

The Softwood Forest Products Buyer

www.softwoodbuyer.com

Vol. 30 No. 1

The Softwood Industry's Only Newspaper...Now Reaching 38,414 firms (20,000 per issue)

January/February 2015

Buyers, Sellers Gather For Annual NAWLA Traders Market

Photos By Terry and Wayne Miller

Chicago, IL—Approximately 1,500 lumber industry buyers and sellers were in attendance recently at the 2014 North American Wholesale Lumber Association (NAWLA) Traders Market. The Hyatt Regency Chicago served as the host site for this event.



Juan Carlos Quintana, Natural Trade Ltd., North Vancouver, BC; Wayne Jordan, Neiman Enterprises, Hulett, WY; Kevin Sedler, Natural Trade Ltd.; Wes Bush and Mike Stevens, Neiman Enterprises; Adrian Topete, Natural Trade Ltd., Tijuana, Mexico; and Carlos Villavicencio, Natural Trade Ltd.

According to a statement by Jim McGinnis, the NAWLA 2014 Traders Market Committee Chairman, the tradeshow floor featured 250 in-

dustry-leading manufacturers and distributors of lumber and related building materials.

McGinnis added that in addition to NAWLA's traditional show format, new educational opportunities were added to this year's event through "Learning Lounges" on the tradeshow floor. These lounges provided attendees with information on such topics as the effects of water on wood, as well as how to hire and re-



Nikki Robbins, Biewer Lumber, St. Clair, MI; Mike Goodman, Sherwood Lumber Corp., Islandia, NY; Shana Gonda, Biewer Lumber; Josh Goodman, Sherwood Lumber Corp.; Kim Glaeser, Biewer Lumber; and Alden Robbins, Robbins Lumber Co., Searsmont, ME

Additional photos on pages 8, 10, 12, 14 & 16

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Cedar Awareness Paramount To WRCLA

Photos By Terry and Wayne Miller

Chicago, IL—In conjunction with the NAWLA Traders Market at the Hyatt Regency Chicago, the Western Red Cedar Lumber Association (WRCLA) recently met here. Among the focus points of the meeting was the new market paradigm that the WRCLA

has defined as rapidly becoming the norm: namely, a tech-savvy, younger generation of buyers and the advent of social media, which is changing how many business decisions are made. The meeting also addressed how the Real Cedar brand and the WRCLA



Carlos Furtado, Sawarne Lumber Co. Ltd., Vancouver, BC; Brian Boyd, Manufacturers Reserve Supply Inc., Irvington, NJ; Helena Jehnichen, Western Red Cedar Lumber Association (WRCLA), Vancouver, BC; and Gavy Gosal, Sawarne Lumber Co. Ltd.

have responded to the changing dynamics of the industry.

Jack Draper, WRCLA managing director, introduced speakers, including the WRCLA chairman, Greg Smith, of Gilbert Smith Forest Products, who spoke about the redefinition of the WRCLA website and introduced Kelly McCloskey, with Wood 'N Frog, which developed research on Western Red Cedar (WRC) use in the U.S.

That presentation defined WRCLA's strategy to maintain and grow demand for



Richard Bartsch, Hy Mark Wood Mfg. Inc., Spokane, WA; Jeff Derby, Western Forest Products Inc., Vancouver, BC; Douglas Moore, The Forest Products Group, Columbus, OH; Ryan Furtado, Western Forest Products Inc.; and Wayne Miller, The Softwood Forest Products Buyer, Memphis, TN

Additional photos on page 18

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APA And EWTA Members Gather For 2014 Annual Meeting

Photos By Joseph Coelho

San Antonio, TX—More than 420 APA-The Engineered Wood Association members, Engineered Wood Technology Association (EWTA) members, staff, spouses



Lori and Geoff Crandlemire, Traci Smith, Jim Walsh and David Smith, Rosboro, Springfield, OR

Additional photos on page 18

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Who's Who in Softwoods



KATHY COOPER

Kathy Cooper is the shipping and production clerk for **Gilbert Smith Forest Products Ltd.**, located in Barriere, BC. Gilbert Smith Forest Products is a sawmill manufacturing 32 million board feet per year of Western Red Cedar lumber in 2x4 through 2x12, 1x12 Green boards and timbers, 2-inch, 1E, S1S1E and S4S, 4x4 FOHC and HC in Rough or S4S and 1x12 S1S2E. Additional products and services offered are 2-inch TK blank boards for remanufacturing, PEFC/CSA certified products, Appearance grade timbers, FOB Mill services and FOB delivered. Cooper graduated Barriere Secondary School, Barriere, BC, in 1978. She has been in her current position with Gilbert Smith Forest Products for 23 years. Her duties include handling shipping and production, analyzing and recording data from the sawmill and

Continued on page 30

Gavy Gosal is a sales representative for **Sawarne Lumber Co. Ltd.**, located in Vancouver, BC.

Sawarne Lumber manufactures approximately 15 million board feet per year of various Western Red Cedar products, including 1x2 through 1x12 S1S2E, Rough S4S, Clear, STK, Green, kiln-dried (also Clear VG), 2x2 S4SEE Knotty and Clear, 2x4 through 2x12 S1S2E, S4SEE, rougher-headed, Knotty and Clear in Green or kiln-dried (also Clear VG), as well as fencing, channels, shiplaps, drop sidings, special patterns and timbers.

The company also exports Green and kiln-dried Clears in rough form.

Gosal graduated from Sir Winston Churchill Continued on page 31



GAVY GOSAL

Jamie Moulton is a sales representative for **DiPrizio Pine Sales**, located in Middleton, NH.

DiPrizio Pine Sales is a manufacturer of Eastern White Pine products. With an annual production of 22 million board feet, the company offers a wide range of Softwood forest products, including timbers, siding, paneling, flooring and moulding, as well as rough lumber and 6/4 decking. Grades of lumber include Select, Common and shop/furniture grades.

Moulton has been with DiPrizio Pine Sales for 23 years. His first job in the forest products industry was in the planing mill at DiPrizio. Advancing through the positions of grader and finished end supervisor, and he was recently pro-

Continued on page 31



JAMIE MOULTON

Joel Osterloh is director of solid wood sales for **International Forest Products LLC**, located in Foxboro, MA. He is based out of Atlanta, GA, and manages IFP's office there.

International Forest Products, a member of The Kraft Group Companies, is a 42-year-old, Boston-based family company dedicated to the worldwide trade and manufacture of forest products. Southern Yellow Pine logs and lumber in SAP, Prime, Merch and No. 2 grades, kiln-dried, Surfaced and Rough, 1-inch through 4-inch and thicker, as well as remanufactured sizes, are among the company's offerings.

Additionally the company offers export to Asia, Europe, North Africa and the Middle East, as well as import- Continued on page 31



JOEL OSTERLOH

Graham Picard is a Cedar sales specialist for **Terminal Forest Products Ltd.**, headquartered in Richmond, BC.

Terminal Forest Products is a sawmill manufacturing 100 million board feet of Coastal Western Red Cedar products per year including: Clear finish bevel and panel, finger-joint and engineered products, STK decking, boards, panel, bevel, Green boards, and rough dimension and timbers. The company manufactures 500 different Cedar products utilizing a state-of-the-art remanufacturing plant in Everson, WA.

Additionally, Terminal Forest Products offers PEFC certified products.

Picard graduated from Langley Secondary Continued on page 31



GRAHAM PICARD

Travis Risser is territory manager over the South Central area of Pennsylvania for **Mid-State Lumber Corp.**, located in Branchburg, NJ.

Mid-State Lumber is a local and regional wholesaler of flooring, Knotty and Clear boards, wood siding, stepping, and dimensional lumber. Knotty boards are available in kiln-dried Inland Red Cedar and White Pine, while Clear boards are offered in Pine, husky finger-joint Primed Pine, A and Better Western Red Cedar, kiln-dried Inland Red Cedar, Blue Star red meranti, vertical grain Doug Fir, as well as ipe.

Additional products offered by the company include decking, stepping, PVC products, fiber cement, Continued on page 23



TRAVIS RISSER

Metriguard's Jim Logan Receives Bronson J. Lewis Award

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

Jim Logan, owner and president of Metriguard Inc. of Pullman, WA, was honored with the Bronson J. Lewis Award from APA-The Engineered Wood Association during its Annual Meeting in San Antonio, Texas, recently. The annual award is named after the late Bronson Lewis, who served for 24 years as secretary and then executive vice president of APA. The award recognizes individuals for their leadership and outstanding contribution to the industry.

For 42 years, Logan and his company have provided the engineered wood industry with laboratory and production equipment to produce and test lumber, veneer and panels.

In the early 1970s, Logan contributed expertise in electronics and instrumentation to

Continued on page 31

Housing Trends To Watch In 2015

By **Dave Destiche, Vice President of Marketing/Sales, Amerhart** and **Alden J. Robbins, Vice President/Sales Manager, Robbins Lumber**

With a sharp decline in energy prices (in the U.S. and globally), a drop in household debt and interest rates, and modest economic growth in the forecast for 2015, the new year holds a great deal of promise for forest product wholesalers and manufacturers. Here are a few trends NAWLA members will be watching for their impact on our industry throughout the year.

