

# The Softwood Forest Products Buyer

www.softwoodbuyer.com

Vol. 28 No.6

The Softwood Industry's Only Newspaper...Now Reaching 39,725 firms (20,000 per issue)

November/December 2013

## Global Buyers Mission Attendance Surges 15 Percent

Photos By Wayne Miller

**Whistler, BC**—The recently held 10th Anniversary Global Buyers Mission (GBM) welcomed over 800 delegates to Whistler, surpassing record attendance in 2012 by



Bryan Hawrysh, CEO, BC Wood Specialties Group, Langley, BC; The Honorable Ed Fast, Federal Minister of International Trade, Abbotsford, BC; Peter Sperlich, Sperlich Log Construction, Enderby, BC; and John Weston, Member of Parliament, West Vancouver-Sunshine Coast-Sea to Sky Country, West Vancouver, BC

a good 15 percent. GBM organizers expressed many thanks to their funding partners this year, including Platinum Partners: Natural Resources Canada Wood Export Program (CWEP) and Forestry Innovation Investment Ltd. (FI); Silver Partner: the Government of Alberta, and the Bronze Partners: HSBC and the Department of Foreign Affairs and International Trade (DFAIT). GBM organizers were pleased to again have the collaborative effort made by the Western Red Cedar Lumber Association (WRCLA) in recruiting participants and assisting BC Wood with the organization and delivery of the event.



Tom and Shirley Haker, The Teal-Jones Group, Surrey, BC; Kyle Chuang, Cambridge Mercantile Group, Vancouver, BC; and Bob Bell and Jamie Patterson, Bolen-Brunson-Bell, Memphis, TN

Additional photos on pages 10 & 12

Continued on page 17

## NELMA's Fall Event Includes Golf, Industry Discussions

Photos By Terry Miller

**Kennebunkport, ME**—A picture-perfect autumn setting on the coast of Maine greeted the Northeastern Lumber Manufacturers Association (NELMA) members and guests for their recently held annual golf tournament and Board of Directors meeting.



John King and Joe King, King Forest Industries, Wentworth, NH; Tim Seale, Timber Trading Group, Worcester, MA; and Ben Crowell, Durgin & Crowell Lumber Co. Inc., New London, NH

Eighty golfers took to the links at the Webhannet Golf Club on day one of the event, followed by a reception and awards dinner at the Nonantum Resort. This year's golf outing

winners included the following: 1st Place - Low Net Score was won by the team of Brett Anderson (J.D. Irving Limited), Rob Hoffman and Tom Merkert (Capital Forest Products), and Alden Robbins (Robbins Lumber). 1st Place - Low Gross Score was won by the team of Chris Brochu, Jason Brochu, Greg Garrison and Rich Smith, all of Pleasant River Lumber. This year's Putting Contest was won in a "Putt-Off" by Chris Bagley of CES, Inc., and the Longest Drive winners were Rose LeBarron (NELMA) and Joe King of King Forest Industries.



Joe Siemon, Hood Distribution, Manchester, CT; and B Manning and Jeff Haley, Durgin & Crowell Inc., New London, NH

Additional photos on pages 12 & 14

Continued on page 17

## SFPA Fall Meeting Welcomes New Officers, Provides Associational Update

**New Orleans, LA**—Chairman Tom Rice opened the recent Southern Forest Products Association's (SFPA) Fall Meeting, held here, with the Southern Pine Industry Forum. The SFPA staff summarized what the industry is currently doing in terms of product support - publications and online resources, in-market business development for serving both domestic and international markets, as well as best

Additional photos on pages 14 & 16

Continued on page 17



The SFPA Board of Directors elected its 2014 slate of officers. They are (pictured, standing, left to right) Immediate Past Chairman Tom Rice, Conner Industries, Fort Worth, TX; Chairman Joe Kusar, Tolleson Lumber Co. Inc. and Ilim Timber Company, Perry, GA; Vice Chairman Scott Vande Linde, West Fraser Inc., Germantown, TN and (inset) Treasurer William Almond, Almond Brothers Lumber Co., Coushatta, LA. The board also re-elected (front row, l-r) Tami Kessler as Corporate Secretary and Steve Conwell as SFPA President. The officers assume their new roles immediately.

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# Who's Who -- Softwoods



**KARL BOWERS**

**KARL BOWERS** is a territory sales manager for **MID-STATE LUMBER CORP.**, a wholesale building materials distributor that maintains three full service facilities in Branchburg, NJ, Warwick, NY, and Kingston, PA. The Mid-State Lumber customer base spans the Mid-Atlantic and New England regions. The company's goal is to provide the finest quality building material products and competitive pricing in a fast and reliable manner.

Mid-State Lumber distributes Trex Decking, Royal Moulding and Trim, James Hardie® products, as well as porch flooring manufactured by Aeratis. In addition, the company carries Western Red Cedar, Douglas Fir, Eastern White Pine and Southern Yellow Pine. Continued on page 18

**KYLE JONES** is a sales representative for **WEST BAY FOREST PRODUCTS & MANUFACTURING LTD.**, located in Langley, BC. West Bay Forest Products & Manufacturing offers 100 percent Western Red Cedar products, including: posts, rails, trim and fascia boards, decking, fencing, siding, timbers, balusters, patterns and all custom inquiries. The company produces approximately 40 million board feet annually.

Jones has been working in the forest products industry for 15 years, all of which have been spent at West Bay. He handles sales and marketing for North American business in the South and Midwest states of the U.S. Jones is also involved in purchasing. Continued on page 18



**KYLE JONES**



**BROCK LENON**

**BROCK LENON** has been with **IDAHO TIMBER** for 16 years and has worked in his current position as vice president, Home Center marketing, since 2008.

His group is responsible for the Weiser, ID, manufacturing facility, procurement of raw material from South America and New Zealand, sales of Cedar split rail fencing for Idaho Cedar Sales in Troy, ID, and national sales programs, along with sales to foreign markets.

Idaho Timber carries dimension lumber in SPF, Hem Fir/Doug Fir and Southern Yellow Pine; common boards in ESLP, Ponderosa Pine and Cedar; Cedar fencing and Cedar split rail fencing. Special features offered by the firm include pat- Continued on page 18

**JANINE LUCE** is a sales assistant at **ANDERSEN PACIFIC FOREST PRODUCTS LTD.**, located in Maple Ridge, BC.

Andersen Pacific Forest Products produces 10 million board feet per year of primarily Western Red Cedar and Douglas Fir. They also produce Yellow Cedar, Hemlock and Spruce (vertical or flat grain, Clear or Knotty in a variety of sizes). Andersen Pacific is able to offer project specific and job lot production.

Luce graduated from Burnaby South Senior Secondary High School, Burnaby, BC, and has completed several marketing courses at The British Columbia Institute of Technology. She has been working at Andersen Pacific Wood Products for just under a year, but has 27 years previous experience Continued on page 15



**JANINE LUCE**



**CHRIS SCHOFER**

**CHRIS SCHOFER** is a sales associate for **VAAGEN BROTHERS LUMBER INC.**, located in Colville, WA.

Vaagen Bros. specializes in production of MSR grades and dimensional lumber from small diameter logs in a variety of species.

The company offers many different stress levels of MSR lumber as well as high quality dimensional lumber in studs, 2x4, 6, and 8 in a variety of grades.

Schofer joined the Vaagen team in early 2013 and enjoys working for an innovative, family-owned company.

He began his career in the forest products industry as a lumber piler as he worked his way through univer- Continued on page 18

**CURT STUCKEY** is general manager for **WHOLESALE WOOD PRODUCTS (WWP)** in Birmingham, AL.

Wholesale Wood Products includes a corporate office and Custom Lumber Manufacturing divisions in Dothan, AL. The company manufactures approximately one-third of its product line. Species manufactured range from Cypress, Pine, Cedar, and Spruce. WWP focuses on superior service and high-end, quality lumber products.

The Birmingham location is a concentration/distribution yard that purchases over 20 million board feet of Cedar, Cypress, Southern Yellow Pine, Spruce, engineered wood products, boards, and pattern each year. Recently, Stuckey led Continued on page 18



**CURT STUCKEY**

## APA Assists Alberta with Post-flood Damage Assessments

For more APA News and Information, go to [www.apawood.org](http://www.apawood.org)

APA is assisting the Alberta Government with technical information and materials testing protocols as they develop methodologies to evaluate the first floors of approximately 200 houses that were submerged during this summer's flood events. In many instances, the engineered wood floor systems in the affected houses show no visible problems. However, engineers are reluctant to sign off on the houses, resulting in the municipality's inability to issue re-entry permits. The province has retained a consulting engineering firm to review technical literature and develop the methodologies to assess the floor systems, which include limited testing of immersed products and development of "redundancy details" to provide a measure of reassurance to homeowners and municipalities prior to the issue of re-entry permits. Besides providing technical data, APA will act informally in an advisory capacity to provide guidance as to the appropriateness of testing and in the development of the "redundancy details."



### Recovery in Product Demand Continues Through 2018

The recovery in residential construction in the U.S. is projected to continue with housing starts averaging 1.54 million units in the 2016-18 timeframe. Multi-family unit construction is expected to account for a greater share of housing starts than in the past as young adults delay homeownership. From 2016 to 2018 single-family and multifamily starts are projected to average 1.05 million units and 0.5 million units per year, respectively. Sustained economic growth in the U.S. and Canada through 2018 should support increases in structural panels and engineered wood products de- Continued on page 22

## A New Day, Six Years in the Making

By Gary Vitale  
President/CEO North American Wholesale  
Lumber Association (NAWLA)  
Rolling Meadows, Ill.  
[www.nawla.org](http://www.nawla.org)

Six years can seem like forever, particularly if things are not going well, and for many companies the last six years have been an eternity. Most of our families have also felt the impact of economic downturn and that is especially true for those of us in the lumber industry.

But what has my attention today is not the downturn, but a story of renaissance.

Although we didn't have a crystal ball, at NAWLA we recognized in 2007 what was needed for our industry to survive, and we invested heavily to prepare for a better day. We put in place a visionary six-year plan that has helped us build new platforms for growth and effectiveness. Drawing on the inspiration of this plan, NAWLA began providing leadership within the lumber industry.

We just completed a very successful Traders Market, the industry's premier annual gathering that has been a catalyst in recent years as connections are made, ideas exchanged and deals done. We've also been providing valuable information and building relationships through a variety of media, meetings and formats. For instance, at NAWLA regional meetings you can join in discussions and create a network that will open up new opportunities for innovation, sales and growth. Continued on page 22



**GARY VITALE**

## Appearance Product Promotion

By Hank Scott, Chairman,  
Softwood Lumber Board Programs Committee  
Chairman and CEO, Collum's Lumber Products, LLC

Appearance Softwood lumber products (primarily treated SYP and untreated Softwood lumber species – Cedar, Redwood, Pine) used in appearance end uses such as decking, timbers, siding, trim, board and interior finish represent a significant portion of the wood basket produced by the Softwood lumber industry. These products, used in both interior and exterior applications, are quite often what the public thinks of when they think of wood in a way that engenders the positive sentiment they have for our products. Consumers identify with the beauty, warmth, texture and heritage of these Softwood lumber products. This affinity for the appearance products tends to give rise to positive consideration of wood in structural applications. In other words, the appearance products open the door for structural products – particularly in new and emerging market segments such as non-residential/light commercial construction.

