

The Softwood Forest Products Buyer

www.softwoodbuyer.com

Vol. 29 No. 4 The Softwood Industry's Only Newspaper...Now Reaching 38,414 firms (20,000 per issue) July/August 2014

WRCLA Salutes 60 Years Of Service

Photos By Wayne Miller

Kelowna, BC—The Western Red Cedar Lumber Association (WRCLA) recently hosted its 60th annual general meeting, holding this year's event at Manteo Resort & Villas, located here. Among the highlights of the meeting was a retailer



Ryan Furtado, Candisha and Jamey Dunse, Western Forest Products, Vancouver, BC; Loren Sinner, LS Cedar Co., Vashon, WA; and Ryan Kline, Disdero Lumber Co., Clackamas, OR

panel session featuring experts who responded to a prepared list of questions relating to the evolving role of the retailer and how it impacts WRC business. Members of the panel included: Mike Dunn, president of Dunn Lumber Co., Seattle, WA; Skip Dierdorff, Alpine Lumber, Steamboat Springs, OR; Rob Myckatyn, Burnaby Lumber & Sales, Burnaby, BC; Tim Priddle, The Wood-



Carlos Furtado, Sawarne Lumber Co. Ltd., Vancouver, BC; Colin Campbell, Ring's End Inc., Darien, CT; and Robert Sandve and Jim Gillis, Haida Forest Products Ltd., Burnaby, BC

Additional photos on pages 10 & 12

Continued on page 17

Arlington Hosts 128th LAT Convention

Photos By Amy McGehee

Arlington, TX—A friendly golf tournament kicked off the 128th annual convention of the Lumbermen's Association of Texas and Louisiana (LAT), held here at the Arlington Texas Sheraton Hotel & Convention Center. Hundreds of companies displayed their products in the exhibition area of the convention, which also hosted an LAT board of directors



Genaro Berrones and Jamie Hursh, Richardson Timbers, Dallas, TX

meeting breakfast and informational sessions. Speaking at these sessions were: Dr. Mark Dotzour, chief economist for TAMU Real Estate Center, whose topic was The Economic Outlook for Business Decision Makers in Texas & Louisiana; and Doug Garrett, certified energy manager for Building Performance &



Steve Culbertson, Jack Moad and Bart Bartholomew, Sherwood Lumber Co., Islandia, NY

Additional photos on page 12

Continued on page 17

Birmingham Welcomes NAWLA

Photos By Wayne Miller

Birmingham, AL—Approximately 120 attendees met recently at the Hyatt Regency Birmingham, located here, for a summer regional meeting of the North American Wholesale Lumber Association (NAWLA). Meeting Chairman Lawrence Newton of U.S. Lumber presented welcoming remarks, followed by education sessions



Trent Johnson and Mark Erickson, Blue Book Services, Carol Stream, IL; and Rick Ekstein, Weston Forest Products Inc., Mississauga, ON

Additional photos on pages 14 & 30

Continued on page 17

PRSR STD
U.S. POSTAGE PAID
NASHVILLE, TN
PERMIT NO. 781

The Softwood Buyer
P.O. Box 34908
Memphis, TN 38184-0908
Address Service Requested



Who's Who in Softwoods



CHARLIE BRITTON

Charlie Britton is a salesman for **Mars Hill Inc.**, a wholesale lumber company, located in Waynesboro, MS. Mars Hill supplies and markets timbers, 1x4 through 2x12 Southern Yellow Pine (No. 1, 2, 3, 4) and all grades of mostly 4/4 through 8/4 hardwood to its customers located throughout North America. The operation also offers some industrial plywood in 4x8 sheets. Britton graduated from Waynesboro Central High School in Waynesboro in 1975. He has been in his present position for two years, handling

Continued on page 34

David Lawrence is a territory sales representative for **Richardson Timbers**, a wholesaler located in Dallas, TX.

Richardson Timbers produces approximately 3 million board feet of lumber per year, including 4x6-20x20 Douglas Fir and up to 16x16 Western Red Cedar (both rough and S4S), KD 4x6 through 12x16 Douglas Fir (FOHC), C and Better, and KD 1x4-1x12 Douglas Fir.

Richardson Timbers specializes in custom milled timbers and the production of custom

Continued on page 34



DAVID LAWRENCE



BILL NOCERINO

Bill Nocerino is senior sales representative for the Warren, AR, location of **Potlatch Corporation**. Potlatch Corporation owns approximately 1.43 million acres of Forest Stewardship Council (FSC) certified forestland in Arkansas, Idaho and Minnesota. Stud mills in Gwinn, MI, and Bemidji, MN, produce approximately 300 million board feet of Spruce, Pine and Douglas Fir (SPFs). The Warren location produces 190 million board feet of wood products for industrial and consumer use in Southern Yellow Pine surfaced

Continued on page 34

Alden Robbins is vice president of **Robbins Lumber Company** in Searsmont, ME.

Robbins Lumber manufactures Eastern White Pine in 4/4 Commons, 4/4 Selects, 5/4 & thicker Commons/Selects, and specialties such as wide Pine boards and live edge siding. Approximately 28 million board feet is produced out of Robbins Lumber's sawmill annually, in 1x3 through 1x12 in six-foot to 16-foot rough boards.

All products are kiln dried to an average of 10-12% MC and finished on moulders. The com-

Continued on page 34



ALDEN ROBBINS



ROB TAM

Rob Tam is a sales and management trainee at **Haida Forest Products**, located in Burnaby, BC. Haida Forest Products specializes in Western Red Cedar products, including Haida Bevel Siding (straight edge), KD, 15/16, 7/8 and 11/16, Haida Skirl Siding (wavy edge) KD, 15/16, 7/8 and 11/16, Majestic Skirl 1-1/4 and Giant Skirl 1-7/8. The company's product list also includes paneling (V-JT, Fineline, and Flush JT) in Knotty and Clear grades, Clear Finish Boards (S4S, S1S2E), Radius Edge Decking

Continued on page 34

J. T. Taylor is a lumber sales representative for **Roseburg**, located in Roseburg, OR.

Roseburg offers 425 million board feet of Green Douglas Fir and KD Douglas Fir, Hem Fir and White Fir (2x4 and 2x6 stud lengths to 10-foot, 4x4 and 4x6 to 12-foot, 6x6 and 6x8, rough, and 7x9 rail ties).

The company also offers mixed loading, panels, lumber, engineered wood products, as well as producing four-inch kiln-dried Douglas Fir posts.

Taylor has been in his present po-

Continued on page 35



J. T. TAYLOR

2013 APA Safety and Health Award Winners Announced

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

Program Honors Manufacturers for Safety Strides

APA – The Engineered Wood Association recently announced the winners of its 2013 Safety and Health Awards, a program that encourages and recognizes safety and operational excellence in the North American structural panel and engineered wood industry.

Abitibi-LP Engineered Wood and Norbord won Safest Company Awards in their respective categories, while the coveted Innovation in Safety Award went to two winners: LP of Sagola, MI, for equipment-based innovation, and Weyerhaeuser of Elkin, NC, for process-based innovation.

Norbord, a North American manufacturer of structural wood panels, earned top honors among companies with four or more mills, with a 2013 average Weighted Incident Rate (WIR) of 2.55. Abitibi-LP, which produces I-joists, won its award in the category for companies with three or fewer mills. The company posted a perfect 0.00 WIR for 2013.

Continued on page 17

Is Your Deck Safe for Summer? An Update from the American Wood Council

By: **Robert Glowinski**,
President & CEO of the American Wood Council

New Prescriptive Residential Wood Deck Construction Guide (DCA 6 – 2012 IRC Version)

Summer is in full swing, and families across the country are spending more time in the backyard, often on their porches or decks. With this reality comes a focus on the importance of safety for the outdoor spaces we enjoy so much. Unfortunately, deck construction is not always up to par with current codes and requirements – with only about 40 percent of decks considered completely safe in the U.S. With deck collapses always increasing in the summer, now is a good time to remind builders and customers of best practices for residential deck construction.

To encourage compliance with the latest building codes, the American Wood Council recently published updates to its Design for Code Acceptance #6 – Prescriptive Residential Deck Construction Guide (DCA 6) – reflecting new provisions in the 2012 International Residential Code (IRC) pertaining to single level residential wood deck

Continued on page 26



ROBERT GLOWINSKI

SLB Appearance Promotion Program

The SLB's appearance promotion program is an aggressive communications effort to preserve and reclaim market share from competing materials.

Softwood Lumber Board
330 North Wabash Avenue
Suite 2000
Chicago, IL

Working in partnership with Ogilvy & Mather, the SLB's appearance promotion program combined market research and aggressive communications to kick start 2014 efforts to inspire and educate homeowners to choose Softwood lumber products for appearance applications.

Ogilvy focused its research on Softwood's key competitors in the outdoor living and exterior siding and trim market segments. Among the findings to date, composite manufacturers are dedicating significant resources to consumer marketing, and more composites are attempting to mirror the look of wood to increase their appeal. Although wood remains more popular, if left unchecked, composites are expected to gain five points of market share from wood in the coming years.