Improved Building Outlook

According to The NBMBA Quarterly Economic Trend Report, developed in partnership with ITR Economics, 2015 U.S. housing starts will decline slightly from 2014, but finish the year at 1.09 million units (an 8 percent increase). The decrease is anticipated, in part, due to some changes in Federal Housing Administration lending policies that will make it more difficult to finance median-priced homes. In the Western and Southern regions of the country, starts are expected to increase at higher rates than in the Northeast and Midwest, with acceleration in the South expected to last through 2015.



Dave Destiche

Continued on page 32

Softwood Lumber Board Partners With USDA To Sponsor Tall Wood Building Prize Competition

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

Recently, the USDA, in partnership with the Softwood Lumber Board (SLB) and the Binational Softwood Lumber Council (BSLC), announced the opening of the first-ever U.S. Tall Wood Building Prize Competition. The competition, which is open to teams of designers, architects, and developers, will award a \$2 million prize to the entry that best showcases the architectural and commercial viability of advanced wood products, such as cross laminated timber (CLT), in designing and constructing tall buildings in the U.S.

The competition aims both to help the American building industry pursue greater heights with wood and to highlight important linkages between building with wood and revitalizing rural economies in the U.S. The competition requires that the winning project team source a share of its materials from rural, domestic sources, including wood from do-



Continued on page 32

New 2015 Building Code Standards: Update from the American Wood Council

Updated NDS, SDPWS, WFCM and PWF standards approved by the American National Standards Institute (ANSI)

By **Robert Glowinski, President & CEO, American Wood Council**

The triennial release of the International Code Council's updated *International Building Code* (IBC) and *International Residential Code* (IRC) is an exciting time for professionals in the construction industry as it often means expanded options for architectural designs. However, understanding all of the latest changes and what is allowed in various jurisdictions can also be a daunting prospect.

With the recently announced IBC and IRC, I want to share four new code-referenced standards that translate what the latest updates mean for the application of traditional and engineered wood products in buildings. The American Wood Council's (AWC) 2015 *National Design Specification®* (NDS®) for *Wood Construction*, 2015 *Special Design Provisions for Wind and Seismic* (SDPWS), 2015 *Wood-Frame Construction*

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

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

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

Canadian Correspondents: Toronto, Ontario, Vancouver, B.C.
The Softwood Forest Products Buyer is the product of a company and its affiliates that have been in the publishing business for over 88 years.

Other publications edited for specialized markets and distributed worldwide include:

National Hardwood Magazine • Hardwood Purchasing Handbook
Import/Export Wood Purchasing News • North American Forest Products Export Directory • Imported Wood Purchasing Guide
Green Book's Hardwood Marketing Directory • Green Book's Softwood Marketing Directory • Dimension & Wood Components Buyer's Guide

Subscriptions: U.S. and Canada: \$65 (U.S. dollars) - 1 year; \$75 - 2 years; \$90 - 3 years; Foreign (airmail) \$140 - 1 year; \$235 - 2 years. Canadian and foreign orders must be paid by check drawn on U.S. bank or by wire transfer. Fax for more information.

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Roseburg Forest Products Fire and Rebirth

Weed, CA—The small town of Weed, CA, sat smoldering in the late September afternoon, changed forever after strong winds sent red-hot flames screaming through the Northern California timber community. With smaller fires still burning as the sunset, residents and first responders continued to fight to save what they could, even as the enormity of the damage already done weighed on their minds. More than 150 structures, most of them homes, were destroyed, and the town's second-largest employer, a Roseburg Forest Products mill, was severely damaged.



Pictured is a pile of wood chips on fire at Roseburg's facility in Weed, CA.

The Devastation

The Boles Fire, as it became known, is believed to have started in a gully near an apartment building, and quickly spread through the drought-stricken area just south of the Oregon border. As the fire seared through brush, trees, and homes Monday, September 15, the mill had just enough warning to send home most of the 60 day-shift workers and mobilize the mill fire crew. "We had such an incredible response from our people at the plant," said Roseburg's Weed Plant Manager Jeff Scholberg. "After being evacuated they voluntarily chose to fight the fire at the mill, some knowing that their own homes were going up in flames." The mill's mechanic shop, powerhouse, residual piles, and certain areas of the main manufacturing facility, including the boiler and dryers, were damaged, but no deaths or injuries were reported. Employing 170 workers in a community with a population of less than 3,000, Roseburg is one of the few businesses in the area providing family-wage jobs. So the mill shutting down, even temporarily, was a major concern even as flames leapt into the air. The company's Communications Director, Eileen Burmeister, said in an interview that an employee shared a story during a town meeting about fighting the fire alongside another employee.



The Roseburg management team assesses the damage.

"He looked at the employee and said, 'You know, if you need to go home and check on your family and check your house...' And the guy said, 'I don't have a house anymore.' He already knew he had lost his house, but he was fighting the fire because if you lose your house and you lose your place of employment, what do you have?," Burmeister said.



The company's truck shop became engulfed in flames.

"He looked at the employee and said, 'You know, if you need to go home and check on your family and check your house...' And the guy said, 'I don't have a house anymore.' He already knew he had lost his house, but he was fighting the fire because if you lose your house and you lose your place of employment, what do you have?," Burmeister said.

Coming Together

In response to their workers' demonstrated dedication, Roseburg reacted in kind, providing temporary housing for Weed employees unable to return home or for those who lost their homes entirely, along with meal assistance. Counseling services for employees and their families were also made available.

Additionally, after a bit of scrambling, Roseburg was able to keep "anyone who wanted to work" working while the company made the initial repairs to the veneer facility, according to Steve Killgore, vice president of sales and marketing. Of the 135 jobs affected by the fire, approximately 40-50 employees stayed on site to help with cleanup and repairs. Another 65 employees were temporarily relocated to the city of Roseburg, OR, to continue helping produce veneer in the company's Dillard and Riddle plywood mills. Several of these displaced workers took their families with them, as they no longer had homes to



After the fire was complete, a rainbow was created from smoke over the log deck.

return to due to the fire.

Roseburg employees across the country also banded together to help their Weed counterparts. Together, they have raised more than \$51,000 to help their colleagues displaced by the fire. The company has also agreed to match those donations dollar-for-dollar, and a fund has been established through the United Way of Northern California.

The Rebirth

Some have questioned why Roseburg chose to clean up and rebuild the mill. To a large extent, the choice was an economic, but also heartfelt, decision. "Weed is a critical part of our business," explained Killgore. "The California operation specifically peels White Fir, which is the core material for our hardwood plywood. We do not have the volume of that species in Oregon to accommodate the hardwood program. It's about protecting our hardwood plywood program. "Of course," he continued, "we could have just added shifts to other mills, but

"We had such an incredible response from our people at the plant."
—Roseburg's Weed Plant Manager, Jeff Scholberg

then you have to hire, train, and do all that. So relocating the ready-to-go workforce, and adding shifts during 'down time,' made sense for the business and our employees who would have, otherwise, possibly gone without a paycheck."

The Weed veneer plant supplies product to customers throughout the Northwest and is one of the company's largest mills. While managers say they lost about four weeks of production, it could have been much worse. "We knew we had a pretty good inventory available, but we also knew we had to get something going in three to four weeks, or we would risk running short," said Killgore. "But the way this worked out, with the Weed employees coming up here and being so productive at our Oregon mills, there was never an issue that we wouldn't have product. That's a testament to the extensive capacity that Roseburg has, which is important to our customers—being able to respond to these kinds of situations."



Firefighting on Roseburg's property proved intense.



Across from the Roseburg plant, the neighborhood was a total loss.



The Boles fire, as it became known, burned through the night.

Additionally, just keeping everyone working was a huge task in itself. Killgore explained, "Obviously, we had our HR department with all hands on deck trying to coordinate all of this activity of employees and families and houses. We had our timber resource department coordinating the trucking of logs from

California up to our Oregon mills. And then the mills themselves here had to figure out how to keep these guys organized on shifts. We let them be in teams. We didn't just salt them in with the shifts here. They all knew each other and had worked together in California, and so we let them be their own shift here. Basically, they just stepped in, got familiar with the machinery, and got the job done."

After the fire, Roseburg made it a goal to re-open the Weed mill by Nov. 27, Thanksgiving—giving them approximately 10 weeks for repairs. Many considered the timeline ambitious; especially considering part of the fire damage was to the plant's boiler—a vital piece of equipment needed to produce steam for the blocks of wood before they are peeled. But over the next few weeks, outside contractors and Roseburg employees worked around the clock to make the repairs needed to re-open. Surprisingly, or perhaps not, on Monday, Oct. 13, almost all 135 displaced workers returned to work in Weed, just four weeks after the fire.

