Attendance Surges At Richmond Expo

Photos By Gary Miller

Sandston, VA-Over 12,000 attendees converged on the Richmond Raceway Complex, located here, for the 2014 34th East Coast Sawmill and Logging Equipment Exposition, also known as the Richmond Expo.



Paul Johnson, Pennsylvania Lumbermens Mutual Insurance Co., Richmond, VA; and Vickie Pruett and Bill Pruett, Simcoe Wood Products Inc., Cullman, AL



Lee Stitzinger, BWP Hardwoods Inc., Brookville, PA; Matt Tietz, McDonough Manufacturing Co., Eau Claire, WI; Les Wagner, Wagner Lumber, Owego, NY; and Peter McCarty, McDonough Manufacturing Co.

A spokesperson for the Expo said organizers were extremely pleased with the boost in attendance over 2012's Expo in regard to both exhibitors and attendees.

The Richmond Expo has become a leading trade show in America for



Scott Piper, Northeast Mill Services Inc., Plymouth, NH; Marv Bernhagen, Lewis Controls Inc., Cornelius, OR; Rick Gerard, RG Sawmill Equipment Inc., Elmira, NY; and Chuck Boaz, Corley Manufacturing Co., Chattanooga, TN

the forest products industry, offering the largest collection of sawmilling, kiln drying, harvesting, biomass, trucking, pallet manufacturing/recycling, optimization/scanning, material handling, firewood production and related equipment, supplies and services.

Attendees had the opportunity to compare their current equipment to the latest state-of-the-art, technologically advanced equipment on the market.

The Expo is co-sponsored by the Virginia Forest Products Association and the Cooperative Extension Service at Virginia Polytechnic Institute and State University.

For more information visit online at <u>www.exporichmond.com</u>.

Additional Richmond Expo photos on pages 12 & 14



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The Softwood Forest Products Buyer July/August 2014

Inland West Business Trends



By Terry Miller Associate Editor

Inland West Softwood lumber suppliers reported a slightly improved market. "Activity in our area is still sluggish," commented a source in Montana. "Business is just a little bit better than it has been in the last six months."

Supplying mostly Ponderosa Pine, Eastern Spruce Lodgepole Pine, Hemlock Fir and Spruce Pine Fir he

noted, "We do a lot of value-added products like log siding, patterns and decking materials; those are the ones that are really keeping us busy. Based where we are, most of our sales aren't in our immediate area, but elsewhere in the country."

When asked about specific species, movement a source in Idaho said, "Ponderosa Pine and Hemlock Fir are moving again. At this time last year activity was slow for those species."

As for transportation he said, "Traffic is a nightmare. There are fewer trucks than there were a year ago and it's just difficult to keep everything loaded and moving out of here. Refrigerated trucks aren't hard to find, but the flatbed side of things is just terrible. Freight costs are definitely biting into profits, also."

Also located in Montana, one source said, "We're not over-inventoried. We're pretty steady and where we want to be. Everything in the areas of inventory and sale is definitely in check."

When asked about availability issues he said, "We're not having any trouble finding the species we need. Prices are down just a little bit. Over the next six months I would say the market is just going to continue to be soft. I just think there's more wood out there than there is business for it currently."

Marketing to distributors the source expects flat conditions throughout the remainder of the year. "I think that our business for the rest of the year is going to be steady, considering how the year started. Enough of what we do is in demand because not everybody does it. We feel that our sales are going to be pretty good, since what we deal in are primarily specialty items and it's a very niche market."

Another Softwood lumber supplier in the Inland West said his operation

Continued on page 36

Northeast Business Trends



By Sue Putnam Editorial Director

Softwood suppliers in the Northeast account for moderate business activity. In New Hampshire, a contact noted, "The market in our area is a little quieter. Geographically speaking we were waiting and waiting for spring and summer to come. I mean, it's here, but everyone's expecting some great burst of business, but it just hasn't happened yet. It certainly isn't dead, but it

definitely isn't what we expected in terms of being busy. Not necessarily better or worse than the first six months, it's just kind of holding steady." When asked about key factors affecting his area he said, "What seems to be affecting the market most is the ability to hire skilled laborers to take on new projects. The recession took so many skilled tradesmen out of the trade and into other areas that finding them is very difficult. It also seems that lumber costs have gone up. What labor is out there has gone up in cost. In general, every cost associated with building has gone up, and the consumer is pushing back. They realize that costs are rising, but they're like, 'We can't keep up with that. We don't have the income to cover that."

Marketing Eastern and Western Spruce, plywood, OSB and boards, he indicated pricing of commodity items, especially framing lumber is trading downward. "Our main feeling is that demand is okay," he explained, "But in regard to supply, there's no big talk of China or Dubai taking lumber. It's all being force-fed down here, it seems. Of course, if you try to put a gallon of water into a gallon container there's going to be a problem." When asked about availability issues he offered, "We're not having any issues getting what we need. Our inventory levels are where they should be and we're well-positioned to cover what we have."

As for pricing, a source in New York stated, "Prices for commodity items are down and specialty items are holding steady. It's tough to say anything about seeing improvement, but there are a lot of local retail lumberyards that are saying that people are bringing in plans. There are definitely plans on the horizon. Apparently, though, there were some people I spoke to and they said they've seen the same plans over the last year from the same people. I can only assume that they've been bidding

Continued on page 37

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Ontario/Quebec Business Trends



By Michelle Keller Associate Editor

After several months of steady gains in the Softwood lumber industry, many are reporting that progress has reached something of a plateau. There is a general concern that a full recovery will remain elusive as long as housing starts in the United States continue to trend anemic, which some predict will last for at least another

five years. Still, there is a sense of guarded optimism that the market will continue to post modest improvements in the coming years.

A representative at one Quebec wholesale operation said his company, which handles SPF, including Spruce and Fir plywood, has weathered the financially-trying times by diversifying. At the same time, he noted, it has been a struggle.

"Obviously, it is extremely competitive. We had a market in both green and dry, and now it is basically just dry; we do not mess around with green any more," he said, adding that the mill closures during the past few years have helped balance the market.

Despite this, he predicted that the road to full recovery will take some time. He noted that the United States' market represented half of the Softwood his company sold; today it represents less than five percent of sales. The one thing that has saved his company? Diversification.

"We made out very well because we diversified," he said. "Only being in the Softwood business or the lumber business would have put us out of business. There is less and less room and places for distributors. More companies are buying direct. In order to make it, we offer lumber, plywood, commodities, siding, decking, and insulating materials, therefore we are making out pretty good. But only making a living out of Softwood lumber? You can't make it; it's too tough. It's a good thing our people decided to diversify. Otherwise we would be having nightmares."