Significant opportunities exist to grow the consumption of appearance Softwood lumber products. As part of the overall appearance promotion program, the SLB will seek to expand usage in interior as well as exterior applications; however, it is the exterior applications that represent the most significant opportunity for volume gains by protecting existing market share and ultimately growing it.

Unlike the code and regulatory challenges that can often limit the use of structural Continued on page 22



**HANK SCOTT**

# Contents

## Features

Global Buyers Mission Attendance Surges . . .1
NeLMA Fall Event . . . . .1
SFPA Fall Meeting . . . . .1
INTERFOR . . . . .4
McCoy's Building Supply . . . . .6
Hancock Lumber Supports 'The 7th Power' .7
WRCLA Annual Meeting . . . . .8
Hancock Lumber Annual Event . . . . .9
Roseburg Forest Products Tours . . . . .11
Western Forest Products Open House . . .15

## Departments

Who's Who in Softwoods . . . . . 2
APA News . . . . . 2
NAWLA News . . . . . 2
SLA News . . . . . 2
Retail Review . . . . . 19 & 21
Midwest Business Trends . . . . . 20
West Coast Business Trends . . . . . 20
Washington Scene . . . . . 23
Stock Exchange . . . . . 25, 26 & 27
Western Business Trends . . . . . 28
Northeast Business Trends . . . . . 28
Ontario/Quebec Business Trends . . . . . 29
South/Southeast Business Trends . . . . . 29
Trade Talk . . . . . 33
Softwood Calendar . . . . . 35
Classified Opportunities . . . . . 35 & 36
Index of Advertisers . . . . . 36
Obituaries . . . . . 38
Correction . . . . . 41



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# INTERFOR: Building Value Every Day

By Terry Miller

**Vancouver, BC**—Strategic, fact-based and proactive are the underpinnings of Interfor's business strategy. More than a decade ago, the lumber company took a look at global markets and demand for wood and knew that with the right decisions it would be well-poised to capitalize on opportunities.

Back then it was a company with operations solely on British Columbia's west coast. Today, Interfor is a global supplier with 13 mills across North America and one of the most diverse product lines in the business. And, as Interfor's Vice President of Sales and Marketing,



A new kiln under construction at Interfor's Swainsboro, GA, facility.

Steven Hofer notes, they are not done yet. "We've embarked on a new vision that will let us capitalize on our smart investments, and lead us to an even more robust future."

Interfor carefully planned its growth – which involved a combination of acquisitions and mill upgrades – so the

company could do more than increase its production capacity. "Our production has reached more than 2.2 billion board feet, and we also offer more choice and a reliable supply of quality fiber," Hofer said. "We're able to provide the perfect lumber product for every project."

This is all good news for customers who want a stable supply of quality products for a variety of applications.

Hofer said the company also found that as it advanced its operations, products and markets, it needed a mission statement that would reflect its growth as well as its commitment to customers, shareholders, employees and communities.



At the company's Grand Forks facility, also in BC, a new log line and automated lumber grading system have improved product quality and recovery.

"Interfor has always been about building value: from the forest to the mill to our customers, and now we have a mission statement that reflects that," he said. "For our customers that means delivering quality products on spec, on time, every time."

## Global Markets

Interfor got its start almost 50 years ago on the coast of British Columbia. It has always been a global player with markets across North America, in Europe and in Asia. But in the last 10 years, the company has acquired mills in the Interior of British Columbia, in the U.S. Pacific Northwest and, earlier this year, in the U.S. Southeast. As a result, it is able to serve customers in nearly 30 countries.

The company is a leader in sustainable forestry management, and all of its operations maintain world-leading safety standards. "We have the right people, the right products, and world-class facilities – and we are perfectly positioned to build value," Hofer said.

The right people include new vice presidents leading U.S. and Canadian operations. Joe Rodgers joined Interfor in July as vice president, U.S. Operations. And later in the same month, Ian Fillinger moved from his senior manager position with the Company to take on responsibility for its newly aligned Canadian operations.



Interfor recently launched a new premium line of Reserve Pine boards, panels and decking.

"Joe and Ian bring the kind of leadership experience and broad industry knowledge needed to support Interfor's goals of building value through operational excellence and growth," said Hofer.

Interfor offers one of the more diverse ranges of structural, industrial and appearance grade products anywhere.

Its structural lumber is used for a variety of residential, commercial and industrial applications. Products include everything from MSR to studs to dimensional lumber.

Its industrial lumber includes many grades that are remanufactured and processed into wood packaging and crating materials that meet the highest standards for strength and stability.

Appearance lumber products include siding, decking, paneling, Japanese house components and stock for windows and doors. There are specialty materials in the dimensions, lengths and

grades to meet customer requirements.

## Diverse Products

This range of products is possible because Interfor has access to a high-value timber base with an impressive number of species. Its acquisition of four Georgia mills this year added Southern Yellow Pine (SYP) to a list that already included Western Red Cedar, SPF, Hem-Fir, Hemlock, Douglas Fir, and Ponderosa/Lodgepole Pine. SYP now makes up close to a quarter of the company's total production capacity.

The changes in the last decade have helped to strengthen Interfor's commitment to product quality and diversity, and to service excellence – as well as enhancing its ability to pursue opportunities and advance innovation.

The Swainsboro Mill is an excellent example. When Interfor acquired this Georgia

mill on March 1, it promised to rebuild a kiln destroyed by fire the previous September. Hofer explained: "We wanted to get back to full production as soon

as we could so we could meet the market demand for our quality Southern Yellow Pine. And we also wanted to get our staff back to work full-time."

Six months after Interfor acquired the mill, a new \$2.8 million Dual Path Kiln was operating at Swainsboro. And Swainsboro is not alone.

Construction is underway on a new kiln at Baxley, another of the Georgia mills acquired in March. It should be up and running by late fall. And there have been upgrades recently at many of Interfor's other mills.

In British Columbia's Interior, the Adams Lake Mill can deliver higher quality products thanks to a new kiln with a steam conditioning system. At Grand Forks, also in BC, a new log line and automated lumber grading system have improved product quality and recovery.

## Premium Products

Some of the improvements have led to new, premium products. In Oregon, Gilchrist has access to some of the finest-knot Pine in the central part of the state. Interfor is equipping the mill with one of the most advanced finishing systems in the world – including a state-of-the-art Weinig H5000 high-speed moulder. This allows the company to launch its new premium line of Reserve Pine boards, panels and decking.

"Each Reserve Pine product uses the finest Pine and latest technology to deliver beauty and performance," said Hofer. "The result is unparalleled beauty and performance with a diverse pattern mix and impeccable finish that can meet any number of building needs – from floor to ceiling, inside or out."

In British Columbia's southern Interior, Interfor has recently acquired an additional long-term Cedar supply in what the company says is some of the highest quality mixed stands in North America. Manufactured at the Castlegar Mill, the additional supply allows production of Inland Western Red Cedar for Interfor's Elite Kiln-Dried lines. "The Western Red Cedar features rich color, beautiful grains and exceptional knot quality – a great choice for any outdoor deck or paneling project," said Hofer.

With its strategic growth, great new products and a renewed mission, Hofer said there is a lot of excitement about the future at Interfor. "We are ready to embark on a bold new vision and capitalize on the many opportunities ahead of us. We see potential in the markets, and growing demand for our quality products."

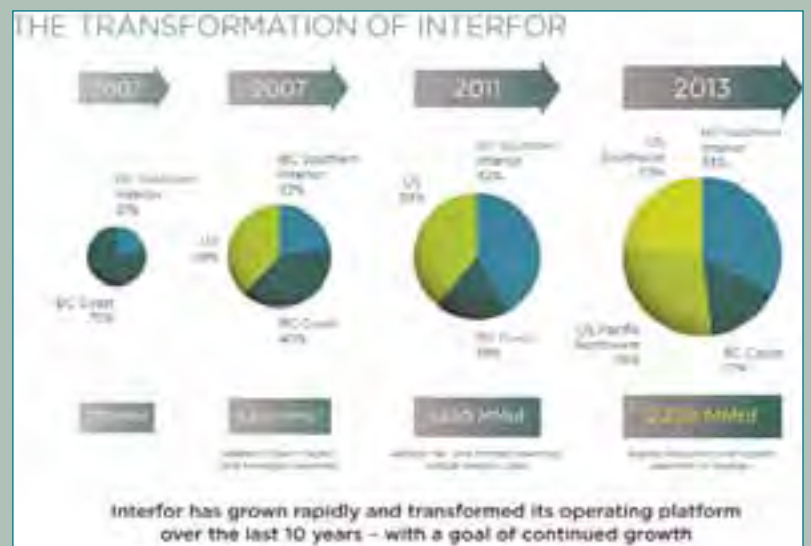
He said one thing that will never change is the company's commitment to building quality through unmatched customer care and logistics.

"We have one of the broadest lumber product lines anywhere so we can meet the needs of specialized and sophisticated buyers around the world," said Hofer. "And we pair each customer with a seasoned sales professional who can ensure we meet our promise to customers that we will deliver quality products on spec, on time, every time."

Interfor is a member of the American Forest & Paper Association, American Wood Council, BC Wood Specialties Group, Canadian Wood Council, Coast Forest Products Association, Florida Building Material Association, Interior Lumber Manufacturers' Association, MSR Lumber Producers Council, North American Wholesale Lumber Association, Northeastern Retail Lumber Association, Oregon Forest Industries Council, Structural Building Components Association, Treated Wood Council, Western Red Cedar Lumber Association, and the Western Wood Products Association.

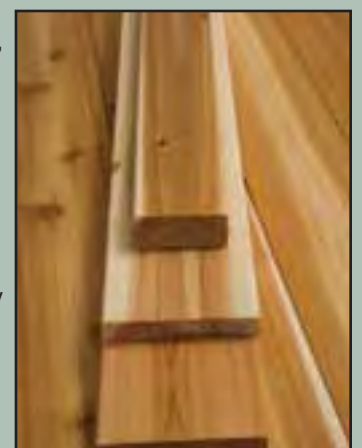
The company's five British Columbia mills have been independently audited by KPMG performance Registrant Inc. to meet Program for Endorsement of Forest Certification (PEFC) and Sustainable Forestry Initiative® (SFI) chain-of-custody certification requirements. In addition, select Interfor British Columbia mills are also Forest

Continued on page 24



**"We've embarked on a new vision that will let us capitalize on our smart investments, and lead us to an even more robust future."**

**– Steven Hofer, Vice President of Sales and Marketing, Interfor**



Interfor's British Columbia Inland Western Red Cedar.

# Some of America's Most Historic Landmarks Have Been Specified to Use Waldun and Stave Lake Products

Many architects are now specifying **Waldun and Stave Lake** products for their projects.



**Waldun and Stave Lake** are FSC and PEFC Certified.

**Waldun and Stave Lake** sell 100% Bureau product and have warranties unmatched by any mill in the industry.

At **Waldun and Stave Lake** every bundle or box is guaranteed to contain 100% coverage. Many mills will put in less inches of wood to compensate for a lower selling price.

Mills that run with a Bureau label are mills that run with nothing to hide.



