

# The Softwood Forest Products Buyer

www.softwoodbuyer.com

Vol. 29 No.2

The Softwood Industry's Only Newspaper...Now Reaching 38,255 firms (20,000 per issue)

March/April 2014

## NAHB/NKBA Welcome Guests To IBS/Design & Construction Week 2014

Photos By Terry Miller

**Las Vegas, NV**— Over 1,200 manufacturers and suppliers, and 75,000 attendees, recently convened at the National Association of Home Builders (NAHB)



Tony Saad, Nordic Engineered Wood, Toronto, ON; Bob Slegg, Slegg Construction Materials Ltd., Sidney, BC; Jean-Marc Dubois, Nordic Engineered Wood, Albany, NY; and Simon Adnet, Nordic Engineered Wood, Montreal, QC

International Builders' Show (IBS) and the National Kitchen and Bath Association (NKBA) Design & Construction Week, held here. The two organizations co-located their events at the Las Vegas Convention Center.

Overall the mood through the week

was positive and upbeat as attendees and exhibitors echoed sentiments of increased expectations for business this year.

The IBS is the largest annual light construction show in the world. Attendees

Additional photos on pages 8 & 10



John Assman, Roseburg, Ontario, CA; Pat Lynch, Roseburg, Roseburg, OR; Vern Dando, LMC, Wayne, PA; and Steve Killgore, Roseburg, Roseburg, OR

Continued on page 8

## 2014 WWPA Annual Meeting Commemorates 50 Years of Service

**Portland, OR**—Western Wood Products Association (WWPA), headquartered here, celebrated 50 years of lumber industry service at the 2014 Annual Meeting this month at the Embassy Suites Hotel – Downtown, also located here. More than 200 industry professionals were expected to attend the three-day gathering early this month that will feature committee meetings, awards, receptions, lumber and housing forecasts and events that will commemorate WWPA's 50th anniversary.

The annual meeting will kick off with the industry welcome reception. WWPA President Kevin Binam provided the association's lumber outlook



Kevin Binam

through 2016 at the Association's forecast breakfast. WWPA standing committee meetings tackled a variety of industry issues from lumber design values and grade requirements to phytosanitary regulations for lumber exports, followed by the industry luncheon. Features also included an industry forum covering a range of industry issues, which impact Western lumber producers and their customers. An impressive group of speakers addressed the main sessions. Industry Forecast Breakfast features WWPA president (and chief economist) Kevin Binam, who delivered the Association's 2014-



Continued on page 9

## NAWLA Announces 2014 Officers, New Board Members And Personnel

**Rolling Meadows, IL**—The North American Wholesale Lumber Association (NAWLA) has announced its 2014 officers and new Board members. These changes took effect at the recent NAWLA Mid-Winter Board Meeting held in



Rick Ekstein

Rosemont, IL. The 2014 officers are as follows: Chairman Rick Ekstein, Weston Forest Products Inc., Mississauga, ON; 1st Vice Chairman Scott Elston, Forest City Trading Group, Portland, OR; 2nd Vice Chairman Jim McGinnis, The McGinnis Lumber Co., Meridian, MS; Secretary/Treasurer John Stockhausen, Snavely Forest Products, Pittsburgh, PA; Past Chairman Mike Phillips, Hampton Lumber Sales, Portland, OR; and



Jim McGinnis

President/CEO Gary Vitale, NAWLA, Rolling Meadows, IL.

New Board members include: Russ Hobbs, Plum Creek, Columbia Falls,

Continued on page 8

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# Who's Who -- Softwoods



MICHAEL HARRIS

**Michael Harris** is a sales representative for **Interfor**, located in Baxley, GA.

Interfor is a leading global lumber supplier headquartered in Vancouver, BC, with an annual manufacturing capacity of over 2.2 billion board feet of lumber. Southern Yellow Pine encompasses approximately 487 million board feet of that lumber. The company specializes in Spruce/Pine/Fir, Hemlock Fir, Cedar, Douglas Fir, Ponderosa Pine, Lodgepole Pine and Southern Yellow Pine.

Interfor also offers certified lumber at select mills and for select product lines.

Continued on page 9

**John Hogan** is a territory sales representative for **Mid-State Lumber Corp.**, located in Kings Park, NY.

Mid-State Lumber is a wholesale building materials distributor that maintains three full service facilities in Branchburg, NJ, Warwick, NY, and Kingston, PA. The Mid-State Lumber customer base spans the Mid-Atlantic and New England regions.

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

Continued on page 9



JOHN HOGAN



JOE LA BERGE

**Joe La Berge** is a commodities and industrials sales representative for **Collins**, located in Portland, OR.

Collins markets locally, regionally, nationally and internationally, wholesaling approximately 250 million board feet per year of lumber/studs/timbers 2x4-12x12 Douglas Fir, Engelman Spruce, Lodgepole Pine, Spruce/Pine/Fir, White Fir, Hemlock Fir, Larch and Ponderosa Pine, all kiln dried. The company also offers Fir plywood 1/4 – 1-1/8 all grades, particleboard, TruWood Siding and Trim, hardwoods, and Collins Pacific Albus®.

La Berge is a graduate of Wilson High

Continued on page 9

**Henry Lamothe** is the office manager for **Henniker Forest Products, LLC** located in Henniker, NH, handling sales and purchasing, as well as inventory control, logistics coordination and other duties as they arise.

Henniker Forest Products is a full-service re-manufacturing and re-handle facility, offering services for every step in lumber processing, including kiln drying material, heat treatment, milling, grading, packaging and trucking. Species offered by the company include Eastern White Pine, Southern Yellow Pine, Northern Red Hard Pine, Long Leaf Heart Pine, Red Cedar, and Douglas Fir.

Continued on page 14



HENRY LAMOTHE



JASON MANN

**Jason Mann** is the sales and marketing manager for **AJ Forest Products Ltd.**, a division of the **Probyn Group**, located in New Westminster, BC.

AJ Forest Products is located in the heart of Squamish Valley where the company has been manufacturing Western Red Cedar lumber since 1974. The plant is located on 10 acres of paved property to operate as a boutique sawmill as it requires a higher standard of Western Red Cedar log for its timbers.

Probyn Group's operations are based throughout Washington State and British Columbia with manufacturing facilities producing over 225 million board feet of

Continued on page 14

**John Tsourmas** is division product manager for **Boise Cascade Company**, located in Boise, ID.

Boise Cascade is a full line distributor offering lumber and panels, along with non-commodity, general line items. Commodities offered include dimension lumber, boards, plywood, oriented strand board and studs. The company distributes Spruce Pine Fir, Southern Yellow Pine, Ponderosa Pine, Fir Larch, Hemlock Fir, and Douglas Fir (green and dry) in various grades.

In his current position, Tsourmas works closely with over 30 of the company's locations to identify

Continued on page 14



JOHN TSOURMAS

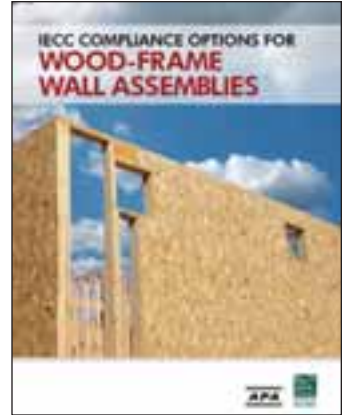
## APA And ICC Co-Publish New Energy Guide

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

APA has teamed with the International Code Council (ICC) to publish a new guide on construction systems that meet the new, more stringent energy codes. IECC Compliance Options for Wood-Frame Wall Assemblies provides tips that help builders construct energy code-compliant wood walls using continuous wood structural panel wall sheathing and



describes how to reduce the insulation costs of 2x6 walls with plywood or OSB and still meet the energy code. By using advanced framing techniques, insulated headers or insulated siding, lower cost wall cavity insulation can be incorporated, saving builders hundreds of dollars per house. The guide features several prescriptive wood-frame wall assemblies that comply with the R20 and R13+5 requirements for several climate zones included in the 2009, 2012 and



Continued on page 14

## Fountain of Youth? Breathing New Life into the Lumber Industry

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

Most in the lumber industry say they see demand for lumber and forest products slowly increasing, but many fear that a workforce decimated by recession won't be able to meet that demand.