Although he is not necessarily having bad dreams, the owner of an Ontario-based mill that primarily cuts Hemlock, Pine, and Fir, said he is dreaming of more sales and lower gas prices. He agreed that the market has stabilized itself somewhat through mill closures, but added that many in the industry are undercutting their own prices just to secure work. He said that the market's troubles will likely continue until fuel prices drop.

Continued on page 37

South/Southeast Business Trends



By Gary Miller Managing Editor

Softwood lumber suppliers in the Southeast said activity is slowing down. In Georgia a contact said, "In our area, I think overall activity is slowing down, but that's just right now. People are more focused on their vacations, and the kids being out of school. Business will pick back up."

He continued, "The main factors right now are going to

be supply, as well as heat. Families are gearing up to send their kids off to college and they'll be putting their money into that instead of into renovations and adding a deck."

With a multi-faceted business, the supplier said, "Truss manufacturers on the other hand are doing pretty well. That side of the business isn't going to slow down anytime soon."

When asked about supply he said, "Our main product is Southern Yellow Pine and it's moving pretty good. It's taking a little bit more time to work the phones. About three weeks ago, a lot of buyers wanted to purchase something, but right now it's a slow process."

As for his best moving items he noted, "We work with 4-inch through 12inch products in all grades. What is moving the best seems to be 2x4 No. 2 Common to the truss manufacturing industry, the treaters are still looking for No. 2 Prime for the box stores. The things that aren't really moving are the 2x6 No. 2's."

"Presently we have no trouble finding the species of Softwood lumber we need. I think we're going to be just fine in that area."

In Mississippi a supplier said, "Inventory levels are pretty good. One of our philosophies is to keep the wood moving, whereas some of the mom and pop companies will hold onto their inventory because they don't like the prices they are being offered for their lumber and/or dimension, therefore, they'll hold onto it for 6 to 8 months. We're always selling our lumber products in the market trying to turn our inventory constantly. The only issue we're having is transportation. I think the entire industry is feeling that. It's pretty much killing everybody. We may have a huge order filled but we can't get the product shipped in a timely fashion."

When asked about pricing he noted, "Prices that purchasing agents are Continued on page 38

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The Softwood Forest Products Buyer July/August 2014

SLB - Continued from page 22

and provided content for web and radio pieces. View a sample of the coverage at: http://bit.ly/1jeOMzq. In addition, a nationally-syndicated matte release, titled Wood is Good: The Must-Have Material for your Spring Home Spruce-Up, went live in March and has since resulted in 1,315 online and 13 print placements, reaching a total audience of 35 million. Supporting these targeted media hits, the appearance promotion program's website, www.woodnaturally.com, along with its social media channels on Facebook, Pinterest, and YouTube all launched on February 25.

Beyond communications, the program kicked off its association partnership component at the Journal of Light Construction show in Providence, RI, which attracted more than 2,500 contractors. The 25'x25' lumber pavilion was facilitated and organized with the help of the Southern Forest Products Association's Eric Gee and also included representatives of the California Redwood Association, NorthEastern Lumber Manufacturers Association, Southeastern Lumber Manufacturers Association, and Western Red Cedar Lumber Association. The combined industry presence was well received by attendees and demonstrated that the entire lumber industry benefits when lumber trade associations collaborate. Similar lumber industry pavilions are planned for the Deck Expo in Baltimore, MD and Journal of Light Construction show in Portland, OR, later this year. ■

AWC UPDATE - Continued from page 2

construction. The guide begins with an overview of several considerations, including the following key changes from the 2009 IRC:

· Lateral hold-down tension devices are always required

 $\boldsymbol{\cdot}$ Overall deck length must be equal to or less than the overall deck width

- Limits on post heights
- 2x6 deck joist spans added
- Glued laminated timber beam span table added
- Additional footing options

In addition to this year's updates, it is important to be familiar with the ongoing minimum requirements and limitations for wood deck construction. These include:

Minimum post size is 6x6

• All lumber must be identified by the grade mark of, or certificate of inspection by, an approved bureau or agency

Nails should be threaded to prevent them from backing out due to moisture cycling

 Appropriate measures must be taken to resist corrosion in all hardware including screws, bolts, washers, nuts, nails, fasteners and connectors

According to an industry study, nearly 15 percent of all deck-related injuries were a result of structural failure, suggesting even more attention be paid to correct selection of building materials and design of residential deck construction. AWC wants everyone to enjoy their outdoor spaces and fully take advantage of the summer season; therefore it is vitally important to ensure that both minimum material requirements and prescriptive limits are taken into consideration. DCA6 offers guidance on what is required under the IRC for a safe pre-engineered solution for deck construction. Additional provisions in DCA6 that are not included in the IRC are considered good practice recommendations.

The full DCA6 Construction Guide is available for free download at the AWC website: http://www.awc.org/publications/DCA/DCA6/DCA6-12.pdf. A pre-recorded webinar summarizing the most recent changes is available free on the AWC website as well, at

http://www.awc.org/helpoutreach/ecourses/.

¹ International Association of Certified Home Inspectors, "Inspecting a Deck, Illustrated," 2009

 2 Legacy Services LLC, "Outdoor Deck and Porch Injury Study," 2010 \blacksquare

Washington Scene- Continued from page 20

DNR Timber Sale

Approaching the fourth quarter of Washington Department of Natural Resource's (DNR) fiscal year 2014.

According to the American Forest Resource Council DNR will be working to identify exactly what the arrearage number (the amount of volume to be sold in the decade minus the amount actually sold) will be. The Board of Natural Resources will then need to decide how it will deal with the arrearage number and the new Sustainable Harvest Calculation moving forward to the next decade.



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The Softwood Forest Products Buyer July/August 2014

DOWNES & READER - Continued from page 4

IronStick[™] from Downes & Reader Hardwood is the best kiln stick on the

market as far as durability and prevention of sticker shadow," said Dick Buchanan, Buchanan Lumber Mobile Inc., Mobile, AL.

Coming to the United States in 1979, von der Goltz is the second generation in the lumber business. Previous experience includes exporting Brazilian Parana Pine. "Parana Pine was my primary species when I was a sales manager in Rio de Janeiro and Sao Paulo before coming to the United States," he continues, "I know the business. I helped my father plant Pinus 'pinus elliotti' at 14 years old, and after college I left the business for only a short time while I



The company takes extra measures to ensure the quality of the product remains intact during shipment.

worked as an economist, so my experience is virtually lifelong... directly or indirectly involved with the lumber business. My father Harry was instrumental in establishing a company called Timbraz, and that was my entry into the United States."

