Association, the company has faced its share of challenges over the last 28 years. "The past several

years has been a major challenge," said Fernandez, who points to the current economy as a particularly difficult hurdle. He sees the new online store as one way to overcome the obstacle and reach customers on a new, self-service level.

"The idea is for the independent contractor that's out in Wisconsin on the jobsite, trying to find studs, framing, siding, or flooring to go online on his laptop or smart phone, check out our inventory, read a product review, and place an order," said Fernandez. "With just a few clicks he can get it shipped directly to the jobsite."

Looking ahead, Fernandez anticipates a time when a good portion of North Cal Wood Products' customers fire up their computers and place orders online. "The online store isn't a big business right now, but it's growing and customers are responding very favorably to it," Fernandez said. "We expect our online sales to continue to grow this year as we roll out our You Click It, We Ship It Campaign."


For more information, visit online at www.northcal.com.



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Midwest Business Trends



By Paul Miller Jr.
Assistant
Managing Editor

Softwood suppliers and end users in the Midwest region experienced a steadier summer than in years past. Some contacts said business that normally dries up in the latter months of the season has continued. "We are expecting a little spike in September," a source in Missouri explained. "Our particular location and market segment feels the outset of a 'rush' on the tail-end. From what we've been hearing we're expecting the fall to be fairly decent."

As for pricing he noted, "Pricing has held fair, the only thing that's really been a problem is broken tallies and things like that. So we've been quite happy with the year so far."

He did however indicate his operation is experiencing some supply shortages. "Mostly we're having trouble finding

2x4/8's and 4x4/8's Cedar fencing products. Our inventory levels are at about 70 percent of what they were three months earlier."

Going forward the contact has a "wait-and-see" approach. "We'll know more about what next year will bring once the election is finished. I think the remainder of this year will follow out the same but next year is kind of hanging in the wind until that time."

A Spruce Pine Fir, Hemlock Fir and Pine supplier said Spruce has picked up over the last few weeks. "Spruce has taken an unanticipated turn in the last four weeks. Demand for certain items is so high that production isn't keeping up. For our industry this is a good indicator of things to come."

When asked about pricing he said, "Prices are up, but we're not concerned. We expect things will level out as we get later into the fall. We had such a mild winter across the country last year that we had a lot of housing starts and commercial activity going earlier in the year. It probably robbed some business that would have happened in the spring and summer months but this recent uptick is surprising this late in the season. We welcome it but I personally don't believe it will continue much further than September."

Continued on page 34

West Coast Business Trends



By Wayne Miller
Executive Editor

In mid-August, suppliers on the West Coast told us that 2012 was shaping up to be a bit better than last year with signs of continued strength for the rest of the year, and possibly steady growth into the new year.

In **Maple Ridge, B.C., Archie Rafter, in sales for Anderson-Pacific Forest Products**, said, "Our Cedar sales right now are seeing the dog days of summer. It's fairly quiet, but we have a good order file taking us to the end of September. The Fraser River dropped by 10 feet a couple of weeks ago, making it a bit easier to bring logs in (from the river), so we are currently running our mill on 10 hour shifts. Logging levels are still not steady, so it is hard to plan production, at times even day to day, but for sure week to week. There is not a lot of high grade Cedar around

The Softwood Forest Products Buyer due to erratic logging."

Rafter said, "Buyers seem optimistic these days. The export markets have definitely helped sales volumes over the year, however, due to Europe's uncertain financial markets, sales to that area have fallen off. I feel that overall we may see a quiet fall. We still get inquiries regularly, but some of them are absurd. One guy called wanting 10,000 feet of all 18 foot Western Red Cedar 2 x 10 vertical grain clear. To get that we would have to run 100,000 feet! Buyers want very specified tallies, only exactly what they need. Those kind of orders do not support a sawmill. I think most suppliers would agree that 2012 has been better than the previous year, but there are no legs to the market on an annualized basis. This makes it hard to plan production. Of course, this has to be an even bigger problem for the really big sawmill suppliers."