Sagamore Hill was the home of Theodore Roosevelt, 26th President of the United States, from 1885 until his death in 1919. An interesting fact about Theodore Roosevelt is that he spent much of his time at what he called his "Summer White House" here on Long Island. The house is no doubt a historical monument. The Waldun Group is humbly grateful to be part of the restoration. **Waldun Forest Products** was specified for the roofing and **Stave Lake Cedar Mills** for the siding after other lesser quality and lower cost cedar shingles were presented.



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# McCoy's Building Supply: Serving Repeat Customers Since 1927

By Michelle Keller

President and CEO Brian McCoy and Vice President of Field Support Meagan McCoy Jones, McCoy's Building Supply, San Marcos, TX.



Big-box retailing has seen an increase in many of the company's markets, and the process of re-defining McCoy's customers, products, and services began with a new emphasis on professional contractors and tradespeople.

several years saw an increase of big-box retailing in many of the company's markets, and the process of re-defining McCoy's customers, products, and services began with a new emphasis on professional contractors and tradespeople. The company added outside sales people, a fleet of delivery trucks, in-house credit, and increased its SKU count dramatically.

When asked about the current trends in home construction in regards to forest products, Jones offered,

"More people ask about the source of their materials than ever before. Especially in custom homes, outdoor living space is becoming as important as indoor living space and that translates to a bigger demand for timber products. We love that type of business and we have great vendor partners. We also



McCoy's offers on-site sales assistance to many of its customers.

see growing interest in engineered wood. Engineered products make better use of wood fiber, which pleases folks interested in building a green home with responsible products, but they also often make for a better built, more stable home."

With locations in Texas, Arkansas, New Mexico, Oklahoma and Mississippi, McCoy's lumberyards are somewhat autonomous, although most purchases of McCoy's stock are done at Headquarters. "At McCoy's, we're blessed with well-seasoned managers. Those in fast-moving markets are given latitude to make certain purchases at the store level, which are coordinated with the purchases made at Headquarters. We want our store managers to focus on serving the customer, so our buyers at HQ shoulder the load," explained Jones.

McCoy's procures lumber from mill direct locations and distribution centers, and a handful of its stores have rail directly into the yard. "Since the majority of our locations don't have direct rail, we can move product from the Northwest through a reload center. There is no 'one-size-fits-all' way to order and receive products at McCoy's," Jones elaborated.

As for logistics Jones said, "We have our own fleet of trucks and drivers. The majority of the loads they carry are from the store to the jobsite or transfers between stores. Using our own trucks gives us the ability to get product out to our customers as quickly as they need it."

When asked about McCoy's views on sustainable forestry and certified products Jones said, "Wood is one of the world's most renewable resources, and whether it's SFI or FSC certified, it's harvested with a plan to grow more trees and produce more wood. Virtually all the Softwood we sell is SFI-certified."

From that standpoint, McCoy's is always looking for vendors who are being environmentally responsible, and Jones explained that most vendors are. "We offer FSC-certified material through one of our Austin-area facilities. If that's important to our customers, we can definitely meet that need. But because of our geography, if you're building a LEED-certified building and are looking for qualified Softwood, it makes just as much sense to purchase "locally sourced" product, defined as within 500 miles, like Southern Yellow Pine, instead of bringing in FSC-certified product by rail from the Northwest."



McCoy's provides quality building products and services to their "Born to Build" customers with a valued team of unique people who are committed to both professional and personal growth.

Continued on page 24

**San Marcos, TX**—McCoy's Building Supply offers a vast array of building materials "from roof to slab, and everything in between," states the company website. Headquartered here, McCoy's is among the largest family-owned businesses in the building materials industry.

The company purchases a quarter of a billion board feet annually of Softwood lumber and several thousand truckloads of Softwood panels.

**"We've established ourselves as a company that not only offers the building materials our customers need at the prices they can afford, but as a leader in the communities we serve."**

**—Vice President of Field Support Meagan McCoy Jones**

"We've established ourselves as a company that not only offers the building materials our customers need at the prices they can afford, but as a leader in the communities we serve," Vice President of Field Support Meagan McCoy Jones



Meagan McCoy Jones was recently named one of the hardware industry's eight Young Retailer of the Year recipient's by the North American Retail Hardware Association.

explained. A fourth generation company, Jones said her great-grandfather began the business more than 85 years ago. "My great-grandfather, Frank, was a contract roofer in Houston, and that's how the family was introduced to the business."

Frank McCoy moved to Galveston and opened McCoy Roofing Company in 1927. Frank's son, Emmett, grew up in the business. Following high school, Emmett attended New York Trade School. He then worked in the shipyards of Orange, TX, before joining the Army to serve in the Pacific during World War II. After the war, Emmett came back to Galveston to make the family business his career.



As one of the largest family-owned businesses in the building supplies industry, McCoy's has established itself as a company that not only offers the products customers need at the prices they can afford, but as a community leader as well.

While the roofing business was strong in Galveston, Emmett believed there was a greater opportunity. He had his eye on a company outside of Texas that sold wholesale building materials to the public, and he believed McCoy's could do the same. The front of the roofing supply business became a small sales floor and the beginning of McCoy's retail business. Emmett expanded the company to two locations in 1960. In 1961, Hurricane Carla hit the Texas Gulf Coast as a

category four hurricane and devastated Galveston Island. McCoy's sales topped the \$1 million mark for the first time that year, with Emmett insistent that prices remain stable during such a difficult time for Galveston residents. He set the tone for integrity and established a legacy of fair dealing that McCoy's continues to emphasize today.

The business grew rapidly through the 1970s, '80s, and '90s as a cash-and-carry business. Emmett retired from the company in 1997, leaving the leadership to his sons. The next

## Hancock Lumber Supports 'The 7th Power'

By Kevin Hancock  
President, Hancock Lumber Company

**Casco, Maine**—For the past 12 months I have been spending time on the Pine Ridge Indian Reservation in the southwest corner of South Dakota. 'The Rez' as those who live there call it, is home to the Oglala Sioux Tribe. The tribe has a rich history as they are the descendants of Red Cloud, Spotted Tail, Crazy Horse, Black Elk and other famous Sioux leaders. The Oglala Sioux were the leaders in Battle at Little Big Horn in 1876 and the famous Wounded Knee massacre site is located on their reservation. They belong to the Lakota band of Sioux Indians who, as late as the 1870's, controlled a vast territory stretching from the Missouri River to the Big Horn Mountains. Their land was guaranteed to be theirs forever by the U.S. government through the Treaty of 1868 ("as long as the grass shall grow and the water shall flow"), but just a few years later gold was "discovered" in the Black Hills and everything changed.

The Lakota people referred to gold as the "yellow metal that makes the white men crazy." Prospectors and settlers rushed into the Black Hills and the government told the Lakota people that the treaty could no longer stand. Instead, reservations were created in the least desirable places as far out of the way as possible. For the next 100 years government policy was to "remake" the Indians as white people. At Pine Ridge the Oglala Sioux were made to dress as white men and made to farm (even though much of the land is unsuitable for farming). It was illegal for them to gather or speak their language. Those "caught" practicing traditional religious ceremonies were arrested or sent to insane asylums. The children were taken (literally) and sent off to Indian boarding schools in the east to be remade. "First to worst," is a phrase they still use at Pine Ridge to describe their journey.

Today Pine Ridge is statistically the poorest place in America. Unemployment is approximately 90 percent and the median income is about \$4,000. The lowest life expectancy in the Western Hemisphere is Haiti. The second lowest is Pine Ridge where males today, on average, live to be 48. Housing is a major problem. The housing shortages are estimated to be 4,000 homes and many of the homes that do exist are over-crowded and sub-standard. Many people live without electricity or running water. This is right in the middle of our own country.

This summer Hancock Lumber donated materials for a new home to be built at Pine Ridge. Those involved in the project refer to it as the "Hancock Home" and tell me it was the only home built at Pine Ridge (2.7 million acres) this year. Pine Ridge is very geographically isolated. It is a two-hour drive to Rapid City and seven hours to Denver. People rarely visit. Those who live here feel forgotten. The U.S. government promised to care and provide for the Lakota people in exchange for taking their land and forcing them onto reservations. These promises have not been kept. Sitting Bull once said, "They made us many promises, more than I can remember, but they never kept but one. They promised to take our land and they took it."

I have since been to Pine Ridge four times. I have many friends there now. The people there are smart, resourceful and fun to be with. It is an amazing testimony to their fortitude that their culture survives. I am writing a book about the history of the Lakota people and modern day life at Pine Ridge. I have also started a non-profit organization called "The 7th Power" whose mission is to encourage a return to independence for the people of Pine Ridge through support of housing, education, traditional food sources and increased awareness of their story. Among other initiatives we plan to support more housing activity in 2014. It costs approximately \$140,000 to build a home at Pine Ridge. With 4,000 additional homes needed that brings the total cost of the housing need to \$560 million. Immediately after Hurricane Katrina hit the east coast the federal government made \$900 million available to repair housing and infrastructure. The housing shortage at Pine Ridge is over 100 years old and remains unaddressed.

"The 7th Power" in Lakota spiritual-

Continued on page 23



Hancock Lumber sent a tractor trailer of building materials from Maine to Pine Ridge in May of 2013. Kevin Hancock drove out to meet the trailer and spent the day unloading lumber and building materials on the site with a few young guys from the community they rounded up to help. They thought he was the truck driver!



An example of the housing crisis at Pine Ridge. Many people rent using FEMA trailers as homes.



A picture of the nearly completed Hancock Home in August of 2013. Kevin Hancock standing with Lester Lone Hill who is the project manager for the OST Partnership for Housing.



A scene from the cemetery at the Wounded Knee Massacre Site. In December 1890, this site was home to the last armed conflict between the U.S. Army and the Sioux Indians.



