

The

Softwood

Forest Products

Buyer

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Pacific Coast Welcomes Annual Builders Conference

Photos By Teresa Fae

San Diego, Calif.—Launched in 1959 as the Pacific Coast Builders Conference, PCBC brings together the housing industry's leading builders, developers, archi-



Tom Scott, Brian Hurdle and Kevin Paldino, The Collins Companies, Portland, Ore.

itects, investors and product manufacturers for a two-day conference, product display and business exchange. This year, the San Diego Convention Center hosted the heavily attended event.

In addition to hundreds of exhibitor booths that attendees could peruse, also available were various informational sessions. Keynote guest addresses were provided by two noted speakers. First, Richard Florida, a senior editor with The Atlantic, which covers urban design, transit, planning, jobs, housing and lifestyles internationally, offered his insight. Florida has championed what he refers to as the "creative class," which he believes will invigorate cities rather than make an appeal to major



Lance De Vol and Heath Staf, Boise Cascade, Boise, Idaho

Additional photos on pages 10 & 12

Continued on page 25

NAWLA Leadership Conference Addresses Lumber's Path To Recovery

Photos By Terry Miller

Palm Harbor, Fla.—"Big Ideas. Bold Impact. Big Thinking." That was the title for the North American Wholesale Lumber Association's (NAWLA) Leadership Conference, held here recently at the Innisbrook Golf Resort & Spa. The meeting was promoted by



Kent and Nancy Beveridge, Skana Forest Products Ltd., Richmond, B.C.; David Destiche, Amerhart Ltd., Sun Prairie, Wis.; KayCee Hallstrom, Zip-O-Log Mills Inc., Eugene, Ore.; Josh Goodman, Sherwood Lumber Corp., Islandia, N.Y.; Laura Ebersberger, Universal Forest Products Purchasing Inc., Union City, Ga.; and Alden Robbins, Robbins Lumber Inc., Searsmont, Maine

Additional photos on pages 12, 14 & 16

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SFPA Annual Meeting Hosts Expo University

Photos By Terry Miller

Atlanta, Ga.—The Omni Hotel at CNN Center, located here, recently hosted the annual meeting of the Southern Forest Products Association (SFPA), which was attended by 55 delegates. The association's Board of Directors met during the first day of the four-day event to discuss routine business associated with the SFPA.



(Front row, from left) Cathy Kaake, Southern Forest Products Association (SFPA), Kenner, La.; Ethel and Tom Rice, Conner Industries Inc., Ft. Worth, Texas; and Tami Kessler, SFPA; (back row, from left) Richard Wallace, Stephen Conwell and Richard Kleiner, SFPA

General Session presentations included guest speakers Kathy Abusow, with the

Additional photos on page 18

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Crossroads Of Lumber Supply And Distribution: The 2013 NAWLA Traders Market® 13th Big Buyers Issue Features Key Suppliers

Thousands of wholesalers, stocking distributors and remanufacturing firms will receive The Softwood Buyer's 13th annual NAWLA Traders Market® Issue.

Be part of this edition by advertising in this special issue of The Softwood Buyer, which taps into the multi-billion-dollar market for Softwood forest products. In the 13th annual NAWLA Traders Market® Issue reach thousands of sawmills, panel producers and engineered wood products manufacturers.

The NAWLA special issue containing your ad will also be distributed at the Traders Market®, which is slated for Oct. 23-25 at The Mirage Resort & Casino, Las Vegas, Nev.

The NAWLA Traders Market® has become one of the largest, most successful events of the year, featuring hundreds of exhibiting companies and more than 2,000 attendees. For 17 years, the NAWLA Traders Market has provided the lumber industry with incredible value. The Traders Market is the crossroads of lumber supply and distribution, bringing to-



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Who's Who in Softwoods



SCOTT BOATES

Scott Boates is general manager/sales manager at **Teal Cedar Products**, located in Surrey, B.C.

Teal Cedar Products offers Western Red Cedar shakes and shingles and manufactures a full spectrum of roofing and siding material.

Boates started his career in the forest products industry 20 years ago and has been employed at Teal Cedar Products that same length of time. He began his career as a Cedar shake packer and progressed to logging and retail lumber sales positions.

Boates graduated from the British Columbia Institute of Technology in Burnaby, B.C., after completing his studies at Nakusp Secondary School in Nakusp, B.C.

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Monte Adam Acquistapace represents **Siskiyou Forest Products** as a lumber salesman in Anderson, Calif.

Siskiyou Forest Products manufactures a variety of products, including Reserve Premium Trim and engineered lumber products. The company also handles Redwood, Western Red Cedar, Incense Cedar and alder.

Acquistapace has been associated with Siskiyou Forest Products for approximately 16 years and he has been handling sales for the past 15 years. He is a graduate of Weed High School in Weed, Calif., and earned an associate arts degree from the College of the Siskiyous, also located in Weed.

During his leisure time, he enjoys fishing.

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MONTE A. ACQUISTAPACE



BURT DAVIS

Burt Davis is sales coordinator for **Hutchison Lumber & Building Products**, located in Manchester, Iowa. In his position, Davis handles lumber purchasing, lumber sales, and also coordinates the remanufacturing process.

Hutchison Lumber and Building Products handles 16.5 million board feet per year of SPF, Douglas Fir, Red Pine, Ponderosa Pine, and Engelmann Spruce/Lodgepole Pine (No. 2, Select Structural, Economy, No. 3, 2x4 through 2x12, KD and HT).

The company offers 'just in time distribution' and also runs an industrial remanufacturing center.

Davis is a 1981 graduate of Edgewood-Colesburg High School, Edgewood, Iowa, and a graduate of Luther

Continued on page 9

Dennis Ebel is a sales representative for **Bitterroot Valley Forest Products**, located in Missoula, Mont. His duties also include the purchase of inventory items for remanufacturing.

Bitterroot Valley Forest Products offers 19 million board feet of lumber per year. Species include Engelmann Spruce/Lodgepole Pine lumber, Ponderosa Pine/Lodgepole Pine, Doug Fir Larch, as well as Cedar, in No. 2 and No. 3 Common, Select, and No. 2 Common and Better in dimension product. Other items offered include: Ghostwood™, Epex Trim™, all Western Wood Products Association patterns, timber sidings, ceiling decking, furring strips, Doug Fir circle sawn flooring, blue Pine paneling, bevel siding, log home products, D-log, log accents, railing

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DENNIS EBEL



BILL FISHER

Bill Fisher is president and CEO of **Stringfellow Lumber Company LLC**, Birmingham, Ala.

Stringfellow Lumber Company wholesales 100 million board feet per year of primarily Spruce and Southern Yellow Pine (Spruce available in No. 2 and Select and Better, and Pine in No. 2.)

The company also offers mill direct Southern Yellow Pine lumber, plywood and oriented strand board.

Stringfellow Lumber Company is a member of the North American Wholesale Lumber Association and the Mississippi Lumber Manufacturers Association.

Fisher has been with Stringfellow Lumber Company for 31 years, and in his current position for 10 years. He

Continued on page 24

Chris Retherford is a sales representative for **Columbia Cedar**, located in Kettle Falls, Wash.

Columbia Cedar produces approximately 50 million board feet annually of Western Red Cedar (Select Knotty, ¾-inch S1S2E green and KD boards, 7/8-inch KD S1S2E boards, bevel siding green and KD 1x4, 1x6, 1x8 T&G KD in V4E&V2E, 2x6 T&G V2EKD, 1x6, 1x8, 1x10 channel rustic, green and KD, 2x4, 2x6, 2x8 S4SEE green and KD).

Retherford has been in his current position for 13 years. He began his career in the forest products industry as a lumber tallyman and forklift operator for Bridger Forest Products in Belgrade, Mont.