Using a portable boiler so the mill can be functional while the powerhouse is rebuilt, the veneer mill is now operating on a limited basis as work continues to repair the facility. Repairs to the entire plant, including additional repairs to equipment and the power supply, will likely be completed in the first quarter of

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Neiman Enterprises' Success Stays True To Humble Beginnings

By Terry Miller

Hulett, WY—Neiman Enterprises is a company that grew from humble beginnings



The Neiman family from left to right: Jim D. Neiman, Sheri Stinson, Sally Ann Neiman, James S. Neiman, James Michael Neiman and Marcus Neiman.

and flourished with hard work. Owner James S. Neiman is a living testament to the trials the company conquered to get off the ground. Despite his operation's tremendous growth and capital gains, Neiman remains as humble today as he was when the company first developed in Wyoming, this country's least populated

“My desire was to build a sawmill that would saw 10,000 board feet per day with five people. I was going to be a hero. Today we are sawing a million feet a day.”—James S. Neiman, Neiman Enterprises

state. His father, Albert “A.C.” Neiman, began the company with two trucks that were used for hauling potatoes, beans and fence posts. “My dad realized a demand that needed to be met,” Neiman explained. “People wanted lumber to build barns, and other things. He

couldn't source the lumber at that time so he bought an old sawmill between Hill City and Custer, South Dakota. Our family moved into a tent in the middle of winter. There were eight of us kids and we slept outside. My mother would go out and scrape the snow off the blankets. We'd get



Pictured is the tray sorter at Devil's Tower Forest Products, Neiman Enterprises' first location.

breakfast and then walk two and a half miles to school, although we didn't go to school every day. If we sawed, everybody worked, including the girls. My oldest sister, Kerry, built a 12x16 shack when we got enough lumber sawed. I'll never know where she came up with the idea, but she put 2x12 edgewise in the middle, 2x8 around, made a round roof and put ½-inch lumber on it and tar paper underneath. Once she finished building the house, the three girls and our mom and dad stayed in there, and us boys stayed in the tent. It would get cold, but we didn't notice.”

A.C. Neiman bought 75 acres in the small town of Upton, WY, which boasts the slogan, “The best town on earth.” “Here, we hauled logs from Hulett and crossed the Belle Fourche river three times,” Neiman continued. “They didn't install a bridge until 1944, so we went across the river through three different areas. Dad built a ramp up between the horses so I could drag the harness up there and harness my own team. I was nine years old.”



This material is staged for the moulder in Spearfish, SD.

“One day the principal of the school came out and walked in the door and said, ‘Mr. Neiman, that's illegal. You can't work your children like that. They have to get an education.’ My dad walked him to the door and said, ‘Mr., you've got a

school to run and I've got a family to raise, don't you come back.’ And he never did.”

He continued, “In 1950 the bank was going to foreclose on the ranch. At that time my mother had

received \$20,000 inheritance from Pennsylvania and my brother and I borrowed it. We paid the payment on the ranch and got a Banker's Life loan for the land the sawmill was on. Originally it was 2,000 acres and we paid \$20 per acre.”

Neiman bought his brother out of the sawmill in 1958. “He got the ranch and I got the sawmill. I owed \$15,000 on it, owed my mother \$20,000 on the ranch; plus we owed about \$30,000 to Bankers Life.”

In 1961 the sawmill burned down. “I owed \$20,000 on a pile of ashes,” Neiman said. “I called the banker at Sundance and he said, ‘What are you going to do?’ I said, ‘I'm going to go back into the sawmill business and you're going to loan me the money. You can either be stuck for the \$20,000, or you can give me the opportunity to pay it back.’ He hemmed and hawed on it for a bit and finally said, ‘What do you need?’”

Neiman continued, “I knew of an operation that was selling off equipment and so I asked the bank for \$7,000. My brother and I drove all night and went to the sale where I paid \$7,000 for the first piece of machinery, and by the end of the day I'd spent \$17,500. My brother said, ‘They'll throw you in jail.’ I said, ‘I haven't got anything to lose, I'm flat broke!

So all of our progress here goes back to Sundance Bank.’ He gave me an \$80,000 loan, and it wasn't long until I used all of it.”

As the operation grew so did Neiman's family. Neiman's son and Vice President

of the operation, Jim D. Neiman, offered. “People talk about this recession now being as bad as it was in the '80's. We didn't know it was bad in the 1980's. We didn't read the paper or listen to the news, we just worked and got through it. My dad always said the word ‘can't’ is not in our dictionary. If you want to go for it-go for it. It kind of



Premium studs produced at Montrose Forest Products are end branded and waxed.

makes you stop and stutter when you look at where we've been and what we've become. But here we are.”

James S. continued, “My desire was to build a sawmill that would saw 10,000 board feet per day with five people. I was going to be a hero. Today we are sawing a million feet a day.”

Neiman Enterprises continues to progress and stay on the cutting edge of technology with new equipment. “We've invested a lot of capital to be able to withstand the swings in the marketplace and get the most out of the resource,” James D. explained.

Additional photo on page 38

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Neiman Enterprises sales team: (front row): Brian Benson, Bill McGrath, Alicia Olson, and John McPartland; (back row): Wayne Jordan, Wes Bush, and Mike Stevens.



Comact, headquartered in Saint-Georges, QC, supplied an automated grader, (shown here) the GradExpert at Spearfish Forest Products, Spearfish, SD.



Weinig Inc. supplied this moulder at Spearfish Forest Products.

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NAWLA PHOTOS - Continued from page 1



Grant Phillips, Collins, Portland, OR; Warren Reeves, Wholesale Wood Products, Dothan, AL; Aly Kingsley, Collins; Carl Lamb, Snavely Forest Products, Westminster, MD; and David Bernstein, Mid-State Lumber Corp., Branchburg, NJ



Steve Killgore, Roseburg, Roseburg, OR; Tom Kohlmeier, Seemac Inc., Carmel, IN; Stephanie Mulvogue, Weston Forest Products Inc., Mississauga, ON; and Dan Semsak, Pacific Woodtech Corp., Burlington, WA



Alden Robbins, Robbins Lumber Inc., Searsmont, ME; Kent Beveridge, Skana Forest Products Ltd., Richmond, BC; and Jared Carroll, Weston Forest Products Inc., Mississauga, ON



Larry Schmedding, Empire Lumber Co., Spokane, WA; Rose Ann Loranger, Goodfellow Inc., Delson, QC; Dave Destiche, Amerhart Ltd., Green Bay, WI; and Jeff Williams, Amerhart Ltd., Williamsburg, MI



Chuck Dotson, Thompson River Lumber Co. of Montana, Thompson Falls, MT; Rick Kitch, Tri-Pro Forest Products, Oldtown, ID; Mike Gruenke, BNSF Railway, Spokane, WA; and Rob Tam and Gary Arthur, Haida Forest Products Ltd., Burnaby, BC



Jeff Hardy, Cersosimo Lumber Co., Brattleboro, VT; Tonia Tibbetts, Robbins Lumber Inc., Searsmont, ME; Jeremiah Kerley, East Coast Mouldings Inc., North Wilkesboro, NC; and Scott Ferland, Cersosimo Lumber Co.



Calvin Biddix, U. S. Lumber Group, Duluth, GA; Guy Campbell, Carolina Color Tones, Arden, NC; David Jeffers, PPG Machine Applied Coatings, Raleigh, NC; and Chris Caviggia, PPG Machine Applied Coatings, Mission, BC



Mary Jo Nyblad, Boise Cascade Wood Products, Boise, ID; Jonathan Martin, RoyOMartin Lumber, Alexandria, LA; Jayson Darula and Jenlian Chadwick, Seaboard International, Nashua, NH; and Blake Keitzman, Roseburg, Roseburg, OR



Kevin Dodds, Collins, Portland, OR; Jim Vandegrift and Joe Buttice, Bennett Lumber Products Inc., Princeton, ID; and Joe La Berge, Collins, Portland, OR



Tony Geiger, David Bulk, Denny Huston, Holly Elliott and John Lentz, Boise Cascade Wood Products, Boise, ID; John Dillner, Weekes Forest Products, Waukesha, WI; and Richard Mills, Boise Cascade Co.



Jeff Hardy, Cersosimo Lumber Co., Brattleboro, VT; Karen Stephens, Klumb Lumber Co., Covington, GA; Steve Funchess, Klumb Lumber Co., Loxley, AL; and Scott Ferland, Cersosimo Lumber Co.



Jimmy Swanson and Terri Collins, Swanson Group Sales Co., Glendale, OR; and Cindy and Jim McGinnis, The McGinnis Lumber Co. Inc., Meridian, MS



Wayne Jordan, Neiman Enterprises, Hulett, WY; Dave Engelhard, Metropolitan Lumber Co., Warrenville, IL; Dale Mantay, Detroit Forest Products Inc., Westland, MI; Dave Andrea, Anderson Corp., Bayport, MN; Tom Ellis, Detroit Forest Products Inc.; and Mike Stevens, Neiman Enterprises; and Chris Rivard, Anderson Corp.



Don Meija, Atlas Trading International, Beaverton, OR; Jeremiah Kerley and Harris Gant, East Coast Mouldings Inc., North Wilkesboro, NC; and David Hanson, Snider Industries LLP, Marshall, TX



Jeff Easterling, Northeastern Lumber Manufacturers Association, Cumberland, ME; and Jeff Hardy, Cersosimo Lumber Co., Brattleboro, VT



Cami Waner, Lee Jimerson, Kevin Dodds, Joe La Berge and Eric Schooler, Collins, Portland, OR; Ed Langley, Neiman Reed Lumber Co., Panorama City, CA; Grant Phillips, Collins; and Jim Futter, Sherwood Lumber Corp., Islandia, NY



David Bernstein, Bill Artigliere and John Fijalkowski, Mid-State Lumber Corp., Branchburg, NJ; John Brissette and Curtis Walker, The Waldun Group, Maple Ridge, BC; and Mike Kelly, Mid-State Lumber Corp.