Von der Goltz has been with Downes & Reader for over 13 years. "We also market Spanish Cedar and other species imported from South America.

"I am also involved in exporting Southern Yellow Pine to Europe and



A load of Ironsticks is ready for prompt shipment.

shipping veneers and pre-manufactured wood products to Brazil as well." Established more than 30 years ago by Ed Downes and Rod Reader, Downes & Reader Hardwood Co. Inc. has around 30 employees, two distribu-

tion yards, and a

combined kiln-dried inventory of 4 million feet,

six ten-wheel trucks, an 18wheeler and a facility equipped with



state-of-the-Materials are heat treated before they are used in production of the Ironstick. art equip-

ment. The company is a member of the National Hardwood Lumber Association, Appalachian Hardwood Manufacturers Inc.. Northeastern Lumber Manufacturers Association, Wood Product Manufacturers Association. and the Penn-York Lumbermen's Club. Downes & Reader is active in promoting the forest product industry as a sustainable resource and contributes to the Hardwood Forest Foundation to educate children in grade school about the dynamics of the forest and the important role it plays in society today.

For more information about IronStick™ visit ironsticks.com or contact William von der Goltz at williamv@downesandreader.com. For further details about Downes & Reader Hardwood Co. Inc., visit downesandreader.com.

ANDERSEN PACIFIC - Continued from page 8



Logs are scaled at this new 7-acre site, which is another step in the ongoing expansion of the Canadian Overseas group of companies.

number of services for various clients. From loggers and timber owners to mill owners, custom-cutters and lumber buyers, the company finds the "best fit" for both the producer and consumer of the logs.

Andersen owned Canadian Overseas, Canadian Pulp Chip and Northview Enterprises for almost 30 years before purchasing Andersen

Pacific Forest Products. He purchased the partially completed mill in

Continued on page 28







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ANDERSEN PACIFIC - Continued from page 27



1993 from a bankruptcy court. In 1994, Mitsui & Co. Ltd. and Mitsui & Co. (Canada) Ltd. acquired a minority position in APFP which Andersen re-purchased in 1999. One of Charlie Andersen's life-long dreams had been to own a manufacturing facility

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. and with all of his

knowledge and experience in the log and lumber industry, APFP was the perfect fit.

"We look forward to the integration of this new yard to enable APFP in being an industry leader in quality, delivery and service," Rafter concluded.

APFP is certified by the Programme for the Endorsement of Forest Certification, a member of the North American Wholesale Lumber Association, the Canadian Mill Service Program and the International Wood Products Association.

Other operations under the Canadian Overseas Group include Northview Enterprises Ltd., Canadian Pulp Chip Ltd. and Blue Mountain Woodlot Ltd. For more information visit <u>www.canadianoverseas.ca</u>. ■

GASTINEAU – Continued from page 11

placed in both channels. One tongue, but two separate sealing areas, makes GLH logs exceed the industry standard. "GLH is a complete log home resource. Recently, a construction management division and a maintenance and restoration division have been implemented," Gastineau added.

GLH offers seven individual floor plan collections from which to choose. • Back to Basics: Includes the most affordable options based on straightforward designs and efficient use of materials, these homes are cost effective without sacrificing quality, space or livability.

· Silver Anniversary Collection: Including four individual plans this collec-

tion features a first floor master bedroom/bathroom suite, laundry room and guest bath plus two bedrooms and a bath on the second floor. Plans can be customized and modified and a garage can be added to any plan.

• Casual Cabin Living Collection: These single story homes feature log cabin living in 1200 square feet or less.



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.

• Comfortable Living Collection: Reflecting the demand for single story homes with two or three bedrooms, the 'Comfortable Living'



series has universal design features for mature adults.

 Classic Log Home Collection: These log home plans feature lofts, porches, dormers and other classic design features found in traditional log homes and may also be modified or customized to suit individual

The log homes can be built out of practically any species a customer desires.

needs.

• Country Estate Collection: Among the most popular GLH designs, this series encompasses many award-winning designs and homes featured in log home magazines. Large home plans, they include a story-and-a-half and two story designs.

• Archive Collection—Featured Custom Homes: A number of custom plans have been archived by GLH. These plans are implemented to assist the custom home designer with ideas as they create their own custom plan.

According to Lynn Gastineau, she is the only woman in the U.S. to establish her own log home company. Several women have taken over a business from their father, etc., but Gastineau is unique in that she started the company and has been in charge of the day-to-day manage-

Continued on page 29





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GASTINEAU - Continued from page 28

ment of the company since the beginning. She is certified on the Women's Business Enterprise National Council in the State of Missouri and holds a Women-Owned Small Business certification as recognized by the U.S. government.

"In addition to the variety of wood species that we can provide, we excel in our industry with the engineered system that we have developed for log home construction," Gastineau explained. "Our reputation for quality and service is recognized throughout the industry. We pride ourselves on providing a home that is properly engineered for a lifetime of enjoyment at a reasonable price."

GLH is a member of the Missouri Forest Products Association, National Association of Home Builders and the Log Home Council. For more information visit <u>www.oakloghome.com</u>. ■

GBM – Continued from page 13

ventures available throughout Whistler and the local environs while they are visiting the area."

During the trade show portion of the event, there is the opportunity to meet with Canadian manufacturers of products that include engineered



wood products; remanufactured items and components; pre-fabricated housing and structures; log/post & beam/timberframe homes and structures; millwork and finished building products and specialty lumber including Western Red Cedar—all in a comfortable, networking environment.

Going to Whistler is an opportunity to get away from the bustle of the city and relax in the ambience of a world-class resort—that is also full of excellent examples of building with wood.

BC Wood knows that in today's challenging market, it is important to find new sources of high quality, competitively priced wood products and stay on top of new products and changing market needs. Business and building in the U.S. is now growing again and buyers must take the opportunity of meeting as many suppliers as possible and staying open to finding new sources and products. The GBM offers that chance and welcomes buyers from across the U.S. Whether you need reman stock for your manufacturing business in California, shakes and shingles for your customers in Maine or large timbers and high-end millwork for your resort development project in Hawaii—you can find top-notch manufacturers and suppliers at the GBM in Whistler.

If you don't know if you are on the invitation list already, or would like to be, contact gbm@bcwood.com. You can also visit the website at bcwood.com to find out what kind of companies participate in the event and have a look at the videos and pictures to get a better idea of what goes on over the two and a half days on the Mountain.

If you are reading this article in the Softwood Buyer, chances are you should be part of the GBM. ■

MSR – Continued from page 15

given 83 percent of MSR is used in new housing.