To counter this competition, Ogilvy secured print and online articles using the "Wood, Naturally" message platform in USA Today Home Magazine, Professional Deck Builder, and Extreme How-to. The article, How to Maintain Your Deck for Outdoor Entertaining Year-Round, ran in 1,553

Continued on page 22

Contents

Features

WRCLA Salutes 60 Years of Service1
128th LAT Convention1
Birmingham Welcomes NAWLA1
DOWNES & READER HARD. CO., INC. . .4
AJ FOREST PRODUCTS6
ANDERSEN PACIFIC FOREST PRDTS. . .8
Gastineau Log Homes11
11th Annual Global Buyers Mission13
2014 MSRLPC Workshop15
WESTERN FOREST PRODUCTS Golf . .16
Attendance Surges At Richmond Expo . .23

Departments

Who's Who in Softwoods 2
APA News 2
AWC News 2
SLB News 2
Retail Review 18 & 19
Washington Scene 20
Midwest Business Trends 21
West Coast Business Trends 21
Inland West Business Trends 24
Northeast Business Trends 24
Ontario/Quebec Business Trends 25
South/Southeast Business Trends 25
Stock Exchange. 31, 32, & 33
Trade Talk 38
Softwood Calendar 41
Classified Opportunities 41 & 42
Index of Advertisers 42



*A Bi-Monthly newspaper serving
North America's Softwood Forest Products Buyers*

Published by
Softwood Trade Publications, Inc.
P. O. Box 34908
Memphis, Tenn. 38134
Tel. (901) 372-8280 FAX (901) 373-6180
Web Site: www.softwoodbuyer.com
E-Mail Addresses:
Advertising: rlawson@millerwoodtradepub.com
Editorial: editor@millerwoodtradepub.com
Subscriptions: circ@millerwoodtradepub.com

Publisher: Paul J. Miller - 1963-2010
Wayne Miller - President/Executive Editor
Gary Miller - Vice President/Managing Editor
Paul J. Miller Jr. - Vice President/Assistant Managing Editor
Terry Miller - Vice President/Associate Editor
Rachel Lawson - Advertising Manager
Sue Putnam - Editorial Director
Michelle Keller - Associate Editor
Walter Lee - Production/Art Director
Rachael Stokes - Production/Art Director
Lisa Carpenter - Circulation Manager

Canadian Correspondents: Toronto, Ontario, Vancouver, B.C.
The Softwood Forest Products Buyer is the product of a company and its affiliates that have been in the publishing business for over 88 years.
Other publications edited for specialized markets and distributed worldwide include:
National Hardwood Magazine • Hardwood Purchasing Handbook
Import/Export Wood Purchasing News • North American Forest Products Export Directory • Imported Wood Purchasing Guide
Green Book's Hardwood Marketing Directory • Green Book's Softwood Marketing Directory • Dimension & Wood Components Buyer's Guide
Subscriptions: U.S. and Canada: \$65 (U.S. dollars) - 1 year; \$75 - 2 years; \$90 - 3 years; Foreign (airmail) \$140 - 1 year; \$235 - 2 years. Canadian and foreign orders must be paid by check drawn on U.S. bank or by wire transfer. Fax for more information.

The publisher reserves the right to accept or reject editorial content and Advertisements at the staff's discretion.



PPG SEAL GRIP® MC

FROM THE MOST TRUSTED NAME IN THE FACTORY FINISH INDUSTRY

With more than 80 years of machine applied coatings experience and research and development, PPG introduces your replacement to oil-based primers, PPG *Seal Grip MC* exterior acrylic primer. Ideal for use over tannin rich woods, PPG *Seal Grip MC* offers the following coatings benefits:

- ✓ Water based, low VOC (<100 g/L)
- ✓ Seals and blocks tannin staining
- ✓ Excellent adhesion
- ✓ Fast drying
- ✓ Ease of application using a variety of application equipment
- ✓ Can be force cured



PPG Architectural Finishes, Inc. • One PPG Place • Pittsburgh, PA 15272 • 1-877-622-4277
www.ppgpro.com • www.ppgmachineappliedcoatings.com • machappinfo@ppg.com

PPG *Seal Grip MC* is a registered trademark of PPG Architectural Finishes, Inc.

DOWNES & READER HARDWOOD Brings Durable Wood Worthy Of The Name IronStick™ To Market

By Gary Miller

Stoughton, MA—Downes & Reader Hardwood Company Inc., headquartered here, is a supplier of Softwoods, domestic hardwoods, figured



Manufactured from kiln-dried clear straight grain wood, the IronStick™ has natural resistance to humidity and decay. It is available flat and fluted in traditional sizes as well as custom sizes, which are available upon request.

hardwoods, exotic hardwoods, plywood and accessories, decking and mouldings and treads. The IronStick™ is among the company's long line of existing products.

"A kiln/stacking stick manufactured from durable wood worthy of the name 'iron'," states the company slogan for their new product. Manufactured from mixed South American species, William von der Goltz, the import/export manager said, "Today we use a combination of high density South American species to produce durable stacking sticks able to withstand the kiln drying process."

Von der Goltz said that the history behind the IronStick™ is in response to his research looking for a product that could use small strips left for



Downes & Reader visits its suppliers periodically to make certain that basic principles, including the safety of those involved in the process, are always in place.

ucts.

Von der Goltz soon realized that some species did not work well with Pine. Today the product is a result of constant refinement and attention to



Flat sticks being prepped for shipment.

detail as well as special attention to Downes & Reader's customers' comments.

Most importantly, IronStick™ is completely backed by proven documentation of the legal origin of the raw materials used in its manufacturing. "We visit our suppliers periodically to make certain that basic principles, including the safety of those involved in the process, are always in place," said Von der Goltz.

"In the last 10 years we've

learned a great deal about the species most suitable to be

used in the drying of American Softwoods and hardwoods. It's important that the stick stays straight, has the correct moisture content and be free of resin. These are the basics for a stick that can be used either manually or by automatic stackers."

Von der Goltz continued, "Packaging is also very important. We take into consideration the handling a bundle of sticks may receive during its journey. To have a

broken bundle containing 2,000 sticks is a nightmare. We want to be sure that there is enough strapping to cover any eventuality."

Downes & Reader markets the IronStick™ to both soft and hardwood sawmills. "We are shipping this product throughout North America," von der Goltz explained. "We supply this product to Pine manufacturers as well as to very fine hardwood mills. The sticks are imported through the ports of New Orleans and Houston. Their country of origin determines the port used."

The name "IronStick" is well deserved. Von der Goltz noted that a particular customer inadvertently tested the IronStick™ for durability. "In this instance our customer accidentally ran over the sticks with a forklift—and they were fine. He called to say he ran over a lot of sticks, some domestic and some IronStick™. The domestic sticks broke but the IronStick™ stayed intact."

Sold by the truckload, the IronSticks™ are covered with tarps before they are shipped. "This is a top-notch quality product and as a result we protect it." Manufactured from kiln-dried clear straight grain wood, the IronStick™ has natural resistance to humidity and decay. It is available flat and fluted in traditional sizes as well as cus-

tom sizes, which are available upon request.

Downes & Reader customers agree. "We have found that the profiled

Additional photos on page 27



William von der Goltz, Downes & Reader's import/export manager, is the product developer of the Ironstick.

"We have found that the profiled IronStick™ from Downes & Reader Hardwood is the best kiln stick on the market as far as durability and prevention of sticker shadow,"

**— Dick Buchanan
Buchanan Lumber Mobile Inc.
Mobile, AL**



Moisture content inspection is performed on all materials at Downes & Reader Hardwood Company, located in Stoughton, MA.

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.

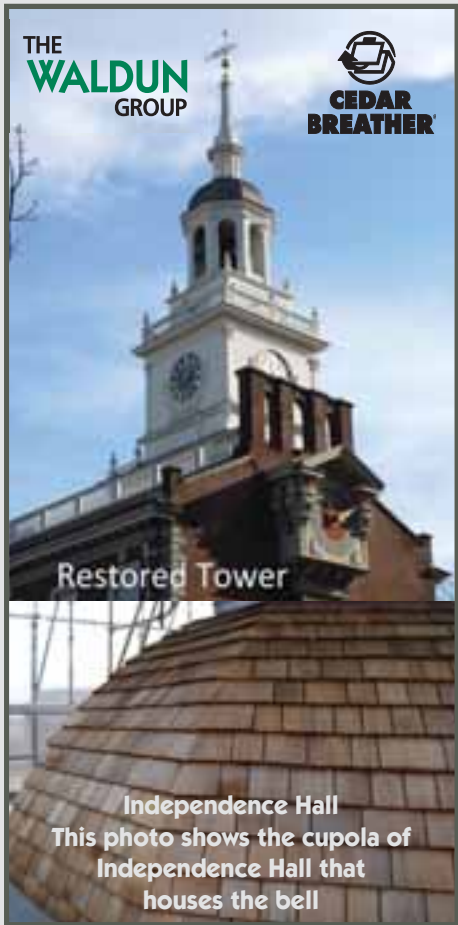


Waldun and Stave Lake are FSC and PEFC Certified.

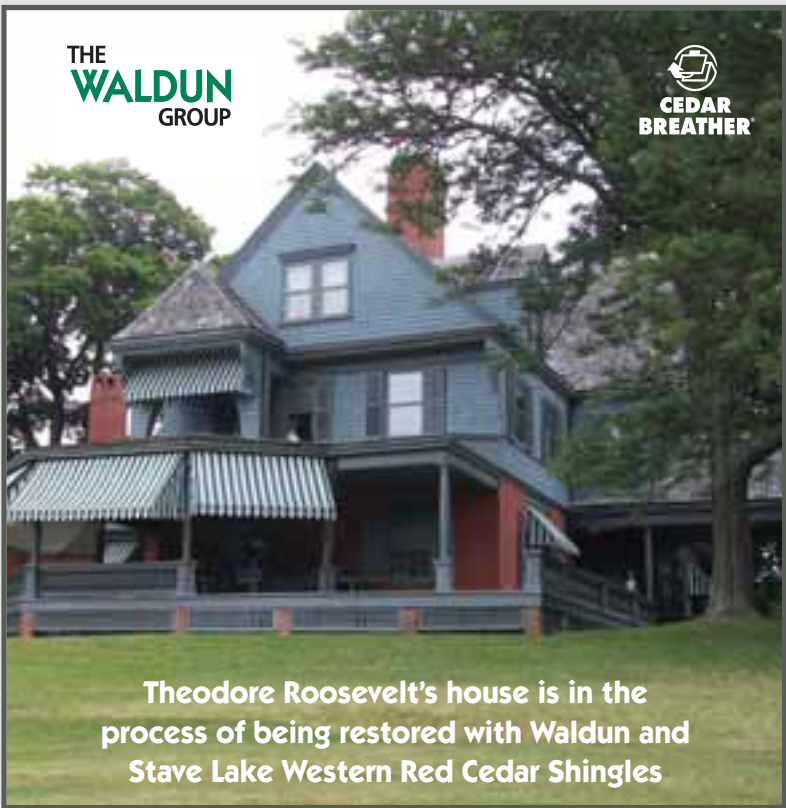
Waldun and Stave Lake sell 100% Bureau product and have warranties unmatched by any mill in the industry.