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# WRCLA Addresses Marketing Via Technology At Annual Meeting

Photos By Wayne Miller



Jack Draper, Western Red Cedar Lumber Association (WRCLA), Vancouver, BC; Al Fortune, Mid-Valley Lumber Specialties Ltd., Alder Grove, BC; Larry Petree, Mary's River Lumber Co., Montesano, WA; Helena Jehnichen, WRCLA, Vancouver, BC; and Paul Mackie, WRCLA, Mill



Darren Raynard, Taiga Building Products Ltd., Calgary, AB; Carlos Furtado, Sawarne Lumber Co. Ltd., Vancouver, BC; Ross Elgert, Taiga Building Products Ltd.; and Rob Burton, The Cedar Shop, Calgary, BC



Jeff Derby, Western Forest Products Inc., Vancouver, BC; and Beth Hird and Tim Raphael, WRCLA, Vancouver, BC



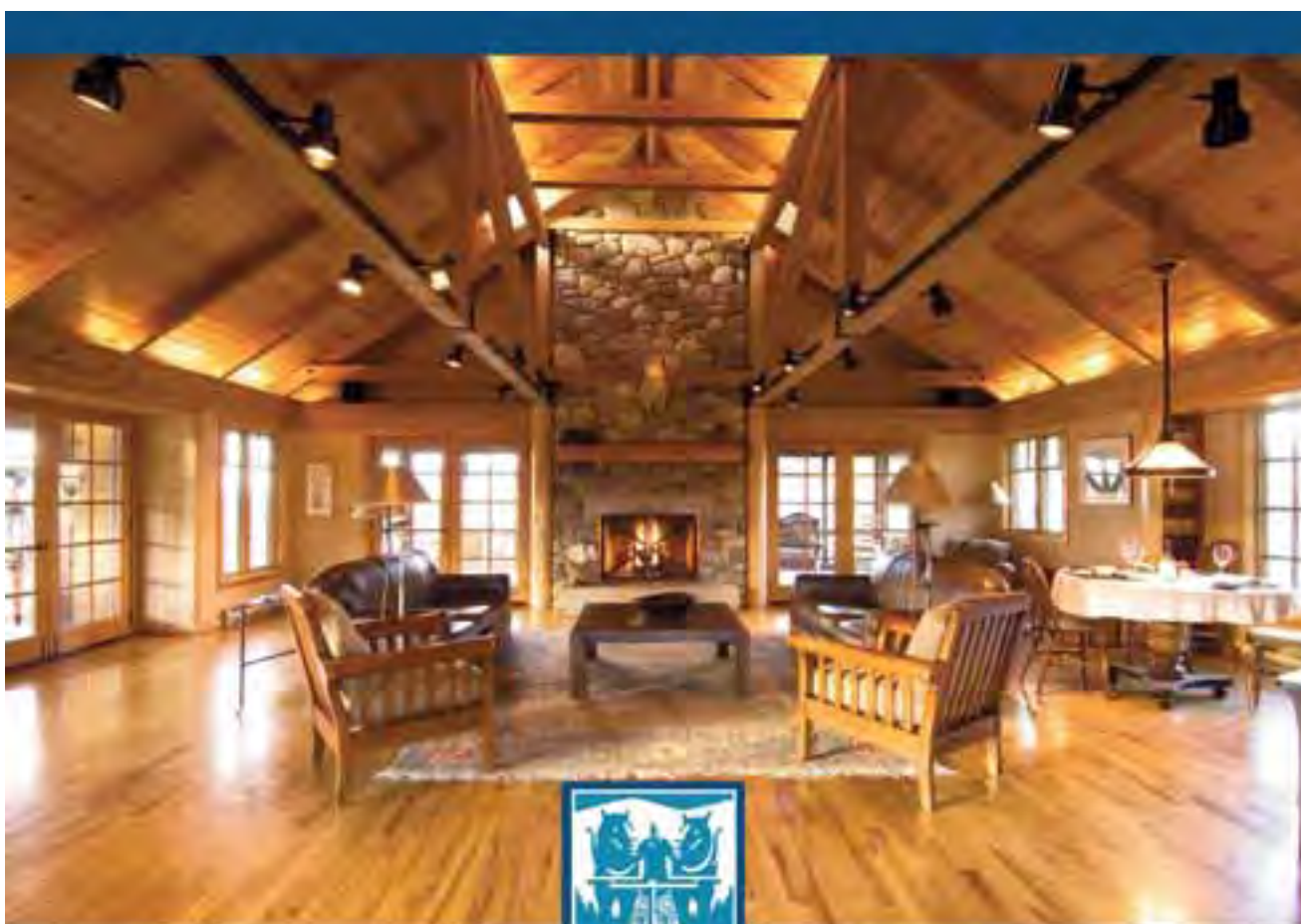
Larry Petree, Mary's River Lumber Co., Montesano, WA; and John Thomas and Simon Cameron, Bare Advertising & Communications, Vancouver, BC



Bernd Florin, Forestry Innovation Investment, Vancouver, BC; Helena Jehnichen, WRCLA, Vancouver, BC; Randi Walker, BC Wood Specialties Group, Vancouver, BC; and Phillipa Sanderson, Forestry Innovation Investment



Carlos Furtado, Sawarne Lumber Co. Ltd., Vancouver, BC; Bruce Tays, Olympic Industries Inc., North Vancouver, BC; and K.K. Sangara, Sawarne Lumber Co. Ltd.



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**Whistler, BC**—The Western Red Cedar Lumber Association (WRCLA) hosted its annual Cedar Summit with a reception/dinner and business session in conjunction with the Global Buyers Mission recently. WRCLA

Continued on page 24



Ryan Furtado, Western Forest Products Inc., Vancouver, BC; and Jamie Patterson and Bob Bell, Bolen-Brunson-Bell, Memphis, TN



Jim Gillis, Haida Forest Products Ltd., Burnaby, BC; Brad Meeker, Meeker Lumber Ltd./Errington Cedar Products Ltd., Vancouver Island, BC; Jeff Derby, Western Forest Products Inc., Vancouver, BC; and Simon Cameron, Bare Advertising & Communications, Vancouver, BC



Brad Flitton and Matthew Burke, Western Forest Products Inc., Vancouver, BC; and James Singer, Leslie Forest Products Ltd., Delta, BC

Tom Pearsons, Nu-Forest Products, Beamsville, ON; Michael Erskine and Marie Pearson, Still Creek Forest Products Ltd., Coquitlam, BC; and Ben Meachen, Western Forest Products Inc., Vancouver, BC



Additional photographs on pages 16 & 30



# Hancock Lumber Welcomes Guests At Annual Gathering

By Terry Miller



Hancock Lumber Company's Jack Bowen (left) with golf winners: Jamie Place, first place, Eastern Forest Products, Lyndeborough, NH; Donna Gerrits, fourth place, Royal Woodworking Co., Aurora, ON; and Jerry Buteau, third place, retired. Not pictured: Bob Keener, second place, Russin Lumber Corp., Montgomery, NY



Matt Duprey, Hancock Lumber Co., Casco, ME; Dave Chapais, Hancock Lumber Co., Yarmouth, ME; Toby Hammond, Hancock Lumber Co., Casco, ME; and Anthony Lewis, U.S. Lumber Group Inc., Knoxville, TN



Wayne Huck, Hancock Lumber Co., Casco, ME; Donna Gerrits, Royal Woodworking Co., Aurora, ON; Anthony Baroni, Sandy Neck Traders, Harwich, MA; and Monica Evans, Hancock Lumber Co.



Andre Sexton, CanWel Building Materials Group Ltd., Montreal, PQ; Mike Michaud, Hancock Lumber Co., Casco, ME; Donna Gerrits, Royal Woodworking Co., Aurora, ON; Jack Bowen, Hancock Lumber Co.; and Anthony Lewis U.S. Lumber Group Inc., Knoxville, TN



Clarence Moss, CanWel Building Materials Group Ltd., Newfoundland; Jack Bowen, Hancock Lumber Co., Casco, ME; Gord Brown, CanWel Distribution, Dartmouth, NS; and Russell Coulter, Hancock Lumber Co., Bethel, ME



Alison Duprey, Hancock Lumber Co., Casco, ME; Karen Moss, CanWel Building Materials Group Ltd., Newfoundland; Mike Shana, Hancock Lumber Co.; and Frances Brown, CanWel Building Materials Group Ltd., Dartmouth, NS

**Casco, Maine**— Hancock Lumber Co., located here, recently welcomed customers and vendors to the company's 10th Annual Invitational Golf Tournament, held at Sunday River Golf Club, a four-season resort in the mountains of Maine.

Additionally, guests enjoyed a tour of Hancock's Ryefield and Bethel sawmills, as well as a tour of Sebago Lake and cocktails aboard the Sebago Princess.

Winners of the golf tournament were: first place, Jamie Place, Eastern Forest Products; second place, Bob Keener, Russin Lumber Corp.; third place, Jerry Buteau, retired; and fourth place, Donna Gerrits, Royal Woodworking Co.

Established in 1848, Hancock Lumber

Continued on page 23



Jamie Place, Eastern Forest Products, Lyndeborough, NH; Terry Miller, The Softwood Forest Products Buyer, Memphis, TN; Jerry Buteau, (retired), None Such Forest Products, Gorham, ME; and Bernie Nugent, Warren Trask Co., Lakeville, MA



Matt Duprey, Hancock Lumber Co., Casco, ME; Bob Keener, Russin Lumber Corp., Montgomery, NY; and Kevin Hynes, Hancock Lumber Co.

Bernie Nugent, Warren Trask Co., Lakeville, MA; Matt Duprey, Hancock Lumber Co., Casco, ME; Anthony Baroni, Sandy Neck Traders, Harwich, MA; and Kevin Hancock, Hancock Lumber Co.



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GBM PHOTOS - Continued from page 1



Jiekun Wang and Yiwei Chen, Vanport Canada, Vancouver, BC; and Eric Chen, Vanport International Inc., Boring, OR



John and Sarah Quast, Patrick Lumber Co., Portland, OR



Iiona and Frank Miebach, UBC Canada, Vancouver, BC; Raza Wazir, Global Wood, Dubai, United Arab Emirates; Amir Wazir, Wazco, Toronto, ON; and Josh Radcliffe, HSBC Bank Canada, Vancouver, BC



David Tracy, MTS, The Wood Components Company, Wicklow, Ireland; Gerry Mongey, Canadian Embassy, Dublin, Ireland; Curtis Walker, The Waldun Group, Maple Ridge, BC; and Justin Dutton, MTS, The Wood Components Company



Kevin Merriam, Maritime Lumber Bureau, Amherst, NS; Jocelyn Taylor, Taylor Lumber Co. Ltd., Middle Musquodoboit, NS; Diana Blenkhorn, Maritime Lumber Bureau; Bob Lennon, Thermalwood Canada Inc., Bathurst, NB; and Lou Clancy, Nova Scotia Economic and Rural Development and Tourism, Halifax, NS



Larry Petree, Mary's River Lumber Co., Montesano, WA; Ryan Kline, Disdero Lumber Co., Clackamas, OR; Rick Palmiter, Idaho Forest Group, Coeur d'Alene, ID; Brad and Sharon Kirkbride, Mary's River Lumber Co., Corvallis, OR; and Mike Herrema, Disdero Lumber Co.