On the final days of the workshop attendees had the opportunity to take two unique tours. The first tour was of the California Truss-Frame and Smart Components manufacturing plants in Perris, CA. These immense production facilities supply most of the trusses installed in Southern California.



Art Schmon, Forest Economic Advisors, Vancouver, BC (left) and David Crowe, National Association of Homebuilders, Washington, DC

The final day wrapped with a tour of a jobsite in Escondido, CA. At this location everyone had the opportunity to see MSR lumber-based components installed, and talk with framers about the advantages they witnessed in converting the project from steel to wood.

The MSR Lumber Producers Council is a non-profit corporation of the State of Washington and was established November 9, 1987.

The MSR Lumber Producers Council represents the interest of Machine Stress Rated Lumber Producers in the manufacturing, marketing, promotion, utilization, and technical aspects of machine stress rated lumber.

The purpose of the MSR Lumber Producers Council website is to promote increased understanding and expanded use of mechanically

Continued on page 34

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NAWLA BIRMINGHAM PHOTOS - Continued from page 14



Jim McGinnis III, The McGinnis Lumber Co. Inc., Meridian, MS; Hunter McShan, Dina Fuller, and Dusti Pritchett, McShan Lumber Co., McShan, AL; and Len Barker, Elof Hansson USA Inc., Suwanee, GA



Jim Stuckey, Wholesale Wood Products, Dothan, AL; David Elliott, Klumb Lumber Co., Bessemer, AL; and Kevin Rooney, Shuqualak Lumber Co., Shuqualak, MS



David Battaglia, Forest Economic Advisors, Roswell, GA; Lawrence Newton, U.S. Lumber Group, Duluth, GA; Warren Reeves, Wholesale Wood Products, Dothan, AL; and Marc Saracco, NAWLA, Chicago, IL



Eric Bell, Trans Load Limited Inc., Birmingham, AL; Casey Epperson, Darren Richardson, and Chad Epperson, United Treating & Distribution LLC, Muscle Shoals, AL

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MSR - Continued from page 29

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RETAIL REVIEW - Continued from page 19

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WHO'S WHO - Britton - Continued from page 2

sales of Pine pallet components and hardwoods. This is his first position in the forest products industry.

Britton enjoys golfing and fishing. He has been married to Brigitte C. Britton for 32 years and the couple has one daughter, Haley. For more information visit <u>www.marshillinc.com</u>. ■

WHO'S WHO - Lawrence - Continued from page 2

millwork. The company also offers mixed hardwood timbers up to 12x16. Lawrence graduated from Hyde Park Baptist High School, Austin, TX, in 1992, as well as attending Wayland Baptist University, Plainview, TX. He first started working at Richardson Timbers in March 2014, where he handles territorial sales of custom timbers and timber products. He first started in the forest products industry over 20 years ago handling sales of various products for the building industry.

Richardson Timbers is a member of the North American Wholesale Lumber Association and the Lumbermen's Association of Texas & Louisiana. Lawrence enjoys golf and hunting, as well as playing basketball with his son and two daughters. He has been married to Sabrina Lawrence for 18 years. For more information visit <u>www.richardsontimbers.com</u>. ■

WHO'S WHO - Nocerino - Continued from page 2

material (2x4 through 2x12 in SS, No. 2, 3 and 4).

Potlatch Corporation also offers all dimensions and grades of FSC certified lumber.

Nocerino is a graduate of Plantation High School, Plantation, FL, and received a Bachelor of Science degree in International Business from Florida State University in 1999. Nocerino served as president of a treating company in Jackson, MS, for two years, and worked one year at Forest2Market in Charlotte, NC, immediately prior to joining Potlatch.

Potlatch Corporation is a member of the North American Wholesale Lumber Association.

Nocerino has been married to Charyl for eight years and the couple has two daughters. He enjoys skiing, running, rock climbing, hiking, hunting and scuba diving. For more information visit <u>www.potlatchcorp.com</u>.

WHO'S WHO - Robbins - Continued from page 2

pany also offers custom cutting and planing, paper/poly wrapping, special patterns and dry kiln work.

Robbins currently manages the long lumber and shavings sales. He graduated from the University of Maine in 1997 with a degree in business management and from Northern Arizona University in 1998 with a Master of Business Degree in Business Administration. He currently is on the Board of Directors for Northeastern Lumber Manufacturers Association and chairs the Pine species subcommittee for them, is an active board member of Retail Lumber Dealers Association of Maine, and represents the Northeast and Lake States Region on the Softwood Lumber Board.

When Robbins is not working he enjoys cycling, hunting and spending time with his wife, Amy, and three children, Lily, Will and Olivia. For more information visit <u>www.rlco.com</u>.



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WHO'S WHO - Tam - Continued from page 2

(Knotty and Clear grades), and timber/posts in Appearance Grade and Architect Clear Grade.

Tam has been in his current position since October of 2013. In 2013 he graduated from the University of British Columbia, Vancouver, BC, where he studied wood products processing with a minor in commerce. Current duties include sales quotes, writing up orders and preparation of wood samples, among others.

Haida Forest Products is a member of the Western Red Cedar Lumber Association, Building Supply Industry Association of British Columbia, North

Continued on page 35

WHO'S WHO - Tam - Continued from page 34

American Wholesale Lumber Association.

Tam is single and his hobbies include snowboarding, mountain and road biking, rock climbing, travel and golf. For more information visit www.haidaforest.com.

WHO'S WHO - Taylor - Continued from page 2

sition for 10 years. He is currently attending Northwest Christian University, Eugene, OR, and pursuing a degree in marketing. Previous to working for Roseburg, Taylor worked in sales at D.R. Johnson Lumber Co. in Riddle, OR.

Roseburg is a member of the Lumber Association of California & Nevada, North American Wholesale Lumber Association, and Pacific Lumber Inspection Bureau.

Taylor is currently president of the Umpqua Valley Lumber Association. He enjoys fishing, outdoor activities, travel, and visiting local vineyards. Taylor has been married to Charity for one year and has one son, three daughters and a grandson. For more information visit www.roseburg.com.

WEST COAST BUSINESS TRENDS -Continued from page 21

about 41 percent to the U.S. and the rest is divided to the other categories. We are struggling to come up with enough product to fulfill our customer demand. At the moment we are trying to decide if we can produce more or if we will have to lose one customer to meet customer demands. Prices are slowly inching up on our boards due to increased cost of labor, trucking, fuel and logs. Everything is going up. I don't see our prices moving down much if any. For that to happen we'd have to see lower fuel and wage cost—which would be most unusual. We are very fortunate in that our customers pay us a premium on our boards due to our high quality product and our very good service."