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.



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



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.



1.800.4 Waldun (925386)
www.waldun.com

THE
WALDUN
GROUP

A J FOREST PRODUCTS Offers Boutique Style Western Red Cedar

By Wayne Miller

Garibaldi Highlands, BC—AJ Forest Products (AJF), based here, is situated on 10 acres of paved property and is described by its sales manager Jason Mann as a “boutique sawmill, which requires a higher standard of Western Red Cedar log for its renowned timbers.” Mann said, “We are recognized globally as a benchmark of Cedar timbers; AJF’s brand represents excellence to attract the most distinguished customer.”

Mann attributes the company’s success to relationships with their distributors, customers and employees. “Our relationships are a testament to our business integrity,” he explained. “When our distributors see success, we see success. We don’t just represent our investors—the AJF team represents all of our employees and their families that they go home to every-day.”

A division of Probyn Group, AJ Forest Products operates one shift with approximately 35 employees. “We have found that sticking with one shift and putting a lot of focus into quality production, we get better results than running two shifts,” said Mann. “A key component to our operation is that we have highly trained and qualified people at each post operating our mill. These people are the success behind us in terms of making our Cedar the most popular brand in the U.S.”



AJ Forest Products located in the heart of the beautiful Squamish Valley, bringing nature to your doorstep since 1974.



Jason Mann (far right), Sales and Marketing Manager, with Mike Chong, Export Sales, take great pride in creating opportunity and employment by marketing Western Red Cedar timbers.

Probyn Log Ltd., based in New Westminster, BC, serves as the logging division. Mann offered, “Probyn being one of the largest independent logging operations on the coast is a vital component of AJ Forest Products. We consider Probyn to be the engine behind AJ Forest Products, because we procure a highly specialized log that is suited better for AJ’s ‘boutique style’. All Cedar is not the same and all logs are definitely not the same. Probyn does multiple sorts to make sure that our logs are merchandized for premium timbers. Once they are received on our end, we do another sort, essentially dissecting every log before it goes into the mill. A log that may be best for 12x12 is not necessarily the most suited log for manufacturing 6x6. Since our log yard is paved and we don’t have to cut 200,000 board feet per day, we have the opportunity to inspect our logs and select the desired and required size that we want

yard it and inventory it, instead of them receiving a product that is already six months old before it ships.”

When asked about the things that truly set AJF apart, Mann said, “We actually sort all of our timber by hand. We’re not throwing them through transfer chains and up on decks. They are getting hand-piled in the yard and manufactured in a true Western Red Cedar mill. This process minimizes iron stain and damage from automated handling. Overall it allows the merchandising process to go much smoother.”

He continued, “One of the biggest compliments we get about our merchandising is about our packaging—it is some of the best in our industry. We package each unit like we’re gift-wrapping a present. It was my strongest feeling when I came to AJ Forest Products, that we have a fantastic product and we should wrap it with pride before it’s delivered to the customer. We want people to open the package and say ‘wow’. That is a key factor for us. A large benefit to hand packaging is that we’re

“When our distributors see success, we see success. We don’t just represent our investors—the AJF team represents all of our employees and their families that they go home to everyday.”

**—Jason Mann,
sales manager,
AJ Forest Products**

shipping to places that might have much different weather elements. You’ll get rail cars that go through areas with extreme wind storms and rain, etc., when the rail cars get there our packages are still perfect. We apply additional staples and time to insure that when the package arrives at final destination it’s the same as when it

left.”

AJF’s primary focus is in the U.S., although 15 to 18 percent of production is marketed through Probyn Export, located in New Westminster. “We don’t get involved in export markets because that would take away from our main focus, which is the premium timber. We can tell our customers that this is our main concentration. We’re not trying to do 100 different things and that allows us to offer the finest timber in the market

“A good portion of the secret of our success here at AJ Forest is our log yard. It gives us the ability to slow the process down and instead of throwing in mass volume of cubic meters in and see what comes out, we are intelligently sawing every single day. The ability to not have to run 150,000 board feet a day to break our overhead is a great benefit.”

Mann indicated the response from their customers as to how AJF operates has been incredible. “The feedback from our customers is that our set up is the future of sawmilling. Log supply is steady, but a lot of characteristics have changed in log sizes and we don’t necessarily need these massive sawmills that cut 200,000 or 300,000 board feet every morning. I believe we’ll see more mills like AJF popping up in Canada and the U.S., which will target more what the customer wants, giving options for a rustic look in Western Red Cedar, or a contemporary finish. You really can get that more from a boutique-style sawmill like us.”

For more information visit www.ajforest.com. ■



AJ Forest Products Log selections for Premium Timbers.

company is producing 70-80,000 board feet per day. “Ten or twelve years ago we started cutting 10 to 15,000 board feet per day,” Mann explained. “Since then we’ve expanded and installed a brand new carriage, developed a strategic distribution plan, twinned the back end of the mill and allowed space for a bigger log yard. Ninety-five percent of our inventory that is branded AJ Appearance is a maximum of five days old by the time it gets on a rail car. Once the product gets to a distributor they have time to

on the back end.”

Currently the



PROBYN EXPORT

PROBYN GROUP



Let Us Bring
Canada's Greatest
Natural Resource To
Your Doorstep.

Specializing in High Grade **WESTERN RED CEDAR and HEMLOCK**

With an established network of log suppliers, sawmills, and secondary manufacturers, **Probyn Export** ships high quality Canadian lumber throughout North America and International markets.

We supply old growth Western Red Cedar, Hemlock and Douglas Fir to manufacturers of high grade millwork and industrial components. With over 100 years of combined industry experience, our sales team will recommend products and programs to meet the challenges of our customers.

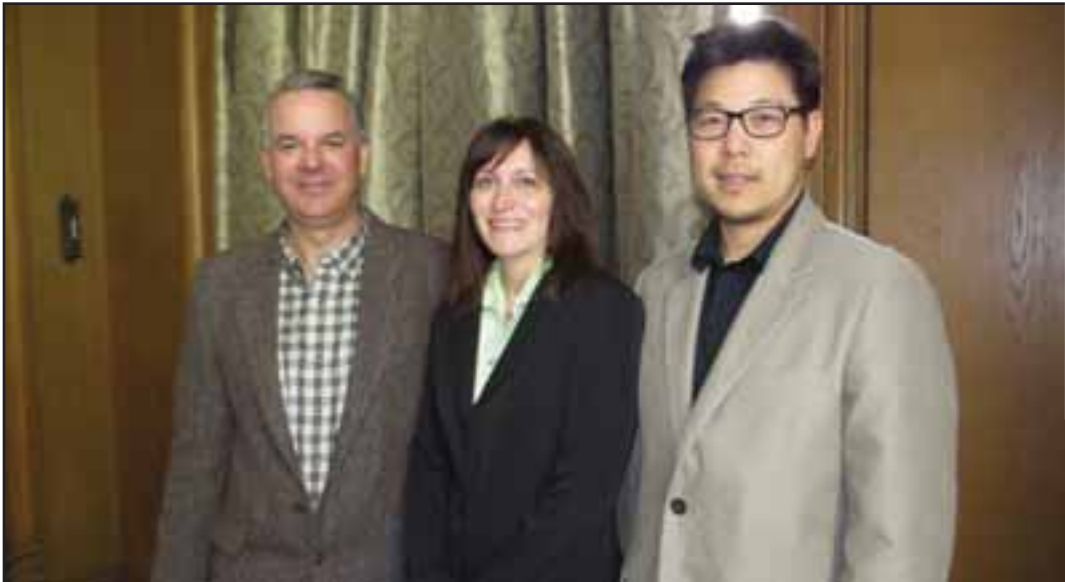


Probyn Export
New Westminister, BC, Canada
Phone: 604-526-8546 • Fax: 604-526-8565
Email: chrisb@probynexport.com
www.probynexport.com



Andersen Pacific Forest Products Ltd. Adds New Log Sorting Yard

By Wayne Miller



Archie Rafter, Janine Luce and Sam Satosono, Andersen Pacific Forest Products Ltd., Maple Ridge, BC.

Maple Ridge, BC—Andersen Pacific Forest Products Ltd. (APFP), based here, recently announced the addition of their new log-sorting yard. “We are pleased to announce our most recent acquisition,” Archie Rafter said. “Formerly Silvermere Sawmill, this location is now owned and operated by the Andersen Family and is named Northview Stave Division.”

This 7-acre site is another step in the ongoing expansion of the

“This new yard will allow APFP to better sort and grade logs to better fit with the variety of cutting patterns from Timbers to Vertical Grain clear. This will also ensure we maximize recoveries and also will result in better continuity of quality in all lumber programs. As our business is becoming more boutique every year and having the increased pressure to have just-in-time shipping, we believe this is a necessary step to achieve these goals.”

—Archie Rafter,
Andersen Pacific Forest Products Ltd.,
Maple Ridge, BC



APFP long length timbers being prepped for shipment.

today’s log and lumber market,” Rafter noted.