As jobs in the industry shrunk during the downturn, many younger workers left the industry. Many older workers just retired. Now, the next generation is slow to make the lumber industry a career choice. With many workers retiring in the next 10 years, leaders are recognizing that the recruitment of a qualified replacement workforce is not yet strong enough. Today, many companies have current job openings and they don't have a pool of trained folks to fill that gap.

This dynamic cuts across all regions.

•There is a shortage of lumber company managers, even in the family-owned companies that have been the backbone of the industry, as the next generation chooses not to continue in the family business.

•In Arkansas, the average age of loggers is 55, about 10 years older than the average in other regions.

•In Idaho, a workforce training director says there's been a growing need for a workforce with a higher skill set driven by the fact that the workforce is now aging. Eighty percent of current log scalers in the area – whose job is to meas-



GARY VITALE

Continued on page 19

## Call for Nominations: Softwood Lumber Board Seeks Candidates

By Steve Lovett  
Chief Executive Officer  
Softwood Lumber Board

The Softwood Lumber Board (SLB), the 19-member Board that oversees the Softwood lumber check-off, seeks nominations of softwood lumber manufacturers and importers interested in candidacy for Board seats coming open in January, 2015. The Order establishing the check-off requires the SLB to oversee nominations and elections.

The Secretary of Agriculture appointed the initial Softwood Lumber Board for staggered two, three and four year terms with the option for Board members to seek a second term. A subsequent Rulemaking established equal numbers of seats for small and large companies, proportional to the amount of small and large company manufacturing or imports by region. Large companies are defined as that group of companies that account for the top two-thirds of the total annual volume of assessable Softwood lumber; small companies account for the remaining one-third of assessable Softwood lumber. In regional elections, all companies vote for all seats, regardless of size. A total of seven seats representing the following regions, come open for three-year terms beginning in January 2015, as follows:

Continued on page 15

# Contents

## Features

NAHB/NKBA Welcome Guests to IBS . . . . 1  
 2014 WWPA Annual Meeting . . . . . 1  
 NAWLA Announces Officers and Board Members . 1  
 Devenco Products . . . . . 4  
 Comact USA . . . . . 6  
 Calvert City Lumber . . . . . 7

## Departments

Who's Who in Softwoods . . . . . 2  
 APA News . . . . . 2  
 NAWLA News . . . . . 2  
 SLB News . . . . . 2  
 Retail Review . . . . . 16 & 17  
 Midwest Business Trends . . . . . 18  
 West Coast Business Trends . . . . . 18  
 Western Business Trends . . . . . 23  
 Northeast Business Trends . . . . . 23  
 Ontario/Quebec Business Trends . . . . . 24  
 South/Southeast Business Trends . . . . . 24  
 Stock Exchange . . . . . 26, 27 & 28  
 Washington Scene . . . . . 31  
 Trade Talk . . . . . 34  
 Softwood Calendar . . . . . 37  
 Classified Opportunities . . . . . 37 & 38  
 Index of Advertisers . . . . . 38



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# DeVenco Products: Maker Of Period Replication Window Blinds/Shutters Boasts Impressive Client List

By Bridget McCre



Wayne Austin serves as CEO of DeVenco Products, Decatur, GA. His father founded the company in 1939.

**“The one thing that makes us unique is that no one else makes period replication blinds and shutters.”**

**–Wayne Austin, CEO, DeVenco Products**



Cathy Bayne serves as president/secretary of DeVenco Products.

**Decatur, GA**—Not many companies can boast that their products have made it into historically significant buildings, but DeVenco Products, based here, has made period replication window blinds and shutters for the U.S. Supreme Court, the Betsy Ross House, the University of Virginia, and over 30 different state houses across the nation. Making this feat particularly significant is the fact that



DeVenco Products' Office Manager Johanna Hillman is a critical point-of-contact for the business.

the historical projects that DeVenco handles usually involve structures that were built in the 1800s – or earlier.

“Historical architecture is my passion,” said Wayne Austin, CEO of the 16-employee company, which was founded by his father, Earl Austin, in 1939.

The company started out repairing wood and metal venetian blinds on government buildings in the Decatur area. When the younger Austin took over the company 45 years ago he revamped its business plan and began manufacturing blinds and shutters. “We designed our products to replicate



DeVenco Products purchases 220,000 board feet annually of Yellow and White Pine to use in its products, such as the Caribbean shutters pictured.

the original designs from the 1800s,” said Austin.

Thomas Jefferson, for example, had designs and drawings of what he wanted his blinds and shutters to look like – including dimensions and spacing. “Many of our country’s founders had wooden blinds and shutters listed in their last wills and testaments,” Austin said, “so we started with Jefferson and things kind of took off from there.”



Today, Austin runs the company with his sister, President/Secretary Cathy Bayne, from a 30,000-square-foot plant that runs 40 hours per week. To make its products, the firm uses about 220,000 board feet of White and Yellow Pine annually. The latter works particularly well for creating shutters that look as if they were made in the 18th or 19th century, while the former is used

A DeVenco employee is straightening lumber in the production process. The business employs 16 people who manufacture products in a 30,000-square-foot plant.

to make blinds. And while some of DeVenco’s products are installed in historic buildings, others are used in new homes that replicate the historic homes of the 1700s and 1800s.

Austin said DeVenco stands out from its competitors because all of its products are

made by hand, cut to custom specifications, and created from the ground up. “A lot of wooden blinds are popped out of molds and imported these days, but not ours,” Austin said. “We



Pictured are DeVenco’s customized arched shutters.

make a truly custom shutter or blind from scratch to match the client’s interior.” As proof, DeVenco’s manufacturing time is usually 5-6 weeks whereas the typical shutter can be turned out and ready to install within a week.

“We make about 3,600 sets of shutters and 2,400 wood blinds a year,” Austin said. Other products include wood porch shades, raised panel shutters, and Cedar exterior shutters. Orders typically come in via phone from all over the country to either Austin or Bayne, both of whom make up DeVenco’s sales force. The firm relies primarily on advertisements in historic magazines and an information-packed website to generate new orders.

About three years ago, DeVenco began producing pocket shutters that are used primarily in homes in the Northeast – where older, masonry structures feature thick walls. “These homes usually have window pockets that shutters fold and completely disappear into,” Austin explained. “The raised panels then fold out and completely cover the window when needed.” When owners of brownstones in Boston and New York caught wind of DeVenco’s newest creation, they began calling to find out how they too could replace the worn out and/or nonexistent shutters in their historic homes. “We’ve seen a huge boom in demand for these items since introducing them,” said Austin.



Adding ambience to this sitting area are DeVenco’s blinds, custom-made in Colonial style.