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CHRIS RETHERFORD

ANSI/APA PRS 610.1-2013 Standard for Structural Insulated Panels Approved

For more APA News and Information, go to www.apawood.org

The ANSI/APA PRS 610.1 Standard for Performance-Rated Structural Insulated Panels in Wall Applications was approved by the American National Standards Institute (ANSI) recently, culminating years of work that started with the first committee meeting in October 2007 and included five official committee ballots. Working with APA members and the Structural Insulated Panel Association (SIPA), APA is the



ANSI-accredited standards developer and secretariat for this standard. The completion of ANSI/APA PRS 610.1 represents a cornerstone for the SIP industry, which uses wood structural panels as the SIP facing. The standard

defines SIPs as structural sandwich panels consisting of a foam plastic insulation core bonded directly between structural facings made of wood structural panels. In 2008, APA successfully added SIP provisions into the 2009 International Residential Code (IRC) with the support from the USDA Forest Products Laboratory, SIPA, and National Association of Home Builders (NAHB) and with the understanding that a national consensus product standard would be eventually developed and published for SIPs. The standard, when published, will be available for free download at the APA website (www.apawood.org). For more information, contact: borjeh.yeh@apawood.org.



SIPSF1

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The Lumber Industry's Uniting Bond

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

I'm especially proud of the lumber industry this week. As I write this, I am in Seaside Heights, N.J., for the unveiling of dozens of wood benches rebuilt on the boardwalk under the sponsorship of NAWLA and with lumber donated by Cox Lumber. Miles of the beach and boardwalk areas were destroyed by Hurricane Sandy last year and bringing the region back to life has been a long, difficult task. I'm grateful to be part of an industry that has been heavily involved in making it possible.

It's not surprising. The service I've seen on the Jersey shore is typical of the actions that form a unique bond among us in the lumber industry. I'm very proud of our partners who have been involved in works of compassion across the continent for many years.

Now this bond is extending to the next generation of leadership. I was encouraged earlier this year when I had the privilege of visiting NAWLA's Education Foundation workshop with 26 students, a hands-on approach to learning about the lumber and wood products industry. The desire of many of the next generation to be educated and to be involved in the lumber industry is heartening, and it is one sign of the resiliency and the new vision in our camp.

At NAWLA, we are heavily involved in the education of tomorrow's leaders. Whether through fundamental tutorials, a focus on the issues of the day or an in-depth study of



GARY VITALE

Continued on page 27

News from the Softwood Lumber Board

By Jack Jordan, Chairman, Softwood Lumber Board
Jordan Lumber & Supply Inc.
Mt. Gilead, N.C.
info@softwoodlumberboard.org



JACK JORDAN

Dear Colleagues and Friends, Miller Wood Trade Publications has kindly offered the Softwood Lumber Board (SLB) space in the Softwood Forest Products Buyer for a bimonthly column. On behalf of my fellow Directors and all of the industry professionals who support the work of the Softwood Lumber Board, I am pleased to share with you the first in a series of articles from SLB and our partner initiatives.

The Softwood Lumber Board was launched in 2011, as a concerted, well-coordinated effort among industry peers to address the serious decline in demand and market share experienced by the Softwood lumber industry over the last several decades. Working together, we are identifying and supporting innovative and effective marketing and communications initiatives to reach targeted segments of the building value chain and to position wood as a material of choice for current and future building applications. SLB channels pooled resources into programming that will fuel new consumption of Softwood lumber products, and increase market share and profitability across the lumber industry.

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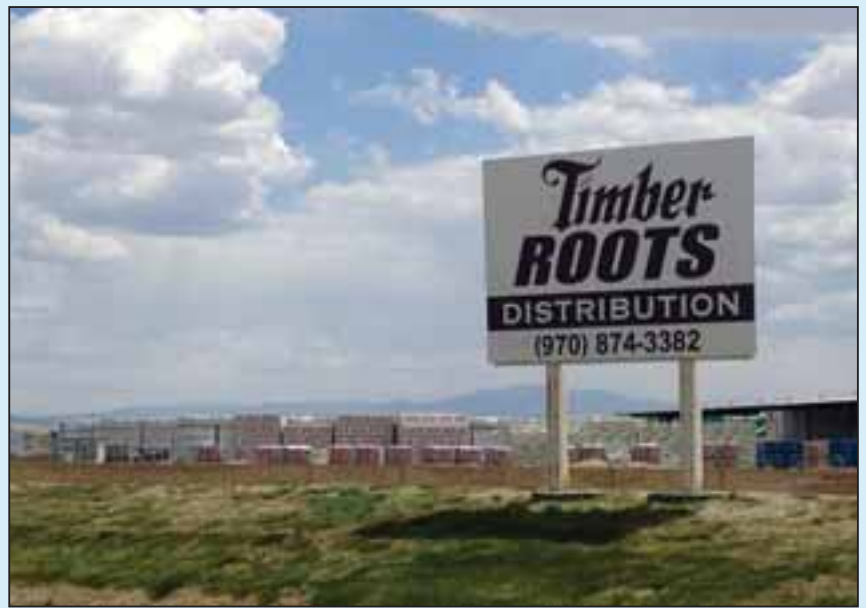
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ProBuild Offers Individual Markets, Specialized Products

By Terry Miller



ProBuild Category Managers (left to right): Kelly Scott, category manager for SYP lumber; Jon Woods, category manager for Western lumber; Steve LaValley, category manager for SPF lumber; and Brandon Natale, category manager for panels (OSB and plywood).



Pictured is one of 19 of ProBuild's internal distribution centers, Timber Roots.

Denver, Colo.—ProBuild, headquartered here, is one of the nation's largest suppliers of building materials to national builders, local contractors and DIY's.

With more than 400 locations nationwide, this sizable organization came together in the late 1990's. "ProBuild began coming together in 1997 when Devonshire Investors acquired the Strober Organization, which was a leading supplier of building materials for the Northeast," said Paul Dodge, senior vice president of ProBuild's supply chain. "When ProBuild was becoming ProBuild, I was with Centex Homes and ProBuild was our largest single supplier across the country. At that time they were still operating under the legacy names of Dixieline, Williams Bros., etc. They were known in the industry as ProBuild before they were officially ProBuild. At Centex, we



ProBuild has a fleet of roughly 3,700 trucks. This is a picture of a new truck at the ProBuild Prosper, Texas, location.

recognized that all of those entities were really one company and we started calling them ProBuild for our own internal purposes. By 2008 the decision was made to operate two of the legacy



ProBuild, headquartered in Denver, Colo., manufactures and delivers trusses across the country.

companies under their names, Dixieline Lumber in Southern California and Spensard Builders Supply in Alaska. These two entities continue to operate under their banners and everything else was converted to ProBuild."

ProBuild purchases about 2 billion board feet of Southern Yellow Pine, Douglas Fir, Western Spruce and other Softwood species annually. In addition, the company purchases approximately 1 billion board feet of panel products, including OSB and plywood. The operation manages and maintains their supplier master data in a call center environment. "When we set up a supplier, all the information is submitted into the system," Dodge explained. "Once the supplier is entered into our system, a new widget will be set up and beyond the master data management becomes the maintenance. We set up all products we buy from that supplier in our item file. This department is also responsible for maintaining all of the information, so if we get a new cost change on roofing, etc., all of those changes come from our suppliers to this group. They enter the cost changes for every location we have for those particular items. This process gives us the ability at the location level to place an order, know that it's priced cor-

rectly, and that the purchase order is going to the supplier. So it all starts with data quality management. "Essentially we have category managers for each major product group: forest products and millwork representatives, building materials representatives and category managers," Dodge continued. "The category manager works on supplier selection and negotiating programs. So, for example, if we were going to set up Owens Corning as a roofing supplier or Jeld-Wen as a windows supplier, etc., these individuals would negotiate our entire program. That would include any kind of incentive that we might get from those manufacturers. Then we would negotiate upfront pricing for particular items in specific markets. "When it comes to ProBuild's Building Materials and Millwork, we hold line reviews where key stakeholders participate with supply chain to select the right supplier. So, when we are selecting our door suppliers for example, we would have several of our large door



(Left to Right): Paul Dodge, senior vice president of supply chain and John Mikkelson, vice president of forest products and transportation.



A ProBuild truck in Georgetown, Texas, ready to go out for delivery.

shops sit in on the line review. They would listen to a Masonite, a Jeld-Wen and other door manufacturers and then decide what we need out of a door program," he continued. "We decide which supplier can best meet our needs and then we select and agree that in this location, we're going to use 'this' supplier and so on and so forth.