He continued, “This new yard will allow APFP to better sort and grade logs to better fit with the variety of cutting patterns from Timbers to Vertical Grain clear. This will also ensure we maximize recoveries and also will result in better continuity of quality in all lumber programs. As our business is becoming more boutique every year and having the increased pressure



A split Western Red Cedar log on Andersen's lumberyard.



The new facility will also ensure APFP maximizes recoveries and will result in better continuity of quality in all lumber programs.



Formerly Silvermere Sawmill, this location is now owned and operated by the Andersen Family and is named Northview Stave Division.

Canadian Overseas group of companies. “This further enables our company to compete and service our customers in



Andersen Pacific Forest Products Ltd. recently announced the addition of their new log-sorting yard.

to have just-in-time shipping, we believe this is a necessary step to achieve these goals.

“In addition this move will greatly benefit APFP sawmill regarding the annual problem of the Fraser River Freshet and give us the ability to store more logs up river for that time of year.”

Andersen Pacific Forest Products Ltd. is a specialty sawmill operation that offers high-grade Western Red Cedar products, Cedar merchandise and Douglas Fir timber logs.

Purchased in 1993, the company has established a reputation for manufacturing consistent high quality lumber. “One of our strengths is the affiliation with our sister company, Canadian Overseas, which is the core business of the organization,” said Rafter. Managed by President and CEO Charlie Andersen and his son Ron, Canadian Overseas provides a

Additional photos on page 27 & 28

Continued on page 27

Global Buyers Mission™

September 4 - 6, 2014
Whistler, British Columbia

wood sourcing
opportunities



Join us for the 11th Annual Global Buyers Mission and find new sources of high quality, competitively priced wood products including building products, Western Red Cedar, specialty lumber, and remanufacturing products from Canadian manufacturers.



For more information on savings and incentives for **qualified US buyers**, contact us:

Toll Free at: 1-877-4BCWOOD
Email: gbm@bcwood.com
Website: www.bcwood.com



WRCLA PHOTOS - Continued from page 1



Al Patey, Paradigm Training, Victoria, BC; Tim Rafael, WRCLA, Vancouver, BC; Matt Yates, Capital Lumber Co., Tacoma, WA; John Fijalkowski, Mid-State Lumber Corp., Branchburg, NJ; and Dale Bartsch, Hy Mark Wood Products Inc., Surrey, BC



Stan Wiebe, Central Cedar Ltd., Surrey, BC; Jeff Derby, Western Forest Products, Vancouver, BC; and Michelle Plouffe and Dan Plouffe, National Forest Products, London, ON



Mark Rutledge, Shakertown, Winlock, WA; and John Norlen and Steve Sprenger, Sprenger Midwest Inc., Sioux Falls, SD



Robert Sandve, Haida Forest Products Ltd., Burnaby, BC; Greg Bailey, Outdoor Living Today, Mission, BC; and Al Fortune, Mid Valley Lumber Specialties Ltd., Langley, BC



Ryan and Laura Furtado, and daughter Brianna, Western Forest Products, Vancouver, BC; Neil van Swearingen, Independent Dispatch, Portland, OR; Erik Jacobs, Capital Lumber Co., Portland, OR; and Roger Tom, Parr Lumber, Portland, OR



Hugh Clark, Issaquah Cedar & Lumber, Issaquah, WA; and Paul Mackie, WRCLA, Mill Creek, WA



Christine Graham and Patrick Graham, Weyerhaeuser, Atlanta, GA; Helena Jehnichen, WRCLA, Vancouver, BC



Paula Craig, WRCLA, Vancouver, BC; and Al Patey, Paradigm Training, Victoria, BC



May and Rob Myckatyn, Standard Building Supply, Burnaby, BC; Dennis Wight, Pacific Western Wood Works Ltd., Delta, BC; and Elaine and Carlos Furtado, Sawarne Lumber Co. Ltd., Vancouver, BC



Sean Stevens and Whitney McKellar, M&M Lumber, Tulsa, OK; Skip Dierdorff, Alpine Lumber Co., Steamboat Springs, CO; and Rick Palmiter, Idaho Forest Group, Coeur d'Alene, ID



Jack and Diane Draper, WRCLA, Vancouver, BC; and Sue Derby and Nathan Tellis, Western Forest Products, Vancouver, BC



Shane Smith, Speonk Lumber Corp., Long Island, NY; Ben Meachen, Western Forest Products, Vancouver, BC; Douglas Nelson, Capital Lumber Co., Denver, CO; Randall Henrichs, Capital Lumber Co., Woodburn, OR; and Roger Tom, Parr Lumber, Portland, OR



Colin Campbell, Ring's End Inc., Darien, CT; and Robert Sandve, Haida Forest Products Ltd., Burnaby, BC



Chris and Marnie Beveridge, Skana Forest Products Ltd., Richmond, BC; and Gilbert Smith, Gilbert Smith Forest Products, Barriere, BC



Doug Nelson, Capital Lumber Co., Denver, CO, was awarded the WRCLA Chairman's Award by Jeff Derby, WRCLA Chairman.

Additional photos on page 12

Gastineau Log Homes Are Built for ‘Hallmark’ Moments

By Michelle Keller

New Bloomfield, MO—Gastineau Log Homes (GLH), headquartered here, has been nestling people in solid wood log homes since 1977. The company purchases approximately 2.5 million board feet annually of Hemlock Fir, Eastern White Pine, Western Red Cedar, Cypress and red and white oak annually.

Offering log homes of all sizes and shapes to fit any budget or lifestyle, the homes are complete with blazing fireplaces, cozy corners for reading, spacious decks and covered porches. Gastineau Log Homes can be found across North America, alongside Japanese mountains and cliffs surrounding the Baltic Sea or simply facing ocean winds sitting on manicured suburban lawns.

“We have sold homes in all 50 states and in 12 different countries.”
—Lynn Gastineau, Owner, Gastineau Log Homes

“We have filled several unusual requests for customers,” owner Lynn Gastineau explains. “An example is a church, restaurant, lodge and meditation building that we shipped to South Korea. We used a local Missouri company to provide them with pews for the church and stained glass for the windows.”

The family-owned and operated business actually began as a hardwood sawmill operation. Founder Lynn Gastineau is the daughter of Carl and Shirley Gastineau who owned Gastineau Lumber and Pallet since 1954. Since inception GLH has grown into one of the world’s largest producers of Oak log homes. “We have sold homes in all 50 states and in 12 different countries,” Lynn Gastineau said. “China, India, and Mongolia have been the most recent new markets and look to be a tremendous opportunity in the future.”

GLH is continuously looking for ways to improve the durability of their homes. Observing log homes since 1977 led GLH to their present log profile and joinery system, which they call the ‘Smart Log.’ “The design is ‘smart’ and has several unique design features



Offering log homes of all sizes and shapes to fit any budget or lifestyle, the homes are complete with blazing fireplaces, cozy corners for reading, spacious decks and covered porches.

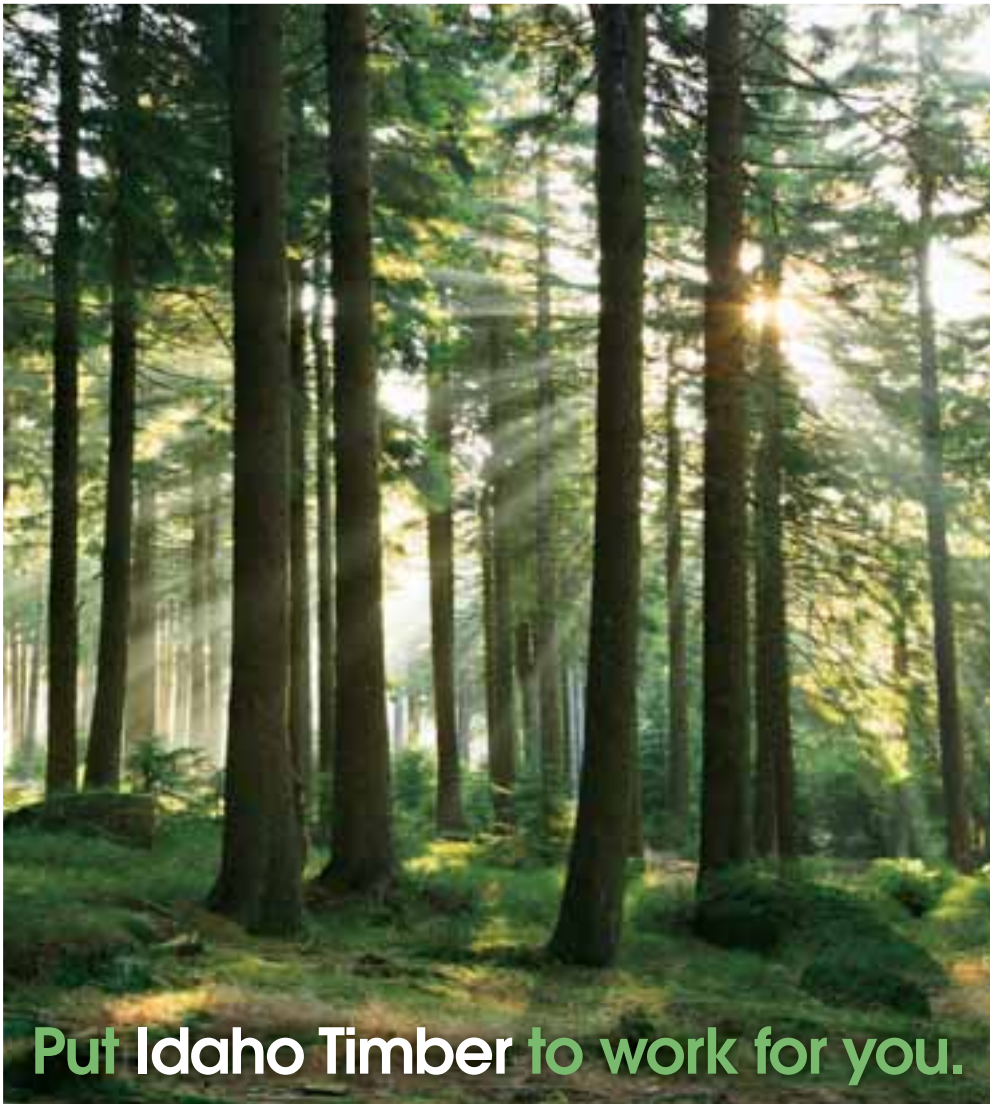
which make Gastineau Smart Logs perform above industry standards,” Gastineau said.