Continued on page 19

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

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

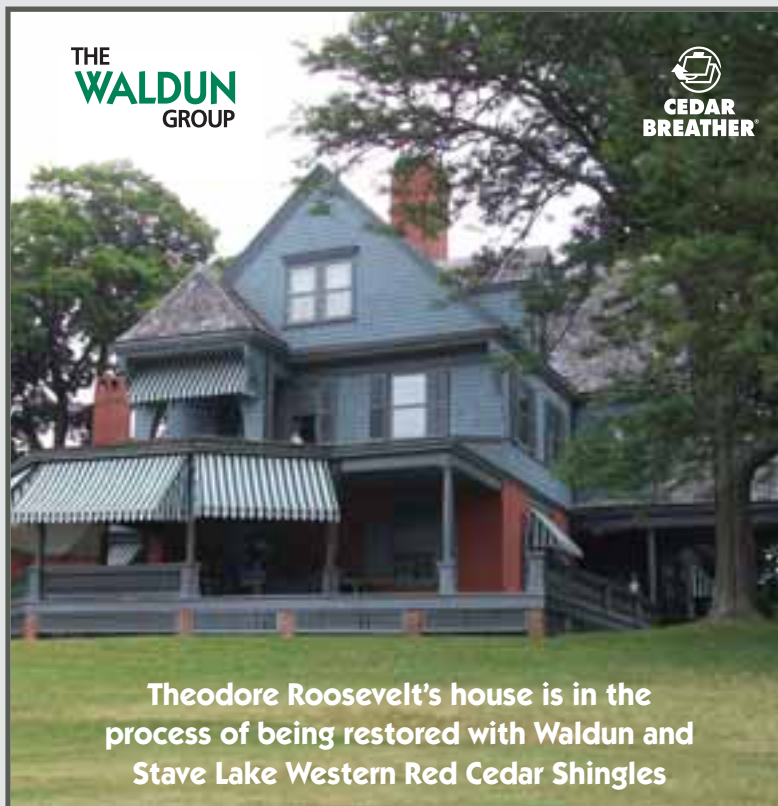
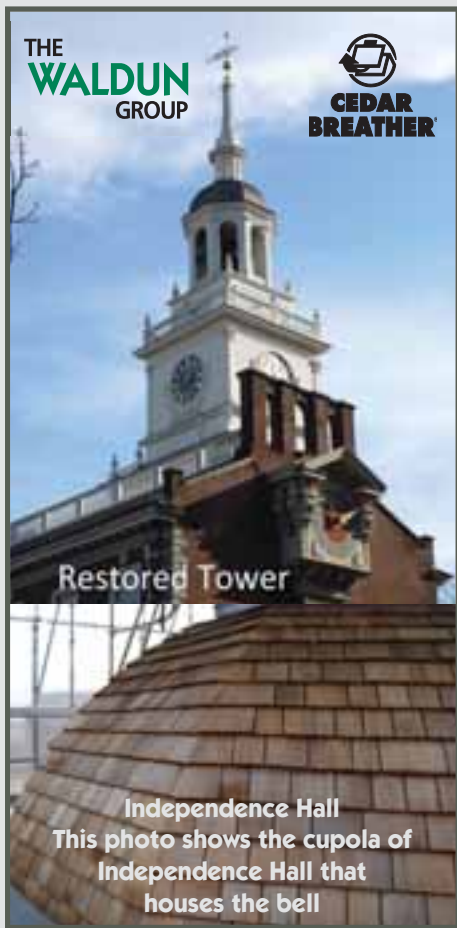


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**Waldun and Stave Lake** sell 100% Bureau product and have warranties unmatched by any mill in the industry.

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



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# Comact USA Celebrates New Manufacturing Facility



Pictured are Brian and David Fehr, owners of Comact USA (center); and, Brian cut the ribbon recently to help celebrate the grand opening of Comact's new manufacturing plant in St. George, SC.

**S**t. George, SC—Recently Comact USA held a grand opening ceremony and a ribbon cutting event to help celebrate the opening of their new manufacturing plant located here. This new plant of 40,000 square feet will have the capacity to build the firm's high performance equipment such as their Wave Feeder™, high-speed log and lumber handling equipment and others. Attendees at the grand opening included: the owners of Comact USA, Brian and David Fehr, along with politicians and state employees;

Brian and David Fehr for opening their plant in St. George, which they said, would furnish jobs and help the local economy to improve. The last



Brian Fehr, one of the owners of Comact USA, was the last speaker to welcome everyone to the grand opening of the firm's new 40,000-square-foot manufacturing plant in St. George, SC.



Brian Fehr, Marlene Fehr-Power and David Fehr, Comact USA, St. George, SC.

## Some key years in explaining the history of Comact are:

- 1924**  
Foundation of the Jos. Cote Inc. company in Saint-Ephrem, Beauce, Quebec, Canada.
- 1974**  
Move to Saint-Georges, Beauce and name change to Comact Inc.
- 1991**  
Merger with Atelier B. Allard, Comact, Multimeg, and Scierie Denis to become Denis Comact.
- 1997**  
Buyout of the company by Shroders and the Caisse de Depot.
- 1999**  
Back to the Comact name.
- 2000**  
Expansion in Western Canada and USA.
- 2004**  
Sale of the industrial division (Groupe Canmec Inc.).
- 2006**  
Asset buyout by managers and financial partners. The company now consists of these units: Comact Chicoutimi, Comact Saint-Georges, Comact Optimisation (in Boisbriand), and administrative offices in Neufchatel-Is Lebourgneuf, Quebec.
- 2009**  
Diversification in the wood pellet industry.
- 2013**  
Acquisition of Machinerie P.H.L. Inc., located in Saint-Ephrem, Beauce.
- 2013**  
Acquisition of controlling interest in Comact by the BID Group of Companies from British Columbia. Thanks to its greater capability in sawmill design, manufacturing and delivery, it is now one of the largest companies of its kind in North America.

the Dorchester County Council. He was followed by Ted Campbell of the South Carolina Department of Commerce. Next, the mayor of St. George, SC, Anne Johnson, spoke to the attendees at the grand opening ceremony. All these individuals thanked



Martine Dulac, Comact Equipment Inc., Saint Georges, QC; and Judith Derksen, Anna Hiebert and Peble Fehr, Comact USA, St. George, SC.

American employees of Comact USA and Canadian employees of Comact, who work at some of the company's divisions in Canada; friends; and visitors.

The first speaker at the podium was Bill Hearn, who is the Chairman of

Companies has several divisions, which are briefly described in the following paragraphs.

Comact has done turnkey projects in the past for constructing sawmills and planer mills. With the addition of BID Group, they will have the potential to offer even more turnkey projects in USA and Canada. The company also

offers upgrades and modernizes Softwood and hardwood sawmills and planer mills. Its range of products allows it to offer complete processes, including the mechanical equipment, the PLC controls required to manage them and the optimization systems

for optimizing the recovery of the fiber in lumber manufacturing. Also, Comact has developed an impressive expertise in artificial vision and the reputation of the Grad-Expert has supported that over the years. And of course, Comact also offers technical support and training for their equipment users. To find out more information about Comact visit [www.comact.com](http://www.comact.com).



Larry Poudrier, Comact Equipment Inc., Boisbriand, QC; Glenn Player, Jim Anderson and Paxton Smith, Charles Ingram Lumber Co., Effingham, SC; and Frederic Cote, Equipements PHL Inc., Saint Ephrem, QC

Among the group of Companies that BID also owns, you have the following ones:

Additional photos on page 22

Continued on page 22

# Personal Services with a Smile at Calvert City Lumber

By Bridget McCrea



Calvert City Lumber Company Inc., located in Calvert City, KY, purchases about 700,000 board feet of lumber annually from its 4-acre site that includes a 74,000-square-foot warehouse and an 11,000-square-foot showroom.



Manager Mark Prince accepts an award from the Chamber of Commerce in January 2013 for the year 2012.



Calvert City Lumber is a full line supplier of building materials including: lumber, windows, doors, mouldings, kitchen cabinets, paint, and hardware.

**Calvert City, KY**— Calvert City Lumber Co. Inc., located here, purchases about 700,000 board feet of lumber annually from its 4-acre site location that includes a 74,000-square-foot warehouse and an 11,000-square-foot showroom. The company buys No. 1 and No. 3 Yellow Pine and Spruce; and offers 1x3-8-foot Fir strips of 1x4 8-12-16 & 1x6 8-12-16-foot No. 3 Pine; and various sizes of No. 2 Spruce and premium Spruce. It also stocks 2x6 8-20-foot boards in Yellow Pine No.2 and 2x4-2x12 (in 8-20-foot lengths) in Southern Yellow Pine No. 1.