Al Fortune, head of Mid Valley Lumber Specialties, Aldergrove, B.C., said, "Overall this year has been better than the two previous years for our Cedar sales. It slowed some this summer, but not to the extent it did over summer of 2011 and 2010. We see signs that the last quarter of the year will be strong, giving us a fairly positive year in sales. Supply from the mill side isn't bad. The supply has managed to stay fairly even with demand (without over producing), so there has been no weakening in prices from the mill."

Carlos Furtado of Sawarne Lumber, Richmond, B.C., said, "Cedar supplies are tight on some items. At the beginning of the year we had an incredible amount of snow, then floods on the Fraser River, which curtailed logging. The supply of logs is starting to loosen up. I'd say overall the market looks and feels promising. Housing seems to be slowly improving and this drives sales. This year we are feeling good about making some small profit for all the work we have done."

Kent Beveridge of Skana Forest Products, Richmond, B.C., said, "It's been a decent year for us in a supply driven market. There are fewer mills around and less production than in years past and somehow the remaining mills have not gotten ahead of the market and weakened prices. Export markets are buying, too, which helps keep prices strong. Customers are sounding much more positive this year, but say they are having to work harder for orders. Buyers are not willing to order ahead, but only order what they need right now. People are definitely protecting their cash flow. We have 16 traders now, but only one working in Cedar. We have a very healthy Cedar program. There are two new guys on our sales team--- Beecher Rusin, who is a rookie and who we are sending to the NAWLA school, and Frank Feldmann, who has several year's experience."

Andy Carr, in sales for Gorman Brothers, West Bank, B.C., said "There has been no slowdown in production of our Board sales. We are sold out into November for new shipments. We did not see much of the usual lull in sales to the U.S. this year. Instead buying has remained fairly steady all year long. Our prices have been steady, although we did increase prices slightly at the beginning of the year. Those increases have held. Sales volumes to the U.S. are slowly increasing, but our export markets have remained very strong. Our company has made some recent moves to ensure we have plenty of timber supply for the future, and we feel good about that. I am headed out on a sales trip to Japan for 10 to 14 days, and we

Continued on page 35



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- 4 Enter by the monthly deadline to compete for that month's prize. Enter by the 12/31/12 deadline to compete for the Grand Prize. The homeowner and builder of a deck may co-register as a team to compete for the Grand Prize!

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RETAIL REVIEW

Weyerhaeuser Chooses ATFS
Washington, D.C.—The American Tree Farm System (ATFS) recently announced that Weyerhaeuser Co. has announced its official preference for purchasing wood that is certified under ATFS. More than 89,000 family forest owners managing 27 million acres of forestland are part of the American Tree Farm System.
“Weyerhaeuser’s announcement is just what certified tree farmers have been waiting for,” said Tom Martin, president and CEO of the American Forest Foundation. “Healthy forests need healthy markets because protecting your trees against pests, pathogens and catastrophic fires can be expensive. These landowners are hardworking people who want to keep their forests, as forests, and keep them in their family.
“Weyerhaeuser’s continued commitment to ensuring woodland owners have the tools to manage sustainably is laudable.”
Headquartered in Federal Way, Wash., Weyerhaeuser Company, one of the world’s largest forest products companies began operations in 1900. The company grows and harvests trees, builds homes and makes a range of forest products essential to everyday lives. At the end of 2011, Weyerhaeuser employed approximately 12,800 employees in 11 countries. Learn more at www.weyerhaeuser.com.

Arrowhead Building Supply Invests, Grows
St. Peter, Mo.—Arrowhead Building Supply has announced it is investing \$3 million to add equipment, add 10 jobs and a 30,000-square-foot warehouse at its location in Stafford, Mo.
Arrowhead serves building contractors in Missouri, Illinois and Arkansas and offers roofing, siding, decking, railing, windows and doors, among other building material supplies.
To learn more, visit online at www.arrowheadbuildingsupply.com.

Fire Doesn’t Dampen LaValley’s Spirits
Middleton, N.H.—A dehumidifying kiln building at LaValley Middleton Building Supply, located here, recently underwent repairs after being damaged by a two-alarm fire. LaValley distributes White Pine to this region.
Marcella Perry, general manager at the facility, said the structure suffered between \$30,000 to \$40,000 worth of damage to the kiln, a fan and sections of the roof. She added this situation actually affords the company the opportunity to upgrade the building, which was built around 1980.
For more information about this company, visit www.lavalleys.com.