The single tongue and groove log is a familiar profile in the log home industry, but it has only one seal on the top of the tongue. The Gastineau Smart Logs have two separate sealing channels, one on each side of the tongue. A continuous bead of the company’s exclusive Log Bond adhesive is



Gastineau Log Homes, located in New Bloomfield, MO, is owned by Lynn Gastineau. Additional photos on page 28

Continued on page 28



Put Idaho Timber to work for you.



At Idaho Timber, we are in the business of combining service, reliability and quality products at competitive prices with regional distribution to get you what you want, when you need it.

Now offering Southern Yellow Pine dimension lumber from our recently acquired and upgraded sawmill in Coushatta, LA.



IDAHO TIMBER

208.377.3000

www.idahotimber.com

WRCLA PHOTOS - Continued from page 10



Clifford Pfingston, Hall Forest Products Inc., Tacoma, WA; Shane Harsch, Interfor, Vancouver, BC; Rick Kitashima, Hall Forest Products Inc.; and Scott Lindsay, Skana Forest Products Ltd., Vernon, BC



Ben Meachen and Bruce St. John, Western Forest Products, Vancouver, BC; and Randall Henrichs, Capital Lumber Co., Woodburn, OR



Brent Stuart, Russin Lumber Corp., Montgomery, NY; Helena Jehnichen, WRCLA, Vancouver, BC; and Lance Humphrey, Holden Humphrey Co., Easthampton, MA

LAT PHOTOS - Continued from page 1



Katie White and Kevin O'Conner, DMSi, Vancouver, BC



Matthew Hamilton and Jackie Tollett, Klumb Lumber Co., Winona, TX



Neil Hoffard, Mike Sheppard and Kyle Kessell, Boise Cascade Co., Boise, ID



Chuck Masterson and Herman Sanchez, Pennsylvania & Indiana Lumbermens Mutual Insurance Cos., Philadelphia, PA



Craig Stewart and Mike Zenko, Lignum Forest Products LLP, Vancouver, BC



Rich Bass and Mike TerMolen, Do It Best Corp., Oklahoma City, OK



Velvet Phillips and Anna Warner, Gaiennie Lumber Co., Opelousas, LA



Scott Stewart and Michael LaPorte, Snaveley Forest Products, Dallas, TX



Mike Miller, Mike Wanek, Bill Washerlesky, Bill Dohm and Arthur Cavazos, Huttig Building Products, Dallas, TX

RICHMOND EXPO PHOTOS - Related story & photos on page 23



Riley Smith and David Ross, TS Manufacturing, Lindsay, ON; and Ken Buttram, TS Manufacturing, Albertville, AL



Bill Hendrix and David Piper, Brewco Inc., Central City, KY; and John Fowler and Brett Fowler, D.T. Fowler Manufacturing Co., Lapeer, MI



John Hurdle, Hurdle Machine Works Inc., Moscow, TN; Tim Tucker, Tucker Timber Products Inc., Keysville, VA; and Jeff Hurdle, Bet and E.J. Hurdle, Hurdle Machine Works Inc.

Additional photos on page 14

Annual Global Buyers Mission To Celebrate 11th Year

For many years now, the Softwood Buyer has been participating in and reporting on the success of this world-class event that takes place in Whistler, BC, every September. The BC Wood Specialties Group is about to launch the 11th Annual event September 4th to the 6th and we thought it was a good time to remind everyone how and why this has become such an important activity for wood products buyers and sellers.

In 2013, the Global Buyers Mission (GBM) hosted over 800 delegates at this invitation-only event, designed to bring together international buyers of wood and value-added wood products, with Canadian manufacturers. Collaborating with the Western Red Cedar Lumber Association, the GBM continues to be a great success for buyers and suppliers alike, with estimates last year of over \$33 million in new business developed.

Organizer Randi Walker from BC Wood said, “We go to Whistler to

“Our job at BC Wood is to connect buyers of wood products with sellers and manufacturers from Canada and we do this by inviting qualified buyers—whether they are from the U.S., Japan, Europe—anywhere in the world that buys or wants to buy wood from Canada, with the actual manufacturers and suppliers.”

—Randi Walker, BC Wood

get away from the bustle of the city and relax in the ambience of this world class resort—that is also full of excellent examples of building with wood. Our job at BC Wood is to connect buyers of wood products with sellers and manufacturers from Canada and we do this by inviting qualified



Collaborating with the Western Red Cedar Lumber Association, the GBM continues to be a great success for buyers and suppliers alike, with estimates last year of over \$33 million in new business developed.

buyers—whether they are from the U.S., Japan, Europe—anywhere in the world that buys or wants to buy wood from Canada, with the actual manufacturers and suppliers. We purposefully keep the event on the small side, so



For many years now, the Softwood Buyer has been participating in and reporting on the success of the Global Buyers Mission that takes place in Whistler, BC, every September.


there is not the ‘rushed’ feel of a big trade show, but also so that we can entertain and accommodate all the participants. We make it very easy by booking and paying for all the hotels, providing ground transport to and from Whistler to Vancouver, providing the breakfasts and evening meals/activities and generally just making it a great place to come and do business. All buyers have to do is get to Vancouver. They pay one low flat fee (\$385 CAD)—and we organize it all for them. There is also a well-attended golf tournament at the championship designed Whistler Golf Club during the event for GBM participants, and many activities and ad-




In 2013, the Global Buyers Mission (GBM) hosted over 800 delegates to this invitation-only event, designed to bring together international buyers of wood and value-added wood products, with Canadian manufacturers.


Additional photo on page 29

Continued on page 29




Dimension






Structural Panels



Studs








Since 1951 we’ve been making quality forest products used by distributors, dealers, builders, remodelers, and do-it-yourselfers.

For over fifty years we have followed the same principles: take care of the land and it will take care of you; strive for excellence and efficiency in manufacturing; and treat all suppliers and customers the way you would like to be treated.



For sales call: 1-800-331-0831
www.swansongroupinc.com



RICHMOND EXPO PHOTOS - Continued from page 12



Brendan Joyce, Laura Hicks, Lindsey Dash, Preston Herrington and Dale Schmincke, Continental Underwriters Inc., Richmond, VA



Dale Bradicich, USNR, Salvisa, KY; and Bob Pope, USNR, Montpelier, VT



Eric Gee, Southern Forest Products Association, Metairie, LA; and Jeff Cowley, Brunner-Hildebrand Lumber Dry Kiln Co., Nashville, TN



Jimmy Coggin, Air Systems Manufacturing of Lenoir Inc., Lenoir, NC; Donovan McLaurin, McLaurin Co. Inc., Wade, NC; and Steve Dagenhart, Air Systems Manufacturing of Lenoir



Mike Ballard, Sawmill MD, Crestview, FL; Brian Bond, Virginia Tech, Dept. of Sustainable Biomaterials, Blacksburg, VA; Michael Bauman, Virginia Tech, grad student, Blacksburg, VA; Duncan Ferguson, Sawmill MD; and John Merritt, Danfoss High-Pressure Pumps, Stuart, FL



Ken Buttram, TS Manufacturing, Albertville, AL; and Donnie Woodruff and Robert Taylor, Taylor Machine Works, Louisville, MS



Kenny Michaels, ISK Biocides Inc., Oakland, MD; and Richard South, (retired), South Logging, Gloucester, VA



Ken Matthews, Ben Mathews, Paula Turlington and Brian Turlington, SII Dry Kilns, Lexington, NC



Gary Miller, National Hardwood Magazine, Memphis, TN; Jennifer Brand, Bridgewell Resources LLC, Tigard, OR; and Wil Brush, The Turman Group, Hillsville, VA

Additional photos on page 23

NAWLA BIRMINGHAM PHOTOS - Continued from page 1



Donnie Vickers, Coastal Plywood Co., Havana, FL; Rachel Brooks, Wholesale Wood Products, Birmingham, AL; and Bob Pennington, Sherwood Lumber Corp., Memphis, TN



Courtney Robinson and Bobby Jennings, Robinson Lumber Co. Inc., New Orleans, LA; and Rick Brignac, Westervelt Lumber, Tuscaloosa, AL



Mark Erickson, Blue Book Services, Carol Stream, IL; and Kelly Russell, Russell Forest Products Inc., Hartselle, AL



Ashley Kay, U.S. Lumber Group, Duluth, GA; Larry Korey, U.S. Lumber Group, Bessemer, AL; and Lawrence Newton, U.S. Lumber Group, Duluth, GA



Jackie Tollett and Matt Hamilton, Klumb Lumber Co., Winona, TX; and Vicki Klumb, Klumb Lumber Co., Point Clear, AL



Bob Bell, Bolen-Brunson-Bell Lumber, Memphis, TN; and Laura Ebersberger, UFP Purchasing Inc., Union City, GA

Additional photos on page 30

2014 MSRLPC Workshop—A Huge Success

San Diego, CA—After a seven-year hiatus, the MSR Lumber Producers Council (MSRLPC) Workshop returned and reminded the market why it had been so successful in the past, according to a recent newsletter from the MSRLPC.