Mike Flynn and Bill Nocerino, Potlatch Corp., Spokane, WA; Chris Albright, Canadian Wood Products, Montreal, QC; Joe Angelo, Potlatch Corp.; and Christian Labbe and Elliott Picken, Canadian Wood Products

Additional photos on page 10

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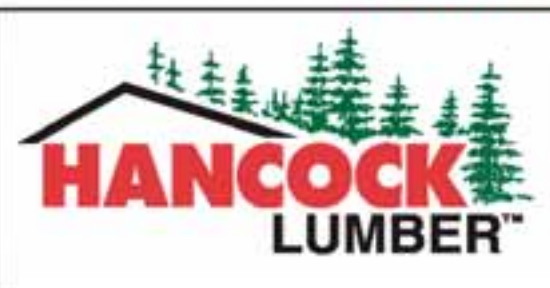
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Jack Bowen, Hancock Lumber Co., Casco, ME; Lawrence Newton, U.S. Lumber Group, Duluth, GA; and Matt Duprey, Hancock Lumber Co.



David Bisailon, Edmund A. Allen Co., Momence, IL; Barry Bauman, Interfor, Bellingham, WA; Doug Clitheroe, Interfor, Burnaby, BC; Joe Butkiewicz, Ketchum Forest Products Inc., Seattle, WA; and Rick Steers, Interfor, Bellingham, WA



Dillon Forbes, Coastal Forest Resources Co., Havana, FL; Mel Lundberg, International Forest Products LLC, Alpharetta, GA; and Jim Olson, Coastal Forest Resources Co., Chapman, AL



Dillon Forbes, Coastal Forest Resource Co., Havana, FL; Mel Lundberg, International Forest Products LLC, Alpharetta, GA; Dwight Patterson and Quinton Pugh, Stringfellow Lumber Co. LLC, Birmingham, AL; Linnette Leger, Elof Hansson USA Inc., Tarrytown, NY; Jim Olson, Coastal Forest Resources Co., Chapman, AL; and Olga Dayneko, Elof Hansson USA Inc.



Curtis Walker, The Waldun Group, Maple Ridge, BC; Scott Lindsay, Diane Tutush, Addison Ross and Chris Beveridge, Skana Forest Products Ltd., Richmond, BC



Gavy Gosal, K. K. Sangara and Carlos Furtado, Sawarne Lumber Co. Ltd., Vancouver, BC; Robert LePage, T. J. Link Lumber Co., Warren, MI; Phil Duke, Lumberman's Wholesale Distribution, Nashville, TN; and Wayne Miller, The Softwood Forest Products Buyer, Memphis, TN



Jeff Dill, Buckeye Pacific LLC, Portland, OR; Andy Goodman, Sherwood Lumber Corp., Istantia, NY; and Michael Sopher, K P Wood Ltd., Indian Rocks Beach, FL



Greg Ryback and Tracy Edgemon, Trinity Forest Industries Inc., Dallas, TX; and Sam Satosono and Archie Rafter, Andersen Pacific Forest Products, Maple Ridge, BC



Mike Limas, Anthony Muck and Reed Rediger, DMSI, Omaha, NE



Bryan Lundstrom, Mid Valley Lumber Specialties Ltd., Langley, BC; Shana Gonda and Kim Glaeser, Biewer Lumber, St. Clair, MI; and Al Fortune, Mid Valley Lumber Specialties Ltd.



Terry Baker, Tri-Pro Forest Products, Oldtown, ID; Gary Heideman, American Wholesale Corp., Holton, KS; Adam Russin, Russin Lumber Corp., Montgomery, NY; Ron Cluster, Tri-Pro Forest Products; Jason Jacobson, U.S. Cedar, Sherwood, OR; and Rick Kitch, Tri-Pro Forest Products



Ward Mitzer, Epicor Software, Dublin, CA; Don Spiers, Simpson Lumber Co., Wilmington, NC; Bruce Harris, Simpson Lumber Co., Meldrim, GA; and Sam Kirkland, Epicor Software



Ken Trainor, Diacon Technologies Ltd., Richmond, BC; Mike Boone, ECO Chemical Inc., Seattle, WA; and Konrad Tittler, Diacon Technologies Ltd.



Joe La Berge, Collins, Portland, OR; and Leslie Southwick, C&D Lumber Co., Riddle, OR



Tony Saad and Raymond Ing, Nordic Engineered Wood, Montreal, PQ



Terri Collins and Brian Johnson, Swanson Group Sales Co., Glendale, OR; and Don Devisser, West Coast Lumber Inspection Bureau, Portland, OR



Steve Calverley, OrePac Building Products, Boise, ID; Bryan Lundstrom, Mid Valley Lumber Specialties Ltd., Langley, BC; Dave Rusk, OrePac Building Products, Tacoma, WA; and Al Fortune, Mid Valley Lumber Specialties Ltd.



Deepak Rai and Darcy Johal, Terminal Forest Products Ltd., Richmond, BC

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Denny Huston, Boise Cascade Wood Products, Boise, ID; Amy Vitek, Boise Cascade Wood Products, Homedale, ID; and Vincent Micale and Bernie Nugent, Warren Trask Co. Inc., Lakeville, MA



Dave Tremblay, Greg Smith and Michael Mitten, Gilbert Smith Forest Products Ltd., Barriere, BC; and David Seeley, Weyerhaeuser NR Co., Tacoma, WA



Bob Jank, Sodra Timber AB, Lake Oswego, OR; Mats Wernersson, Sodra Timber AB, Vaxjo, Sweden; Shane Finley, Klumb Lumber Co., Gulfport, MS; and Ted Wilhelmsson, Sodra Timber AB, Lake Oswego, OR



David Warford, U.S. Lumber Group, Duluth, GA; and Greg Haupt and Matt Weaber, Weaber Inc., Lebanon, PA



Jim Edinger, Bitterroot Valley Forest Products, Missoula, MT; Eric Swanson, Trap Loc, Medley, FL; and Christian Skarring, UFP Purchasing, Inc., Medley, FL



Brian Belanger, Pleasant River Pine, Sanford, ME; Jason Hatfield and Karl Seger, Falcon Lumber Ltd., Toronto, ON; and Bill Ossenfort, Pleasant River Pine, Dover-Foxcroft, ME



Peter Howe and Laura Howe, Tristar Cos., Vancouver, WA; Chris Schofer and Mick Vaagen, Vaagen Bros. Lumber, Colville, WA; and Kent Marks, BlueLinx Corp., Atlanta, GA



Mike Herrema, Disdero Lumber Co., Clackamas, OR; Brenda Worms, Norsask Forest Products Ltd. Partnership, Meadow Lake, SK; Win Smith, Limington Lumber Co., East Baldwin, ME; and Kaylynn Schroeder, Norsask Forest Products Ltd. Partnership



Kaylynn Schroeder and Tracey Gorski, Norsask Forest Products Ltd. Partnership, Meadow Lake, SK; Terry Miller, The Softwood Forest Products Buyer, Memphis, TN; and Brenda Worms and Ben Voss, Norsask Forest Products Ltd. Partnership



John Branstetter, John Walcott and James Lambert, Vaagen Bros. Lumber, Colville, WA



Mark Mitchell, Stimson Lumber Co., Portland, OR; Jamie Hursh, Richardson Timbers, Dallas, TX; and Marshall Lauch, Stimson Lumber Co.



Dave Jarra, Interfor, Bellingham, WA; Jennifer Raworth and Steve Clitheroe, Interfor, Vancouver, BC; and Rick Steers, Interfor, Bellingham, WA



Bobby Jennings and Courtney Robinson, Robinson Lumber Co., New Orleans, LA



Rick and Lillian Ekstein, Weston Forest Products Inc., Mississauga, ON; and Jannine and Henry Givray, SmithBucklin, Chicago, IL



Grant Phillips, Collins, Portland, OR; Warren Reeves, Wholesale Wood Products, Dothan, AL; Carl Lam, Snavely Forest Products, Westminster, MD; Anthony Muck, DMSI Software, Omaha, NE; and Leo Colantuono, Biewer Lumber, St. Clair, MI



Chris Retherford and Todd Fox, Columbia Cedar, Kettle Falls, WA; and Kirk Nagy, The Waldun Group, Maple Ridge, BC



Paul Owen, Vanport International Inc., Boring, OR; Matti Kylavainio, Ketele Group, Keitele, Finland; Joe Honochick, Zip-O-Log Mills Inc., Eugene, OR; Bill McGovern, Pacific Western Lumber, Lakewood, WA; and Mark Grube, Zip-O-Log Mills Inc.