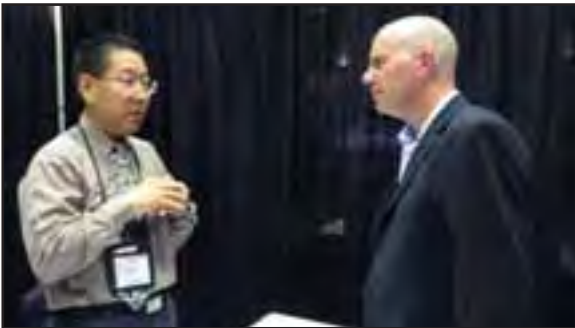
Dean Pedorak, Triad Forest Products Ltd., Delta, BC; Sam Satosono and Janine Luce, Andersen Pacific Forest Products Ltd., Maple Ridge, BC; and K.K. Sangara, Sawarne Lumber Co. Ltd., Vancouver, BC; Mike Herrema, Disdero Lumber Co., Clackamas, OR



Kirk and Mary Ann Nagy, The Waldun Group, Maple Ridge, BC



Mike McInnes, Terminal Forest Products Ltd., Vancouver, BC; Dave Cochenour, Probyn Group, Morton, WA; and Ted Dergousoff, Terminal Forest Products Ltd., Richmond, BC



Robin Lu, representing the Montreal Wood Convention from Montreal, QC, and Michael Loseth, Forestry Innovation Investment, Vancouver, BC



Chris Boyd, Jason Mann, Probyn Group, Vancouver, BC; Bob Bell, Bolen-Brunson-Bell, Memphis, TN; Ele Xu, Canada Export Centre, Vancouver, BC; and Rod McKay, Probyn Group



Mike Pidlisecky, Woodtone, Chilliwack, BC; Gongwei Wu, Tianjin TMJD, China; David Hughes, Woodtone; Xuemei Du, Chengdu Crown Home Co. Ltd., China; and Wade Davies, Woodtone



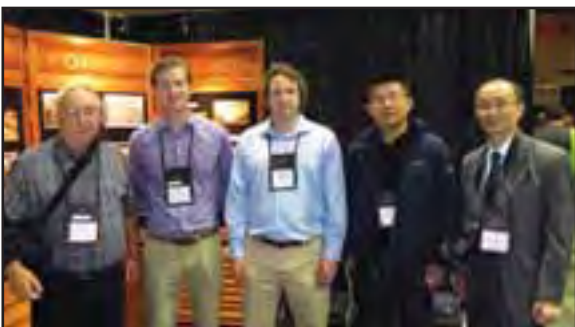
Dennis Wight, Pacific Western Wood Works Ltd., Delta, BC; Tom Pearsons, Nu Forest Product (Canada) Inc., Beamsville, ON; Susanne Doise, Sensitive Design, Vancouver, BC; and Tyson Palmer, Pacific Western Wood Works Ltd.



Martin Hagarty, Martin Hagarty Architects Ltd., Comox, Vancouver Island, BC; Mark Mathiasen, Graham, Hoffart, Mathiasen Architects, Surrey/Kelowna, BC; and Scott Boates, The Teal-Jones Group, Surrey, BC



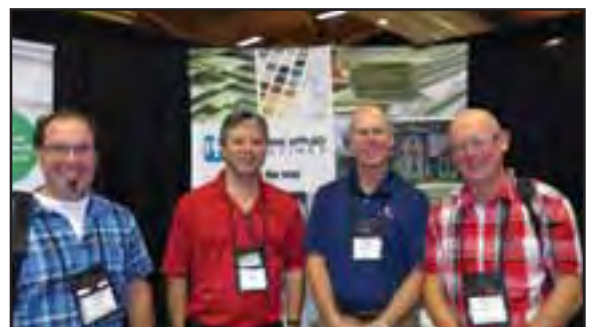
J.C. Lee, BC Wood Specialties Group, Korea; Corey Scott and Hal Hanlon, Kootenay Innovative Wood Ltd., South Slokan, BC



Richard Gukeisen, Sprenger Midwest Inc., Sioux Falls, SD; Scott Lindsay, Skana Forest Products Ltd., Vernon, BC; Christian Owens, Skana Forest Products Ltd., Richmond, BC; and Honguyi Guo and Dehua Zhu, Shanghai Shuren Co., Shanghai, China



Archie Rafter, Andersen Pacific Forest Products Ltd., Maple Ridge, BC; Don McGregor, Vanport Canada Co., Boring, OR; Janine Luce, Andersen Pacific Forest Products Ltd.; and Tom Barenberg, Split Rail Fence Co., Denver, CO



Stephane Laroye, Dialog, Vancouver, BC; Patrick Power, PPG Machine Applied Coatings, Vancouver, BC; David Jeffers, PPG Machine Applied Coatings, Raleigh, NC; and Martin Hagarty, Martin Hagarty Architects Ltd., Comox, Vancouver Island, BC

Additional photos on page 12

# Roseburg Forest Products Among Facility Tours During NAWLA Wood Basics

Photos By Robin Loznak



Pictured are graduates of the NAWLA Wood Basics Course 2013 before touring Roseburg Forest Products, Dillard and Riddle, OR.



Jon Massopust, ProBuild, Denver, CO; Eric Ander, Carter Forest Products Inc., Calgary, AB; George Jones, Universal Forest Products Inc., Union City, GA; and Glenn Fischer, ProBuild



Brandon Davidson, Universal Forest Products Inc., Windsor, CO; Matt Riley, Sierra Pacific Industries, Redding, CA; and Robert Jette, Western Forest Products, Mississauga, ON



Shana Gonda, Brewer Lumber LLC, St. Clair, MI; Charlene Borda, Boise Cascade, Boise, Idaho; and Darcy Mercer, Olympic Industries Inc., Vancouver, BC



Matt Fuller and John Owens, Snaveley Forest Products, Dallas, TX; and Addison Ross, Skana Forest Products Ltd., Richmond, BC



Ron Klementovicz, Mid-State Lumber Corp., Branchburg, NJ; Kyle McWhirter, American International Forest Products, Portland, OR; Dillon Van Dusen and Mike Miniaci, Hampton Affiliates, Portland, OR

**Rolling Meadows, IL**—The North American Wholesale Lumber Association (NAWLA), headquartered here, presented its Wood Basics Course recently and returned to the Pacific Northwest for the seventh consecutive year. This Course took place in Corvallis, OR, and had 41 total students – a NAWLA record.

The four-day program included a mix of classroom modules and off-site field

Continued on page 31



Casey Patnode, Buckeye Pacific, Portland, OR; Jay Demeuse and Adam Pintz, Amerhart Ltd., Green Bay, WI



Rob Forward, Buckeye Pacific, Portland, OR; Preston Johnson and Mark Gray, Patrick Lumber Co., Portland, OR





Gene Borstelmann, Tim McElwee and Karl Bowers, Mid-State Lumber Corp., Branchburg, NJ

Steve Ulgiati, Weston Forest Products Inc., Mississauga, ON; Elliot Ramsay, Carter Forest Products Inc., Calgary, AB; and Melissa Duff, Canadian Wood Products, Montreal, PQ



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**Bob Keener**  
Sales Manager at Russin Lumber

Quote taken from Bob's recent visit to Hancock's Pittsfield sawmill where he observed and met with Hancock employees, noting their involvement in every step of the process.

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**Matt Duprey**  
Sawmill Sales  
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**Jack Bowen**  
Sawmill Sales  
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**GBM PHOTOS** - Continued from page 10



Vincent Leung, University of British Columbia, Vancouver, BC; Matthew Burke, Western Forest Products Inc., Vancouver, BC; Jason Chiu, University of British Columbia; and Ryan Furtado, Western Forest Products Inc.



Greg Barnes, Thai Hardwoods, Bangkok, Thailand; Kirk Nagy and Curtis Walker, The Waldun Group, Maple Ridge, BC; Gerry Mongey, Canadian Embassy, Dublin, Ireland; and John Brissette, The Waldun Group



Gary Gill and Dan Griffiths, FraserView Cedar Products Ltd., Surrey, BC; Carlos Furtado, Sawarne Lumber Co. Ltd., Vancouver, BC; and Ted Roberts, Roberts & Dybdahl Inc., Des Moines, IA



Michael Liu, Qingdao Huade Wood Co., China; Cameron Cook, Gorman Bros. Lumber Ltd., Westbank, BC; Randi Walker, BC Wood Specialties Group, Vancouver, BC; and Brent Callaghan, Interpro Forest Products, North Vancouver, BC



Paul Saini, Dick Jones, Tom Haker, Len van Ryswyk, and Scott Boates, The Teal-Jones Group, Surrey, BC



Wendell McCloud, Thorlynne Pty, Sydney, Australia; and John Quast, Patrick Lumber Co., Portland, OR



Steve Horvath, Meeker Lumber Ltd./Errington Cedar Products, Mission, BC; Weiqing Lin, Wuxi Zenithal Wood Company Ltd., Wuxi, China; and Ken Laven and Brad Meeker, Meeker Lumber Ltd./Errington Cedar Products



Samuel Hui, Gigi Zhou, and Jennifer Raworth, Interfor, Burnaby, BC; and Mohammed Amir, SPF Precut Lumber, Port Coquitlam, BC



Peter Zhao and Jamey Dunse, Western Forest Products Inc., Vancouver, BC; Perry Lee, Pacific Cedar Supply, Los Angeles, CA; and Russ Nixon, Western Forest Products Inc.



Dan Wilkinson, Alberta Government, Edmonton, AB; and Frederick Nott and Ann Macleod, UNB Wood Science and Technology Center, Fredericton, NB



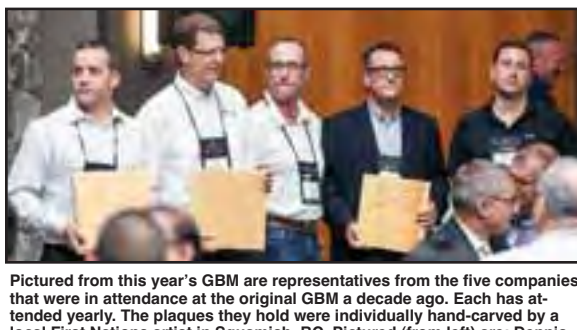
Dave Gardner, StructureLam Products, Penticton, BC; Ken Hori, BC Wood Specialties Group, Vancouver, BC; Colin Chornohus, StructureLam Products, Vancouver, BC; and Brian Harwysh, BC Wood Specialties Group



David Eaton and Evelyn Eaton, David Eaton Architect Inc., Vancouver, BC; Christoph Loesch, Brisco Manufacturing Ltd., Brisco, BC; and Todd Dempsey, Brisco Manufacturing Ltd., Golden, BC



Jonathan Yardley, Jonathan Yardley Architect Inc., Salt Spring Island, BC; Tasha Samuels and Bill Dumont, Taan Forest Products, Haida Gwaii, BC



Pictured from this year's GBM are representatives from the five companies that were in attendance at the original GBM a decade ago. Each has attended yearly. The plaques they hold were individually hand-carved by a local First Nations artist in Squamish, BC. Pictured (from left) are: Dennis Wight, Pacific Western Woodworks Ltd., Delta, BC; Kirk Nagy, The Waldun Group, Maple Ridge, BC; John Burch, The Teal-Jones Group, Surrey, BC; Bob Elkington, Cowichan Lumber, North Vancouver, BC; and Stewart Clark, Powerwood Corp., Surrey, BC



Jim St. John, Wiener, Crowley & St. John Inc., Leonia, NJ; Tom Jenkins, Green Light Forest Products, Bangor, ME; and Win Smith, Limington Lumber Co., East Baldwin, ME

**NELMA PHOTOS** - Continued from page 1



Bob Keener, Russin Lumber Corp., Montgomery, NY; Brett Anderson, J.D. Irving Limited, St. John, NB; and Dan Holt, Eastern Forest Products, Lyndeborough, NH



Tom Merkert, Capital Forest Products Inc., Annapolis, MD; Dante Diorio, Diorio Forest Products Inc., Richmond, VA; Jack Bowen, Hancock Lumber Co., Casco, ME; Rob Hoffman, Capital Forest Products Inc.; and B Manning, Durgin & Crowell Lumber Co. Inc., New London, NH



Bill Ossenfort, Pleasant River Lumber, Dover Foxcroft, ME; Greg Garrison, Lumberman Associates Inc., Bristol, PA; Jason Brochu, Pleasant River Pine LLC, Sanford, ME; and Chris Brochu, Pleasant River Pine LLC, Hancock, ME

*Additional photos on page 14*



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NELMA PHOTOS - Continued from page 12



Craig Woodbrey, Lovell Lumber Co. Inc., Lovell, ME; Tonia Tibbetts and Aiden Robbins, Robbins Lumber Inc., Searsmont, ME; and Peter McCarty, McDonough Manufacturing Co., Eau Claire, WI



Aiden Robbins, Robbins Lumber Inc., Searsmont, ME; Tom Jenkins, Green Light Forest Products, Bangor, ME; Win Smith, Limington Lumber Co., East Baldwin, ME; and Jim Robbins, Robbins Lumber Inc.