Georgia-Pacific To Use New Stocking Distributor, GSC
Tifton, Ga.—Georgia Structural Components (GSC), a recently formed wholesale division of Short & Paulk Supply, located here, is now a stocking distributor for Georgia-Pacific

engineered lumber products.
GSC distributes roof trusses and Georgia-Pacific engineered wood products via four Short & Paulk locations.
Washington Welcomes New Builders Surplus
Chehalis, Wash.—A new location for Builders Surplus Northwest Inc. recently opened here. The store offers flooring, moulding/trim, doors, windows, lumber, cabinets and countertops, among other building material products.
To contact the store, call 360-748-6269.
Cape Cod Breaks New Ground
Abington, Mass.—Cape Cod Lumber Co. Inc.’s new facility, which will be located here, spans 136,000 square feet, including warehouse, office and drive-thru lumberyard.
The grand opening for the site is set for January 2013 and will serve as Cape Cod’s headquarters and opera-

tions center.
For more information, visit online at www.cclco.com.
Pennsylvania ACB Supply To Open
Carnegie, Pa.—Roofing distributor ABC Supply recently opened a new store here that encompasses 42,000 square feet and contains a warehouse and showroom space in two buildings. Designed to serve residential and commercial construction professionals, the new store will carry a complete assortment of low-slope and steep-slope roofing materials, siding, windows, doors, gutter, decking and related tools and equipment.
ABC Supply has 13 additional branches throughout Pennsylvania. ABC Supply is headquartered in Beloit, Wis., and has more than 450 branches in 45 states.
Do It Best Builds A Habitat House
Fort Wayne, Ind.—More than 100 Do

It Best Corp. staff, vendors and member-owners recently contributed to the building of a Habitat for Humanity home in the co-op’s hometown, located here.
The project is scheduled to run through early October. In addition to fully staffing the build, Do It Best Corp. is funding the project, including materials and professional service provided by licensed specialists. This is the second company build the co-op has sponsored, with the first coming in 2008.
“Habitat for Humanity is a wonderful, important organization that helps people get back on their feet and thrive independently, and it keeps people rooted in their communities,” said Do It Best president and CEO Bob Taylor.

Timberline Adds Location Gloucester, Mass.—Timberline Enterprises, located here, has received planning permission to open a second site in Newburyport, Mass. The facility will encompass four acres. Timberline serves professional builders and operates as a wholesale lumber business, accompanied by incidental retail. Timberline paid \$1.4

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RETAIL REVIEW

Continued from page 21

million for the parcel and plans to tear down one building, preserve two others and construct four new structures, including two drive-through storage buildings, one three-sided materials storage building and one three-sided storage building with enclosed storage.

For more information about this company, visit online at www.tlumber.com.

CMI Acquired by Jeld-Wen
Klamath Falls, Ore.—Jeld-Wen, located here, has agreed to acquire CraftMaster Manufacturing Inc.(CMI), Chicago, Ill, during the close of third quarter 2012.

CMI makes CraftMaster molded door facings and doors, MiraTEC exterior composite trim, and Extira exterior composite panels. Primary production is implemented in Towanda, Pa.

Aaron Carmack Named Canadian Chief at Home Depot
Atlanta, Ga.—Home Depot, headquartered here, recently announced that Aaron Carmack, regional VP for the Pacific North region, has been promoted to president of Home Depot Canada.

Carmack will replace Annette Verschuren, who is leaving the company after nearly 15 years of service. The Home Depot is an American retailer of home improvement and construction products and services. The Home Depot operates many big-box format stores across the United States (including all 50 U.S. states,

the District of Columbia, Puerto Rico, the Virgin Islands and Guam), all 10 provinces of Canada, Mexico and China.

AG Supply Opens 6th Ace
Wenatchee, Wash.—AG Supply Co., based here, recently held a grand opening for its 6th Ace Hardware branch in Sultan, Wash.

The new store, managed by local area resident Chuck Estes, is located at the site of the former Front Porch Feed & Seed just across the Sultan River Bridge on the north side of Highway 2.

AG Supply also operates Ace Hardware locations in East Wenatchee, Quincy, Ephrata and Brewster, Wash.