"But from that point forward, each location places their own orders for these categories. We have people who are only involved

"It's nice to have a scale of 400 locations, but that is not what really makes us win—we win when we take care of our customers in the markets that we're servicing."
— Paul Dodge, Senior vice president, supply chain, ProBuild

Doors manufactured within ProBuild are showcased here at the ProBuild Dallas—Fort Worth millwork showroom.



with windows. Some are specific to doors and others with lineal mouldings or roofing, gypsum, insulation, sidings, hardware and hard lines. So again, these people are supplier and category focused to specific products, each of them specializing in their particular field." John Mikkelson, vice president, added, "Our forest products group is organized differently. Here, for all truckload and larger quantities, we have centralized forest products purchasing. Our buyers report into a category manager for a specific type of lumber, such as Spruce/Pine/Fir, Southern Yellow Pine, Western lumber, or oriented strand board. Besides handling a specific product category, supply is handled by re-

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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.



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Restored Tower

Independence Hall
This photo shows the cupola of Independence Hall that houses the bell

THE WALDUN GROUP **CEDAR BREATHER**

Theodore Roosevelt's house is in the process of being restored with Waldun and Stave Lake Western Red Cedar Shingles

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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THE WALDUN GROUP

GOLDEN EAGLE LOG HOMES Is Spreading Its Wingspan

By Clare Adrian



(Left) Pictured are brothers Jay and Tod Parmeter, owners of Golden Eagle Log Homes, of Wisconsin Rapids, Wis. The company purchases over 4 million board feet of White Pine annually.



(ABOVE) Golden Eagle's 100,000-board-foot capacity SII kiln is used to dry much of the raw product onsite to 15-19 percent, and Pendu equipment carries logs through every step of the production process from shaping to planing.

Wisconsin Rapids, Wis. – If any company knows how to build a business from the dirt up, and can build up again after getting socked by that same economy that is duking it out with most everyone, it's Golden Eagle Log Homes, located here. And that's just what owners, brothers Jay and Tod Parmeter, intend to continue doing. This round, they're building up their dealer networks.

They already have a strong product, starting with native Eastern White Pine, abundant locally and purchased from area sawmills statewide. Norway Pine is also abundant in the area, though, said Jay Parmeter, it pitches too much. "White Pine is nice and straight, good looking, doesn't warp and is easy to work with."

Parmeter buys 4.6 million board feet of Select and Better grade White Pine per year. Square or rectangular when delivered, the timbers are rounded to produce the various shapes needed. In the mix of 2x8 to 12x12 timbers he receives, the most popular sizes are 4x8, 8x8, 4x10, 10x10, 6x12 and 12x12.

In a worldwide market, the Parmeters have delivered on whatever parameters surface. For example, though all logs are natural, if designated for a bug-infested climatic destination, they'll be treated safely with a borate application.

The market is comprised largely of 50-year-old-plus customers building a retirement or second home alternative. Just within a one-mile radius of the manufacturing plant stand 10 of the Golden Eagle-built homes. People took note when the Parmeters put one log on top of the next to build their own family dwelling in 1976.

The Parmeters' father, Walter Parmeter, was building spec homes on the side while he worked by day in real estate sales. He and his wife, Marlace, began selling left-over materials out of their garage, which led to founding the Golden Eagle Building Center in 1966. Building the dream log home to live in and raise their family eventually led to the next phase, constructing 100,000 square feet of buildings on a 12-acre plot to manufacture and sell the log home assemblages, starting in 1986 and turning it over to sons, Jay and Tod, in 1996.

The production facility is flanked by a showroom, a model log home and two warehouses, one of which is heated by scrap wood. One holds finished product and the other typically holds 500,000 board feet of inventory lumber. A company-

owned 100,000-board-foot capacity SII kiln is used to dry much of the raw product onsite to 15-19 percent and Pendu equipment carries logs through every step of the production process from shaping to planing.

The Pendu planer accepts up to 12x12 timbers. Machinists use a hand peeler if customers request a textured affect, a cut off saw to cut the timbers straight, or a splining machine to cut a groove on



Golden Eagle's production facility is flanked by a showroom, a model log home and two warehouses, one of which is heated by scrap wood. One holds finished product and the other typically holds 500,000 board feet of inventory lumber.

the end of the logs for a dado joint. Then logs proceed down line to three machine options, according to the corner style chosen, whether dovetail, butt and pass, or saddle notch. If they are to remain straight they proceed to the end of the line for delivery on one of three company trucks, a Sterling boom truck or one of two Ford cube vans, or for greater distances, subcontracted semis.

Parmeter observed that one shift of the company's 30 employees can construct one house assemblage per day. Included in the shipment is a code compliant, comprehensively complete package, the company's claim to fame.

The website lists 1,200 floor plans with new ones added each year, based on the most current ideas on the market. The Parmeters exhibit Golden Eagle Log Homes at sports shows, conventional home shows and log home shows. The latest product is a highly insulated energy efficient full log home, though foam fills the space between two log halves. A Pendu splitter saw cuts the log in half as well as the corners.

Even given the magnitude of plans, customers never buy stock, said Parmeter. "They always change them; we draw up custom



Pictured is Golden Eagle's double round peeled saddle notch product



Pictured is Golden Eagle's vertical outside corner product.



This is Golden Eagle's peeled dovetail.

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Latest Equipment, Technology Take Spotlight At SFPA Expo

Photos By Terry Miller



Chip Corley, Corley Manufacturing Co., Chattanooga, Tenn.; Burt Craig, Collins Pine, Kane, Pa.; and Jack Corley, Corley Manufacturing Co.



Stephane Morin, Prologix Plus Inc., St. Georges, Que.; and Jeff Desjardins, Tom Sylvester and Erik Veilleux, Moose River Lumber Co. Inc., Jackman, Maine



Peter McCarty, McDonough Manufacturing Co., Eau Claire, Wis.; Mike Ballard, Sawmill MD, Crestview, Fla.; Matt Tietz, McDonough Manufacturing Co.; and Duncan Ferguson, Sawmill MD



Eric Michaud and Larry Poudrier, Comact Equipment Inc., Montreal, Que.; Norbert Maltais, Chaleur Sawmills, Belldune, N.B.; and Yvon Hubert, PMP Solutions, Quebec City, Que.



Brian Turlington and Ken Matthews, SII Dry Kilns, Lexington, N.C.; Gerald Veldhuisen and Dale Kaemingh, Manitou Forest Products, Emo, Ont.; and Dan Mathews and Thom Brown, SII Dry Kilns



Jeff Cowley, Brunner-Hildebrand Dry Kiln Co., Jacksonville, Fla.; and Ingo Wallocha, Brunner-Hildebrand Dry Kiln Co., Nashville, Tenn.

Atlanta, Ga.—The Southern Forest Products Association (SFPA) sponsored its first Logging and Sawmill Machinery Exposition in 1950. Today, the event is still going strong under the name Forest Products Machinery & Equipment Exposition (Expo). This

Continued on page 34



Bob Pope, USNR, Montpelier, Vt.; Alex Ramsey, USNR, Woodland, Wash.; and Alan Robbins, USNR, Jacksonville, Fla.



Craig Myers, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; and Kim Drew and Jeff Easterling, Northeastern Lumber Manufacturers Association, Cumberland Center, Maine



Craig Myers, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; John Rees, Ram Forest Products Inc., Shinglehouse, Pa.; and Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.



David Summerfield and Barry Sullivan, ISK Biocides Inc., Memphis, Tenn.

Additional photographs on pages 16 & 18



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San Antonio Welcomes LAT Convention

Photos by Joseph Coelho



Steve Culbertson and Cary L. Williams, Sherwood Lumber Co., Islandia, N.Y.



Carter Smith, Chris McCollum, Chris Roberson and Jason Sanders, Cedar Supply Inc., Kyle, Texas



Tim Kroon, K.C. Cox, Casandra Fields and Mike Pollok, Weyerhaeuser, Dallas, Texas



(Front row, from left) Greg Frey, Mark Thorn and Bobby Crowley, Dixie Plywood and Lumber Co., headquartered in Savannah, Ga.; (Back row, from left) Stephen Geistweidt, Claude Shannon, Royce Slaven, George Pendelton and Steve Cain



Craig Blakemore, Lou Peacock and Rick Vega, Hixson Lumber Sales, Carrollton, Texas



(Front row, from left) Greg Brunzman, Mike Flores and Al Cron, Boise Cascade, Dallas, Texas; Tony Rocha, RoyO'Martin, Alexandria, La.; and Pat Miller, Boise Cascade; (Back row, from left) Don Sharry, Mike Aaron, Mike Knigge and Nathan Sikes, Boise Cascade



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San Antonio, Texas—Members and guests of the Lumbermen's Association of Texas & Louisiana (LAT) convened recently at the Westin La Cantera Resort, located here, for the association's annual convention. Attendance totaled 345.