Don King, King Forest Industries, Wentworth, NH; Jim St. John, Wiener & Crowley Inc., St. John, Leonia, NJ; and Jamie Place, Eastern Forest Products, Lyndeborough, NH



Bill Ossenfort, Pleasant River Lumber, Dover Foxcroft, ME; Steve Banahan, Moose River Lumber Co. Inc., Moose River, ME; Shannon Turcott, Eastern Forest Products, Lyndeborough, NH; and Jeff Desjardins, Moose River Lumber Co. Inc.



Rob Brown, Western Lumber Co., Medford, OR; Jack Bowen and Kevin Hynes, Hancock Lumber Co., Casco, ME; Anthony Baroni, Sandy Neck Traders, Harwich, MA; and Matt Duprey, Hancock Lumber Co.



Jethro Poulin, Milan Lumber Co., Milan, NH; Don Pendergast, NeLMA, Cumberland Center, ME; Jason Brochu, Pleasant River Lumber, Dover Foxcroft, ME; and Paul Lennon, Lumbermen's Underwriters Association, Bow, NH



Terry Miller, The Softwood Forest Products Buyer, Memphis, TN; Tonia Tibbetts, Robbins Lumber Inc., Searsmont, ME; Jeff Hardy, Cersosimo Lumber Co. Inc., Brattleboro, VT; and Bill Edwards, Eastern Insurance, Keene, NH



Jeff Desjardins, Moose River Lumber Co. Inc., Jackman, ME; Donna King, guest; Sheila Michaud, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, PA; Larry King, Precision Lumber Co. Inc., Wentworth, NH; and Chris Brochu, Pleasant River Pine LLC, Sanford, ME



Ron Lamell Jr., Lamell Lumber Corp., Essex, VT; Jim St. John, Wiener & Crowley Inc., St. John, Leonia, NJ; Stuart Toof, Lamell Lumber Corp.; and Bob Keener, Russin Lumber Corp., Montgomery, NY



Peter and Susan Diprizio and Phyllis and Prisco Diprizio, P. Diprizio Lumber LLC, Rochester, NH; and Hilda and Michael Record, Record Lumber Co., Oxford, ME



Doug Chiasson, J.D. Irving Limited, Saint John, NB; Jessica and Scott Brown, Diprizio Pine Sales, Middleton, NH; and Chuck Gaede, Wood-browser, New London, NH



T. Paul and Maria Lennon, Lumbermen's Underwriters Association, Bow, NH; Ron Lamell Jr., Lamell Lumber Corp., Essex, VT; and Adrien and Celine Brochu, Pleasant River Lumber, Dover Foxcroft, ME

SFPA PHOTOS - Continued from page 1



Carter Zierden, Diorio Forest Products Inc., Ashland, VA; Alan Orcutt, Irving Forest Products Inc., Dixfield, MN; Donna Reynolds, NeLMA, Cumberland, ME; Bob Pope, USNR, Montpelier, VT; and Doug Chiasson, J.D. Irving Limited, Saint John, NB



Phil Ruck, Stillwater Environmental Engineering Inc., Orono, ME; Doug Chiasson, J.D. Irving Limited, Saint John, NB; Tom Jenkins, Green Light Forest Products, Bangor, ME; and Jeff Desjardins, Moose River Lumber Co. Inc., Moose River, ME



Bob Bratton, Forest2Market, Charlotte, NC; and Stephen Hofer, Interfor, Bellingham, WA



Brent Gray, Thomasson Co., Philadelphia, MS; and Bryant Beadles, Balfour Lumber Co. Inc., Thomasville, GA



Rachel and Richard Elton, Southern Forest Products Association, Kenner, LA



Sharon and Jim Krauseneck, Weyerhaeuser Co., Federal Way, WA; and Scott Elston, Forest City Trading Group, Portland, OR



Kerlin Drake, Anthony Forest Products Co., El Dorado, AR; and Scott Vande Linde, West Fraser Inc., Germantown, TN



Jeremy Williams and David Conner, Timber Products Inspection Inc., Conyers, GA

Additional photos on page 16

## Western Forest Products Hosts Open House Reception

Photos By Wayne Miller



Jeff Derby, Western Forest Products Inc., Vancouver, BC; Neil van Swearingen, Independent Dispatch, Portland, OR; Carlos Furtado, Sawarne Lumber Co. Ltd., Vancouver, BC; and Ryan Furtado, Western Forest Products Inc., Vancouver, BC



John Shuck, Western Forest Products Inc., Vancouver, BC; Carl Bobler, Taiga Building Products, Burnaby, BC; and Brad Flitton, Western Forest Products Inc.



David Chiew, AJM Development Corp., Richmond, BC; Delia Gao, Delia Timber Import & Export Co. Ltd., TianJin, China; Eiji Marumo, AJM Development Corp.; Alan Lai, C&D Shanghai, Shanghai, China; and Haiya Yu, Taiga Building Products Ltd., Vancouver, BC



Neil van Swearingen, Independent Dispatch, Portland, OR; Colleen Picard, Terminal Forest Products Ltd., Vancouver, BC; Jennifer Rouse, guest; and Andy Rielly, Rielly Industrial Lumber Inc., West Vancouver, BC



John Shuck, Western Forest Products Inc., Vancouver, BC; and Arthur Jin and George Lin, Westminster Industries Ltd., Westminster, BC



Matthew Burke, Western Forest Products Inc., Vancouver, BC; and Bill Hsieh, Welco Lumber Corp., Burnaby, BC

**Whistler, BC**—Western Forest Products Inc. (WFP) recently hosted an open house reception in conjunction with the Global Buyers Mission, held here at the Whistler Conference Centre.

WFP, headquartered in Vancouver, is an integrated Canadian forest products producer, which manages crown timberlands and manufactures Softwood lumber and wood products on the coast of British Columbia. WFP has a premium species mix; Western Red Cedar, Hemlock Fir, Douglas Fir, Yellow Cedar and Sitka Spruce. With this unique timber base, WFP produces a wide range of products, from commodity to specialty appearance, for the global marketplace.

WFP is among the largest forest tenure holder and lumber producers on the coast of BC. The company is well-positioned to access growing Pacific Rim markets as well as established North American and Japanese markets. With an annual capacity of 1.1 billion board feet, WFP's eight sawmills and two remanufacturing plants are designed to capitalize on its unique, high quality timber supply to produce long lengths, large cross sections and high grade appearance lumber in addition to commodity lumber.

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

### WHO'S WHO - Luce

Continued from page 2

in the forest products industry, starting with her work at Sawarne Lumber in 1986. Luce has worked in several different positions within the industry, including export documentation, inventory control, inside sales for building materials, administration and also as a remanufacturing coordinator and office manager.

Andersen Pacific Forest Products is a member of the North American Wholesale Lumber Association, BC Wood Specialties Group and the Canadian Mill Services Association.

Luce enjoys quarter-mile drag racing as a licensed driver, crew member and spectator. She is a member of the National Hot Rod Association and Langley Animal Protection Society. Luce enjoys dog walking, cooking and gardening.

Luce has been married to Nigel for 24 years. For more information visit [www.canadianoverseas.ca/apfp.html](http://www.canadianoverseas.ca/apfp.html). ■

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Ask about FSC availability

SFPA PHOTOS - Continued from page 14



Wade Camp, Softwood Business Analytics, Sharpsburg, GA; and Eric Gee, Southern Forest Products Association, Kenner, LA



Mark Partyka, Optimil Inc., Birmingham, AL; Bryan Smalley, SLMA, Tyrone, GA; and Steve Conwell, Southern Forest Products Association, Kenner, LA



Jeff and Amy Baumgartner, Lampe & Malphrus Lumber Co., Smithfield, NC; and Greg Fitz, Balfour Lumber Co., Thomasville, GA



Tom and Ethel Rice, Conner Industries Inc., Ft. Worth, TX; George Layton, Canfor Southern Pine, Myrtle Beach, SC; and Debbie Sand, Canfor Southern Pine, Myrtle Beach, SC



Gary Converse, Osmose Holdings Inc., Griffin, GA; and George Georgiev, Tolleson Lumber Co. Inc., Perry, GA



Pam Wallace, Southern Forest Products Association, Kenner, LA; and Harley and Tayja Almond, Almond Bros. Lumber Co., Coushatta, LA



Cathy Kaake, Southern Forest Products Association, Kenner, LA; Chuck Bankston, Bankston Lumber Co., Barnesville, GA; and Joe Kusar, Tolleson Lumber Co. Inc., Perry, GA



Ron Coker, Kevin Berkey and Ben Crim, Hood Industries, Hattiesburg, MS; Hood Industries, Hattiesburg, MS



Patrick and Michelle Harrigan, Harrigan Lumber Co. Inc., Monroeville, AL; and Janet and Robin Swift, Swift Lumber Co., Atmore, AL

WRCLA PHOTOS - Continued from page 8



Tiana Roberts, Boise Cascade, Easton, TX; and Aaron Snodgrass, Boise Cascade, Tulsa, OK



Gary Young, Dixie Plywood, Dallas, TX; Stephen Geistweidt, Dixie Plywood, San Antonio, TX; Shane Harsch, Interfor, Burnaby, BC; Eric Boycott, Pacific Forestry Inc., Vancouver, BC; and Doug Clitheroe, Interfor



Matt Yates and Phillip Floyd, Capital-Tacoma, Tacoma, WA; Mary and Mike McInnes, Terminal Forest Products Ltd., Richmond, BC



Wayne Miller, The Softwood Forest Products Buyer, Memphis, TN; and Dave Cochenour, TMI Forest Products Inc., Morton, WA



Kent Beveridge, Skana Forest Products Ltd., Richmond, BC; Al Fortune, Mid-Valley Lumber Specialties Ltd., Alder Grove, BC; Paul Mackie, WRCLA, Mill Creek, WA; Doug Clitheroe, Interfor, Burnaby, BC; and Carlos Furtado, Sawarne Lumber Co. Ltd., Vancouver, BC



Brad Meeker, Meeker Lumber Ltd./Errington Cedar Products Ltd., Vancouver Island, BC; Alain Lavoie, Prorez Enterprises, Montreal, PQ; and Dustin Elliot, PowerWood Corp., Surrey, BC



David Jeffers, PPG Machine Applied Coatings, Pittsburgh, PA; David Hughes, Woodtone, Chilliwack, BC; Brent Stuart, Russin Lumber Corp., Montgomery, NY; and Garth Williams, Idaho Forest Group, Coeur d'Alene, Idaho



Russ Nixon, Western Forest Products Inc., Vancouver, BC; Cal Dyck, Quadra Wood Products Ltd., Abbotsford, BC; and Nathan Tullis, Western Forest Products Inc.