During its 62 years in business Calvert City Lumber has weathered a few storms. Economic downturns, changes in customer buying habits, fluctuations in the national building market, and even the introduction of the cell phone have impacted the



Doors on display in the company's showroom.



The operation is focused primarily on the professional builder who has come to rely on the service, support, and product availability that the specialized retailer provides.

**“Customers can come in and sit down with our estimating department instead of standing across the counter from someone who has no experience in the industry,”**

**Mark Prince, manager, Calvert City Lumber Co. Inc.**

way this retail building supply store and manufacturer of roof trusses does business.

When big box “do it yourself” retailers Lowe’s and Home Depot began aggressively expanding across the U.S. in the 1990s, family-owned and operated Calvert City Lumber was once again forced to look at its business model and figure out ways to stand apart from the rest of the pack.

To work through those challenges, Mark Prince, manager, said the company sticks to its guns when it comes to offering personalized customer service and support – a commitment that many of its competitors overlook. “Customers can come in and sit down with our estimating department instead of standing across the counter from someone who has no experience in the industry,” said Prince, whose grandfather, J.B. “Boots” Conn founded Calvert City Lumber in 1951. James Conn (J.B.’s son and Prince’s uncle) serves as president of the firm, which is run by Prince; Eric Prince (James’ nephew and Mark’s brother), is operations and truss plant manager; and Bobby Bradley is sales manager.

With 15 employees, Calvert City Lumber is a full line supplier of building materials including: lumber, windows, doors, mouldings, kitchen

Continued on page 25

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Coquille Plywood Plant Manager  
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**BUILDERS SHOW** – Continued from page 1



Lowe's exhibitor booth at IBS attracted many visitors.

had access to both show floors hosted by the NAHB and the NKBA.

The New American Home was the official show home of IBS. The home is being built as a 6,700-square-foot green home. The home incorporates cutting-

edge features with the future in mind, and integrates design elements that are pertinent to how families live and function in today's homes. IBS 2014 also featured a revamped education program featuring more than 100 sessions taught by renowned building industry experts. Topics ranged from sales and marketing to construction and codes. For the first time in recent shows, IBS offered content specific for building material distributors and suppliers in a segment entitled Lumber & Building Material Sessions. The IBS Master Sessions increased this year from three to five and were restructured from full-day programs to half days. Topics included: hiring and retaining good talent; appropriate building science; cashing in on new capital; strategy for

profitable projects and online marketing.

Additionally, more than 250 exhibitors applied to be considered for this year's Best of IBS Awards. The winners in seven categories were:

- **Best Home Technology:** Trutankless by Bollente Cos.
- **Best Kitchen Product:** Halo HU20 Magnetic LED Undercabinet Luminair by Eaton's Cooper Lighting Business
- **Best Bath Products:** Decorative Channel Drains by Quick Drain USA
- **Best Indoor Living Product (2 winners):** Push Pull Rotate Door Locks by Brinks Home Security and Salt-Free Water Softening System by nuvoH2O
- **Best Outdoor Living Product:** Classic Series by Coronado Stone Products
- **Best Window and Door Product:** Goldberg Barn Track by Goldberg Bros. Inc.
- **Most Innovative Building Product:** JetBoard by Jet Products
- **Overall Best in Show:** Push Pull Rotate Door Locks by Brinks Home Security.

For more information on this show and future dates, visit online at [www.buildersshow.com](http://www.buildersshow.com). ■ Additional photos on page 10

**NAWLA BOARD** –

Continued from page 1

MT; Rob Latham, Tri-State Forest Products Inc., Springfield, OH; Dan Semsak, Pacific Woodtech Corporation, Burlington, WA; Bethany West, Capital Lumber Co., Healdsburg, CA; and Donna Whitaker, Interfor, Baxley, GA.

Recent additions to personnel are Steve Carasso as marketing and communications project manager and Brandon Arling is business development associate. Carasso has more than 18 years of marketing communications experience, in-

cluding 15 years working in professional associations. Previously, he served as assistant director of marketing and communications at the Association of Legal Administrators from 2004 to 2013. His duties as project manager include strategic marketing and communications efforts for all



Steve Carasso

NAWLA events (Leadership Summit, Traders Market, Regional Meetings and Wood Basics Courses). He will also be responsible for NAWLA's website, electronic communications, public relations and social media efforts, and will serve as liaison to the Communications and NAWLA Education Foundation committees.

Carasso has a Master's of Science in Integrated Marketing Communications from Roosevelt University and a Bachelor of Arts degree in Journalism from Northern Illinois University. He is married and has two children.

Brandon Arling began working for the Association as an intern in June 2013, and has been involved in the resurrection of the NAWLA Bulletin, the production of the Traders Market and various other projects. Arling graduated from The University of Notre Dame in 2013 with a Bachelor of Arts degree in Psychology and a minor in Technology, Business and Society.

His responsibilities at NAWLA will include ensuring the continued growth of NAWLA memberships and sponsorships. He will have the primary role of identifying new member prospects, keeping the prospect list current and contacting



Brandon Arling

Continued on page 9

**TRIED AND TRUE... *Enhanced***  
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### NAWLA Board –

Continued from page 8

prospects. Arling will also be responsible for identifying, promoting and soliciting other revenue generating activities through NAWLA and the NAWLA Services Corporation.

Founded in 1893, the North American Wholesale Lumber Association is a leading trade association serving the entire North American lumber supply chain. NAWLA membership consists of nearly 500 wholesalers, manufacturers and affiliated companies in the lumber and building materials industry. In addition to advocacy, NAWLA offers networking opportunities, educational events and industry resources to help improve business performance and increase sales. For more information visit [www.nawla.org](http://www.nawla.org). ■

### WWPA –

Continued from page 1

'16 Lumber Supply & Demand Forecast. The joint Export/Market Services Committee meeting featured industry experts covering Japan's recent recognition of Douglas Fir as "local wood" under that country's Wood Use Points Program and the current phytosanitary requirements for lumber exports.

The event wrapped up with the Speakers Forum presented by three speakers covering important industry topics. Brook C. Mendell, Ph.D., president and founder of Forisk Consulting was this year's guest presenter. Dr. Mendell has over 20 years of consulting, operating and research experience in forestry, finance and the timber and bio-energy industries. He provided an assessment of

U.S. timber supply constraints on producers and their influence on Western lumber markets. The nation's housing market, and consumer demand for repair and remodeling was covered by Jonathan Smoke, Chief Economist Hanley Wood, LLC. Smoke is a nationally recognized expert on tracking and analyzing housing market conditions across the country. An environmental perspective of the forest products industry was provided by Jeffery Howe, founder and president of Dovetail Partners, Inc. The meeting closed with the chairman's reception, which offers many opportunities to network with other industry professionals.

Western Wood Products Association is a trade association representing Softwood lumber manufacturers in the 12 Western states, from the Canadian border south to Mexico and from the West Coast to the Black Hills of South Dakota. The Association also provides services in Alaska.

WWPA mills produce lumber from Western Softwood species, including Douglas Fir, Western Larch, Western Hemlock, True Firs, Engelmann Spruce, Ponderosa Pine, Lodgepole Pine, Sugar Pine, Idaho White Pine, Western/Inland Red Cedar and Incense Cedar. The products manufactured from these species include Structural Lumber (Dimension products used in construction); Appearance Lumber (Selects, Finish and Common Board graded for their aesthetic qualities); and Factory Lumber (Shop products which are remanufactured into components for doors, windows, moulding and cabinets.)