The event began with a golf tourna-

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Stephanie Bisignano, The Collins Companies, Scottsdale, Ariz.



Matt Campbell, Swanson Group Inc., Springfield, Ore.; Chuck Pool, Main Street Lumber Cos., Denison, Texas; and John Niedzwiecki, BuilderLink, Springfield, Ore.



Neal Bavousett, ENAP Inc., San Marcos, Texas; and Bob Carson, ENAP Inc., Monroe, La.

David Ray and Julie Baker, Temple-Inland, Diboll, Texas; and Matt Mullin, Alamo Lumber Co., San Antonio, Texas



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Guests Network At Taylor Machine Works' Reception

Photos By Terry Miller



Robert Taylor, Taylor Machine Works Inc., Louisville, Miss.; Stan Webb, Weyerhaeuser Co., Philadelphia, Miss.; David Miles, Joe N. Miles & Sons, Silver Creek, Miss.; Craig Foster, Taylor Machine Works Inc., Louisville, Miss.; and Anthony Rhodes, Taylor Machine Works Inc., Charleston, S.C.



Andy Mays, Taylor Machine Works Inc., Little Rock, Ark.; Johnny Read, Taylor Machine Works Inc., Louisville, Miss.; Cullen Adair, Gilman Building Products, Perry, Fla.; and Al Cleghorn and Bruce Eidson, Gilman Building Products, Fitzgerald, Ga.



Craig Foster, Taylor Machine Works Inc., Louisville, Miss.; and Norma and Brad Harris, Miles Lumber Co., Bogalusa, La.



Pete Johnson and Don Woodruff, Taylor Machine Works Inc., Louisville, Miss.; Scott Noland, Westervelt Lumber, Moundville, Ala.; and Anthony Rhodes, Taylor Machine Works Inc., Charleston, S.C.



Kay Reynolds, Taylor Machine Works Inc., Louisville, Miss.; Eric Gee, SFPA, Kenner, La.; Joe Pack, Westervelt Lumber, Tuscaloosa, Ala.; and Teresa Ktsanes, Taylor Machine Works Inc.



Kevin Berkey, Hood Industries, Hattiesburg, Miss.; Tim Jones and Billy Cochran, Hood Industries, Waynesboro, Miss.; Pete Johnson, Taylor Machine Works Inc., Louisville, Miss.; and Jay Green, Hood Industries, Waynesboro, Miss.

Louisville, Miss.—Taylor Machine Works Inc. recently welcomed guests to a cocktail reception, held in conjunction with the Southern Forest Products Association annual meeting and Forest Products Machinery & Equipment Exposition (Expo). This year's Expo was recently held in Atlanta at the Georgia World Congress Center.

Taylor Machine Works began as a small machine shop in 1927 and has developed into a worldwide organization with state-of-the-art engineering and manufacturing resources. Taylor Machine Works is a leading manufacturer of forklifts and material handling equipment, with over 1,000 models ranging in lift capacity from 16,000 pounds to 120,000 pounds.

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

WHO'S WHO - Boates

Continued from page 2

Teal Cedar Products is a member of the North American Wholesale Lumber Association and the British Columbia Shake & Shingle Association.

He has been married to Jody for 22 years. In his spare time, Boates enjoys boating, hiking, mountain biking, skiing and traveling. For more information visit www.tealjones.com. ■

WHO'S WHO - Davis

Continued from page 2

College, Decorah, Iowa, with a Bachelor of Arts degree in Political Science. He has been with Hutchison Lumber and Building Products for 25 years, spending 10 of that in his current position. Davis has 28 years combined experience in the forest products industry. His first job in the industry was in 1986 when he worked as a yard man for Reid and Wright, Inc., Broomfield, Colo. He was also a truck driver for Reid and Wright.

Hutchison Lumber and Building Products is a member of North American Wholesale Lumber Association, Iowa Lumber Association, Wisconsin Lumber Association, Illinois Lumber Building Material Dealers Association and the Nebraska Lumber Dealers Association.

Davis' hobbies include fishing, gardening and golf. He is currently engaged to be married in 2014 to Teri Crossman. For more information visit www.hutchison-inc.com. ■

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PCBC PHOTOS - Continued from page 1



Tom Czlapinski, Larry Stonum and Ken Carter, The California Redwood Co., Arcata, Calif.



Mike McDonnell, Robert Spaulding, John Assman and Pat Lynch, Roseburg Forest Products Co., Roseburg, Ore.



Larry Christensen, Mike Pidlisecky and Josh Hall, Woodtone Building Products, Chilliwack, B.C.



Chris Wischmann, Ainsworth Group of Companies, Vancouver, B.C.; Tom Corrick, Boise Cascade, Boise, Idaho; and Greg Bates, Ainsworth Group of Companies



Greg LeFevre, Architectural Traditions, Tucson, Ariz.



Katelynn Bowes and Jeff Bowes, Canadian Timberframes Ltd., Golden, B.C.



Matt Teichmann and Doug Sequeira, Carriage House Door Company, Sacramento, Calif.



Geoff Marshall and Hugh Paarman, Cedar Valley Handcrafted Shingle Panels, Hollister, Calif.; and Skip Haven Brown, California Pre-stain Inc., Harbor City, Calif.



Teresa Lenzie and Jeff Siverhus, Marvin Windows and Doors, Warroad, Minn.



Jeff DeLonay, Kolbe & Kolbe Millwork Co. Inc., Kolbe, Wis.



Scott Honeychurch, Lincoln Windows, Merrill, Wis.



Chris Martin, Marvin Windows & Doors, Warroad, Minn.; Nancy Ann Mors-Ramos, Dwell Media, Los Angeles, Calif.; and Joel Hayes, Marvin Windows & Doors

Additional photos on page 12

Making Every Board Count for Our Customers:



"In Hancock we have a knowledgeable, committed supplier who provides a competitive program and quality product, combined with a keen ability to listen and act quickly when we present market challenges.

Combine that with our high level of passion for the pine business and our great customers and away we go."

Les Mackay

Atlantic General Manager
CanWel Building Materials



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- I am responsible for quality control.
- I know the customer behind every board milled.
- I understand the unique needs for every customer and will ensure these needs are met.
- "Close" is not good enough.
- I will take care in packaging and handling the lumber to ensure it arrives to the customer in the same condition it leaves our mill.
- I am proud of every board we manufacture, stamp and send to our customers.
- I will not pass a board, move a board or take a board until it is right.
- I will continually look for manufacturing process improvement opportunities in our sawmills.
- I will stop the production process if I see something wrong, and I will fix it.
- I understand that every board stamped HANCOCK will carry with it a 164-year tradition of growing and milling the world's finest Eastern White Pine.



Matt Duprey
Sawmill Sales
(207) 627-6113

Jack Bowen
Sawmill Sales
(207) 627-6115

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WORLD CLASS EASTERN WHITE PINE FROM MAINE

PCBC PHOTOS - Continued from page 10



Lee Elfon, Walt Klaff and Todd Redfern, OakCraft Inc., Peoria, Ariz.



Phil Ballichio, Bill Warren, Jeff Bal, Felix Negrete, John Shanbour and Antonio Fernandez, Belgard Hardscapes of Old Castle Architectural Product Group, Atlanta, Ga.



Randall C. Richards, Kim Richards, Andrew Perkins and Dave Bufe, Reliable Wholesale Lumber Inc., Huntington Beach, Calif.

NAWLA PHOTOS - Continued from page 1



John Carignan and Walt Waltmire, Sierra Pacific Windows, Redbluff, Calif.