Jack Draper, WRCLA, Vancouver, BC; Douglas Nelson, Capital Lumber Co., Denver, CO; Bruce St. John, Western Forest Products Inc., Vancouver, BC; and Garth Williams and Rick Palmiter, Idaho Forest Group, Coeur d'Alene, Idaho



Brad Kirkbride, Mary's River Lumber Co., Corvallis, OR; and Carlos Furtado, Sawarne Lumber Co. Ltd., Vancouver, BC



Mike and Mary McInnes, Terminal Forest Products Ltd., Richmond, BC; Michael Erskine, Still Creek Forest Products Ltd., Coquitlam, BC; and Alain Lavoie, Prorez Enterprises, Montreal, PQ



Neil van Swearingen, Independent Dispatch, Portland, OR; Colleen Picard, Terminal Forest Products Ltd., Vancouver, BC; Jennifer Rouse, guest; and Andy Rielly, Rielly Industrial Lumber Inc., West Vancouver, BC

*Additional photo on page 30*



## GBM - Continued from page 1

Pre-qualified international buyers came from Australia, Austria, Belgium, Eastern Canada, China, Germany, Hong Kong, India, Ireland, Japan, Korea, Malaysia, Mexico, Pakistan, Panama, the Philippines, the Russian Federation, Taiwan, the United Arab Emirates, the United States, the United Kingdom and Vietnam. The majority of buyers were new to the GBM again this year, offering excellent opportunities for Canadian manufacturers to build new business. An estimated \$40+ million in new sales were generated from the GBM this year.

The GBM hosted over 100 North American architects, designers, contractors, developers, engineers and specifiers this year, to participate in the Wood First Program, and via the Wood First display on the showroom floor for the rest of the event. Architects & Designers also participated in a mini-seminar series with 16 of the manufacturers exhibiting at the GBM. This activity again received high marks from both the architect community and participating exhibitors.

Federal Minister of International Affairs, the Honorable Ed Fast, along with BC's Minister of Forests, Lands and Natural Resources, the Honorable Steve Thomson, and MP for West Vancouver—Sunshine Coast—Sea to Sky Country, John Weston, joined delegates and officially opened the showroom. Global News was on hand to capture the excitement of the opening and featured the GBM in its two evening news reports on Friday. To see the story, visit <http://www.youtube.com/watch?v=TBhkXI7ztQ&feature=youtu.be>

Products on display at the 2013 GBM from exhibitors from across Canada, represented by over 215 participants included timber frame structures, engineered wood products, treated lumber, mouldings, cabinetry, building systems, flooring, Western Red Cedar products and a variety of other value-added wood building products. 22 percent of the companies were new to the GBM, offering returning buyers some additional resources and products not seen at the GBM in the past year.

For the past eight years, BC Wood has organized pre-and-post event site visits and tours for incoming delegates. This year, the GBM Extended Mission Program included seven groups that once again toured production facilities and visited construction sites in

the lower mainland and the interior of BC to meet participating manufacturers. Besides helping buyers immediately source high quality, innovative and competitively priced wood products, the tours helped build future business relationships by familiarizing potential customers with BC's wood species. GBM organizers thanked the many local companies that made the effort to open their mills and plants for these informative and productive tours.

Held at the Whistler Conference Center, the GBM continues to be Canada's largest event dedicated to promoting value-added wood producers.

The next GBM is scheduled for Whistler, September 4-6, 2014.

For more information about GBM, visit online at [www.bcwood.com](http://www.bcwood.com). ■

## NELMA - Continued from page 1

Day two of the meeting began with an economic forecast presentation by Paul Janke of Forest Economic Advisors (FEA), titled "Will Lumber Prices Surge Again in Early 2014 and Other Topics of Interest," and was followed by the bi-annual meeting of the NELMA Board of Directors. Several reports updating Association activities were presented to the Board, which included reports from the Advisory Committee, Grading Services, and NELMA Administration. An Inspection Program update was provided by Matt Pomeroy, NELMA's Director of Inspection Services, which included an overview of the Lumber Inspection Program, the Pelletized Fuel QC Program, the 9Bloc Pallet Inspection Program, the potential for an Export Lumber HT Certification Program for Hardwood, and an update on the Norway Spruce Lumber Testing project. NELMA's Treasurer, Randy Caron, reviewed the Association's financial status for 2013 and presented the proposed 2014 budget, with both receiving approval by the Board of Directors.

Additional program updates were presented to the Board on important industry topics, which included an update on the Softwood Lumber Agreement by Zoltan van Heyningen, Executive Director of the U.S. Lumber Coalition; a review of an initial draft version of "The Water Usage Plan for Log Watering Facilities" by Denis St. Peter of CES Inc. and an update on the Softwood Lumber "Check-off" Program activities by Alden Robbins, of Robbins Lumber.

Terry Walters, Chairman of the Board, closed the meeting with an announcement that NELMA will be conducting a Strategic Planning Conference Dec. 3-

4, 2013, at the Harraseeket Inn, in Freeport, ME.

Mark your calendars for the 2014 NELMA Annual Convention, to be held April 10 and 11 at the Seaport Hotel in Boston. Additionally, the Association is pleased to announce their post-meeting theater event as they have secured prime seats for the Tony and Grammy Award-winning musical "The Book of Mormon," set for Friday evening, April 11.

For more information, visit online at [www.nelma.org](http://www.nelma.org). ■

## SFPA - Continued from page 1

practices for retail sales.

During the forum, the USDA's Tyrone Jones from APHIS clarified the USDA's status and also fielded questions related to the latest developments with Mexico's NOM 16 rule. He offered that anyone with questions about the new rule and other phytosanitary procedures may contact him directly by calling 301-851-2344.

One of the discussions included a dialog of the lumber product's journey from the forest landowner to the end-use customer. Efforts to improve packaging, delivery procedures and point-of-sale messages were reviewed. "We initiated a dialog among lumber producers to decide what's currently working and what's needed to continue our industry's recovery," noted SFPA President Steve Conwell, who served as the forum's moderator. The primary discussion focused on publications and online resources.

Conwell also detailed the more than 200 years of forest products industry experience that exists among the SFPA staff. Beyond administrative capabilities, the staff's expertise was presented in four areas:

Building Systems:

Design Values, Span Tables, Codes & Standards, Raised Floors, Specifications, Proper Application, Visual & Machine Grades, Publications Content;

International:

Trade Leads, Exporter Directory, Travel Assistance, Trade Barrier Assistance, Government Liaison, Publications Content;

Continued on page 18

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Thursday evening, attendees extended their conversations and networking aboard the paddle wheeler Creole Queen during a dinner cruise down the Mississippi River. Friday morning's agenda included two presentations from guest speakers. Scott Elston of Forest City Trading Group and vice chairman of NAWLA provided an update of NAWLA activities and its role in the industry. He focused on the specific involvement of the Southern Pine industry in NAWLA, how and why that should grow, plus some future joint opportunities for SFPA members. Due to the government shutdown, the USDA's Curt Alt was unable to attend. Steve Conwell delivered Alt's presentation, providing an overview of the Foreign Agricultural Service's mission, how the wood industry benefits and how activities are evaluated.

The meeting of the SFPA Board of Directors followed, with staff updates summarizing increased membership, success of Expo 2013 and plans for moving forward in 2015, along with website and publication updates to help support our members. "I look forward to working with the excellent staff at SFPA," Kusar said. "Our association is a strong voice in the industry, and I hope to build on that strength as our industry continues to rebound," he added.

"On behalf of the staff, I want to thank Tom Rice for the leadership and guidance he has provided SFPA during his extended term as chairman," said Conwell. "We look forward to working with the new leadership, with some brighter days ahead," he added.

For more information, visit online at [www.sfpa.org](http://www.sfpa.org). ■

**WHO'S WHO - Jones**

Continued from page 2

West Bay Forest Products & Manufacturing Ltd. is a member of the Western Red Cedar Lumber Association, North American Wholesale Lumber Association, and BC Wood Specialties Group.

Jones attended the University of New Brunswick, located in Fredericton, New Brunswick, Canada, for economics and business administration. He has been married to Denise for two years. In his spare time he enjoys running, traveling, as well as watching and playing both hockey and softball. For more information visit [www.westbaygroup.com](http://www.westbaygroup.com). ■

**WHO'S WHO - Schofer**

Continued from page 2

Previous positions held include: timber saw operator, trimmerman and lumber grader.

A graduate of Prince Charles Secondary School, located in Creston, BC, Schofer obtained his bachelor's degree in business administration with a major in marketing from University of Lethbridge, located in Lethbridge, AB.

Vaagen Brothers Lumber is a member of the North American Wholesale Lumber Association, and is a family-owned company spanning three generations.

Schofer and his wife, Allia, have two sons. In his spare time he enjoys fishing and camping and physical fitness.

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

**WHO'S WHO - Stuckey**

Continued from page 2

his company to an alliance with Hoover Treated Wood Products, making his branch a full line distributor of Pyro-Guard and Fire-X products.

Stuckey's work began for Wholesale Wood Products at 13 going through every phase of the business from warehouse, logistics, green and dry end manufacturing, and sales.

His father, Jim, started the business in 1979 and wanted Stuckey to be involved in every step of the operation. Stuckey earned a Bachelor of Science degree in Biology from the University of Alabama. He also serves as a member on NAWLA's Membership Committee.

Wholesale Wood Products is a member of North American Wholesale Lumber Association and the Southern Cypress Manufacturers Association.

Stuckey started in the forest products industry in 1996 as a mill sales representative for Custom Lumber Manufacturing focusing on mill sales to other wholesalers. In 2000, he became an account manager for Georgia-Pacific Corporation's Softwood Lumber Division.

Stuckey returned home to Wholesale Wood Products in late 2003 as general manager.

He and his wife of seven years, Heather, who is employed at Georgia-Pacific, have two daughters and a son. The annual Stuckey Beach Trip to Seagrove Beach is the highlight of his summer. For more information visit [www.wholesalewoodonline.com](http://www.wholesalewoodonline.com). ■

**WHO'S WHO - Lenon**

Continued from page 2

terms, custom packaging, custom manufacturing and container truck and rail shipments. Company-wide revenue in 2009 was \$143 million.

The Home Center Group markets Idaho Timber's board and specialty products to retail/home centers, distributors and manufacturers in domestic and international markets.

Lenon worked in dimension sales and domestic and international purchasing in previous years with Idaho Timber.

A University of Idaho graduate, with a bachelor's degree in business/marketing, he is a member of Sigma Alpha Epsilon Fraternity. He is a board member for the West Coast Lumber Inspections Bureau based in Portland, OR.

When he is away from work, his hobbies and interests include spending time with his wife and children, coaching his children's sports teams, traveling to their Lacrosse games and tournaments and outdoor recreation, such as camping, sports, biking, water/snow skiing, gardening and home improvements.