For more information visit [www2.wwpa.org](http://www2.wwpa.org). ■

### WHO'S WHO – Harris

Continued from page 2

He graduated in 2004 from Appling County Comprehensive High School in Baxley, and obtained a Bachelor of Science degree with an emphasis in Marketing and a Masters in Business Administration from Georgia Southwestern State University in Americus, GA. Harris has held his present position in sales since June of 2013, specializing in Southern Yellow Pine sales.

Interfor is a member of the American Forest & Paper Association, American Wood Council, North American Wholesale Lumber Association, Northeastern Retail Lumber Association, American Forest Resource Council and the Florida Building Material Association.

Harris is a member of Ducks Unlimited, National Rifle Association, Georgia State Golf Association, and the United States Golf Association. He enjoys golf, hunting, fishing, exercising and farming. For more information visit [www.interfor.com](http://www.interfor.com). ■

### WHO'S WHO – Hogan

Continued from page 2

Hogan started with the company in late 2011, and specializes in the sales regions of Long Island, New York City, and Westchester County, NY. His first job in the industry was at West Islip Lumber in 1975.

Hogan has been on the board of directors for the National Association of the Remodeling Industry for 12 years, where he is the current New York chapter president. Hogan has been married to Jayne for 29 years, and has one daughter. For more information visit [www.midstatelumber.com](http://www.midstatelumber.com). ■

### WHO'S WHO – La Berge

Continued from page 2

School, Portland, OR, and attended Oregon State University, Corvallis, OR, where he graduated with a Bachelor of Science degree in Business. He holds a degree in business earned from the Aarhus School of Business, Aarhus, Denmark.

Collins is a member of the National American Wholesale Lumber Association, Western Wood Products Association, National Hardwood Lumber Association, Forest Stewardship Council, U.S. Green Building Council, Composite Panel Associa-

Continued on page 14

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IBS PHOTOS - Continued from page 8



David Crandall and Hugh Paarmann, Cedar Valley Manufacturing, Hollister, CA



Adrian Blocker, Jim Krauseneck, Chris Degnan and Matt Meyers, Weyerhaeuser, Seattle, WA



Berit Griffin, Dondi Kazukewicz, Will Esser and Denna Hickman, Marvin Windows and Doors, Warroad, MN



Jerry Higman and Dave Bufe, Reliable Wholesale Lumber Inc., Huntington Beach, CA; Denny Huston, Boise Cascade Co., Boise, ID; and Randall Richards, Reliable Wholesale Lumber Inc.



Dave Rumbaugh, 84 Lumber, Eighty Four, PA; Denny Huston, Boise Cascade Co., Boise, ID; and Drew Kappus, Boise Cascade Co., San Antonio, TX



Blair MacLeod and Ray Sheepwash, Marwood Ltd./Cape Cod Siding, Halifax, NS



Terry Miller, The Softwood Forest Products Buyer, Memphis, TN; and David Jeffers, PPG Machine Applied Coatings, Raleigh, NC



Matt Jeffries, ProBuild, Clackamas, OR; and John Bays, Benjamin Ryan Communities, Lakewood, WA



(Front, left to right) Reino and Marilyn Tarkiainen, (Back, left to right) Terri Tarkiainen and Viktor Dubintsov, Finlandia Sauna Products Inc., Portland, OR; and Timo Harvia, Harvia OI, Finland



Mike Booth and Laryssa Rose, Woodtone, Chilliwack, BC; Traci Rizzo, Woodtone, Seattle, WA; and Mike Pidlisecky, Woodtone, Chilliwack, BC



Foster Coulson, Coulson Cedar, Port Alberni, BC; Brooke Meeker, Anbrook Industries Ltd., Pitt Meadows, BC; and Dave Farley, BC Wood, Langley, BC



Lawrence Newton and Ashley Kay, U.S. Lumber Group LLC, Duluth, GA



Gary Hayes, Roseburg, Kansas City, MO; John Assman, Roseburg, Ontario, CA; and Robert Spaulding and Rick Troxel, Roseburg, Dillard, OR



Stefano Corradini and Foster Coulson, Coulson Cedar, Port Alberni, BC



Devy Rosas and Ben Johnson, White River Hardwoods Woodworks Inc., Fayetteville, AR



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## WHO'S WHO – La Berge

Continued from page 9

tion, and the West Coast Lumber & Building Material Association. La Berge enjoys outdoor activities, including fishing, camping, golf, sports, and brewing his own beer. For more information visit [www.collinsco.com](http://www.collinsco.com). ■

## WHO'S WHO – Lamothe

Continued from page 2

Additionally the company offers T&G logs, timber sizing, reclaimed materials, wide Pine boards up to 22 inches, and custom finishing.

Lamothe began his forest products career in 2004 as a retail/production manager, after he graduated from St. Bernard's High School in Fitchburg, MA, in 1999, as well as attending Middlesex Community College.

Henniker Forest Products is a member of the Northeastern Lumber Manufacturers Association.

Lamothe has been married to Stephanie for six years, and they have two daughters, Makayla and Harper. Lamothe's hobbies include golf, attending church, carpentry and spending time with his family. For more information visit [www.hennikerfp.com](http://www.hennikerfp.com). ■

## WHO'S WHO – Mann

Continued from page 2

Western Red Cedar per year.

Mann is a 4th generation asset to the forest products industry in British Columbia with 20 years of experience and a graduate of the British Columbia Institute of Technology, located in Burnaby, BC. He has managed the development and growth

of the popular AJ Premium Timber brand that is available through selected distributors across North America.

Mann credits his success to a balanced foundation of experience and academics. He had the fortune to learn and be mentored beneath several valued senior individuals early in his career. This provided a unique combination of old school business practices and new aged dynamics.

Mann believes that people want to buy but they don't want to be sold. AJ has taken an approach to recognize investments over costs and become a resource to their business partners, to assist in building their business model which is a benefit for AJ and the building materials community.

Mann enjoys this industry as it offers the flexibility for him to volunteer in the community as a hockey instructor and coach for the youth. Mann says he is blessed to have people in this business that began as customers, developed into business partners, and now have become friends for a lifetime. For more information visit [www.ajforest.com](http://www.ajforest.com). ■

## WHO'S WHO – Tsourmas

Continued from page 2

opportunities and grow targeted product lines. He will soon be transitioning into a new role within the same department—division buyer of plywood and oriented strand board. His first job in the industry was as a forklift driver. He graduated from Mountain View High School located in Bend, OR, in 1986. In 1991 Tsourmas received a bachelors degree in management, with an emphasis on marketing, from the University of Oregon, in Eugene, OR.

Tsourmas enjoys following his daughters' club volleyball circuit, and fly fishing. Tsourmas has been married to Stephanie for 20 years, and they have two daughters, Kate, 16, and Amy, 12. For more information visit [www.bc.com](http://www.bc.com). ■

## APA News-

Continued from page 2

2015 International Energy Conservation Code. Developing systems that make 2x6 walls more cost-effective is a key association strategy to compete with the more expensive 2x4 framed walls that require the use of foam wall sheathing. The guide can be downloaded from the APA website. Printed copies are also available for order. Contact: BJ Yeh

### Recovery in U.S. Housing Starts Supports Higher Production in 2013

Housing starts in the United States totaled 923,400 in 2013, an increase of 18 percent from 2012. In addition, based on data through the third quarter of 2013, the average size of a new single-family built in the United States in 2013 is estimated to be 2,685 square feet, up 6.3 percent from 2012. This marks a record size for new homes built in a year in the United States. The average size of a new multifamily unit built is estimated to be 1,179 square feet, up 3.9 percent from 2012. In 2013, condominiums accounted for just 8 percent of multifamily units built.