In Chehalis, WA, Jeff Cook, in sales for Alta Forest Products (formerly TMI), Chehalis, WA, said, "This year demand is up for fencing. We are seeing several hot spots, especially in Dallas and west Texas, the Pacific Northwest, and now in the northeast U.S. Demand is up three to five percent over last year. We are running all four of our sawmills overtime to meet the current peak demand. Pricing has trended upward for the last two years due to increasing log costs, especially on Cedar. So far the increases have not hurt demand. Our biggest problem currently is rail car issues. The B & N Railroad cannot seem to resolve their car issues. They are saying maybe things will be better by fall, but they said the same thing last year and nothing got better. As a result everyone has changed over to UP Rail and then to trucks, trying to get product to the customers." According to its website, Alta produces over 5,000 miles per year of coastal Western Red Cedar between its various sawmills.

Steve Wearne of Pacwest Forest Products, Beaverton, OR, said, "My agricultural/industrial sales are going very strong, with sales scattered across the U.S. farming areas. We are vying for raw materials. Logs are higher priced than ever, regardless of the diameter. It's far easier to sell product today than it is to source it. Prices are edging up on industrial materials. Overall we are having a better year in sales this year over last year."

An Oregon mill sales rep said that sales for his mill timbers have been slow since February, but he is still optimistic for a decent year. "We haven't worked on Saturdays for about a month now," he said. "Our sales on timbers were strong through December and January, which was not really anticipated. Then sales fell off. Right now our customers sound somewhat disappointed about how sales are going so far this year. Log prices are an issue for our mill, as they are at every mill in the Pacific Northwest."

Jim Walsh, sales manager for Rosboro, Springfield, OR, said, "So far we have seen a decent year in sales. We have just gone through a

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period of softness, but things seem to be gathering strength this past week. Prices for our lumber and our engineered products have maintained a reasonable level. Our customers seem cautiously optimistic, but business is not as strong at this point as we had all hoped it would be. We see a slow, but steady recovery, which we view as positive. But it is difficult to know how much wood is in inventory out there. One issue we see is that younger adults between 25 and 34 are not buying homes as they have done in past strong markets. They don't have jobs or they aren't sure how long they will keep the job they have. Lending from most banks is a more difficult process than it has been in the past with good credit harder to prove. Young people feel more uncertain about the future than their parents did at the same age. Multi-family building seems to be going strong, but new single family housing is growing very slowly, and is softer than most were expecting for this time of year." Walsh said his ply-Continued on page 36

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WEST COAST BUSINESS TRENDS -Continued from page 35

wood sheathing mill has been closed indefinitely due to high log costs. **Gary Pittman of Roseburg Forest Products, Dillard, OR**, said, "Demand for studs is very solid with a slight uptick as we go further into the year. Housing numbers seem to be edging upward in all regions. Prices for our product are a bit soft and demand is not up as sharply as some predicted earlier this year. The balance may be slightly more in favor of supply than demand. While I do not know of any curtailment going on at mill levels, I do feel there is a fair amount of latent production that has never come back from the downturn---and I think it is highly unlikely it will return at all. Log availability and log costs drives a lot of the balance. Logs are hard to come by and labor is hard to find."

Steve Killgore, also with Roseburg Forest Products, said, "So far, this year is turning out to be a very good year for Roseburg. The second quarter has proven to be significantly more active than the first for all of our product lines. The market is a bit of a quandary for us as we currently have steady business but we do not have a sense that there is much 'energy' behind this building season. We do see some markets that are very active and while others are somewhat lackluster.

"The onset of summer to our timber guys means the beginning of fire season. While fire season officially started June 15, we have already had a couple of small fires. Our strategy all along this year has been to build good inventories of logs in anticipation of a difficult fire season and being closed out of the woods.

"The pricing of logs has been interesting here in our region of the West. We had strong pricing in Q1 well into April and then finally a softening of prices. Export business continues to keep a floor on much decline. Right now availability is good and prices are off 10 to 12 percent from the highs of this year.

"With our current thought that these markets may be about as good as it gets for awhile, we are cautiously optimistic. Our plan is to take what the market gives us and be careful about how much volume we put into any one segment. Our focus is on executing our plans and improving our operational efficiency."

MIDWEST BUSINESS TRENDS -Continued from page 21

because winter is over. I think everybody is a little behind because of the weather so we are seeing a little surge in business just with people trying to catch up with projects that may be a little behind."

Handling Douglas Fir a source in Missouri said, "Our inventories are growing inline with current business. Our prices are down and we hope it stabilizes in the coming months. Pricing has been on a downward trend on some items for six to eight weeks now. Hopefully there is a floor coming up. Based on that information I predict prices will stabilize or maybe even come up a little bit."

As for transportation he said, "We hear about trucking issues in the south, but so far we have not seen a delay in transportation. Traditionally this time of year we are competing with bagged goods, bedding plants and perishable produce and we normally see transportation trouble but I've not experienced that yet."

When asked about his customers' comments the contact said, "It's the same everywhere right now. Now that they've finally dried out enough to do the work, there's just not enough labor. They'd love to build a few more houses but it's a matter of getting the help to do it. So I would say like everybody else there's a shortage of labor right now."

Looking at what's ahead in the remainder of 2014 he said, "I think everybody lost from the winter but based on interest rates and what the government is doing I think the next six months will be strong."

In Iowa, a Softwood supplier indicated activity has been weak for the past few weeks but he expects improvement soon. "The general lumber market has been softer than earlier months in the year, but I think we are seeing a bottom pretty quickly."

He noted transportation as a primary concern. "Transportation is a big issue, both rail and truck. But it hasn't really affected pricing and the market nearly as much as additional production. The supply and demand curve has been heavier to production recently." He continued, "Dimensional products have been soft. Our boards and industrials have been very solid. On the supply side there is additional Canadian production that has been coming down to the states in the last 45 days. And that's had an impact on everybody in the industry." Marketing to wholesale distributors he said, "Over the next six months I think we'll continue to see a positive market." ■

INLAND WEST BUSINESS TRENDS - Continued from page 24

is having a fantastic year overall. "We have records in shipping, production and low inventory for the year. The take away and the consumption Continued on page 37

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INLAND WEST BUSINESS TRENDS - Continued from page 36

are improving in both repair and remodel and new home construction." He also noted transportation is causing pricing issues. "Both rail and truck availability have changed pricing and purchasing habits from the customers."