Taylor Carr and Douglas Auer, Viceroy Homes, Mississauga, Ont.; Rob Mitchell, BW Creative Railings System, Maple Ridge, B.C.; Amy Peri, Linwood Homes Ltd., Milton, Wash.; Dave Farley, Viceroy Homes; and Jeff Bowes, Canadian Timberframes Ltd., Golden, B.C.



Chris Beveridge, Skana Forest Products Ltd., Richmond, B.C.; Bill Adams, Cedar Creek Inc., Oklahoma City, Okla.; and Andy Goodman, Sherwood Lumber Corp., Islandia, N.Y.



Carsten and Catharina Kullik, Kullik & Rullmann AG German Timber Export Co., Berlin, Germany; and Tanya and Lawrence Newton, U.S. Lumber Group LLC, Duluth, Ga.



Alden Robbins, Robbins Lumber Inc., Searsport, Maine; Kent Beveridge, Skana Forest Products Ltd., Richmond, B.C.; and Dawn and Mike Holm, Oregon Canadian Forest Products, North Plains, Ore.



Gary Vitale, NAWLA, Rolling Meadows, Ill.; Ann and Jim Robbins, Robbins Lumber Inc., Searsport, Maine; and Roger Champagne, Capital Forest Products Inc., Annapolis, Md.



Dusty and Penny Hammack, Arrowhead Lumber Sales Inc., Oklahoma City, Okla.; and Kathy and Bill Price, All Star Forest Products Inc., Jackson, Miss.



Carl and Vicki Lamb, Snavely Forest Products, Westminster, Md.; Mike Mordell, Universal Forest Products Inc., Union City, Ga.; and Cindy and Jim McGinnis III, The McGinnis Lumber Co. Inc., Meridian, Miss.



Robert Dresser, Pro-Build Holdings Inc., Denver, Colo.; Tom and Shelley Kohlmeier, Seemac Inc., Carmel, Ind.; and Jim Hassenstab, DMSi Software, (Distribution Management Systems Inc.), Omaha, Neb.

Additional photos on page 14

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Interfor offers one of the most diverse lines of lumber products. From Hem-Fir to Douglas-Fir to Cedar to SPF, Interfor has built a reputation on meeting customers' needs with choice and quality. Now we are expanding our offerings with Southern Yellow Pine, from the heart of Georgia.

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NAWLA PHOTOS - Continued from page 12



Josh Goodman, Rena and Andy Goodman, Sherwood Lumber Corp., Islandia, N.Y.; Rick Ekstein, Weston Forest Products Inc., Mississauga, Ont.; and Clark and Elena Spitzer, Snavely Forest Products, Westminster, Md.



Bob and Mary Ellen Owens, NAWLA, Rolling Meadows, Ill.; and Rick and Lillian Ekstein, Weston Forest Products Inc., Mississauga, Ont.



Rob and Marget Hruby, Weston Forest Products Inc., Mississauga, Ont.



Barry and Linda Schneider, Bear Forest Products Inc., Riverside, Calif.; and Kathy and Larry Boyts, Digger Specialties Inc., Bremen, Ind.



Cindy and Bill Anderson, J.M. Thomas Forest Products Co., Ogden, Utah; Shelley Kohlmeier, Seemac Inc., Carmel, Ind.; and Steve Firko and Dave Adams, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.



David Destiche, Amerhart Ltd., Sun Prairie, Wis.; Paul Hylbert, Kodiak Building Partners, Aurora, Colo.; and Julie and Mark Kasper, Amerhart Ltd., Green Bay, Wis.



Gary Vitale, NAWLA, Rolling Meadows, Ill.; Steve and Sally Killgore, Roseburg Forest Products Co., Roseburg, Ore.; and Todd Lindsey, Eastern Engineered Wood Products, Bethlehem, Pa.



John Cooper, Duckback Products, Chico, Calif.; Aly Kingsley, The Collins Companies, Portland, Ore.; Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; and Alden Robbins, Robbins Lumber Inc., Searsmont, Maine



Jack Chase, Sierra Pacific Industries, Redding, Calif.; Steve Killgore, Roseburg Forest Products Co., Roseburg, Ore.; and Buck Hutchison, Hutchison Lumber & Building Products, Adams, Colo.



Mark Donovan, Forest City Trading Group, Portland, Ore.; KayCee Hallstrom, Zip-O-Log Mills Inc., Eugene, Ore.; and Jim Robbins, Robbins Lumber Inc., Searsmont, Maine



Todd Lindsey, Eastern Engineered Wood Products, Bethlehem, Pa.; Mark Erickson, Blue Book Services, Carol Stream, Ill.; and Doug Colson, Eastern Engineered Wood Products



Russ and Linda Hobbs, Plum Creek Timber Co. Inc., Columbia Falls, Mont.; KayCee Hallstrom, Zip-O-Log Mills Inc., Eugene, Ore.; and Mark Kasper, Amerhart Ltd., Green Bay, Wis.

Additional photos on page 16



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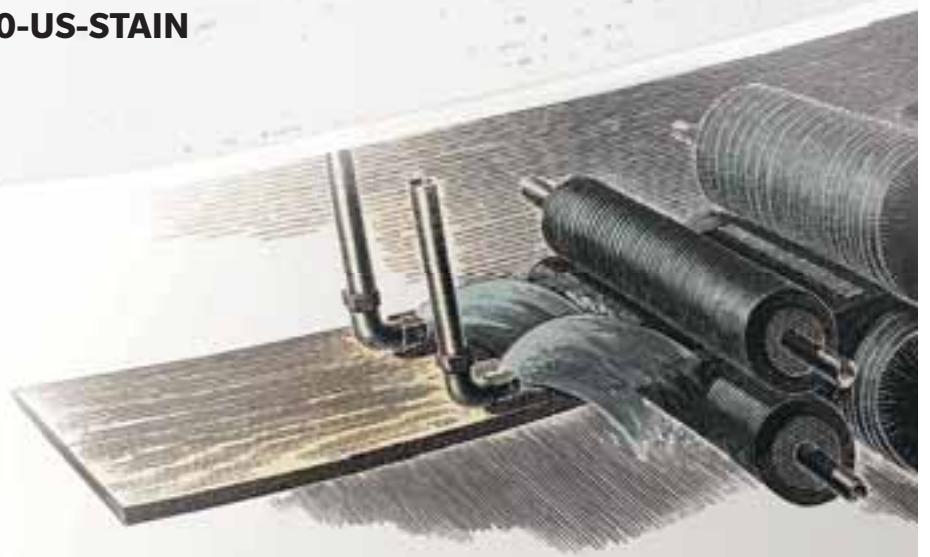
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NAWLA PHOTOS - Continued from page 14



Joshua Tyler, The Dorris Lumber & Moulding Co., Sacramento, Calif.; Harris Gant, ECMD Inc., North Wilkesboro, N.C.; Rosalie Leone, Association of Millwork Distributors, New Port Richey, Fla.; and Mac Mayberry, ECMD Inc.



Steve Weekes, Weekes Forest Products, St. Paul, Minn.; Kent Beveridge, Skana Forest Products Ltd., Richmond, B.C.; and Tom Kohlmeier, Seemac Inc., Carmel, Ind.



Cal German, DMSi, Omaha, Neb.; and Vicki and Carl Lamb, Snaveley Forest Products, Westminster, Md.

SFPA EXPO PHOTOS - Continued from page 7



Robert Cooper and Frances Cooper, Cooper Machine Co. Inc., Wadley, Ga.; and Roberto de Joannon, Incomac, Treviso, Italy



David Burns, Corley Manufacturing Co., Chattanooga, Tenn.; Donald and Joyce Bryant, Buchanan Lumber Birmingham Inc., Aliceville, Ala.; Marv Bernhagen, Lewis Controls Inc., Portland, Ore.; and Chuck Boaz, Corley Manufacturing Co.



John Hubbard, Buchanan Lumber Birmingham Inc., Aliceville, Ala.; Tim Reid, Buckman, Moundville, Ala.; Bill Buchanan, Buchanan Lumber Birmingham Inc.; Mike Sumrow, Buckman, Ripley, Tenn.; and Mike Corcoran, Buckman, Greensboro, N.C.