Additional photos on Page 14

2015 SOFTWOOD FORECASTS

(Editor's Note: What does the future hold for the lumber industry in 2015, and what challenges did many companies overcome in 2014 in order to continue to grow their business? Many peers in the industry agreed to share their insights with The Softwood Forest Products Buyer in the following comments.)

Alden Robbins
Robbins Lumber Inc.
Searsport, ME



Some of our business goals for 2015 include: increase profitability, for obvious reasons, and because as a sawmill we have maximized production, so the only way to do better is to become more efficient and cut costs, or increase price or add value.

2014 was a more profitable year than 2013 due to higher lumber prices. Our customers are lumber wholesalers, and Standard grade in all widths has been the strongest mover as a product this year for us.

Among the biggest challenges facing our specific company as we head into 2015 are: log supply and power costs. With the wood business picking up, everyone is hungry for logs. With paper mills going down, the markets for some wood products are changing, making it harder on those who get the goods out of the woods. Power rates are forecast to have a significant spike, and that is one cost factor that is hard to control.

We've also experienced higher transportation costs and less availability, same as everyone else. ■

The single most important goal for Collins in 2015 will be to strengthen our existing relationships with current customers and vendors; and to find new trading partners whom have a similar interest in developing a mutually beneficial vendor/supplier relationship. Our 160-year history allows us to take a long-term view of our business goals. We work best with other companies who are searching for honest, stable, and profitable relationships. From a pure sales perspective, we are focused on continuing to identify customers in geographical regions where we already have a strong sales presence.



Whether you are a producer, distributor, pro-dealer, or industrial user, the Softwood market in 2014 provided consistent market pricing and stable demand not seen in years. Massive transportation disruptions created largest SPF sawmill inventories. Once rail capacity bottlenecks were alleviated during midspring, the 2014 North American market provided enough demand to digest the surplus mill inventories without a major market adjustment. This allowed sawmills, including Collins, to focus on production yields instead of worrying about market price fluctuation. However, this price consistency meant wholesale distribution companies had less opportunity to generate profits from "buying low and selling high"; we were instead forced to concentrate on back to back opportunities, re-manufacturing, and product mix to insure a profitable year.

The greatest 2015 challenge for Collins, and probably the industry as a whole, will be transportation. Increasingly, positive national economic metrics will continue to tighten the availability of trucks and will generate inconsistent rail availability. This is also the case with shipping lumber internationally. Equipment availability and carrier restrictions, has challenged everyone's ability to get containers to a specific port on time. Continued West Coast port congestion and pending labor issues are concerns as

Continued on page 33



Terry Baker
Tri-Pro Forest
Products
Oldtown, ID

As we enter 2015, our goals include shipping wood consistently each month and improving efficiency at

each machine center. While the nature of our business is to have ebbs and flows, we're concentrating on maximizing shipments each and every month. This helps with cash flow, log purchasing, and machine time planning. We track productivity at each machine center and it's important from a cost standpoint that we maximize profits at all of them.


With a strong finish, probably due to the weather, our 2014 will be better than the previous year...hopefully 2015 will be better yet.

Looking ahead we're not planning on adding new equipment, but rather upgrade some trouble spots, i.e. dry kilns and planer. The new (old now) way of business is still just in time, as we start the New Year most of the same challenges remain, such as sourcing logs for a consistent supply and having all the right products in the system at the right time. Tri-Pro's core customer group continues to be wholesale distributors, home centers, and industrial cut stock users; of course the problem of getting the wood shipped via truck or rail is going to be an ongoing problem...with no solution in sight.

Our product line will still consist of Cedar decking, boards, siding, and paneling and our Doug Fir 7/8-inch boards have been a success. We'll offer limited amounts of White Fir 4x4 and shop, the Ponderosa Pine shop and common board business will continue to grow! ■


Kevin Dodds
Collins
Portland, OR

Collins sawmill production alternates between White Fir, Douglas Fir, Sugar Pine, and Ponderosa Pine; historically this has caused availability issues for some of our customers who consistently rely on a specific species. With the addition of integrated wholesale/distribution to the Collins sales portfolio, our ability to provide customers with consistent product supply and detailed market information has increased exponentially.




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Terry Baker, Tri-Pro Forest Products, Oldtown, ID; Cami Waner, Collins, Portland, OR; and Ron Gorman, Gorman Brothers Lumber Ltd., Westbank, BC



Terry Miller, The Softwood Forest Products Buyer, Memphis, TN; Win Smith, Limington Lumber Co., East Baldwin, ME; and Alex Darrah, Durgin & Crowell Lumber Co., New London, NH



Preston Johnson, Patrick Lumber Co., Portland, OR; Jennifer Jones, Capital Lumber Co., McMinnville, OR; and Pat Burns, Patrick Lumber Co.



James Robbins, Robbins Lumber Inc., Searsport, ME; and Tracy Edgemon and Greg Ryback, Trinity Forest Industries Inc., Dallas, TX



Mark McLean, Roseburg, Roseburg, OR; Brett Slaughter and Caron Slaughter, Elk Creek Forest Products, McMinnville, OR; and Gary Pittman, Roseburg



Ted Wilhelmsson, Sodra Timber AB, Lake Oswego, OR; Mats Wernersson, Sodra Timber AB, Vaxjo, Sweden; and Bob Jank, Sodra Timber AB, Lake Oswego, OR



Brock Lennon and Dennis Badesheim, Idaho Timber LLC, Boise, ID; Joe Buttice, Bennett Lumber Products Inc., Princeton, ID; Thomas Mende, Klausner Trading USA Inc., Myrtle Beach, SC; and Chris McSwain, Idaho Timber LLC



Ben Meachen and Brad Flitton, Western Forest Products Inc., Vancouver, BC; James O'Grady, Goodfellow Inc., Delson, QC; Guy Burrell, Western Forest Products Inc.; and Scott Wilson, Sylvan Forest Products, Portland, OR



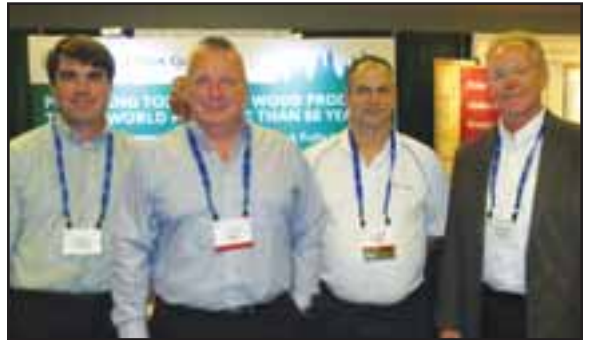
Brian Cook, Sprenger Midwest Inc., Sioux Falls, SD; Win Smith, Limington Lumber, East Baldwin, ME; and Scott Knutson, Sprenger Midwest Inc.



Joe Penrod and Chris Boyd, Probyn Group, New Westminster, BC; and Mike Pedersen and Jeff Cook, Probyn Group, Chehalis, WA



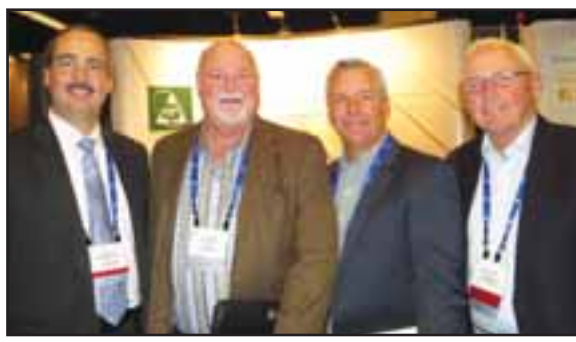
Kyle Jones, West Bay Forest Products, Surrey, BC; Matt Yates, Capital Lumber Co., Tacoma, WA; and Don Dorazio, Chad Findlay and Darren Barker, West Bay Forest Products



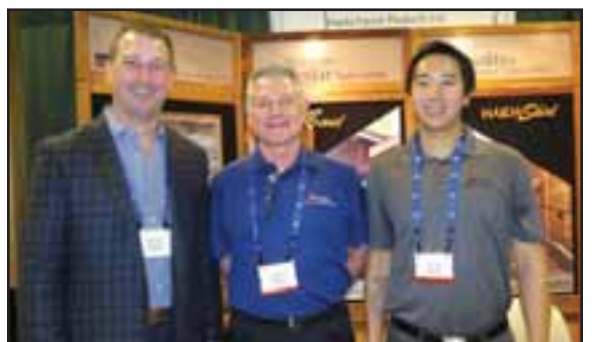
John Susla, Capital Forest Products Inc., Annapolis, MD; Scott Boates and John Gardner, The Teal-Jones Group, Surrey, BC; and Keith Laugen, Lake States Lumber Inc., Sparta, WI



Tyson Palmer, Pacific Western Wood Works Ltd., Delta, BC; Tracy Edgemon and Greg Ryback, Trinity Forest Industries Inc., Dallas, TX; and Dennis Wight, Pacific Western Wood Works Ltd.