Ace Hardware was founded in 1924 by Richard Hesse, E. Gunnard Lindquist, Frank Burke, and Oscar Fisher in Chicago, Ill. Ace Hardware, incorporated in 1928 as Ace Stores Inc., was founded to provide a centralized purchasing organization to supply the founders' and members' stores. The company was named after the Ace fighter pilots of World War I, who were able to overcome all odds. Its retail network expanded to hundreds of dealers by 1949, when annual sales reached about \$10 million.

Peach Tree True Value Builds Second Location
Grand Junction, Colo.—Peach Tree True Value Hardware, based here, recently purchased a 70,000-square-

foot facility in Fruita, Colo., to build its second location.

Tri-State Ace Relocates and HomCo Ace Earns Certification
Bullhead City, Ariz.—Tri-State Ace Home Center recently relocated its facility to a larger, 20,000 square-foot operation here. Formerly located at Hancock Road and Lakeside Drive, Tri-State Ace Home Center is now in a Riverview Mall location at 2350 Miracle Mile.

In Flagstaff, Ariz., HomeCo Ace Hardware has earned Forestry Stewardship Council (FSC) chain-of-custody certification from Scientific Certification Systems. Local owner Mike Bracken addressed the new certification in a recent blog on the company's website. "As you may already know, HomCo Ace Hardware made a commitment last year to "go green."

"After going green internally, we started looking outside the company for more ways to reduce our environmental impact. I'm pleased to announce that HomCo Ace Hardware has earned Forest Stewardship Council (FSC) Chain of Custody certification from Scientific Certification Systems, one of the world's leading FSC certifiers and a founding member of FSC."

Central Network Retail Group Opens NFL Home Center
Gautier, Miss.—Central Network Retail Group recently opened a new

The Softwood Forest Products Buyer NFL Home Center here. Formerly the home of Coast Building Supply, plans for the new location are expanding the NFL brand.

"The new store in Gautier is part of our plan to expand the NFL brand along the Gulf Coast," said Jimmy Smith, chairman of CNRG. "We were presented with a good opportunity to reopen a store that had recently closed. It fit within our strategic plans for NFL perfectly."

CNRG currently operates home center and hardware stores in Mississippi, Louisiana, Alabama, Tennessee, Texas and North Carolina under the Home Hardware Center, Morrison Terrebonne Lumber Center, NFL Home Center, Elliott's Hardware and Town & Country Hardware brands.

Menard's To Add Four Stores In Michigan
Eau Claire, Wis.—Menard's, head-



quartered here, announced it will add four stores in Warren, Livonia, Belleville and Chesterfield, Mich.

The home improvement retail chain has also recently broken ground for a new 162,000 square-foot store located on 28 acres in Garden City, Kansas.

The privately held company headquartered in Eau Claire, Wis., has approximately 270 stores in 14 states: Ohio, Michigan, Indiana, Illinois, Wisconsin, Minnesota, Iowa, Missouri, Nebraska, Kansas, South Dakota, North Dakota, Wyoming, and Kentucky.

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Ontario/Quebec
Business Trends



By Michelle Keller
Associate Editor

Stability has proven to be an elusive quality in the Softwood lumber market for the past few years, but some mill and wholesale operations are now reporting that a bit of equilibrium is returning to the industry. Some attribute this shift to a better balance of supply and demand. Others note that slowdowns in United States' milling operations have opened up an opportunity for Canadian suppliers. Regardless of the exact cause, many are pleased to finally see some prospect of better times.

The president of one Ontario mill said that although demand for White Pine has remained static for several years, demand for both Red Pine and Spruce has begun to pick up. Unfortunately for his company, more than three quarters of its business is derived from White Pine sales. He said that he looks south in terms of his hopes that this particular market might improve.

"We need the Americans to start building homes again," he said, adding that U.S. lumber suppliers have begun flooding the Canadian market with product. "There is a lot of White Pine coming into our area from the States." He said the lack of demand is cou-

pled with a diminished supply of clean White Pine, adding that he sees a lot of lumber coming through with more knots than in previous years. He noted that the White Pine market may need more time to recover than other Softwood species.

"Speaking about White Pine, I do not see a change in the next year. Maybe a change in five years, but I think things are going to stay the way they are right now for a while."