As a result, structural panel production in North America was 29.9 billion square feet in 2013, up 7.6 percent from 2012. OSB led the increase in structural production, rising 11.8 percent while plywood output increased 1.3 percent. Apparent consumption of structural panels rose 7.7 percent, with consumption in the United States up 10.5 percent. Engineered wood products output in North America were also up across the board. Glulam production increased 11.7 percent, I-Joists up 12.6 percent and LVL rose 14.4 percent. Contact: Joe Elling ■

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## SLB News –

Continued from page 2

The SLB will conduct regional elections in 2014, and will submit names of the top two candidates to the Secretary of Agriculture, who will appoint the Directors.

| Region        | Total Seats | Large Company Seats | Small Company Seats | Seats Open in 2015 | Type of Seats Open   |
|---------------|-------------|---------------------|---------------------|--------------------|----------------------|
| US NE & Lakes | 1           | 0                   | 1                   | 0                  | None                 |
| US South      | 6           | 2                   | 4                   | 2                  | Two large            |
| US West       | 5           | 4                   | 1                   | 2                  | Two large            |
| Canada West   | 4           | 3                   | 1                   | 2                  | One large, One small |
| Canada East   | 2           | 1                   | 1                   | 1                  | One small            |
| Overseas      | 1           |                     | 1                   | 0                  | None                 |

Board members appointed to begin in 2015 will serve a three-year term of office and will be eligible to serve no more than two consecutive terms. Board members serve without compensation, but will be reimbursed for reasonable travel expenses which they incur when performing Board business.

The SLB sees the pursuit of diversity in Board membership as an opportunity for embracing new ideas and growth that will enable boards to better serve the industry. Central to this effort is the goal of growing new leadership to serve on the

SLB that reflects a diversity of perspectives and opinions. The industry that pays the marketing and promotion assessment is diverse, and the SLB should reflect that diversity in the size of operations, experience of members, methods of production and distribution, marketing strategies, and other distinguishing factors that will bring different perspectives and ideas to the table.

Interested parties may self-nominate or nominate others to become candidates in the regional elections by sending the form "NOMINATION FOR APPOINTMENT TO THE SOFTWOOD LUMBER BOARD" (download from [www.softwoodlumberboard.org](http://www.softwoodlumberboard.org), "How It Works") to Steve Lovett, CEO, Softwood Lumber Board at: [lovett@softwoodlumberboard.org](mailto:lovett@softwoodlumberboard.org), or mail information to Steve Lovett, Softwood Lumber Board, 330 North Wabash Avenue, Suite 2000, Chicago, IL 60611.

Nominees may include a short background statement outlining their qualifications to serve on the Board. An individual's track record of relevant experience as demonstrated by active participation in generic industry research and promotional activities, along with the reasons for wishing to serve, will be appreciated. The deadline for nominations is March 14th 2014.

Qualifications for serving on the Softwood Lumber Board follow:

1. The Board is comprised of manufacturers and importers of Softwood lumber who annually ship or import 15 million board feet or more of Softwood lumber into the United States. Heads of business and senior executives are encouraged to consider running for a seat on the Board.

2. No two members of the Board may be employed by a single company.

3. Seats on the Board are apportioned by region based on the volume of Softwood lumber manufactured or imported.

4. Domestic manufacturers who manufacture Softwood lumber in more than one region in the United States may seek nomination in one region of their choice.

5. Importers who import Softwood lumber from more than one Canadian region may seek nomination in one region of their choice.

The timeline and details about the nominations – elections – appointments process follow:

• Jan. 1-March 14, 2014: Softwood lumber domestic manufacturers and importers may submit nominations to the Board. Self-nominations are welcome.

The SLB will conduct outreach calling for candidates and detailing qualifications and the nomination appointment process to all segments of the Softwood lumber industry; outreach will include direct mail to assessment payers, trade press and trade associations. The Board will work with USDA AMS and outreach to additional sources recommended by AMS. All materials will reference the Board's diversity policy and encourage qualified persons of all backgrounds to consider seeking a seat on the Board.

•March 14, 2014: Nominations closed. Background statements outlining candidates' qualifications to serve on the Board are due.

•On or about April 15, 2014: The names of domestic manufacturer nominees shall be placed on a ballot by region. The ballots along with voting instructions and the background statements shall be mailed to domestic manufacturers in each respective region for a vote. The election period shall be 20 business days. Election is closed. The votes shall be tabulated for each region with the nominee receiving the highest number of votes at the top of the list in descending order by vote.

•June, 2014: The top two candidates for each position shall be submitted to the Secretary. From the nominations submitted by the Board, the Secretary shall select the members of the Board.

•Prior to Dec. 31, 2014: Secretary appoints new Board members. ■



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# RETAIL REVIEW

## Rock Creek Opens In Billings

**Billings, MT**—Rock Creek Lumber Do It Best recently opened a second location here. According to sources, the new location is a remodeled building that Zig's Building Material's built in 1958.

Owner R.D. Kirkness began roofing in his teens and started his own roofing company, which he later sold to his employees.

"I love the building industry," Kirkness said. "Rather than start a business I know nothing about, I started one in what I really know."

Opening his first location in Red Lodge, MT, in 1995, the new lumberyard is located six blocks from where he grew up.

"We started cleaning it up and the neighbors started cleaning up too," Kirkness explained. "So this is the revitalization of an old part of Billings."

Four generations of Kirknesses have operated businesses in Billings.

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

## Manchester East Haven Builders Supply Open For Business

**Manchester, NY**—East Haven Builders Supply Inc. purchased a new location here.

According to town records the property was purchased for \$640,000 and the company will employ about 20 employees.

Based in East Haven, NY, the company has locations in Newtown and Millwood, NY, and a roof and floor truss manufacturing operation in Branford. The facility offers lumber, roofing materials, windows, doors, interior trim and kitchen cabinets.

The 13,800-square-foot building was constructed in 1989 and sits on a 2.6 acre lot. The property, which is appraised by the town at \$737,000, last sold in 1995 for \$300,000 to Jomic Realty of East Hartford, according to the town assessor's records.

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

## Zuern Building Products Acquires Worzella Lumber

**Allerton, WI**—Zuern Building Products, based here, recently purchased Worzella Lumber's 7.9-acre location in Franklin, WI.

The transaction included a 7.9-acre Worzella property, 9545 S. 80th St., which was sold for \$1.4 million to Gen3 Ventures LLC, a Zuern affiliate, according to state real estate records. It is now the fourth location for Zuern, which also operates in Allerton, Cedarburg and Watertown.

The Franklin operation includes production, storage and showroom space, said Tom Zuern, Zuern Building Products vice president and sales manager. All of Worzella's employees were retained.

Zuern Building Products supplies a full line of building materials to professional builders and homeowners. For more information visit [www.zuerns.com](http://www.zuerns.com). ■

## Shell Lumber & Hardware Acquired By Jesus Guzman

**Miami, FL**—Shell Lumber & Hardware, based here, has been acquired by its former President and COO Jesus Guzman. Former owner Paul Naron recently retired after 32 years but will still have a minor interest in the business.

Guzman has over 20 years experience with domestic and international sales, marketing, shipping and logistics. "I plan on being here and celebrating Shell Lumber's 100th birthday," Guzman told a local newspaper. A self-titled "anti-corporate guy," and a member of his local Chamber of Commerce, Guzman has past experience working with large corporate big box operations. "I know what to do and what not to do to keep Shell just as small town and full service as it always has been," he said.

Shell Lumber & Hardware has been located at the same location for over 84 years. Carrying over 36,000 products, which are also available in truckload quantities, the company has over 2 million board feet of Softwood lumber in stock and also offers hardware and paints.

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

## Marion Ace Hardware To Open This Spring

**Marion, KS**—Marion Ace Hardware is scheduled to open here this spring. Kent Carmichael said the decision to open an Ace Hardware store was because a great opportunity presented itself.

With another location in Ulysses, KS, Carmichael and his wife Sandra purchased the former Seacat Do It Center. "The building size and location fit what we do," Carmichael said. "It was an opportunity to serve the community and expand."