From left to right: Stacy Tiefenbach, Canfor, Vancouver, BC; Dan Uskoski, Metriguard, Spokane, WA; Steve Schrader, Hundegger USA, Charleston, UT; Greg McCoy, Simpson Lumber Co., Shelton, WA; Rick Stoltz, Tolko Industries, Vernon, BC; and Griff Jones, Canadian Engineered Wood Products, Helena, MT

Full of education sessions and roundtable discussions, relationship building social events and multiple tours, attendees left talking about how they couldn't wait for next year's event.

Day one of the event focused on how logging and lumber mill operations have changed over the

past 15 years and how those changes affect production. Will Neal and Mike Henley, Idaho Forest Group, kicked things off with an insightful

presentation on changes they have witnessed in the industry during the past 15 years and how those changes affect production. Their presentation spurred a discussion on how different mills represented in the room had changed their approach as market demands have shifted during that time.

Next, Stacy Tiefenbach, Canfor Wood Products Marketing, moderated a roundtable discussion covering current management challenges facing lumber mills today. The group tackled issues ranging from the perception that lumber production is a dying industry to the severe logistical problems insufficient rail infrastructure is creating for mills across North America. Participants shared various strategies their companies have devised to deal with everything from labor shortages to material delivery.

The day's sessions concluded with Art Schmon, Forest Economic Advisors, providing an in-depth look at Canadian and U.S. wood fiber supply and current challenges related to various natural and political forces threatening to constrain supply in the short term.

That evening, workshop participants had the opportunity to network poolside at a leisurely reception and dinner. Most elected to continue discussions started during the Q&A portions of the

From left to right: John Branstetter, Vaagen Brothers Lumber Co., Spokane, WA; Stacy Tiefenbach, Canfor, Vancouver, BC; John Wallace, SCS Forest Products, Vancouver, BC; Gary Weaver, Timber Tech Texas, Cibolo, TX



presentations or during the roundtable.

On day two Dan Uskoski, Metriguard Inc., gave a presentation and moderated a roundtable discussion on market growth potential for MSR lumber. During the discussion, component manufacturers and MSR producers had a unique opportunity to explore a wide range of supply and demand issues from lumber grade stamps to the MSR grades needed most by the components industry.

David Crowe, Chief Economist of the National Association of Homebuilders, and Art Schmon looked to the future. Crowe provided his rationale for predicting a significant increase in U.S. housing starts over the next two years. Schmon largely agreed with Crowe's assessment and extrapolated what such an increase in residential construction could mean for MSR demand over the next five years



Mike Henley and Will Neal, Idaho Forest Group, Coeur D 'Alene, ID

Additional photo on page 29

Continued on page 29



EASTERN WHITE PINE

CAN YOU FIND THE 7 USES IN THIS PICTURE?

Turn the page to see the possibilities.



Guests Enjoy Golf With WESTERN FOREST PRODUCTS

Kelowna, BC—Western Forest Products (WFP) recently hosted an invite-only golf tournament at Gallagher’s Canyon Golf Course, located here. The team of Jeff Derby, Jack Draper and Neil van Swearingen won the

event. Western Forest Products Inc. (WFP), with headquarters located in Vancouver, BC, is an integrated Canadian forest products producer that



Jeff Derby, Western Forest Products, Vancouver, BC; Neil van Swearingen, Independent Dispatch, Portland, OR; and Jack Draper, Western Red Cedar Lumber Association, Vancouver, BC



Jim Gillis, Haida Forest Products Ltd., Burnaby, BC; Rob Myk-atyn, Standard Building Supplies Ltd., N. Vancouver, BC; Nathan Tellis- Western Forest Products, Vancouver, BC; and Carlos Furtado, Sawarne Lumber Co. Ltd., Vancouver, BC



Ben Meachen, Western Forest Products, Vancouver, BC; Sean Stevens, M&M Lumber, Tulsa, OK; and Patrick Graham, Weyerhaeuser Co., Federal Way, WA

EASTERN WHITE PINE. THE POSSIBILITIES ARE ENDLESS.

- 1 2x10 Premium T&G “Loft Flooring”
- 2 5/4x6 Standard WP4
- 3 Timbers
- 4 2” D & Better S4S Glued & Shaped Treads, Rails & Balusters
- 5 5/4 D & Better Select Trim
- 6 1x8 D & Better T&G “Nickel Gap”
- 7 20” Wide Pine Flooring

(207) 342-5221 | www.rlco.com

TRADITION | TECHNOLOGY | QUALITY



Ross Elgert, Taiga Building Supplies, Calgary, AB; Ryan Furtado, Western Forest Products, Vancouver, BC; and Mark Leblanc, Taiga Building Supplies, Edmonton, AB



Ryan Kline, Disdero Lumber Co., Clackamas, OR; Jamey Dunse, Western Forest Products, Vancouver, BC; Rick Kitashima and Clifford Pfingston, Hall Forest Products, Tacoma, WA

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. 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. ■

WRCLA – Continued from page 1

Source, Manotick, ON; Sean Stevens, M&M Lumber Co., Tulsa, OK; and Shane Smith, Speonk Lumber Corp., Speonk, NY.

Attendees were welcomed by WRCLA Chairman Jeff Derby. He gave an overview of the history and mission of the organization. He noted that WRCLA was formed as the U.S. was pulling out of a recession. The U.S. GNP was growing at 7.6 percent, and housing was growing at a rate of 27 percent as the population began to move to the suburbs. In 1950s dollars, the budget was actually quite high, considering the home today in the Okanagan area would be close to \$2 million.

He further commented that publicity and promotion programs for WRCLA gained traction in the 1980s and competed favorably with much larger efforts from the California Redwood Association. WRCLA Canada occurred in the 1990s and a changing market in the early 2000's led to the evolution of a more comprehensive marketing program. These years saw the introduction of non-wood products and the explosive growth of the Internet created many elements that would become the foundation of the WRCLA's growing marketing efforts. One of the more significant milestones in recent years was a change in our message and positioning. With the market at a high point, the organization's focus was on building the value proposition of Western Red Cedar.

Eventually, Realcedar.com became the ultimate destination of everything WRCLA does, Derby said. The goal of the site is to give the consumer all the information they need to choose WRC, and then connect them with the retailer.

This annual meeting also included a WRCLA board of directors meeting, a business session and a tour of the Mission Hill Winery Cellar.

WRCLA offices are located in Vancouver, BC. For more information, visit online at www.realcedar.com. ■

LAT – Continued from page 1

Comfort, who gave an update on building and energy codes.

The LumPac Silent Auction followed these sessions and then attendees were free to spend the afternoon perusing products and services in the exhibitors' hall.

LAT offices are located in Austin, TX. More information about this organization is available at www.lat.org. ■

NAWLA – Continued from page 1

by guest presenters. Matthew Stiles, of Maynard Cooper & Gale, spoke about The Affordable Health Care Act, followed by Ryan Griffin, managing partner, LIV Apartment Partners, who addressed trends that are driving the surge in multifamily development construction.

On health care, Newton made the following observations:

- Employers should not take a "set it and forget it" approach to group health insurance.
- Even sweeping Congressional change in the mid-term election is unlikely to result in repeal. Amendments are much more likely.
- There will be significant increase in DOL/IRS benefit plan compliance audits.
- Expect an increase in benefit-related employment litigation.
- Employers should conduct a general benefits compliance

audit with their legal counsel to make sure their house is in order.

Rick Ekstein, NAWLA chairman, gave an associational update.

For more information about NAWLA, visit online at www.nawla.org. ■

APA NEWS – Continued from page 2

The Sagola LP mill's original "Log Jam Pusher" equipment innovation and the Elkin Weyerhaeuser mill's engaging "Summer Safety Blitz" program took top honors out of 30 Innovation in Safety Award entries.

Begun in 1982, the awards program honors the managements and employees of companies and mills with the lowest Weighted Incident Rate (WIR) that is calculated using the number and severity of recordable incidents reported on the mill's annual OSHA (Occupational Safety and Health Administration) report. 2008 was the first year that WIR was used. Awards and reports for 2009 through 2013 continue to also show Total Incident Rate (TIR), the measure used in previous years.

Seventy-seven APA member structural wood panel and engineered wood product facilities in the U.S., Canada, and abroad participated in the 2013 program. A total of 21 facilities representing eight APA member companies—Abitibi-LP Engineered Wood, Ainsworth Lumber Co. Ltd., Anthony Forest Products Co., Louisiana-Pacific Canada, LP, Norbord, Roseburg Forest Products Co, and Weyerhaeuser—earned awards in various competition categories.

While the program awards are limited to APA members, data is collected

Continued on page 22



WE'RE HOME BUILDERS HERE.

AND HERE.

Custom Home – Nathan Good Architects



FSC
The mark of responsible forestry
FSC®-C002971
SCS-COC-000023
SCS-FM-COC-00006N
SCS-COC-000067
SCS-FM-COC-00012N
www.fsc.org

Information and Sales:
800.329.1219

Josh Dean
503.471.2202
jdean@collinsco.com

Joe LaBerge
503.471.2258
jlaberge@collinsco.com

CollinsWood.com

Collins Softwood

Well managed forests and beautiful wood. When you choose Collins, there's no either/or. For more than 150 years, we've been providing builders with the highest quality White Fir, Sugar Pine, Ponderosa Pine, Incense Cedar and Doug Fir, all the while working to maintain the very Sierra Nevada forests from which they come.

Our products are certified by the Forest Stewardship Council®, that means the wood you're purchasing comes from woodlands that are managed in an environmentally and socially responsible manner. It doesn't just benefit builders; it benefits our entire ecosystem.