Jim Huffstatler, USNR, Coldwater, Miss.; Sonia Perrine, USNR, Woodland, Wash.; Bob Tweedy, USNR, Lawrenceville, Ga.; Chad Smith, USNR, Hot Springs, Ark.; and David Richbourg, H.W. Culp Lumber Co., New London, N.C.



Werner Pierce, Pierce Construction & Maintenance Co. Inc., Petal, Miss.; Keith Johnson, Pierce Construction & Maintenance Co. Inc., Johnson City, Tenn.; John Talbert, Varn Wood Products LLC, Hoboken, Ga.; Bob White, Pierce Construction & Maintenance Co. Inc., Jacksonville, Fla.; and Stanley Pierce, Pierce Construction & Maintenance Co. Inc., Petal, Miss.



Jimmy Coggin, Nelson Miller and Steve Dagenhart, Air Systems Manufacturing of Lenoir Inc., Lenoir, N.C.



Chuck Boaz, Corley Manufacturing Co., Chattanooga, Tenn.; James Robbins II and Jeff Caswell, Robbins Lumber Inc., Searsport, Maine; and Marv Bernhagen, Lewis Controls Inc., Portland, Ore.



Darrell Beasley, Beasley Forest Products Inc., Hazlehurst, Ga.; Werner Pierce, Pierce Construction & Maintenance Co. Inc., Petal, Miss.; Phil Clements, Beasley Forest Products Inc.; and Bob White, Pierce Construction & Maintenance Co. Inc., Jacksonville, Ga.



Thomas Battle and Tommy Battle, Battle Lumber Co. Inc., Wadley, Ga.; and David Piper, Brewco, Greenville, Ky.



Dale Bradicich, USNR, Salvisa, Ky.; Gary Middleton, USNR, Thomasville, Ga.; Bob Pope, USNR, Montpelier, Vt.; Sonia Perrine, USNR, Woodland, Wash.; and Alan Robbins, USNR, Jacksonville, Fla.



Kevin Lamb, Hancock Lumber Co., Pittsfield, Maine; and Pat Conry, Baxley Equipment, Hot Springs, Ark.



Robert Taylor, Taylor Machine Works Inc., Louisville, Miss.; Vicki Crim and Ben Crim, Hood Industries, Hattiesburg, Miss.; Craig Foster and Pete Johnson, Taylor Machine Works Inc.

Additional photo on page 18

One Success Story After Another...

“...We feel that advertising in *The Softwood Buyer* is definitely a part of the success we have seen as a supplier of Western Red Cedar products. We believe in advertising consistently (in good times and bad) in *The Softwood Buyer*...”



“We believe it is very important to stay in contact – and in front of – our customers no matter what the market conditions and we think of advertising as an investment, not as a cost. We feel that advertising in *The Softwood Buyer* is definitely a part of the success we have seen as a supplier of Western Red Cedar products. We believe in advertising consistently (in good times and bad) in *The Softwood Buyer* newspaper. Over recent years our industry has gone through some tough times, but fortunately we have seen a much improved market this year—which I am sure we are all grateful for. We believe if you build a good foundation and partnership with loyal customers, suppliers, freight companies along with advertising, you will no doubt succeed! Thank you to Wayne Miller and all the great people at *The Softwood Buyer*.”



Al Fortune
Owner
Mid Valley Lumber Specialties Ltd.
Aldergrove, B.C.

AL FORTUNE



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For Ad rates and marketing support services unavailable elsewhere.

Mid Valley Lumber Specialties Ltd. is a manufacturer and distributor of Western Red Cedar located in Aldergrove, B.C. They may be reached at: Tel: 604-856-6072, Fax: 604-856-6043, or by email at sales@midvalleylbr.com. The company's website is www.midvalleylbr.com.

Mid Valley's product line includes: Timbers, Fence Boards, Fence Posts, Decking, Balusters, and Dimensional Fascia. As part of their annual ad program, Mid Valley advertises in seven different issues of *The Softwood Forest Products Buyer*. That program consists of five ¼ page positions, an entire back cover special position, and a full page in the NAWLA Special Edition.

SFPA EXPO PHOTOS - Continued from page 16



(Front row, from left) Tami Kessler, Cathy Kaake and Rachel Elton, SFPA, Kenner, La.; (Back row, from left) Eric Gee, Richard Wallace, Steve Conwell, Richard Kleiner and Vernon Barabino, SFPA



Scott Elston, Forest City Trading Group LLC, Portland, Ore.; Patrick Harrigan, Harrigan Lumber Co. Inc., Monroeville, Ala.; and Mark Richardson, Westervelt Lumber, Tuscaloosa, Ala.



Bob Carpenter, Southern Lumber Co. Inc., Hermanville, Miss.; Kerlin Drake, Anthony Forest Products Co., El Dorado, Ark.; Lane Merchant, Mauvila Timber LLC, Loxley, Ala.; and Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.



Tom Rice, Conner Industries Inc., Ft. Worth, Texas, (chairman of SFPA); Jim Krauseneck, Weyerhaeuser Co., Federal Way, Wash.; and Calvin Shoemaker, Fortress Wood Products, Martinsville, Va.



John Misslin, Jake Holbrook and Charlie Sullins, BlueLinx Co., Englewood, Colo.



Pat Patranela, Temple-Inland Inc., Diboll, Texas; Joe Patton, Westervelt Lumber, Tuscaloosa, Ala.; Patrick Harrigan, Harrigan Lumber Co. Inc., Monroeville, Ala.; and Kerlin Drake, Anthony Forest Products Co., El Dorado, Ark.



John McDaniel, ALSC, Germantown, Md.; Dan Uskoski, Metriguard Inc., Pullman, Wash.; Bob Browder, Southern Pine Inspection Bureau, Pensacola, Fla.; and Todd Kurle, Metriguard Inc.



Craig Myers, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; Pat Patranela, Temple-Inland Inc., Diboll, Texas; Eric Gee, SFPA, Kenner, La.; Scott Vande Linde, West Fraser Inc., Germantown, Tenn.; and Patrick Harrigan, Harrigan Lumber Co. Inc., Monroeville, Ala.



Ross Lampe, Lampe & Malphrus Lumber Co., Smithfield, N.C.; Mike Gilledge, Deltic Timber Corp., El Dorado, Ark.; and William and Rebecca Almond, Almond Brothers Lumber Co., Coushatta, La.



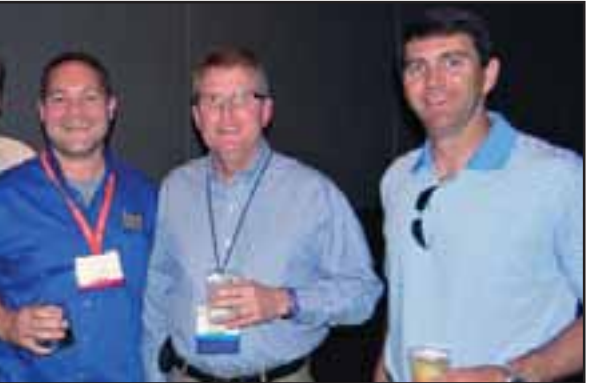
Kevin O'Connor, DMSI, San Antonio, Texas



Buddy Showalter, American Wood Council, Leesburg, Va.; Bob Bratton, Forest2Market, Charlotte, N.C.; Cathy Kaake, SFPA, Kenner, La.; Brian Hayson, Cox Industries Inc., Orangeburg, S.C.; and Joe Patton, Westervelt Lumber, Tuscaloosa, Ala.



Audrey James, guest of Lonza Wood Protection, Atlanta, Ga.; Tom and Ethel Rice, Conner Industries Inc., Ft. Worth, Texas; Debbi Lewis, Lonza Wood Protection; and Richard Wallace, SFPA, Kenner, La.



Craig Myers, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; Pat Patranela, Temple-Inland Inc., Diboll, Texas; Eric Gee, SFPA, Kenner, La.; Scott Vande Linde, West Fraser Inc., Germantown, Tenn.; and Patrick Harrigan, Harrigan Lumber Co. Inc., Monroeville, Ala.

LAT PHOTOS - Continued from page 8



Scott Walton and Chad Kracht, Cedar Creek Inc., San Antonio, Texas



Herman Sanchez, Pennsylvania Lumbermens Mutual Insurance Co., San Antonio, Texas

RETAIL REVIEW

Friedman's Breaks Ground In Petaluma

Santa Rosa, Calif.—Friedman's Home Improvement, headquartered here, recently broke ground on a new 78,000-square-foot location in Petaluma, Calif.