He and his wife, Becky, and their two children, Bailey and Brayden, live in Meridian, ID. For more information visit [www.idahotimber.com](http://www.idahotimber.com). ■

**WHO'S WHO - Bowers**

Continued from page 2

Bowers is a graduate of Somerville High School, Somerville, NJ. He has held his

Continued on page 21

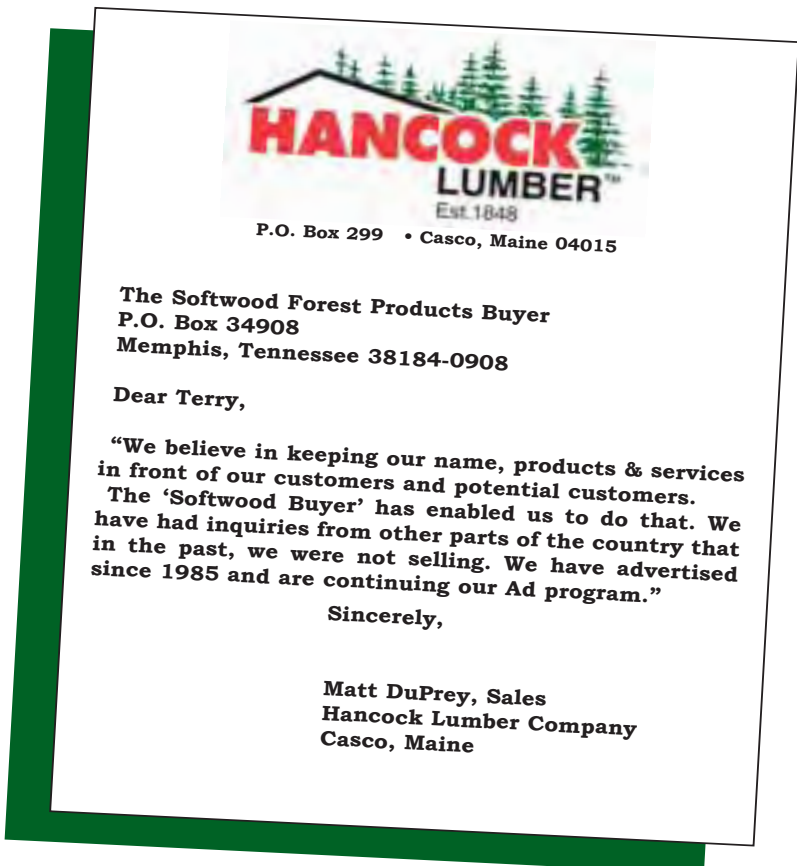
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# RETAIL REVIEW

## Decks & Docks Lumber Company Opens In Wilmington

**Clearwater, FL**—Decks & Docks Lumber Co., headquartered here, recently opened a 4,800-square-foot store on three acres in Wilmington, NC.

Brian Basye, location manager for Decks & Docks Lumber Company, said his firm recently leased and opened into 4,800-square-feet of flex industrial space on 3.1 acres at 407 Landmark Drive in the Landmark Industrial Park.

Decks & Docks specializes in marina and deck building material, and operates 10 other stores throughout South Carolina and Florida, Basye said.

"We are a one-stop shop for marina and deck-based contractors," Basye said. "The area is surrounded by water and we feel Wilmington is going to be a great market for us. We selected the site because it was a good location and the site facilitates our needs. It's a very good site for what we do, and if we ever expand, there is ample room to accommodate such growth."

For more information visit [www.decks-docks.com](http://www.decks-docks.com). ■

## McCoys Building Supply Opens 85th

**San Marcos, TX**—McCoy's Building Supply, headquartered here, recently announced plans to open a retail location in early 2014 on Hwy. 146 at the intersection of Brown Road in Dayton, TX.

According to the company's press release McCoy's felt it was the perfect time to explore the area north-east of Houston because of recent economic development and the optimistic spirit of the community. "So many businesses today are telling folks how important



customer service is to them," said President and CEO Brian McCoy. "But our serving attitude is truly what sets us apart from the competition and we're passionate about making sure each and every customer gets our full attention, regardless of the size of his or her project that day."

McCoy's Building Supply is one of the nation's largest privately-held building supply retailers. It has provided building products to its "Born-to-Build" customers since 1927. The firm employs 2,000 people and operates 84 stores and two millwork facilities in Texas, Oklahoma, Arkansas, Mississippi and New Mexico. For more information visit [www.mccoys.com](http://www.mccoys.com). ■

## Bingham Lumber Builds \$2 Million Facility

**Brookline, NY**—Bingham Lumber, based here, recently built a \$2 million facility that incorporates a new warehouse and replaces the showroom the company lost in a fire last year.

For three generations the Bingham Family has been committed to offering high quality interior and exterior finish products. For more information visit [www.binghamlumber.com](http://www.binghamlumber.com). ■

## Prince Lumber Company Selects Relocation Site

**New York, NY**—Prince Lumber, based here, has selected a new site in New York, NY, to relocate in the coming year. The lumberyard, which has been in the area since 1982, was one of the last industrial holdouts in the neighborhood, according to sources.

At press time the new location had not been released.

Prince Lumber is a full-service building materials supplier. The company is enrolled in the Certified Green Dealer® program, and a registered Georgia Pacific, Weyerhaeuser and United States Gypsum (USG) Corporation. For more information visit [www.princelumber.com](http://www.princelumber.com). ■

## Marvin's Building Materials & Home Center Opened in Lewisburg

**Leeds, AL**—Marvin's Building Materials and Home Centers, headquartered here, opened a new store in Lewisburg, TN. Offering a complete line of building materials, electrical, plumbing, paint, millwork, hardware,

tools and lawn and garden products, the store will feature a 30,000-square-foot home center in addition to an attached lawn and garden center and a drive-thru lumberyard.

"Making our customers' lives easier with affordable, quality solutions is what Marvin's is all about. We have been looking for a site in Lewisburg and Marshall County for years, just as we did in Fayetteville. We were fortunate to locate one in one of the most convenient intersections for shoppers in the area," said CEO Darrin Gilliam.



The Lewisburg store will be the second Marvin's store in TN. Marvin's opened in Fayetteville in 2012. The company was founded in 1945 by Marvin Cohn in Gadsden, AL, and expanded into a multi-chain home center by his son, Alfred. It is currently operated by third-generation owners Michael and Daniel Cohn. Marvin's has 27 stores in Alabama, Georgia, Mississippi, and Tennessee. For more information visit [www.marvinbuildingmaterials.com](http://www.marvinbuildingmaterials.com). ■

## Menards Breaks Ground On 18 Acres In Williston

**Eau Claire, WI**—Menards, headquartered here, recently broke ground in Williston, ND. Encompassing 18 acres, the new facility will be one of the largest Menards locations to date. Menards spokesperson Jeff Abbott confirmed the retail chain signed a contract but no other details were available at press time.



"We have an agreement to purchase property in the Sand Creek Town Centre development but are still working on finalizing details and

Continued on page 21

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## Midwest Business Trends



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

In the Midwest region Softwood suppliers noted market activity is firm. "Business conditions are improved from six months ago and production is the contributing factor," a contact in South Dakota said.

Handling mostly Ponderosa Pine the source said, "Some items are still hard to find though. Our inventory levels are decent but there are some areas that we are lacking because the product isn't available."

As for prices he said, "The prices that we are paying right now are higher than they should be. That'll change as more wood shows up on the market. Transportation has been an issue from the Northwest. The sawmills are struggling a little bit and I think we're going to see some back up at the mills where they have order files but they're unable to ship them. In turn, people aren't going to be buying more wood if they have wood bought and they're not getting wood anyway."

Serving a wide base of customers ranging from industrial markets to retail lumber yards, the source indicated his clients' markets are varied. "Some of them are struggling with the pricing because production is behind demand. I think transportation impacts that a little bit. The crating and industrial manufacturers get locked into long-term contracts and prices jump quickly, which puts them in a tough spot because they can't move with the market. If China buys a lot of low grade, which drives the prices up here in the U.S., then the long-term contracts are just stuck."

Looking ahead at the coming year he said, "I'm sure there will be some buying oppor-

Continued on page 31

## West Coast Business Trends



**By Wayne Miller**  
Executive Editor

In mid-October suppliers, while not using superlatives, described business as steady with orders at decent levels considering this time of year, when most buyers are trying to pare down their inventories.

Several wholesale distributors, who asked not to be named, said that 2013 has been from 10 to 20 percent stronger in volumes over the previous year and they expect next year's sales to be as good or better.

**Archie Rafter with Andersen-Pacific Forest Products Ltd.** in Maple Ridge, BC, said prices of Cedar are holding, but his mill's business is a bit sporadic. "A bit of good news is that in November we will not be charged the five percent duty that we had to pay on October shipments," he said. "I have told our customers they need to be working on price increases with their customers because Cedar will not be in ample supply come spring and prices are likely to rise. Winter hasn't kicked in here yet, so we are concentrating on building up our log supply before the weather hinders us. Inconsistent log supplies over this past year have seen most sawmills run intermittently. Most of us have not been able to build much of a log inventory, much less a product inventory. Cedar inventories are pretty low through the entire system right now and buyers are buying hand to mouth this time of year."

**Carlos Furtado of Sawarne Lumber**, Vancouver, said, "This past month has been okay, but Cedar orders have slowed the last two weeks—much as things slowed this time last year. We have had a decent year and we see 2014 as being as good or a little better. This time of year, customers are ordering only what they need with as many

as five to seven items and different lengths in one order."

**Berny Power of Mill and Timber Products**, Surrey, BC, said "This year has been better in terms of volume and margins for our Cedar production. It looks like 2014 will be a bit better than this year. We do not have more fiber to draw from and what we do have is controlled by a couple of the larger timber companies. Typically business starts to slow this time of year. We are working on building up our log supply between now and early 2014. Our production is slowing down a bit, but we have a strong order file for the next 60 days and have no plans for major curtailment right now. I will say that there is a lot of tire kicking right now from buyers about what will be available after the first of the year and where prices will be for Cedar."

**Al Fortune of Mid Valley Lumber Specialties Ltd.**, Aldergrove, BC, said, "This is typically a slower period for sales and buyers are just filling in a bit before winter. My customers are planning right now, trying to position themselves for early 2014. In our sales we are not taking positions for next year, however, we are pretty positive. This year was an improvement over 2012. Something like 85 percent of our sales are to U.S.

customers. We think next year will be very similar to this year, but there may be some panicking with not enough wood to go around. Prices are the highest we have ever seen on many Cedar items. Right now sawmills are attempting to build their log inventories and mild weather up to now is helping. Logs have trickled into most of the mills over this year and there has been no opportunity to build a lumber inventory due to strong demand and reduced supply. Suppliers will be helped in November as the five percent duty they were charged for October shipments will not apply in November."

**Chris Beveridge, head of Skana Forest Products, Richmond, BC**, said, "We are stronger this year with our sales up at least 10 percent over last year. August and September were stronger than one would usually expect, however, October slowed a bit, possibly due to all the political upheaval in the U.S. We haven't seen a lot of growth in our U.S. sales, but we have substantially increased sales in Canada and exports to other countries."

Continued on page 32

# Miller

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### Softwood Forest Products Buyer

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

### Imported Wood Purchasing Guide

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

### Forest Products Export Directory

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

### Dimension & Wood Components Buyer's Guide

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

### Hardwood Purchasing Handbook

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

### Greenbook's Hardwood Marketing Directory

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

### Greenbook's Softwood Marketing Directory

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