**Collins**
Feel good about it

VISIT US AT IWF THIS YEAR. BOOTH NO. 1761

RETAIL REVIEW

Phoenix Hardware Store Reopens

Phoenix, AZ—Desert Foothills Ace Hardware, located here, recently reopened, just six months after closing.

New owners Martin and Art Ruggiero also operate four other Aces in the area.

The Ace Hardware Corporation is a retailers' cooperative based in Oak Brook, IL. It has 4,077 (2012) hardware stores, and does over \$3 billion in retail hardware sales annually.

For more information visit www.acehardware.com. ■

Friedman's Returns to Petaluma

Petaluma, CA—Friedman's Home Improvement has returned here, where the family-owned business began in 1946. In 1976, with the original location deteriorating, the operation moved to the company's new store in nearby Santa Rosa.

Introduced at a grand opening celebration, the new store measures 80,000-square-feet with a 35,000-square-foot lumber shed. The front of the store has two living walls that are fed and watered automatically. Two more living walls grow beside the entrance to the 20,000-square-foot nursery.

For more information visit www.friedmanshome.com. ■

Ford Lumber & Millwork In Former Harley Dealership

Mobile, AL—Ford Lumber & Millwork Co., based here, is taking over an old two-story Harley Davidson dealership building in Daphne, AL.

According to sources, it will convert the existing 16,000-square-foot building into a showroom and build a new 30,800-square-foot warehouse in the back.

Established in 1957, Ford Lumber & Millwork began as a small building material supplier with a single location in Mobile. The company has grown but remains locally owned and operated, serving the DIY, residential and commercial markets. For more information visit www.fordlumber-supply.com. ■

Menards Adds Store Support Center

Bismarck, ND—Midwest Manufacturing, a division of Menards, plans to invest more than \$22 million to build a 225,000-square-foot manufacturing and distribution center near here that will serve Menards stores in the region.

The facility will include seven manufacturing plants for concrete blocks and pavers, wood roof and floor trusses, treated lumber, and other prod-



ucts, as well as a rail dock for distribution. It will employ 120 workers, with the potential to grow to 240 to 250 workers in the future.

A family-owned company started in 1960, Menards® is headquartered in Eau Claire, WI, and has 280 home improvement stores located in Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, Wisconsin and Wyoming. For more information visit www.menards.com. ■

Stock Building Supply Opens New Plants

Raleigh, NC—Stock Building Supply, based here, has opened two new structural component plants, serving the Raleigh-Durham, NC, and Salt Lake City, UT, areas.

In Middlesex, NC, production of roof and floor trusses recently began in a 36,000-square-foot facility, managed by Rick Vancil.

In Salt Lake City, roof and floor truss manufacturing has been relocated to a larger, more strategically positioned, 60,000-square-foot facility. The new location, serviced by rail spur access, will also provide additional capacity for lumber and building materials distribution.

Stock Building Supply is a leading building materials and solutions company for professional homebuilders and contractors in the United States. For more information visit

www.stockbuildingsupply.com. ■

Tibbetts Lumber Company Opens Fifth Florida Store

St. Petersburg, FL—Tibbetts Lumber Co., located here, is opening a fifth Florida location and has promoted two of its senior veteran employees.

Tibbetts has hired Erik Olson, former sales manager for Manning Building Supplies, to manage its



**DURGIN
CROWELL**

TRIED AND TRUE... *Enhanced*
Manufacturers of Quality Eastern White Pine

- 30 Million BD FT of Production
- 630,000 BD FT of Dry Kiln Capacity
- Inline Moisture Detectors
- Waco 30 XL Moulder
- Modernized Cut Up Shop
- Prefinished Interior Paneling

DURGIN & CROWELL LUMBER CO.
231 Fisher Corner Rd.
New London, NH 03257
P: 603-763-2860
F: 603-763-4498

www.durginandcrowell.com



Continued on page 19

RETAIL REVIEW - Continued from page 18

new Ocala, FL, operation.

In addition, Russ Hallenbeck has been named senior vice president and Bob Fehr Jr. is now vice president.

The three have a combined 102 years in the lumber and building materials industry.

With five locations in Florida and soon-to-be three in the Cayman Islands, Tibbetts Lumber has been serving contractors since 1949.

In 1949, Linton N. Tibbetts bought Cox Lumber Co. and began executing plans that created one of the largest independently owned lumber and building materials supplier in the state of Florida. For more information visit www.tibbettslumber.com. ■

Babb Lumber Returns To Retail Market

Ringgold, GA—Babb Lumber Co. recently opened a mill outlet store at its milling and treating complex, based here. The operation will sell pressure treated and untreated Southern Yellow Pine lumber to local contractors, homeowners and farmers.

According to sources, Babb has been “wholesale only” in recent years, but is reviving retail sales in response to local demand for quality treated lumber products produced in compliance with the AWPA standards for heavy-duty applications and long service life.

Babb Lumber Company operates manufacturing plants in Ringgold, GA, and Vincennes, IN, with service areas including Georgia, Alabama, Tennessee, Kentucky, Illinois, Indiana, Missouri, and Ohio. For more information visit www.babb.com. ■

Griffin Lumber & Hardware Builds Leesburg Facility

Cordele, GA—Griffin Lumber & Hardware, located here, recently built a new facility in Leesburg, GA.

Griffin Lumber & Hardware specializes in home improvement building materials. For more information call 229-759-2963. ■

True Value Opens In Illinois

Glenview, IL—Glenview True Value Hardware recently opened here. Just east of Greenwood, IL, Mike Lovitto is the store's owner.

“We really want to be part of the community and grow with everyone around here,” Lovitto told a local newspaper.

The store occupies space previously filled by Family Video, which moved next door six months earlier.

For more information visit www.truevalue.com. ■

Meeks Lumber & Hardware Reopens In Arkansas

Berryville, AR—Meeks Lumber & Hardware recently opened its doors again here.

Managed by Ronnie Mathes, the store was closed for remodeling.

Meeks originated in Lockwood, MO, where Charles C. Meek opened the company's first lumberyard in 1920. In the early 1930s Charles C. Meek, Jr. relocated the business to its current headquarters in Springfield, MO. In the 1950s Charles C. Meek Jr. ventured to Northern California and opened the first Meek's yard on the West Coast. Today, the company still remains family-owned under its fourth generation

of leadership.

For more information visit www.meeks.com. ■

Do It Best Opens \$34 Million Center

Sikeston, MO—Do it Best Corporation recently opened a distribution center here. This plan marks a \$34 million capital reinvestment in the creation and construction of the new site, which will replace the co-op's original facility in nearby Cape Girardeau.

The new Retail Service Center (RSC) will utilize the latest technologies in warehouse distribution, including the co-op's voice pick system, which has virtually eliminated order-filling errors. The facility will offer more than 550,000 square feet of warehouse space and will boast a 40 percent increase in the amount of cubic footage available for inventory.

“This investment and the new facility it will create will not only help us continue to meet our members' current needs but will position us well for our future growth plans,” said Do it Best Corp. President and CEO Bob Taylor. “The review and evaluation process in selecting a new RSC site was thorough and exhaustive, and helped us arrive at a decision that we believe is the right one for our members, our co-op and all of our team members.”

The center will serve retailers in Missouri, Alabama, Arkansas, Illinois,

Continued on page 34



Boise Cascade Building Materials Distribution



- Leading national supplier of lumber and building materials with 32 locations across the U.S.
- One-stop shopping: We sell a broad and deep line of lumber and building materials from quality mills and manufacturers
- We combine the leverage of a national distributor with local decision makers that are closest to our customers
- Local experts with up-to-the-minute market information so you can make purchasing decisions with confidence



Visit our website at www.BC.com/bmd

Washington Scene



AF&PA, AWC Commend EPA For Issuing Non-Hazardous Materials Rule

The U.S. Environmental Protection Agency (EPA) has issued its Non-Hazardous Secondary Materials (NHSM) proposed rule, expanding the list of materials that are recognized as “non-waste fuels” to include processed construction and demolition (C&D) wood, paper recycling residuals and creosote-treated railroad ties.

With the listing of these materials, paper and wood products manufacturing facilities are one step closer to having the needed assurance that these fuels can be used in industrial boilers rather than having them disposed of through incineration or landfill.

“We welcome EPA’s listing of paper recycling residuals and railroad ties as fuels, which provide substantial energy value to our facilities,” said American Forest & Paper Association (AF&PA) President and CEO Donna Harman. “On average, about two thirds of the energy we use is produced on site from renewable biomass, and these additions help reduce our reliance on non-renewable fuel sources.”

“Structures made from wood store carbon for a very long time; at the

end of their useful life, these renewable construction materials can be used to produce bio-based energy,” said American Wood Council (AWC) President and CEO Robert Glowinski. “EPA’s listing of C&D materials diverts used materials from landfills, allows for capture of the inherent energy value and lessens the reliance on fossil-based fuels. As an industry, we appreciate the clarity today’s decision provides for our air regulation compliance strategies.”

Manufacturing facilities rely on the NHSM listing to determine whether they are regulated under EPA’s boiler maximum achievable control technology rule or under the agency’s commercial and industrial solid waste incinerators rule. AF&PA and AWC will carefully review the details of the proposal and provide additional information during the comment period to support and potentially expand the proposed listings.

For more information about AF&PA visit www.afandpa.org and for further details about AWC visit www.awc.org.

Forest Service/Bureau Of Land Management 2015 Budgets

President Barack Obama recently released his 2015 budget request for agencies tasked with managing federal forests. According to sources one of the largest issues on the table was the ever-increasing cost of wildfire funding and the borrowing that has taken place from other programs to cover those costs.