According to the source, domestic species of Softwood lumber are outperforming Canadian lumber this year. "There has been an abnormally large premium on Hemlock Fir and Douglas Fir over Canadian SPF this year. We're almost double the normal spread. I don't know if it's the lack of orders for Canadians with China or customers' unwillingness to switch from domestic Hem Fir or Doug Fir to Spruce because of quality issues on the beetle killed Spruce."

When asked about inventory he said, "As a producer our inventory has been lower than normal for the year. We've kept inventory pretty tight. Prices seem to be following normal seasonal patterns."

Marketing to big box retailers, stocking distributors and pro dealers, he said his customers have a positive outlook. "I think that the liquidity and take away is going to continue to improve the second half of 2014," he said. "We had weather related bottle necks in the first quarter and we're still playing catch up." ■

NORTHEAST BUSINESS TRENDS - Continued from page 24

and bidding it over and over. Maybe costs have gone up. Maybe they're waiting for a silver bullet that's going to make prices drop, but it's just not happening."

He said logistics is a primary factor in his operation's current activity. "Transportation is definitely a huge problem. Usually it's always pretty bad in the winter months," he explained. "But only recently it has started to get a little bit better. Freight rates aren't coming down and that adds costs to the material, which makes it difficult because it's just another cost to add on to the customer's bill. It seems like certain regions, especially in the Southeast, are struggling more than others. There are pockets in the Southeast where they are paying two to three times the prices we are up here and they still can't get trucks. It's an equipment and driver issue."

Selling to independent retail lumberyards, manufacturers, wholesale distribution yards and some box stores, a contact in New Jersey expects to get busier in the months ahead. "Over the next six months I guess we're all hoping that it gets busier; we hope that costs go down, and that transportation gets better. It all depends on the knowledge that things can't go up forever any more than they can go down forever. People's incomes aren't keeping up with the ability to afford that extra addition on their house, so something needs to give. I don't see people making more money, so something has to level out in another area."

ONTARIO/QUEBEC BUSINESS TRENDS - Continued from page 25

"People's expenses are too high," he said. "The costs of running a business are up."

He said he also sees troubles in the labor market, noting that as longtime lumber employees retire, they are being replaced by a generation that is less interested in working the long hours necessary to make it in this business.

"People are not working as hard," he said of the up and coming generation. "It's tough to replace a hard-working guy who has been around 40 years."

Although he has not diversified in terms of markets, this mill owner said he tries to work smarter, looking at different ways in which he can become more efficient in terms of his production. He said that he remains hopeful that the market will continue to recover.

The branch manager at an Ontario wholesale facility echoed that sense of cautious optimism, but added that the current market conditions make such views a challenge. His company, which specializes in construction

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grade lumber, is heavily dependent on the housing market, both in the United States and Canada.

"Our economy is still fragile," he said, noting that the housing gains of the past couple of years are promising, if not spectacular. "Softwood follows construction, so if construction is down, then Softwood is down. It is improving, but at a very slow pace. We are seeing fairly flat to moderate increases."

He noted that there has been sufficient curtailment of supply during the past five years to help stabilize the market, but that much more will need to happen before the Softwood industry can declare itself out of the woods.

"It is not anywhere near where it was five years ago," he said, pointing to the housing construction numbers of a decade and a half ago versus today. "We have about half the housing starts of 2000."

Continued on page 38

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www.woodpurchasingnews.com

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Greenbook's Softwood Marketing Directory

www.millerwoodtradepub.com

Forest Products Stock Exchange

www.forestproductsstockexc.com

ONTARIO/QUEBEC BUSINESS TRENDS - Continued from page 37

He also dismissed any notion that those strong numbers will return any time soon, predicting that the industry will continue to see slight gains for the next three to five years. He also agreed with his Quebec-based counterpart that it is becoming more and more difficult for wholesalers to remain a vital part of the marketplace.

"We are getting squeezed. The retailers are getting bigger, and some are big enough that they can call directly and demand to be quoted," he said. "The lines between retailer and distributor are more gray now."

The sales manager at one Quebec mill expressed surprise at the continued sluggishness of the Softwood market. He said his primary concern has more to do with transportation issues than anything else.

"It's a funny market. We're serving the northeastern United States mostly, and that is serviced by truck, but trucking is an issue that doesn't give me any advantage," he said. "You would think the price would be better, but what is holding the price where it is is because it is hard to get the lumber there."

He said continued hikes in fuel costs, along with other factors, have curtailed the trucking industry in both Canada and the United States. He said he knows of two larger trucking firms, each with a fleet of 20 trucks or more, that have closed in recent years.

"There's no way for them to make enough money," he said. "I know of truckers having trouble surviving and are just giving the keys to the bank. In the U.S., the same thing applies."

He said that he has even been approached by customers in the United States about delivering directly to their customers. The trouble is, he said, the margins are so thin that it is not feasible for him to accommodate their requests.

He also pointed to the economy in general as a huge factor in limiting industry growth.

"If you don't have a job, you won't commit to renovation or to buy a house," he said. "It is going to take another five years before we see a surge in housing starts." ■

SOUTH/SOUTHEAST BUSINESS TRENDS - Continued from page 25

buying from us are fairly on market. Every mill has their niche. For us it may be 2x4 and 12's, where we have a boatload of them, but then another mill might have 2x6's by 14's. It's just the sweet spot for their mill in particular. But everyone's got those 1 or 2 items that they have to discount 20 or 30 percent to see any real activity."

Looking ahead at the remaining months in 2014 he said, "Other than those two or three issues, we're doing pretty well. I think that this is the best time to sell, so over the next 60 to 90 days we'll see a slowdown and we'll also see prices retreating, but after that prices on most lumber and dimension products will probably go back up."

Marketing to treaters, industrial pallet manufacturers and retail customers a contact in Tennessee said, "I think when you break it down we're probably more geared towards the enduser, as well as those other facets. I honestly believe that prices will correct themselves as is typical for this time of year. The market will sort of correct itself and then we'll stabilize. Then, in October, November and December the treaters will start buying again and that'll help lead the market into generating more movement."

TRADETALK

Cedar Creek Announces Plans For New Location And Roberts & Dybdahl Acquisition

Oklahoma City, OK—Cedar Creek, headquartered here, recently entered into a lease agreement to open a new location in Long Beach, MS, by December 1, 2014.

According to CEO Bill Adams, "This is a great strategic fit as it positions us to provide optimal service to customers along the Gulf Coast from the Florida panhandle across the southern tier of Alabama, Mississippi and Louisiana."

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He also said he thinks the facility will improve service to existing customers while providing access to new customers.

The company also recently announced they have entered into a letter of intent to acquire the majority of assets belonging to Roberts & Dybdahl Inc., Des Moines, IA.