Carmichael indicated he intends to expand the store by knocking out the east wall and adding 2,500 square feet of sales space, bringing the building's size to 12,500 square feet and redoing the floor before opening.

"We're excited about the store.

Businesswise, you can either green and grow or sit and rot."

He noted the expansion would allow him to offer more product lines. The store will offer traditional items as well as more farm items, such as feed and mineral licks for cattle and

Continued on page 17

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## RETAIL REVIEW - Continued from page 16

other livestock and a greater selection of nuts and bolts. "Our products will be geared towards gardeners and the do-it-yourselfer," Carmichael said. "We're looking forward to being there and there has been a positive response from the community."

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

### Autauga Home Supply Acquired By Dixie Hardware Owner

**Prattville, AL**—Autauga Home Supply, based here, has recently been acquired by Billy W. Johnson, owner of Dixie Hardware in Montgomery, AL.

Melissa Mills, who co-owned and operated Autauga Home Supply with husband Lewis, said the decision to sell the business was prompted by her need to spend more time with her parents.

"We were real excited when we bought the store, and we enjoyed running it through the years," said Mills. "We figured we would have it until we were in our 80's but we had some circumstances come up."

Billy Johnson has been in the business for 25 years. In a letter to customers regarding the change of ownership, Johnson said he retained the staff and plans to expand the store's inventory.

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

### Drexel Building Supply Opens Store Number Five

**Wrightstown, WI**—Drexel Building Supply recently opened its fifth store here. The new store is expected to add about 20 full-time jobs to the area.

Formerly known as Campbellsport Building Supply, Drexel Building Supply offers lumber, cabinets, countertops, windows and doors, millwork, decking, roofing and siding.

Albert Fleischman and his wife Joan founded the company in 1985. Their son Joel joined the operation in 1996 and assumed ownership in 2000. The company also has locations in Campbellsport, Brookfield, Berlin and Kiel.

"Drexel has grown by providing a world-class buying experience to our customers," Joel Fleischman said in a statement. "We wouldn't be here today if not for the local communities and the local builders. They have not only become our customers, but our friends."

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

### Armor Building Supply Opens In Hornellsville

**Hornellsville, NY**—Armor Building Supply is opening a new store here. The company is also moving its metal center from Elmira, NY, to Hornellsville.

"We should be operating by the first of April," Armor CEO Eric B. Biscaro told town officials.

Biscaro also said about 90 percent of Armor's sales are to contractors, but the store sells to any type of customer. The store will hire four employees by April, with another two positions probably added by mid-summer. Biscaro said the goal is for \$1 million in sales at the Hornellsville store in the first 12 months of operation.

Armor's site plan, which called for the construction of two new buildings on the Seneca Road property, was approved by the Hornellsville Planning Board.

"The reason why we picked Hornellsville is because it is in-between all of our other stores," Biscaro explained. "Our other four stores are all about an hour away from here. This is a nice, centralized location. And even though our other stores are not that far away, we don't do any business here to speak of."

Armor's product line includes lumber, Therma Tru doors, Mid-America

Siding Components, Pollard Windows & Doors and ArrowLine metal roofing. For more information visit [www.armorbuildingsupply.com](http://www.armorbuildingsupply.com). ■

### Jackson Lumber Named National Dealer Of The Year

**Amesbury, MA**—Jackson Lumber & Millwork, based here, was recently named National Dealer of the Year by ProSales Magazine.

"We are greatly honored to be selected as National Dealer of the Year for 2014, and we want to especially thank the talented and dedicated team of professionals at Jackson Lumber and our incredible and supportive customers," Jackson Lumber & Millwork President Mark Torrisi said.

Out of 7,500 dealers, only one construction supply dealer is chosen annually. The Dealer of the Year Award honors outstanding achievements in construction supply operations, management, and innovations, as well as meritorious service to the dealer's community and to the lumber and building material industry.

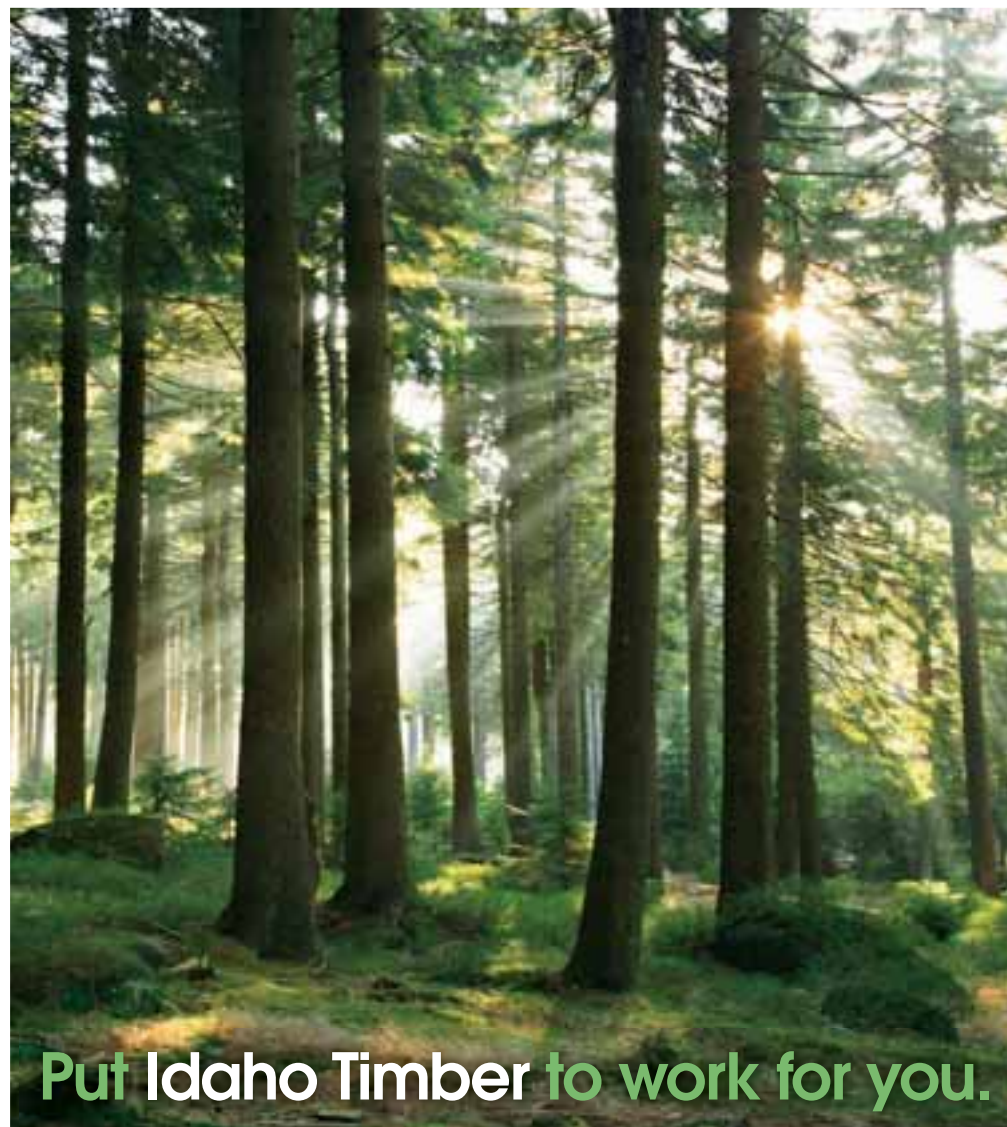
Jackson Lumber & Millwork has a millwork manufacturing facility in Raymond, NH, lumberyards and retail stores in Amesbury, and Lawrence, and a state-of-the-art kitchen design showroom in North Andover.

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

### Home Depot To Open Eight New Stores

**Atlanta, GA**—The Home Depot, headquartered here, recently announced plans to open eight new stores and increase sales by approximately 5 percent.