Steve Firko, Pennsylvania & Indiana Lumbermens Mutual Insurance Companies, Philadelphia, PA; D. Wayne Trousdale and Mike Wilson, Cedar Creek, Oklahoma City, OK; and Bill Adams, Cedar Creek, Cornelius, NC



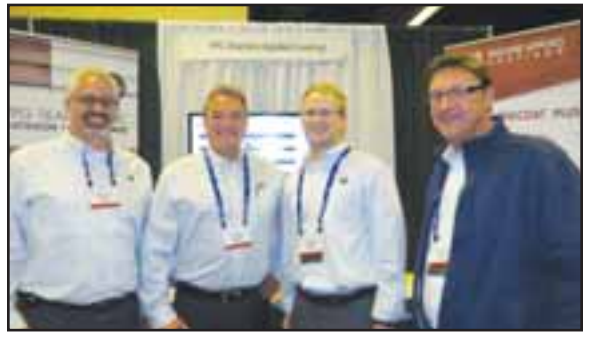
Darin Frers, Olympic Industries, North Vancouver, BC; and Gary Arthur and Rob Tam, Haida Forest Products Ltd., Burnaby, BC



Jim Walsh, David Smith and Michael Kirkelie, Rosboro, Springfield, OR; and Matt Yates, Capital Lumber Co., Tacoma, WA



Trent Johnson, Bluebook Services, Carol Stream, IL; Bill Fisher, Stringfellow Lumber Co. LLC, Birmingham, AL; and Kathi Orlovski and Mark Erickson, Bluebook Services



Patrick Hanulak, PPG Machine Applied Coatings, Gibsonia, PA; Dave Site-man, PPG Machine Applied Coatings, Dartmouth, NS; Brian Smith, PPG Machine Applied Coatings, Pittsburgh, PA; and Fabio Amendola, PPG Machine Applied Coatings, Westchester, IL

Additional photos on page 16

Fields Home Center Provides Specialty Lumber And Products

By Wayne Miller



(Left to Right): Ron, Sonja, Jason, Ron Jr., and Kristine Fields.



Jason and Ron Fields with Western Red Cedar boards.



Field's Home Center, Grants Pass, OR, has a drive-thru lumberyard.



(Left to Right): Jacob, Jason, Kristine, Sonja, Ron and Ron Fields Jr.



Richard Bouchard putting a delivery together of MDF moulding.



Jason and Ron with Ponderosa Pine slabs cut from the company's sawmill.

Grants Pass, OR—Fields Home Center is part of the ACE Hardware® network of stores. There are over 4,600 stores in all 50 states and more than

“When I graduated from school I went to work for Jack Bates Plywood. I started selling plywood out of my backyard in 1974. That’s how I started this business.”—Ron Fields, Fields Home Center

70 countries. Each store is independent and locally owned.



Jason with Field's Redwood Fencing manufactured at the sawmill.

Fields Home Center offers a multitude of products. From framing to finish needs, the company carries lumber, fencing, flooring, OSB, Hardiplank siding, railroad ties, insulation and roofing, among many other items.

Owner Ron Fields said he began his love for the forest products industry in high school building furniture in wood shop. “When I graduated from school I went to work for Jack Bates Plywood. I started selling plywood out of my backyard in 1974. That’s how I started this business. I kept buying the plywood and I worked at the mill for three years after I started buying the plywood until I had enough capital built up from my side sales that I could open my business.”

Initially located on a half acre, the company spans four acres today. The company purchases Douglas Fir, Ponderosa and Sugar Pine, Redwood,

Continued on page 37



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Joe Buttice, Bennett Lumber Products Inc., Princeton, ID; Jeff Williams, Amerhart Limited, Williamsburg, MI; and Jim Vandegrift, Bennett Lumber Products Inc.



Chris McSwain, Dennis Badesheim and Brock Lennon, Idaho Timber LLC, Boise, ID; Frank Peaslee, Plum Creek, Meridian, ID; and Steve Brandt, Kop-Coat, Pittsburgh, PA



Yvonne Kohout and Lisa Van Asch, UFP Purchasing Inc., Union City, GA; Beth Baldwin-Bonner, Boise Cascade Wood Products, Homedale, ID; Duke Jantorno, Boise Cascade Wood Products LLC, Westmont, NJ; Amy Vitek, Boise Cascade Wood Products LLC, Homedale, ID; and Drew Kappus, Boise Cascade Wood Products LLC, San Antonio, TX



Jason Staley and Bill Staley, Belco Forest Products, Shelton, WA; Rick Palmiter and Mason Anderson, Idaho Forest Group, Coeur d'Alene, ID; and Dennis Wachs, Nelman Reed Lumber Co., Panorama City, CA



Brandon Kump, Bakerview Forest Products Inc., Maple Ridge, BC; Andrea Kennedy and Corey Scott, Kalesnikoff Lumber Co. Ltd., Castlegar, BC; and Jeff Girard, Doubletree Forest Products Ltd., Burnaby, BC



Stuart Wilson, Coast Fraser Enterprises Ltd., Surrey, BC; Milt Farvour, Simpson Lumber Co. LLC, Tacoma, WA; Kyle Little, Sherwood Lumber Corp., Valencia, PA; Dave Heldoorn, Laurie Creech and Don Spiers, Simpson Lumber Co. LLC; and Sarah Townsend and Bart Batholomew, Sherwood Lumber Corp., Lake Oswego, OR



David Smith, Carl Diebold Lumber Co., Troutdale, OR; Steve Herbstritt, Industrial Lumber Sales, Hamilton, MT; Jerry Lawson, Carl Diebold Lumber Co.; John Fullmer, Cascade Forest Products, Tigard, OR; and Dave Perry, Exterior Wood Inc., Washougal, WA



Peter McCormick, FLW International, Ewing, NJ; Randi Walker, BC Wood Specialties Group, Langley, BC; Michael Sopher, KP Wood Ltd., Indian Rocks Beach, FL; and Dave Farley, BC Wood Specialties Group



Eric Quackenbush, Viking Forest Products LLC, Minneapolis, MN; Celeste Burk, Great Northern Lumber, Chicago, IL; Bill Ossenfort and Brian Belanger, Pleasant River Lumber, Dover-Foxcroft, ME; and Holly Andrews and Michael Andrews, Mahol Enterprises LLC, Harrison City, PA



Brian Cook, Sprenger Midwest Inc., Sioux Falls, SD; and Mick Vaagen, James Lambert and Chris Shofer, Vaagen Brothers Lumber, Colville, WA



Yvonne Kohout, Christian Skarring and Lisa Van Asch, UFP Purchasing Inc., Union City, GA; Eric Swanson, Trap Loc, Medley, FL; and Dennis Ebel and Jim Edinger, Bitterroot Valley Forest Products, Missoula, MT



Gary Hayes, Pat Lynch, Tom Gennarelli, Marty Thomson, Gary Pittman, Blake Keitzman, Steve Killgore, Todd Davis, Roseburg, Roseburg, OR; and Troy Lundquist, Low Grade Lumber, Seattle, WA



Patrick Hanulak, PPG Machine Applied Coatings, Gibsons, PA; David Jeffers, PPG Machine Applied Coatings, Raleigh, NC; Robert White, PPG Machine Applied Coatings, Springdale, PA; Fabio Amendola, PPG Machine Applied Coatings, Westchester, IL; and Chris Caviggia, PPG Machine Applied Coatings, Mission, BC



Mirella Waina, Sherwin-Williams Co., Cleveland, OH; Mike Pidlisecky and Tim Folster, Woodtone, Chilliwack, BC; and Bob Cregg, Sherwin-Williams Co.



Richard Bartsch, Hy Mark Wood Mfg. Inc., Spokane, WA; Jeff Derby, Western Forest Products Inc., Vancouver, BC; Douglas Moore, The Forest Products Group, Columbus, OH; Ryan Furtado, Western Forest Products Inc.; and Wayne Miller, The Softwood Forest Products Buyer, Memphis, TN



Larry Petree and Joe Petree, Mary's River Lumber Co., Montesano, CA



Jessica Perera, Weyerhaeuser, Carrollton, TX; and Jason Mann, Probyn Group, New Westminster, BC



Jim Brady and Mike Boone, ECO Chemical Inc., Seattle, WA; Dave Perry, Exterior Wood Inc., Washougal, WA; and Peter Howe, Tristar Companies, Vancouver, WA



Brad Flitton and Ryan Furtado, Western Forest Products Inc., Vancouver, BC

Where to Start When Selecting an ERP System

By Stephanie Rodrigue

Selecting an ERP system for your business can be daunting. When talking with lumber companies, I have heard the same concerns from many owners and

*What is ERP Software?
Think Integration.*

ERP software links systems across a business to streamline workflow, share information among different departments, and provide insight into a business's operations.

CFOs...is it really worth updating? How good could the data really be? Is it too expensive?

When talking further though, most told me they knew updating was the right thing to do, but they were intimidated by the process of selecting the right ERP system for their company needs. It was just easier to not change anything. Does that sound like you?

ERP systems have become necessary to compete. With profit margins often

under 10 percent, savings recovered through an efficient ERP system can become critical to your business success and, sometimes, even survival. A good ERP software solution helps manufacturers stay lean, agile and competitive.

When determining what ERP system is the best fit for your company, the first thing to do is to outline what options to consider...

OPTION ONE: A Non-ERP Software Solution

Using programs like Microsoft Excel & Quick Books to track operations and accounting information has been done in the lumber industry for a long time. I remember doing this at one of my previous jobs not all that many years ago.