The sales manager of a Quebec-based mill said she is seeing substantial improvements in terms of the market. Her mill, which works with Black Spruce, Jack Pine, Balsam, and a bit of White Spruce, has remained busy throughout 2012.

"It's a lot better; there's no comparison," she said of difference from last year. She added that there seems to be several factors affecting the improvement in the market. "Honestly, I think there are lots of reasons. There are some mills shut down, and then there is the crisis in [British Columbia] with the mill explosion and beetle infestation. The U.S. demand is a bit more. In fact, loggers, or at least some sawmills, are having a hard time getting logs. I think there are a lot of reasons, but it's probably a combination of all that."

If there is one dark cloud on the horizon for her company, it is the minimal demand for wood chips, which she said is a drag on finances.

"The wood chips are our main challenge right now. There are not a lot of buyers for wood chips right now," she said. "If we cannot sell the chips, we cannot stay open. This is probably helping the prices too; some mills are shutting down because they cannot sell their chips."

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South/Southeast
Business Trends



By Gary Miller
Managing Editor

Softwood suppliers in the Southeast region reported steady order files. At press time, sources accounted for a three-week "run." Although some mentioned discounting prices to attract buyers, in Mississippi a Southern Yellow Pine supplier said price cuts are expected for No. 2 and Better. "Some of the mills with larger inventories took the price cuts and broke even. Those that didn't sold a smaller volume and will be shelved with the inventory during the fall," he explained.

A Softwood supplier in Alabama said his company has been enjoying a busy season. "The retail yards and treating plants are busy right now," he explained. "We've had more housing starts in this area and overall I think we are experiencing an increase in demand."

Handling Southern Yellow Pine, Spruce, OSB and Hemlock and Douglas Fir, the contact indicated Spruce as his best moving item. "All the Spruce PET 9-foot studs are moving and OSB has taken off like a rocket in the last two weeks."

He said products are available but shipment times are a little longer than usual. "We had gotten into a situation

where everything was slow, so transportation followed that lead. Now that things have picked up, it's going to take a while to get a balance going in that area again."

He noted his prices are up. "When you look at OSB and Spruce the prices are up but Southern Yellow Pine has slowed down a little. Plywood is also moving up steadily and prices are holding."


When asked about his customer's markets, he said, "Our customers are aware of the price increases and some of them may hold off on jobs due to the prices but the other half of them realize that they have to get it done and they pay the prices."

Going forward he indicated his expectations for what remains of 2012 are cautiously optimistic. "Heading into the winter prices generally go down. I don't really have any words of wisdom but I think we're definitely in better times. Production is finally balancing with demand. There is currently more demand than production and that's why we see the increases. We hope it continues."

Elsewhere in Mississippi a Softwood supplier commented, "Our business is good. I can't really speak for other people in the industry but we're in a couple of market segments that have held up pretty well. Our sales are up about 20 percent over last year. We're pleased with the way things are going."

Like others in the region he noted a "takeoff" in recent weeks. "In the last 30 days we've really seen a strong market. Most of what we sell is lower grades in plywood and OSB but we occasionally buy some items like ¾ BB ply-form and we had a recent order of three truckloads recently. The

Continued on page 26




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Western Business Trends



By Terry Miller
Associate Editor

Softwood lumber market conditions have slightly improved to flat for the Western region. Some contacts indicated business had been steady simply due to the season while others noted no changes.

In Montana a contact mentioned his markets have been relatively flat for the last few years. "With the exception of the occasional item here and there that may pick up. Our business is stable and we don't begrudge the manufacturer some price increases because we need them to remain healthy. Prices have been higher from a starting point this year. Combined with the trucking issues that we had earlier this year, where trucking was so difficult we have had times throughout the year where our margins have been pinched. But overall I'm really pleased because our sales are steady and that's a good trend. We see the economy improving incrementally; its nothing dramatic but it does seem to be getting better year over year."