Over 200 people including the Friedman family, Petaluma City Council members and community leaders attended the recent groundbreaking ceremony. The chain is due to open the new store in early 2014.

Friedman's Home Improvement is among the largest locally owned home improvement retailers in Sonoma and Mendocino counties. For more information visit www.friedmanshome.com. ■

Fisher Lumber Acquires Andale Lumber

Garden Plain, Kansas—Fisher Lumber Co., located here, recently agreed to purchase 40-year-old Andale Lumber, Andale and Andover, Kansas, from Pat Reichenberger.

Reichenberger will stay on to manage the Andale yard. Sources said, at the age of 71, he wanted to pass along the ownership.

Fisher Lumber Co. has been serving Wichita, Kansas, and the surrounding area for over 50 years. For more information visit www.fisherlumber.net. ■

MRS Purchases Acreage

Irvington, N.J.—Manufacturers Reserve Supply (MRS), based here, has purchased acreage next to its office and warehouse buildings. The land will allow the distributor to expand warehousing capabilities by 30 percent to allow for upcoming growth projections.

MRS has been serving the Irvington area since 1931. "We now own nine lots on Woolsey Street, and we are proud to be able to expand our MRS campus and continue to support commerce in the city of Irvington," said company President and CEO Steve Boyd.

MRS is an independent wholesale building materials distributor that specializes in lumber, siding, decking, roofing and trim. For more information visit www.mrslumber.com. ■

Parr Lumber Names Boyer President

Hillsboro, Ore.—Parr Lumber Company, located here, recently announced James D. 'Jim' Boyer as president. David Hamill will remain CEO throughout 2013 to assist in the transition and develop business strategies.

Established in 1930 by Dwight Parr Sr., Parr Lumber Co. is a locally owned family business. Michael Parr, Brad Farmer, Nancy Cranston, grandchildren of the founder, play active roles within the Parr Company and continue the family ownership.

Parr Lumber operates 31 facilities in Oregon, Washington and Arizona, which include pro/retail building material yards, contractor focused facilities and cabinet outlets. For more information visit www.parr.com. ■

Board Cutting Ceremony Held At Builders Supply

Yucca Valley, Calif.—Builders Supply recently held a board-cutting ceremony at its newest location, the former Barr Lumber yard, located here.

"We're excited about it," said Mike Cox, a regional manager with the parent company.

Builders Supply's parent company, Parker Lumber in Texas, has been looking for a location in Yucca Valley for a couple of years, according to Cox. After Barr Lumber went out of business, Builders Supply bought its Yucca Valley building.

Jeff Twaddle, a 36-year-old resident of the area is the store manager.

Yucca Valley's Builders Supply will become the 19th hardware and lumber store owned by Parker Lumber Supply. For more information visit www.parkerlumber.com. ■

Menards Enters St. Louis

Eau Claire, Wis.—Menards, headquartered here, recently opened new stores in St. Peters, Mo., and O'Fallon, Ill.

These new units are the chain's first in the St. Louis market. The retailer also opened new locations in Evergreen Park, Ill., and Three Rivers, Mich., and demolished its home center in Comstock Township, Mich. Plans for a replacement store are on hold.

Privately-held company Menards has approximately 270 stores in 14 states: Ohio, Michigan, Indiana, Illinois, Wisconsin, Minnesota, Iowa, Missouri, Nebraska, Kansas, South Dakota, North Dakota, Wyoming and Kentucky. For more information visit www.menards.com. ■

JB Supply Acquired By ABC

Beloit, Wis.—ABC Supply Co. recently acquired the inventory and select equipment previously owned by JB Supply Co., located in Flint, Mich.

The facility will operate as an ABC Supply branch. It is ABC Supply's first facility in Flint and fills the gap between the company's locations in Saginaw, Mich., to the northwest and the Detroit market to the southeast.

"This acquisition gives us a presence in this part of the Flint/Tri-Cities region of Michigan for the first time," said ABC Supply's CEO David Luck. "It continues our expansion in Michigan and builds on our acquisition earlier this year of Lee Wholesale Supply and its four locations in the Detroit market area, allowing us to provide more seamless service to contractors throughout this area of the state."

Jim Welch, ABC's vice president said, "We're excited to become part of the Flint community. We welcome the former JB Supply team and their customers to the ABC Supply family and look forward to working with them."

ABC Supply has more than 450 branches in 45 states. For more information visit www.abcsupply.com. ■

Continued on page 21



Acadia Clear Coat

Precoating protects and beautifies.

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



Available Pine stock:

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

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



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

Midwest Business Trends



By Paul Miller Jr.
Assistant Managing
Editor

Softwood lumber market conditions in the Midwest region are improving in some areas according to sources, while others reported "fair" activity.

"Our markets are really good right now," a contact in Oklahoma commented. "Oil and gas are the two things driving the economy in our particular state. Prices have come down and we are seeing improvements not only in our industry but in our region as a whole."

Concerning the Softwood lumber market he said, "Prices went to historical highs during the winter months and now those prices have come down. We had a lot of weather issues during the spring. The weather pattern in April and May was rain every two or three days, which caused our inventory to be heavy. I think we'll see an uptick in the coming weeks and be able to move some of the excess off."

When asked about transportation issues he noted, "Trucking is very tight right now. It's produce season and sometimes that tightens up availability. We're beginning to see some orders a week late, but nothing severe at this point."

Marketing to the new home construction segment, the supplier indicated his customers markets are in good shape. "Interest rates have improved a little bit, which gets some people off the fence. The economy has been down for the last few years, but it started turning in June of 2012 and it has continued to improve. We feel like Oklahoma as a whole is going to continue to see improvement. We have a low inventory of homes so it seems we have balanced our credit out."

Continued on page 34

West Coast Business Trends



By Wayne Miller
Executive Editor

In mid-June comments from West Coast suppliers indicated substantial slowing in demand and falling prices on many items due to an oversupplied market.

Chris Sainas of Dakeryn Industries, North Vancouver, B.C., said, "This year we all paid attention to the looming super cycle when growing world demand for fiber was supposed to collide head-on with dwindling supply. The making of a market was underway early in the New Year as post-election enthusiasm and

better economic signals ran through the U.S. What we all did not factor in was how poor weather, increased production on both sides of the border and a finite priced export market can all throw a wrench into plans.

"When prices rise \$150MBF, the dynamics of demand and supply worldwide can shift beyond our imagination! Mills in all corners of the earth fire up. Lumber ends up in nontraditional markets. Private timber worldwide comes into play. The result is we have now seen lumber prices tumble back down the hill.

"If we crystalize where we are today, we simply have too much current supply to satisfy the current demand. This suggests that production curtailment is imminent. Summer shutdowns will get things started, and a few mill closures by high cost operators will rescue this market—but probably not until the mid to later stages of summer. The China fall buy will set the foundation for a reasonably stable autumn market. Builders making up for lost time in the spring will try to run hard through to Christmas. The lesson we learned in the dwindling supply of fiber in Prince George, B.C., does not necessarily mean sustained higher prices. Fiber is global, it is mobile and it appears to be abundant."

Carlos Furtado of Sawarne Lumber, Vancouver, B.C., said, "The last three weeks have seen a quieter Western Red Cedar market with some of it due to weather like tornadoes, floods, etc. The distributors are not moving lumber quickly out to retailers. There seems to be a fairly high inventory at distribution levels now. We are seeing some fill-in orders and so far prices are firm. We expect the rest of this summer to be slower as they generally are in July and August when people are taking holidays. There is some tightness in supply on 1x12 boards, and 2x12 in rough dimension items. Our customers all sound fairly positive about what has happened in the first half and what they expect in the second half. The northeast is busier than hell!"