The most significant policy issue included in the Forest Service’s budget request was the inclusion of a bipartisan legislative proposal to cap wildfire suppression spending at 70 percent of the ten-year aver-

age and treat additional expenditures as emergency spending, similar to how FEMA funds other natural disasters. Sources said this would end the annual practice of “fire-borrowing” from other Forest Service accounts to cover wildfire suppression activities. The legislation has been introduced in the Senate by Ron Wyden (D-OR) and Mike Crapo (R-ID) and in the House by Kurt Schrader (D-OR) and Mike Simpson (R-ID). Overall, the Wildland Fire Management budget was raised to \$2.265 billion from \$2.163 billion for an increase of \$102 million from the 2014 level, and a \$396 million increase from the 2013 program as the cost of wildfire suppression continues to rise.

The overall proposed Forest Service budget for 2015 is \$4.77 billion up from \$4.58 billion in 2014. With this increase the agency plans to harvest 3.1 billion board feet from national forest lands, up from 2013. However, tracking which line items got increases in the National Forest System becomes difficult because five programs; Wildlife and Fish Habitat Management, Forest Products, Vegetation and Watershed Management, Legacy Roads and Trails and Hazardous Fuels have again been proposed for merger into a single Integrated Resource Restoration (IRR) budget line item. Funding for the FY 15 IRR line item is \$820 million, up from approximately \$776 million in 2014. In recent years IRR was applied to only Regions 1, 3 and 4 as pilots. The results from those regions have not been stellar with timber targets not being met, and a high percentage of firewood making up the sold volume.

Continued on page 26

No Stress...No Anxiety...
and You Can Rest EASY
when You Rely on
TRI-PRO
Forest Products

We do most patterns in Cedar, Pine and Fir
Species: Western Red Cedar • Doug-Fir/Larch
• Ponderosa Pine • White Fir
Manufacturers of: Boards • Patterns • Siding • Fascia
• Decking • Shop • Dimension • Timbers
Phone: (208) 437-2412 • Fax: (208) 437-0579
Toll Free: (800) 488-2726 www.triprocedar.com
Our Specialty is the Specialties!

West Coast Business Trends



By Wayne Miller
Executive Editor

In mid-June, most suppliers agreed that two of the biggest problems they are facing include rising costs, especially ever-increasing log costs, and continuing transportation challenges due to lack of rail car availability and higher trucking rates.

Carlos Furtado of Sawarne Lumber, Vancouver, BC, said, "Demand for Western Red Cedar products has been very strong but we face limited availabilities on most items. Cedar log prices are very high and logs are hard to come by. We expect the supply of logs to continue to be tight, which will in turn create shortages in finish products. Shipping has been a major problem for us due to limited trucks being available."

Robert Sandve with Haida Forest Products, Burnaby, BC, said, "Once the winter weather got behind us we enjoyed very brisk sales to restock our customer yards with our Cedar siding material. We are challenged to find reasonably priced raw material to make our finished products at a price level that our customers feel are affordable. Because of tight Cedar supplies from the sawmills, we have been forced to increase our siding prices so we can afford to keep buying what we need from mill sources. We are keeping our fingers crossed that mill prices will not continue to escalate. As of now we expect business to remain

steady for the year, but we do see some caution and hesitation from our distribution yard buyers. They continue to try to purchase as close to their immediate needs as possible."

Archie Rafter of Andersen Pacific Forest Products, Maple Ridge, BC, said, "The two things that have had a big impact this year are getting and training new mill workers and keeping a good Cedar log supply for our sawmill. Also there are seasonal river run off issues, which makes it difficult to move logs. Loggers always put prices up and push grade, especially when supply is tight---as now. Market levels seem to be maintaining with slight increases on harder to source items. We are expecting the typical summer slowdown due to vacation time both in North America and Europe."

Al Fortune of Mid-Valley Lumber, Langley, BC, said, "Our sales dollars this year are higher, but this is largely due to increased prices on Cedar products, and those prices are due to all costs of production going up, especially log costs. I'd say our biggest issue this year is transportation. We have experienced huge problems with a lack of rail cars and we see no end in sight of this problem. Also there is a real shortage of Western Cedar material, which brings about higher prices on all Cedar products. Right now finding the product is more of a challenge than selling it."

Cameron Cook of Gorman Brothers Lumber, West Bank, BC, said, "Demand is very strong for our board Douglas Fir products. It used to be that we sold a third of our product to the U.S., a third to Canada and a third to the rest of the world. Now we are at

Continued on page 35

Midwest Business Trends



By Paul Miller Jr.
Assistant Managing Editor

In the Midwest region Softwood suppliers said market activity is fair to good. In South Dakota a contact said weather has played a major role in business conditions. "Weather took a toll on our industry this year. I also think transportation has had an influence. There is a ton of different variables going on including export markets. China hasn't been very active lately."

When asked about availability issues he said, "There are certain items we're having a hard time finding like Ponderosa Pine, which we are heavily involved in. Certain grades, lengths and widths are a little tough in every species, but overall you can get what you want; it's just a little more difficult."

He continued, "In terms of strength Ponderosa Pine is moving the best. People have low inventories and prices are down."


The contact also noted transportation costs are on the rise. "We are having a difficult time not only finding trucks and rail cars but the cost is going up because of the limited availability."

As for the next six months he said, "It's hard to put a finger on it. There are too many variables right now."

A Softwood supplier in Oklahoma commented, "Business is improving

Continued on page 36


Introducing a new brand of Western Red Cedar



ELO CLEAR

SIGNATURE • SERIES

ELOPROVG • ELOPRO • ELOPLUS



Pacific Western
WOOD WORKS

Since 1984

Focusing on Higher Standards
Focusing on the consumer

Tel: 604-946-2910
WWW.PWWW.CA

A full line of Cedar Trim, Finish,
Decking, Siding and Accessories

from both member and non-member mills in order to provide a broad-based industry performance benchmark. A total of 77 mills reported data for 2013. The 2013 industry Total Incident and Weighted Incident Rates were 2.05 and 10.05, respectively.

The winning facilities and companies will be recognized and their safety accomplishments celebrated during the Chairman's Dinner at APA's annual meeting in November in San Antonio, Texas. Award plaques also will be presented to the winning mills by APA President Ed Elias or other APA management staff.

The 2013 Safety and Health Awards program was the sixth year of the program under a revitalized safety effort spearheaded by an APA Safety and Health Advisory Committee, comprised of several APA member company safety professionals. Under the committee's guidance, three main goals were established: make the APA program the premier safety awards program in the industry, encourage the sharing of best practices as a means to improve the industry's safety culture and programs, and most importantly, improve the industry's overall safety performance.

More information on the APA Safety and Health Awards Program can be found on the Association's website at www.apawood.org.

Three Canadian Plywood Mills Approved for APA Membership

APA-The Engineered Wood Association approved three Canadian plywood mills for membership during the Association's Board of Trustees

meeting earlier this month in Nashville, Tennessee. Richmond Plywood Corporation Ltd., Richmond, British Columbia; LP, Golden, British Columbia; and Canoe Forest Products Limited, Canoe, British Columbia, were accepted into membership, effective August 1, 2014.

"We are pleased that these producers have given APA a vote of confidence, and we look forward to bringing them the full value of APA services," said Ed Elias, APA President. He noted that with the addition of these mills, APA membership will represent about 60 percent of Canada's plywood production.

Moore, OK, Amends Building Code to Require More Wind-Resistant Construction Systems, Including Continuous Sheathing

The City of Moore, OK, recently adopted an ordinance that amends the city's building code provisions to require more wind-resistant construction systems that will better withstand the punishing force of tornadoes and high winds. Put in place less than a year after an EF5 tornado struck the town on May 20, 2013, causing extensive damage, the new provisions are based on the National Science Foundation (NSF) RAPID assessment of the event, the 2012 NDS wood design manual, ASCE-7-10 minimum loads on structures, and the IBC 2009 and IRC 2009. The provisions are in line with recommendations that APA-The Engineered Wood Association outlines in its guide Building for High-Wind Resistance in Light-Frame Wood Construction.

Moore is the first city in the country to adopt tornado-specific building code provisions. The new provisions, which also include requirements for plywood or OSB on gable end walls, overlapping wood structural panel

sheathing at rim boards, and continuous sheathed portal frames at garage door openings, emphasize the importance of increasing a structure's survivability along the periphery of a strong tornado. While it's difficult for a home to survive the direct impact of an EF3, EF4, or EF5 tornado, good design details can add much-needed protection against high winds, according to APA, particularly when the structure is located along the outer reaches of the area impacted by the storm or from direct impact by lesser EF0, EF1, and EF2 events, which comprise 95 percent of all tornadoes.

The State of Georgia created similar provisions for their adoption of the 2012 International Residential Code in Appendix R, Disaster Resilient Construction. The state determined that the provisions in this optional appendix only add \$600 to the construction of a typical house. Many of the building provisions included in the amended building code for Moore and the Georgia IRC are described in APA's Building for High Wind Resistance in Light-frame Wood Construction, Form M310. The guide is available for free download from the Association's website at www.apawood.org. ■

SLB – Continued from page 2

online and 73 print outlets, reaching an audience of over 33 million people. The first Wood, Naturally mini-campaign, Spruce Up Your Home for Spring – With Wood, targeted homeowners with messaging about the versatility, beauty, and affordability of wood. The Satellite Media tour, a series of both taped and live local broadcasts featuring Mark and Theresa Clement, resulted in 165 airings, reached over four million viewers,

Continued on page 26

Packaging that Protects... and Sells!

Key Benefits of Shrink Wrap Packaging:

- 5 piece bundles
- Ease of handling
- Reduced UV damage
- Inventory control
- Exact tallies
- Transport damage protection
- Protection from T&G breakage



Matt Duprey
(207) 627-6113

Jack Bowen
(207) 627-6115

Visit Our Mobile Pine Site: www.WhitePine.ME