Cedar Creek is a leading wholesale building material distribution company with 24 locations serving over 30 states.

For more information visit <u>www.cedarcreek.com</u>.

TMI Forest Products And Welco Lumber Co. Announce Alta Forest Partnership

Morton, WA-TMI Forest Products and Welco Lumber Company USA Continued on Page 39

The Softwood Forest Products Buyer July/August 2014

TRADETALK - Continued from page 38

recently announced the formation of Alta Forest Products LLC, a partnership between two of the longest standing Western Red Cedar manufacturers in the forest products industry.

Alta Forest Products recently took over ownership and all operations of the assets of TMI Forest Products and Welco Lumber Company USA, including the four manufacturing facilities located in Morton, WA, Shelton, WA, Amanda Park, WA, and Naples, ID. This agreement will help secure employment to the local communities and strengthen the regional economy built on the growing lumber industry. Alta Forest Products will provide continued employment for over 400 individuals and have an annual production that will exceed 3 million board feet of finished goods.

Alta Forest Products will be governed by a board of directors and managed by an executive group that will consist of Mike Pedersen as President/CEO, Jeffery Cook as Vice President of Sales, Peter Stroble as COO and Brian Cox as CFO. "This combined management team will continue to grow manufacturing and distribution networks on the longstanding practices of innovation, reliability and exceptional performance," the company release stated.

For more information about Alta Forest Products LLC visit <u>www.altafp.com</u>. ■

Interfor Officially Changes Name

Vancouver, BC–International Forest Products, based here, recently proposed formally changing the company name to its trademarked nickname, Interfor Corp.

"The change will provide a direct link to our traditional trade name and build on the successful rebranding efforts undertaken in recent years using the Interfor name and logo," said President/CEO Duncan Davies. "The new name will also be consistent with the formal names of our U.S. subsidiaries, which now account for more than 50 percent of our production."

Shareholders approved proposals to change the company's name to Interfor Corporation from International Forest Products Limited, and to simplify the company's share structure.

Interfor is a growth-oriented lumber company with operations in Canada and the United States. The company has annual production capacity of 2.6 billion board feet and offers one of the most diverse lines of lumber products to customers around the world. For more information about Interfor, visit <u>www.interfor.com</u>. ■

Green Diamond Resource Co. Announces Decision To Transition

Eureka, CA–Douglas Reed, president of Green Diamond Resource Company, based here, recently announced that its subsidiary, California Redwood Company (CRC), will transition out of the Redwood lumber business. Over the next few months CRC will continue to process remaining Redwood log inventory and supply customers from existing Redwood lumber inventories while customers make arrangements with other suppliers of Redwood lumber.

"This decision reflects a careful review of our business. We believe this difficult change to our strategy is essential to the success of our Redwood timberland business and to sustain our long-term investment in the highest standards of stewardship and conservation practices on our timberlands. Despite our best efforts, CRC has not been able to achieve positive results for Redwood lumber manufacturing and sales over the last several years," said Reed. "This move will enable Green Diamond to focus on our strengths and to add value to our timberlands," he continued.

Green Diamond's Senior Vice President for California Operations Neal Ewald explained that this change means Green Diamond will phase out the transfer of Redwood logs to CRC for milling. Instead, Green Diamond's Redwood logs will be sold to other manufacturers of Redwood lumber.

"As we have for over 60 years, Green Diamond will continue to produce high quality Redwood logs in Northern California, but our production will now be sold to other lumber manufacturers rather than being transferred to our subsidiary, California Redwood Company," said Ewald. "Green Diamond will also continue to invest in the Redwood lumber marketing campaign sponsored by the Headwaters Fund, and we have increased our funding commitment for 2014," he added.

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Headquartered in Seattle, WA, Green Diamond Resource Co. is a privately held forest products company that owns and manages working forestlands in Washington and California. In California, Green Diamond forestlands are independently certified to Forest Stewardship Council and Sustainable Forestry Initiative Standards. ■

Collins Names Orville Shockey Manager Particleboard Operations

Portland, OR–Collins recently named Orville Shockey manager of particleboard operations. Most recently Shockey was director of operations at Continued on page 40

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TRADETALK - Continued from page 39

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Family-owned since 1855, Collins produces engineered wood siding and trim, Softwoods, hardwoods, millwork, veneer logs and particleboard. Collins also features a full line of Forest Stewardship Council certified wood products. For more information visit <u>www.collinsco.com</u>. ■

USNR Announces Recent Contracts And Installations

Woodland, WA–Sawmill equipment manufacturer USNR, headquartered here, recently announced new contracts and installations to take place in 2014.

White Mountain Apache Timber Co., Whiteriver, AZ, is investing in upgrades to its sawmill trimmer line. It has selected USNR's new Electra-Tong Lug Loader, Multi-Track Fence, multi-saw trimmer, MillExpert optimization, BioLuma 2900L scanning system, WinTally[™] sorter management, MillTrack[™] lumber flow control and MyMill[™] mobile control for the existing bin sorter.

According to USNR, the Whiteriver mill also contracted for the supply of a reman edger line. The order included a radius back unscrambler, Maximizer infeed system, 4-saw top arbor reman edger, V-tailer outfeed, Mill-Expert Optimization with BioLuma 2900L scanning, and MillTrack[™] lumber flow control.

Hancock Lumber Co., Casco, ME, ordered a package dry kiln for its Eastern White Pine lumber operation. Provided by USNR, the Kiln Boss system will manage the drying process at this location.

Idaho Forest Group, headquartered in Coeur d'Alene, ID, recently invested in a new precision end trimmer and Multi-Track positioning fence for its planer line. USNR said the order also included a MillTrack[™] lumber flow monitoring system that will control the backlog at the planer infeed.

J.P. Price Sawmill is investing in USNR's ElectraTong all-electric lug loader for its sawmill at Moniticello, AR. This unit will deal lumber in widths of 4-inch and 6-inch, thicknesses of 2-inch and 4-inch and lengths of 8-foot to 10-foot. The order includes a MillTrack lumber flow control system to control backlog to the ElectraTong.

The Roseburg Forest Products particleboard plant located at Taylorsville, MS, has ordered upgrades to its press line. A hydraulic simultaneous closing system will replace the existing spring-type closing system on the Washington Iron Works press. The hydraulic system will improve and maintain product thickness consistency, while reducing maintenance time, according to USNR.

Western Forest Products in Cowichan Bay, BC, is upgrading its log infeed area. The order includes log scanning auto rotation conveyor reciprocating quad roll log turner and positioning infeed.