In Colorado a source noted some of the upper grade products his company stocks are in short supply. "Combined with the fact that over the past several years since the housing market has been so depressed there

are less manufacturers available and the ones that remain are not running near optimum capacity. So the supply/demand balance is perfectly aligned. The mills have it down to a science as far as how much they can run. I think we're in a situation where you have about a third as many housing starts as we had back in 2006. And when you see a little rally like we've had in recent weeks it disproportionately affects prices because these mills are not going to add additional shifts. They may ramp production up or run some extra hours but they're not going to go to 2 million housing start production levels based on the strength of a three to four week run. So that will lend itself to this type of availability problems and dramatic price increases because production is not responding to the short-term increase in demand, which pushes order files out and prices up. That creates an uncomfortable situation in the marketplace."

A source in Idaho commented, "I think the strategy of the sawmills not flooding the market with additional product over a short period of time is dead on. Because I don't think anybody expects these prices to stay where they are 30 days from now."

Marketing to pro-dealers, distributors and big box home centers, he said his customers are cautious about the remainder of the year. "Being a presidential election year there is a lot of speculation about what is going to happen on a political landscape as pertains to taxation and regulations that business owners have to be concerned about."

"Our company viewpoint is that we'll see more of what we've seen earlier this year. I really think the recent 'blip' on the radar is short-lived. I would be

Continued on page 27

Northeast Business Trends



By Sue Putnam
Editorial Director

Softwood suppliers throughout the Northeast said market conditions are better than what they expected earlier this year. "We haven't had any major shortages and business has held steady," a contact in Pennsylvania commented.

Handling all Softwood species the source said he isn't having any availability issues and prices are fair across the board. "Everything in general has been pretty flexible for us. Going into the final quarter we are in better shape than we had expected in terms of year-over-year margins."

As for inventory levels he noted no changes. "Inventory and pricing is exactly the same as it was this time last year. We haven't changed our prices in almost a year."

He did indicate cost of transportation is rising. "Transportation costs are definitely going up, which affects your availability to transport lumber outside of your local area at a reasonable rate."

Marketing to the building and construction segments of the lumber industry, the contact said his customers' markets are steady. "We can be hopeful that things will continue to remain the same but with fuel prices creeping up I anticipate things getting

tighter and prices starting to rise."

In Maine a Softwood supplier said the lumber market is consistent. "We had some bumps in the beginning of the year but now it seems to be picking back up. I think the commercial part of the market has been steady and increasing a little. A lot of people in this area are doing some renovations, which has been a key component of our business."

Handling Eastern White Pine, the contact indicated availability of product has not been an issue for his operation. "Everything that we are marketing is pretty consistent in supply. We're also not having any issues in moving our products."

When asked about his inventory levels he said "maintaining" is the name of the game. "We maintain an inventory level where we know from month-to-month what is required for our operation to run efficiently."

He noted that transportation issues are beginning to loosen up heading out of the produce season. "The trucking situation is always tough for the spring and summer months when trucking companies are handling vegetables and fruits. That's starting to loosen up now as the season is changing."

Marketing to wholesale distributors, manufacturers and buying groups, a Softwood supplier in New York said, "Everybody has changed their business and has learned how to become more efficient. I think everybody has a better grasp on how to run their business, how to order and how to maintain their inventory now."

The Forest Stewardship Council and Forestry Stewardship Initiative certified supplier also said that he hasn't seen any immediate increase in

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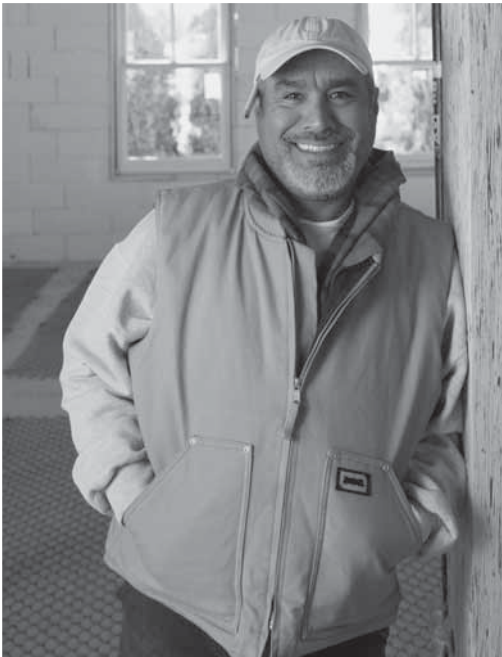
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IDAHO RECEPTION -

Continued from page 9

ner at the Bonsai Bistro here. Additionally, guests were invited to tour IFG's Chilco mill, one of five owned and operated by the company. The other four mills are located in Grangeville, Laclede, Lewiston and Moyie Springs. IFG hosts the reception and dinner annually to extend thanks to its loyal customers for their continued support. Idaho Forest Group's mills produce a combined capacity of more than 800 million board feet. For more company information, visit online at www.idaho-forestgroup.com.