Continued on page 25



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## Midwest Business Trends



By Paul Miller Jr.  
Assistant Managing Editor

Softwood suppliers in the Midwest region said this winter was worse than last and has caused slowdowns in many areas. "Everybody had a hard winter this year," a contact in Oklahoma said. "This year was the polar opposite. We've experienced rough weather patterns, which have slowed the entire industry down."

When asked about availability issues, the source said he hasn't experienced any yet. "I think there is a lack of sales but mill production is also down. I think we're going to have a pent up demand for spring and going forward I can see us having a shortage of products. When spring hits, people are going to be caught a little short-handed and there is going to be a fast ramp up for needs and I don't think everybody is going to be able to get everything covered."

As for inventory levels he said, "Our inventories are in line based on our sales for sure. Prices are comparable to where they were this time last year. Last year there was a huge ramp up. I would say that prices are slightly higher than this time last year."

The contact indicated transportation issues are better than the same time period last year. "We've traditionally always had trucking shortages but everything seems to be shipping on time if not a little early right now."

Continued on page 33

## West Coast Business Trends



By Wayne Miller  
Executive Editor

Despite some of the worst sustained winter weather across North America seen in years, suppliers on the West Coast say demand and prices for most wood products have held steady or inched up and customers are ordering replacement wood as fast as their own inventories are depleted. Comments indicate that some mill suppliers are already taking steps to increase production—either at currently operated mills, newly purchased mills or mills now being built.

In **North Vancouver, BC, Paul Harder, a trader with Dakeryn Industries**, and writer of Harderblog.com, said, "Lumber prices have remained buoyant through early February in the face of severe winter weather across the continent. The Framing Lumber Composite Price has oscillated within a \$10 range since early November; some have described lumber markets as being 'aggressively sideways' this winter." Harder added, "With many prices near their historical average, speculative buying opportunities have been more challenging to identify. This has intensified hand-to-mouth buying patterns. Field inventories are lean and this contributes to the underlying market strength." Harder also said that rail car supply is constraining mill shipments, which has "ramped up pressure on reloads and trucking. The fractured supply chain is evident."

Harder said, "Conservative forecasts estimate 1.1 million U.S. housing starts this year, a 20 percent increase over last year. Asian demand for Softwood lumber is expected to remain solid."

He said demand from China for both log and lumber shipments should match or surpass records of 2013.

**Carlos Furtado of Sawarne Lumber, Vancouver, BC**, said, "Because of the severe winter weather across much of North America, Cedar sales have been relatively quiet the last couple of weeks. We had four inches of snow in Vancouver at the end of last week. Still, we have sold a fair amount of Cedar for the first quarter. Clears are seeing extreme shortages and other Cedar items are in tight supply. Until a couple of days ago loggers were still in the woods due to mild winter weather, but that is quickly changing."

**Ben Meacham, in Cedar sales for Western Forest Products, Vancouver, BC**, said, "We saw a lot of momentum in sales going into the holidays, especially in the fourth quarter last year. We've had a mild, dry winter up here, which has been beneficial to logging, whereas many of our customers have seen a brutal winter already. Still, in the pockets of good weather our wholesale customers—and their retail customers—have been very busy. While they are managing inventories carefully, when their wood does go out they get back to us fast to replace it. Finally we are beginning to get some tougher winter weather, but still there is a lot of optimism. We are convinced and we are poised for a good spring, and we feel we will have adequate wood for demands in the second quarter. On pricing, we are recently up three to five percent on Cedar items. We are keeping prices flat in February, but March will see another two or three percent increase on Cedar items. Pricing did not take the normal retraction during winter this year—as it has in past years. Our customers know that overall logs are in short supply and they have seemed okay with prices so far. Otherwise, a weakening of the looney and lack of duty has worked in our favor for at least the last 45 days."

Continued on page 29



## Boise Cascade Building Materials Distribution



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## NAWLA News –

Continued from page 2

ure wood to determine scale and quality—are 50 or higher.

•In Canada, more than half of the sector's workforce is at least 45 years old. Based on current demographics, it's estimated that during the next 10 years more than 50,000 workers will be gone—one-third of today's Canadian lumber workforce.

The need for qualified workers is back. While the most obvious job available in lumber is as a logger, a wide range of new jobs has been created to help support the modern lumber industry. These range from finance and operations, analytic jobs that focus on computers or GPS mapping, to environmental jobs that look at saving and preserving habitats, to helping to handle the current governmental bureaucracy that presents challenges.

Many companies are recognizing that qualified workers, and particularly young people who see lumber as a career, is not only great preparation for the future, but also contributes to current vitality. They see that without the infusion of new ideas, new skills, and young leaders, our companies will grow old and lose their edge.

One group that is tackling this problem is our NAWLA Education Foundation (NEF), started in 2011 solely dedicated to educating, inspiring, and planting a new generation of leaders throughout our industry. We collaborate with leading universities to offer students engaging lectures, inspiring field experiences, and practical internships.

### The Internship Opportunity

Offering internships is one way lumber company executives can turn this corner and find younger workers-in-training. It's a low-risk, high-benefit step into the future.

Companies can use an internship program as a year-round recruiting tool: These motivated and talented students will find you, saving you recruiting dollars. Internships are a great way to assess the skill, motivation and character of a potential employee, and if a company makes a full-time employment offer to an intern, it will be hiring a knowledgeable and committed employee.

With the arrival of interns, productivity increases—as experienced employees tackle the most challenging projects, while interns gain valuable experience getting important side projects done. Further, according to the National Association of Colleges and Employers (NACE), about four of every five businesses using internships as a recruiting strategy report a 'good' to 'excellent' return on investment. Also, companies retain internship hires for five years at a rate of 72.9 percent compared to non-internship hires retention rate of 66.4 percent.

Students participating in NEF will be eligible to apply for paid internships with industry innovators throughout the United States, and NEF's new Website ([www.nawlaef.org](http://www.nawlaef.org)) is becoming a clearing house of internships available in lumber companies. (When a company commits to a NEF internship program, the foundation will post its job description on the NEF Website).

The NEF message to young people training for a career in business, construction, engineering, design, or environmental science, is that the lumber and wood products industry offers a wide range of professional opportunities. We show them that the industry is high-tech, highly "green," and it's looking for quality people.

NEF uses a diverse team of instructors and presenters to introduce students to the principles and practice of forestry, the business of lumber and wood products, the environmental impacts associated with production and use of wood products, and their role in green markets.

Old Man Lumber, in need of a fountain of youth, may find it in a generation of young, trained leaders. NAWLA Education Foundation is one group that is making it happen. ■

## DEVENCO –

Continued from page 4

Like most other manufacturing firms, DeVenco saw its share of lost business during the recent recession. Luckily, the company had a 4-year-long project on its roster right when the downturn hit hard in 2008. The project found DeVenco replacing 12' X 8' pocket blinds throughout the entire structure. "We restored the U.S. Supreme Court over a 4-year period from 2008-12," said Austin. "We did one quadrant of the building every year for four years and quite frankly that may have been what pulled us through the recession."

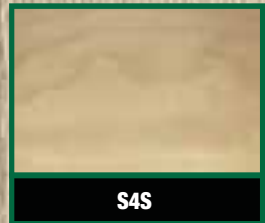
Today, with the economy slowly recovering and more commercial and residential owners considering upgrades for their historical structures, DeVenco is well positioned to continue its 75-year success streak. "The one thing that makes us unique is that no one else makes period replication blinds and shutters," said Austin. "While a cabinetmaker may be able to handle the work, we're the only company that makes and advertises pure replication wooden blinds, shutters, porch shades, and raised panels. That's our selling point."

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

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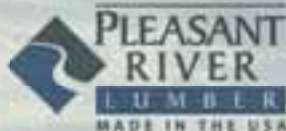
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