For more information about USNR's products and services visit <u>www.usnr.com</u>. ■

Boise Cascade Appoints Tom Corrick Executive VP/Wood Products

Boise, ID—Boise Cascade Company, headquartered here, recently announced that the company's board of directors has appointed Tom Corrick, Executive Vice President, Wood Products. Corrick will take over the leadership of Wood Products immediately.

"Tom has done an outstanding job growing our engineered wood products business and introducing our Boise Improvement Cycle for process improvement throughout Wood Products. He also played a key role in our recent successful IPO process," commented CEO Tom Carlile. Corrick joined Boise Cascade in 1980 and has held various financial,

planning, and operating positions. He became the engineered wood products (EWP) general manager in 1999, vice president in 2004, and senior vice president in 2011, and has been one of the driving forces behind the expansion of the company's EWP business over the last 15 years. In his new position, Corrick will replace Tom Lovlien who announced his decision to retire, effective June 30, 2014.

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and engineered wood products in North America and a leading U.S. wholesale distributor of building products. For more information visit <u>www.bc.com</u>. ■

West Fraser Adds Arkansas Mill

Vancouver, BC—West Fraser Timber Co. Ltd., based here, recently agreed to buy the Bibler Brothers Lumber Co. sawmill and manufacturing operations in Arkansas.

The Bibler operation is about 130 kilometers from a sawmill that West Fraser recently acquired in Mansfield, AR, and will be the fourth West Fraser operation in that state.

The Arkansas acquisitions are part of West Fraser's plans to expand in the U.S. South and Western Canada.

West Fraser said the Bibler Brothers sawmill produced about 136 million Continued on page 42

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SOFTWOOD CALENDAR

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Southeastern Lumber Manufacturers Association, JW Marriott San Antonio Hill Country Resort & Spa. San Antonio, TX. For more information, visit online at www.slma.org. July 16-19.

AUGUST

Umpqua Valley Lumber Association, Banquet and Golf, "Night At The Vineyards," Seven Feathers Casino Resort, Canyonville, OR. Contact: 541-874-2241. Aug. 6-8.

International Woodworking Fair 2014, Georgia World Congress Center, Atlanta, GA. Contact: info@iwfatlanta.com. Aug. 20-23.

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SEPTEMBER Global Buyers Mission, Whistler, BC. For more information: www.bcwood.com. Sept. 4-6.

Northeastern Lumber Manufacturers Association (NELMA), 2014 Fall Golf Outing, Economic Forecast & Board of Directors Meeting, Red Jacket Mountain View Resort & the North Conway Country Club, North Conway, NH. Contact: info@nelma.org. Sept. 18-19.

NOVEMBER

APA-Engineered Wood annual meeting and Info Fair, JW Marriott, San Antonio Hill Country Resort & Spa, San Antonio, TX. Contact: mlilley@engineeredwood.org. Nov. 8-11.

North American Wholesale Lumber Association, Hyatt Regency Chicago, Chicago, IL. Contact: www.nawla.org. Nov. 12-14. ■

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TRADETALK - Continued from page 40

board feet of lumber in 2013.

West Fraser is an integrated wood products company producing lumber, wood chips, LVL, MDF, plywood, pulp and newsprint. For more information visit www.westfraser.com.

Dan Weixelman Joins Disdero Lumber Co.

Clackamas, OR-Disdero Lumber Co., located here, recently announced the addition of Dan Weixelman to its sales staff. Previously with Weyerhaeuser, Weixelman will focus on outside sales in western Washington and Oregon.

Disdero Lumber Company has operated since 1953 as a distributor and manufacturer of specialty wood products. For more information visit www.disdero.com.

Osmose Holdings Acquired By Koppers

Pittsburgh, PA-Koppers Inc., based here, a wholly-owned subsidiary of Koppers Holdings Inc., has signed an agreement to acquire the Wood Preservation and Railroad Services businesses of Osmose Holdings Inc. for the base purchase price of \$460 million, subject to closing adjustments.

Osmose's Wood Preservation business develops, manufactures and markets wood preservation and treatment chemicals used in a range of endmarkets, including infrastructure and commercial construction. The company's railroad services provide bridge inspection, engineering, maintenance and repair as well as construction services for North American Class I and short line railroads.

Walt Turner, president and CEO of Koppers, said, "Acquiring these businesses from Osmose represents another important step in our long-term growth strategy by expanding both our chemicals offering and extending our existing railroad and utilities products and services platform. This unique growth opportunity will complement our existing businesses through leading market positions in strategic end-markets."

"Importantly, the business culture of Osmose is closely aligned with that of Koppers, which should provide for a smooth integration allowing us to fully capture synergies and realize the earnings and margin accretion that we have identified during our due diligence process," continued Turner. "The addition of these two businesses is very exciting for Koppers and will strongly contribute towards our ultimate goal of increasing shareholder value."

For more information visit <u>www.koppers.com</u>.

SCMA Elects Hal Mitchell As President And Linwood Truitt As Vice President

Pittsburgh, PA-Members of the Southern Cypress Manufacturers Association (SCMA) recently elected



2014 officers. Hal Mitchell, Atlanta Hardwood Corporation, Mableton, GA, was elected president of the SCMA. Linwood Truitt, Beasley Forest Products/Thompson Hardwoods Inc., Hazlehurst, GA, was elected vice president. The SCMA is a non-profit organi-

Linwood Truitt, Beasley Forest Products/Thomp son Hardwoods Inc., Hazlehurst, GA

zation dedicated to the promotion of Cypress building products to trade professionals and consumers. For more informa-

tion on the SCMA visit <u>www.cypressinfo.org</u>. ■

Brian Williams Joins Mid Valley Lumber

Langley, BC-Mid Valley Lumber Specialties Ltd., based here, recently announced a new addition to its sales team. After tak-

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Resume and references available upon request: Replies to: CMP #1002 c/o THE SOFTWOOD FOREST PRODUCTS BUYER P.O. Box 34908 Memphis, TN 38184-0908

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Hal Mitchell, Atlanta Hardwood Corp., Mable-

ing a short break from the lumber industry, Brian Williams has decided to return and join the company's sales team of Bryan Lundstrom, Omar Derkach and Al Fortune.

Williams brings with him over 30 years of sales and marketing experience of Western Red Cedar products. Mid Valley Lumber Specialties Ltd. was founded in 1994 and is a proud Western Red Cedar (WRC) producer. Its knowledgeable sales staff has over 100 years combined WRC sales experience.



BRIAN WILLIAMS

Williams can be contacted at 604-510-1288 or by email at bw@midvalleylbr.com.

For more information about Mid Valley Lumber Specialties Ltd. visit www.midvalleylbr.com or call 604-856-6072. ■

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