PLUM CREEK-

Continued from page 10

according to the company, with approximately 6.8 million acres in major timber producing regions of the country. The company produces lumber, plywood and medium density fiberboard in its wood products manufacturing facilities in the Northwest. Plum Creek is headquartered in Seattle, Wash. Stimson Lumber is a privately-held forest products and natural resource company in Portland, Ore. With its origin dating back to the 1850s, it is one of the older continuously operating forest products companies in the U.S.

BCWLA -

Continued from page 11

B.C.: Bill LeGrow, Andy McGibbon, and Mark Thomson (including a cameo by Mike Flanagan). Honored at the event was the 2012 Lumberman of the Year, Joe Heath, North American sales manager for West Fraser Mills. This marked the 32nd year in which the BCWLA hosted the roast.



Matt Tobin and Gini Harvey, West Fraser Mills, Quesnel, B.C.; Ted Seraphim, West Fraser Mills, Vancouver, B.C.; Kyle Lewis, West Fraser Mills, Quesnel, B.C.; and Pete Seraphim, Olympic Industries Inc., North Vancouver, B.C.

For more information about the BCWLA, visit online at www.bcwla.org.

PCBC -

Continued from page 12

involved in the industry are feeling more optimistic about the future. This annual conference brings together thousands of homebuilders, contractors, lenders, developers, architects and manufacturers to learn about the latest trends and news pertaining to

the West Coast homebuilding industry. Attendance at the PCBC was similar to last year, making it a premier trade show on the Pacific Coast. PCBC was launched in 1959 and features exhibit halls manned by industry leading manufacturers and suppliers. The products and services displayed span dozens of various categories. In addition to hundreds of booths displaying new products, dozens of informative seminars and conferences are provided for attendees who choose to participate. Among the largest at this year's PCBC was the Multifamily Trends Conference. This session lasted two days and was lead by analysts and operators in for-rent and for-sale multifamily housing. Discussions included trends in the economy, supply and demand, capital markets, investment strategies, development trends and macro/regional market conditions. Gary Vaynerchuk served as the general sessions keynote speaker. Viewed as a marketing trailblazer among his peers, Vaynerchuk has a successful career as an entrepreneur and social media guru who grew his family wine business from \$4 million to \$60 million in five years. He is a New York Times best-selling author, most recently of The Thank You Economy, which focuses on the most recent shift in culture that businesses have witnessed, how everything has changed except human nature, as well as why smart people dismiss social media (and why they should not). Examples of other forums hosted by PCBC for attendees are: The Capital Markets Forum, The Consumer Insight Forum, The 50+ Housing Forum and The Design Trends Forum. Additionally, PCBC hosts the Gold Nugget Awards. Now in its 49th year,



Ryan Higman and Rob Holland, Pacific Architectural Millworks, Brea, Calif.

this awards program honors creative achievement in architectural design and land use planning for residential, commercial and industrial projects. Tentative dates and location have been announced for PCBC 2013. They are June 5-7, 2013, at the San Diego Convention Center, in San Diego, Calif. For more information, visit online at www.pcbbc.com.

ROBBINS -

Continued from page 8

with them, running, cooking and having a "backyard farm." In his spare time, Jim Sr., enjoys hunting, fishing, white water canoeing, boating, hiking, cross-country skiing and antique autos. Friends and industry members may contact him at jimsret@rlco.com. Robbins Lumber Inc. owns and manages 30,000 acres of its own forests and buys logs from over 150 independent loggers. Milling operations are located on a 40-acre site that includes a 700,000 board foot capacity kilns, computerized sawmill, planing

Continued on page 26



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ROBBINS -
Continued from page 25

mills, a pre finishing facility, cut-up shop, 100,000 square feet of warehouse, and the company's general offices.