PROS: Because of the low software investment, there is a low up front cost and it is relatively simple to use.

CONS: Customizing requires a great deal of manual labor. In addition, there is

often a need for double and triple entry of data, which provides many opportunities for entry error and increases administrative time. There is also a lack of key reports outside of accounting available.

OPTION TWO: Large Mainstream ERP System

Popular ERP programs, such as SAP, Oracle and Infor, offer a Fortune500 accepted approach to ERP software. These companies certainly offer well-developed processes and deliverables, with many of positive attributes.

PROS: The base functionality is provided and then it is up to you to work with a consultant to customize. These programs offer a very well developed implementation process with many processes already firmly in place.

CONS: The very fact that customization to the lumber industry is needed is also a negative. Project management consultants tend to be generalists with little understanding of specific industry practices. Teaching your software provider the unique inventory and manufacturing practices for lumber can be a challenge.

OPTION THREE: Build a Company Specific ERP

Building your own custom ERP solution for your company may sound like an exciting option, allowing total customization to your business and endless possibilities. However, the huge time commitment and cost make it virtually impossible to consider for most companies.

PROS: This option is custom and specific to your company, allowing for your company goals and most important business drivers to be used. It is a great way to create what works the best for your business process.

CONS: By designing the technical aspects of the software, start-up times are often much longer and are very cost prohibitive. Designing your own system requires employing at least one full-time computer programmer. This programmer would have to continue to maintain the software with updates and adapt it to changing technology. The biggest downside, however, is the extensive time that set-up takes away from running your

business.

OPTION FOUR: Industry Specific ERP System

Using an industry specific ERP solution for lumber provides you with specialized product functions that already account for the different nature of lumber. Be sure to look at the size of that user base when considering various lumber ERP software products. Since the software is only for our industry, the user base that is already there acts as a constant sounding board for updates and additional tools to be added.

PROS: The functionality is designed specifically for lumber and building products. Having software that already understands the different nature of everything from kiln drying to lumber remanufacturing has a distinct value. With an appropriate-sized user base, you can continue to benefit from this investment because updates will always affect you and the software will evolve as changes occur in the industry.

CONS: Some experts caution to look closely at industry ERP systems to ensure "there aren't blinders on" with too narrow of a focus. Also, without a wide user base, industry specific software can become obsolete, so watch this closely.

What's the Bottom Line? ERP software solutions should make your

Find an ERP system that is industry-specific, with tools and features designed to solve your business requirements. The ROI and long-term benefits of a good fitting system are extensive.

CIO Magazine



Stephanie Rodrigue, Your Marketing Dept., Asheville, NC

Continued on page 37

SOUTHERN STRONG

At your service in Peachtree City

Over the past fifty years, Interfor has earned a global reputation for meeting customers' needs with choice and quality, offering one of the broadest range of products in the industry. Today, with 880 million board feet of quality southern yellow pine, Interfor is also Georgia's largest lumber producer.

We are proud to call Peachtree City, Georgia home for our new regional US Southeast Sales & Marketing team and we are pleased to serve you. It's just another way we are building value for our customers every day.

Find out more at Interfor.com or call our SYP sales team at (770) 282-3250.

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WRCLA PHOTOS - Continued from page 1



Gary Young, Dixie Plywood & Lumber Cos., Garland, TX; Stephen Geisweid, Dixie Plywood & Lumber Cos., San Antonio, TX; Jessica Perera, Weyerhaeuser, Carrollton, TX; Patrick Sinclair, Forest Products Supply Co., St. Louis, MO; and Robert Mertz, Allweather Wood LLC, Portland, OR



Rob Tam and Gary Arthur, Haida Forest Products Ltd., Burnaby, BC; Chris Beveridge, Skana Forest Products Ltd., Richmond, BC; and Bob Sloper, Quattro Timber by Synergy Pacific, Armstrong, BC



Neil Van Swearingen, Independent Dispatch Inc., Portland, OR; Carl Tobey, Capital Lumber Co., Tacoma, WA; James Sangara, Leslie Forest Products Ltd., Delta, BC; Jamey Dunse, Western Forest Products Inc., Vancouver, BC; and Shane Harsch, Interfor, Burnaby, BC



Paul Zartman, International Wood Products LLC, Clackamas, OR; Dale Bartsch and Bryce Bartsch, Hy Mark Wood Mfg. Inc., Surrey, BC; and Ben Meachen, Western Forest Products Inc., Vancouver, BC



Keilen Hyatt and Edward Vila, Universal Building Specialties, Lakeland, FL; Sara Smith and Greg Smith, Gilbert Smith Forest Products Ltd., Barriere, BC; and Peter Clark, Shakertown, Winlock, WA



Helena Jehnichen, WRCLA, Vancouver, BC; Kelly McCloskey, WRCLA and Wood 'n Frog, Vancouver, BC; Jack Draper, WRCLA; James O'Grady, Goodfellow Inc., Delson, QC; and Terry Miller, The Softwood Forest Products Buyer, Memphis, TN



Doug Clitheroe and Steve Clitheroe, Interfor, Burnaby, BC; Dave Worthington, Forest Products Supply Co., Indianapolis, IN; and Mark Drone, Forest Products Supply Co., Kansas City, KS



Jim Shalvoy, Cedar Creek, Cornelius, NC; Phillipa Sanderson, Forestry Innovation Investment Ltd., Vancouver, BC; Jack Draper, WRCLA, Vancouver, BC; and Jason Allen, International Wood Markets Group, Tumwater, WA



Brad Brubaker, Weyerhaeuser, St. Paul, MN; Danny Bachman, Dixie Plywood & Lumber Cos., Savannah, GA; Justin Dunlavy, Forest Products Supply Co., Oklahoma City, OK; and Doug Nelson, Capital Lumber Co., Denver, CO

APA PHOTOS - Continued from page 1



Douglas Moore, Forest Products Group, Columbus, OH; Rick Palmiter, Idaho Forest Group, Coeur d'Alene, ID; Randy Collins, Dixie Plywood & Lumber Cos., Savannah, GA; Terry Miller, The Softwood Forest Products Buyer, Memphis, TN; and Jim Epperson, Cedar Creek, Statesville, NC



(Center) Steve Swanson, Swanson Group Inc., Glendale, OR



APA Chairman Tom Temple, Potlatch Corp., Spokane, WA



Jon Rashleigh, Jim Thompson, Tom Ray and Rick Nelson, Plum Creek, Seattle, WA



Grady Mulberry, Roseburg, Roseburg, OR; Dan Hutchison and Mike Brown, Boise Cascade Co., Boise, ID



Michelle Burbank and Doug Calvert, Calvert Co. Inc., Vancouver, WA



Scott Kreps, Boise Cascade Co., Boise, ID



Mike Konopka, AkzoNobel Wood Finishes & Adhesives, headquartered in Amsterdam, the Netherlands; and Bobby Byrd, RoyOMartin Lumber, Alexandria, AL



(Center) Aubra Anthony, Anthony Forest Products Co., El Dorado, AR

SFPA Materials Support Industry Recovery

For lumber dealers and distributors, it's knowing that Southern Pine (SP) products deliver the value and versatility for their customers – dependable strength, exceptional treatability and attractive appearance – that makes this material a builder favorite. The



SFPA works to keep builders connected to the latest information – facts your customers rely on everyday for building successful projects.

Southern Forest Products Association (SFPA) supports dealers and distributors with the sales help they need, providing resources to help them chalk up more Southern Pine sales.

Southern Pine, America's first lumber species, is widely available in a range of sizes and grades to meet the demands of most construction projects. When pressure-treated to resist decay and termite attack, Southern Pine outshines non-wood alternatives for building outdoors, or where conditions warrant additional protection

flooring, paneling and ceiling patterns and trim to enhance interior spaces.

Need help deciding which pattern will be a bestseller? Review the product samples and related information provided in SFPA's booklet "Southern Pine Patterns," available as a PDF download at www.SouthernPine.com.

Knowing the proper installation and maintenance tips is a dealer's key to selling more Southern Pine flooring, paneling and other specialty items. For starters, check out "Southern Pine Flooring," available as a PDF download from www.SouthernPine.com; it's a comprehensive guide to both interior flooring and exterior porch flooring.

At SFPA, Service Matters

When it was founded in 1915, SFPA's motto was SERVICE. As the association celebrates its 100th year, it continues to conduct a variety of promotional programs to assist lumber suppliers and building professionals everywhere.

Do associations matter to lumber dealers and distributors? Indeed they do. By offering its educational and promotional resources to dealers across the country, SFPA helps assure the long-term success of the Southern Pine lumber trade as construction markets continue to rebound. Complete information about SFPA programs and services is available at www.sfpa.org. ■



SFPA's new pocket span card includes 12 tables, all based on the new design values for visually graded Southern Pine dimension lumber.

from excessive moisture and the elements.

A Single Source for Facts: SFPA.org

SFPA can help steer customers your way. It begins with a visit to www.SFPA.org and noticing the easy access to all six of SFPA's websites. SFPA works to keep dealers and distributors connected to the latest information.