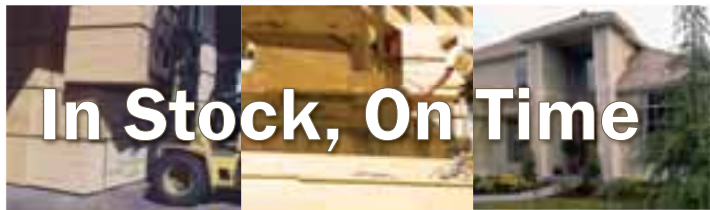
Brad Wolgemuth of South Beach Trading Company, Coquitlam, B.C., said, "Our U.S. customers are fairly busy with decent business, but they are cautious. They feel there is too much production out there—and so do I. Right now they are worried about having too much high priced inventory on hand."

Chris Beveridge of Skana Forest Products, Richmond, B.C., said, "We see things have picked up a fair bit in volume the last few weeks. I don't know if it will last. Supply is still a concern on some items. I'd say our customers are generally more positive in the last few weeks. We have an office in Florida, a state that was hit very hard by the recession and housing bust and our staff there says they see things starting to get busier there, too."

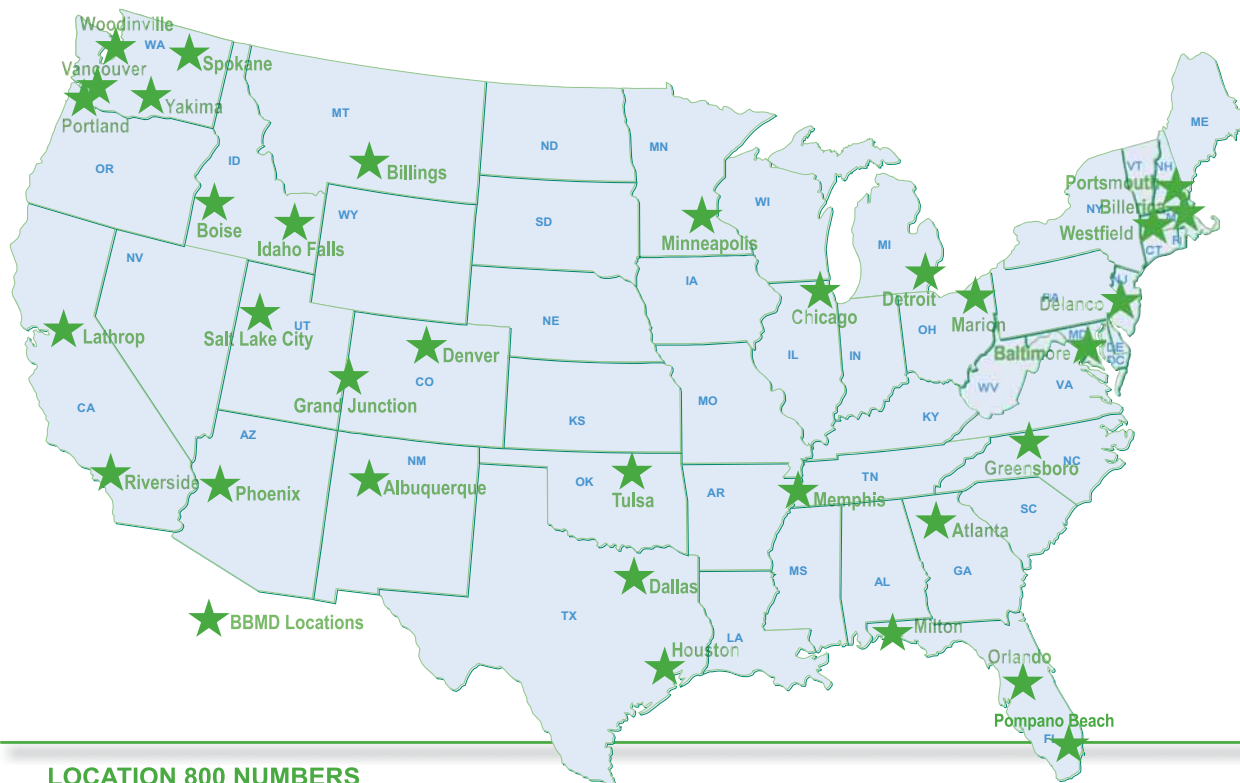
Al Fortune of Mid Valley Lumber in Aldergrove, B.C., said, "There is tightness in the Cedar supply due to the whole log situation. We could sell more if we could find more Cedar to sell. But right now demand is greater than supply in Cedar. Our customers seem fairly optimistic about their business operations. We are now approaching fire season, which slows logging. Earlier in the year we dealt with too much snow, then too much rain, then higher levels on the Fraser River—all of which slowed logging and diminished supplies at mill levels."

From an article in Canada's "Globe & Mail" national newspaper, RBC Dominion Securities upgraded West Fraser Company Ltd. on June 10th to

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RETAIL REVIEW - Continued from page 19

Orchard Supply Opens Two New

San Jose, Calif.—Orchard Supply Hardware, headquartered here, recently opened two new stores. The first of its stores outside of California are located in Tigard and Beaverton, Ore.

Each store encompasses 41,000 square feet with a 12,000-square-foot garden center. The new additions will bring the chain's total to 91 units.

Orchard Supply Hardware offers a broad assortment of home improvement materials. For more information visit www.osh.com. ■

Builder's Choice Joins Lumbermen's Merchandising Corp.

Anchorage, Alaska—Builder's Choice, located here, recently joined Lumbermen's Merchandising Corporation (LMC), located in Wayne, Pa. The group now has members in all 50 states.

Established in 1935, LMC originally had 35 stockholders. By 2005 the company reached 3.5 billion in sales with 320 stockholder companies. The company celebrated 75 years in 2010 and by 2012 they launched their 'Billion Dollar Buying Power' marketing strategy. For more information visit www.lmc.net. ■

True Value To Open In Castro Valley

Castro Valley, Calif.—Workbench True Value Hardware will open its fourth store August 1st, in Pleasanton, Calif.

Owned by John and Fred Nichandros, the store will stock building supplies, housewares and hardwares along with their floor-to-ceiling inventory.

True Value stores are independently owned and franchises and owners often have more than one location. The Nichandros said the new location represents an opportunity to grow in the downtown area while keeping open the store on Santa Rita that was the family's first shop, opened in 1970.

Workbench has 35 employees in its three stores and will add at least 10 more when the new Main Street store opens.

True Value Company, headquartered in Chicago, is one of the world's largest retailer-owned hardware cooperatives. The True Value cooperative includes approximately 4,500 independent members worldwide who operate under the store identities of True Value, Grand Rental Station, Taylor Rental, Party Central, Home & Garden Showplace and Induserve Supply. Additional information on True Value Company can be found at www.truevaluecompany.com. ■

Lowe's Hires New President in Mexico

Wilkesboro, N.C.—Lowe's Home Improvement, headquartered here, recently hired Jose Luis Pier Castello as president/general director of Lowe's Mexico. Castello will replace Francisco



Fernandez, who has left the company. "Jose Luis has more than 19 years of experience in both store operations and retail strategy with multinational companies," said William Robinson, head of international operations and development. "His demonstrated leadership and retail expertise make him an outstanding fit for the Lowe's Mexico operation as it continues to grow to best serve the needs of Mexican consumers."

Castello has served in leadership roles with retailers such as 7-Eleven Mexico, where he was chief operating officer, supermarket chain Supermercados Internacionales H.E.B., and Wal-Mart Mexico.

Lowe's entered Mexico in 2010, opening their first location in Monterrey. Today the company has five stores lo-

cated in Monterrey, Sattilo, Hermosillo and Culican. For more information visit www.lowes.com. ■

Ace Opens In Arizona And Oregon

Oak Brook, Ill.—Ace Hardware Corporation, headquartered here, recently opened a 10,386-square-foot store in Green Valley, Arizona.

A Portland, Ore., location recently held a grand re-opening celebration to show off its \$500,000 remodel.

Ace Hardware Corporation 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. to provide a centralized purchasing organization to supply the founders' and members' stores. For more information visit www.acehardware.com. ■

Home Depot Outlook Boosts

Atlanta, Ga.—Home Depot Inc., headquartered here, raised its fiscal year profit forecast for the second time in three months, according to a recent report from Reuters.

The report said a focus on cheaper products helped the home improvement chain gain market share from primary rival Lowe's Companies Inc.

Home Depot has gained from its recent efforts to improve distribution and customer service. For more information visit www.homedepot.com. ■



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