A vertically integrated forest products firm, Robbins produces Eastern White Pine lumber and byproducts in its mill, while at the same time caring for and growing forest products on its superbly managed woodlands. Maine craftsmen and women are employed producing approximately 28 million board feet of top quality White Pine lumber. Another three million board feet are made into pre-cut parts and secondary manufactured products in the cut-up shop. For more information about Robbins Lumber visit www.rlco.com.

•

Old West Lumber Re-Opens

Choteau, Mont.—Old West Lumber, based here, recently held a grand re-opening to display its extensive renovations.

According to sources, the renovation more than doubled the size of its showroom to 2,400 square-foot and expanded its inventory.

Manager Gene Christensen said the store served hamburgers and hot dogs and other refreshments. A drawing to benefit the Choteau Lions Club Swimming Pool was also held. Christensen said the raffle raised about \$3,500 for the pool over the past two years.

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She said that her customers, which include retailers and distributors, are reporting improved sales over this time last year, and she said that all signs indicate that those gains are here to stay for at least a while.

“I think we’re on a good stretch there,” she said. “I’m hoping. It’s been happening for a few months now. I think we’re looking at a slower fall, but I think spring will be good again.”

That sense of consistency was echoed by the manager of an Ontario-based wholesale business. He described the market for Softwood lumber as steady, and added that it is nice to see such improvement after several rough years.

“We had an OK summer last year. Generally, the market is constant at this point,” he said, adding that both price and volume numbers have improved over the last twelve months. “This year, overall, it’s been significantly better than last year.”

He said the change in price can be correlated to the reduction in supply during the past year. He said he was unsure as to how much change there has been in actual demand, but described the current balance as decent.

“The Canadian market right now looks pretty constant,” he said. “It’s destined to slow down a little bit because of the prices, but overall we’ve been pretty constant.”

He said his company, which works traditionally with SPF, has been tied to the home building market for many years, and that it is unlikely that they would consider diversifying their prod-

uct offering at this point.

“We’re a very traditional company. We’re basically in the business of supplying home builders. That is what we have been, and what we will be for the foreseeable future,” he said.

One Quebec wholesaler questioned that approach. She argued that the companies that will survive through these still-uncertain times are the ones that are willing to look for new ways to make money.

“A lot of mills have curtailed their production, but there is still only so much business out there,” she said. “You’ve got to be more diversified now to succeed. Other than that, you’re not going to make it. You’ve got to be very flexible, and have the right products and right price. It’s not an easy combination, and it’s not going to happen tomorrow. Our sales are off from last year, and we have a good product mix. Those that don’t, I don’t know how they are managing.”

As the vice president in charge of all Pine products, she works with the spectrum of Pines, including imports out of Brazil and other South American countries. She said certain grades of lumber are doing better than others.

“Select prices have gone down tremendously, but premium grades are holding their own. Standard is a bit tighter in supply, but I would say the areas the prices are most affected is the select because there doesn’t seem to be a big demand there,” she said. “People are going to less expensive industrial, and standard grades. It’s just a matter of economics; people don’t have the money to spend on higher grades.”

She added that she sees few changes in the immediate future.

“I don’t see any big changes in the

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next 12 to 18 months; I see the market continuing on the same trend,” she said. “There will be more exports to China and Asia, especially the lower grades, but domestically I don’t see anything exciting happening in the next year, year and half. Even the retail markets are slow...everyone’s fighting for the same business.”

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market is just on fire with OSB and plywood items. The dimension market has been good in terms of price appreciation while the panel markets have had 30 to 40 percent price increases in the last three weeks. It’s almost unprecedented for this time of the year.

“As a result those price increases make for ‘sticker shock’ on the customer end,” he continued. “Our customers are used to prices not being that volatile because we’re selling to an industrial customer base unlike selling to a retailer or a truss manufacturer that is used to Pine price fluctuations. The lower grade items don’t tend to move quite as much as the uppers even when the market is up, they just move in smaller percentages normally. Some of the prices we’ve seen on 2x4 No. 4 and lower grade timbers that generally don’t move well, are getting to the point where it’s costing us orders because the customers are stunned with the pricing. That in itself is not unprecedented for this time of year.”

Looking ahead he expects a general