The central site for product information, www.SouthernPine.com, has it all – span tables, design values, sample grade

marks, even do-it-yourself outdoor project plans. SFPA's Lumber Library is a collection of helpful titles that dealers and distributors can rely on to help educate themselves and their customers about the proper selection and use of Southern Pine materials. All titles are available as free PDF downloads.

New Guide for Treated Lumber Sales

SFPA recently published the new 2014 edition of its popular booklet "Pressure-Treated Southern Pine." This 24-page guide provides information to assist dealers and distributors with the proper specification and use of pressure-treated Southern Pine materials. A copy is now available as a free PDF download from the publication's page of www.SouthernPine.com.

"This edition presents a fresh look from the user's perspective," notes SFPA's Eric Gee, director of lumber products. "It represents a complete reorganization and revision of the previous edition."

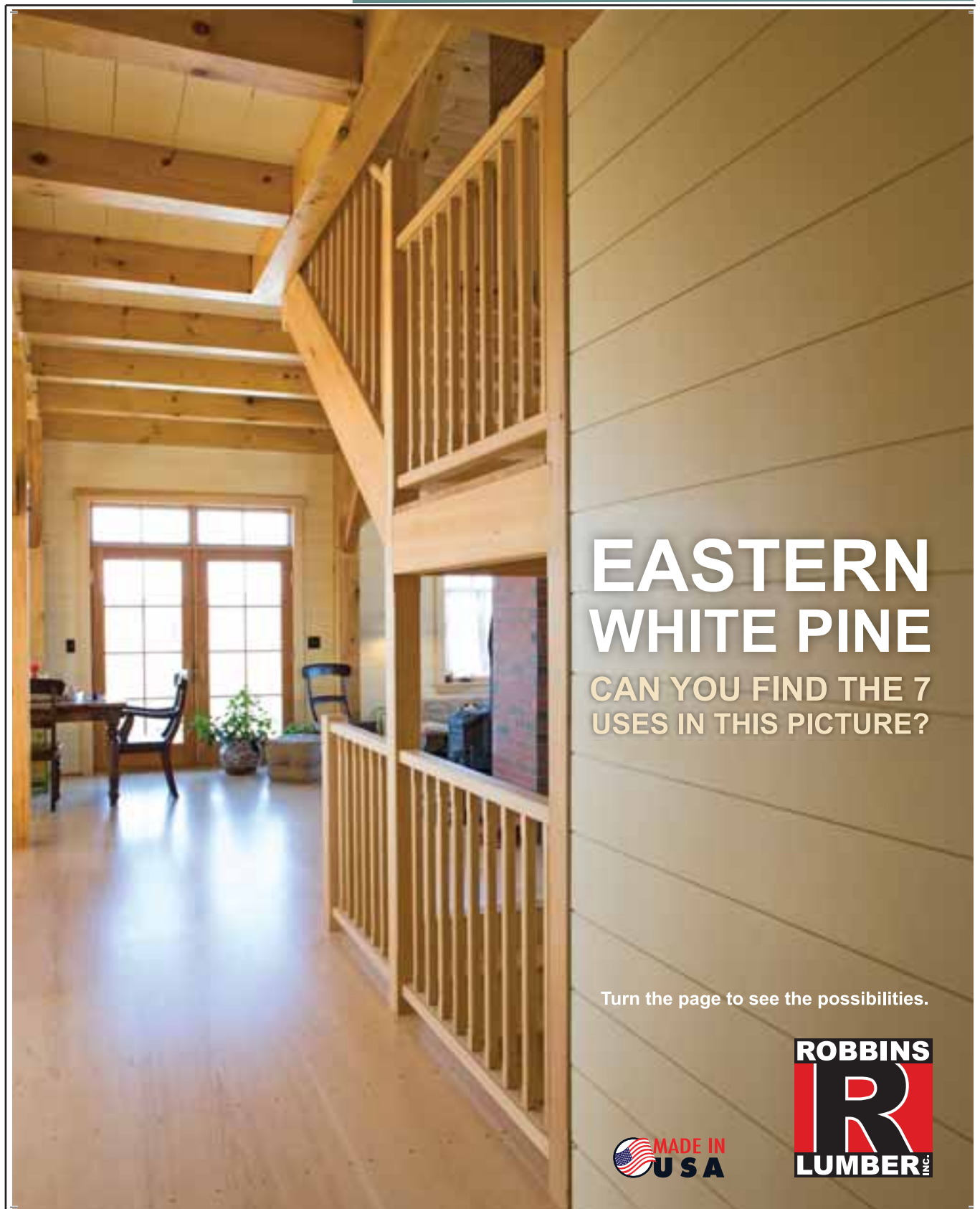
Following an introduction to wood preservatives, tables list common preservatives and retentions by product and end use. Specification guidelines are included, along with sections covering fasteners and connectors, design values and proper storage, among other topics. Two pages are devoted to eight primary applications for treated SP, including references to helpful SFPA websites and related publications.

Handy Card of Span Tables

Spans for Southern Pine joists and rafters, including those based on the new design values for visually graded dimension lumber, are featured on a handy pocket-size card now available from SFPA. This card contains 12 abbreviated span tables for selected Southern Pine visual, Machine Stress Rated (MSR) and Machine Evaluated Lumber (MEL) grades. Included under each grading method, this card includes one table each for floor joists and ceiling joists, plus two tables for rafters. Dealers and distributors can review the new card by visiting the publication's page of www.SouthernPine.com, where a free PDF download is available. Cards can be ordered from this page, too.

SP Patterns Preferred

Dealers and distributors need to remember: wood is a natural insulator, contributing to energy efficiency and lower utility bills. Contractors know a quality, dependable product like Southern Pine offers a long list of possibilities: exterior siding for room additions, plus



EASTERN WHITE PINE

CAN YOU FIND THE 7 USES IN THIS PICTURE?

Turn the page to see the possibilities.



Phillips Chosen As PWLA Lumberman Of Year

Photos By Kathy Brock



Miguel Guterrez, Thunderbolt Wood Treating, Riverbank, CA; Grant Phillips, Collins, Portland, OR, who accepted the 2014 Lumberman of the Year Award for his father, Mike Phillips, Hampton Lumber Sales, Portland, OR (not pictured); and Dave Billingsley, Elk Creek Forest Products, McMinnville, OR



Mike McCollum, Tom Gennarelli and Pat Lynch, Roseburg, Roseburg, OR



Leslie Southwick and Kris Lewis, C&D Lumber Co., Riddle, OR; and Dave Wright and Dan Jensen, Pelican Bay Forest Products, Bend, OR



Andy Jones, Conrad Forest Products, Portland, OR; Kevin Dodds, Collins, Portland, OR; and Jeff Dill, Buckeye Pacific, Portland, OR



Allan Hurd, Teal Cedar, Portland, OR; Thom Wright, Exterior Wood, Sacramento, CA; and Ron Liebelt, Exterior Wood, Washougal, WA



Larry Kromer, Wood Fiber Solutions, Molalla, OR; Brett Slaughter, Elk Creek Forest Products, McMinnville, OR; Scott Manke, Manke Lumber Co., Tacoma, WA; and Mike Holm, Oregon Canadian Forest Products, North Plains, OR

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

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TRADITION | TECHNOLOGY | QUALITY

Portland, OR—Members and guests of the Portland Wholesale Lumber Association (PWLA) gathered recently at the Embassy Suites Hotel Portland–Airport for the annual Christmas luncheon. Chosen as this year’s

Continued on page 41



Dave Cochenour, Alta Forest Products, Morton, WA; Matt Rainey and Ryan Holwege, Oregon Canadian Forest Products, North Plains, OR



Roger Tom and Marc Herzog, Parr Lumber Co., Hillsboro, OR; and Dennis McWhirter, Exterior Wood, Washougal, WA



Joe Raulerson and Denny O'Sullivan, Cedarsource Manufacturing Inc., Portland, OR; and Gary Newman, Pacific Alaska Lumber LLC, Lakewood, WA

Mark Grube, Zip-O-Log Mills, Eugene, OR; ; Sam Hess, Western Lumber Co., Medford, OR; and Kim Reffstrup, Emerald Valley Industrial Lumber,



RETAIL REVIEW

LMC Forest Products Building Materials EXPO

Wayne, PA—LMC Dealers from around the country made their way to Philadelphia recently for LMC's Forest Products and Building Materials EXPO. A highlight of the event was the breakfast speaker, National Association of Home Builders (NAHB) CEO, Jerry Howard and the Forest Products Supplier Forum.

Discussions about the trends impacting housing forecasts and forest product supply for 2015 included consumer confidence, pinch points in the supply chain to ramp up capacity, and trucking and rail issues. According to sources, student debts, lack of labor and difficulty accessing financing are all having an impact. However, housing starts are projected upwards.

Supply may be a challenge in 2015. Mills were quick to point out the solid relationship with LMC Dealers going back a number of years. Their first call is to top accounts—and that's LMC. The message for 2015: Stronger relationships will be key. That message was echoed by an insider in the trucking industry who spoke on their issues. The difference between "relational shippers" vs. "transactional shippers" was discussed.

Howard spoke to a packed room of LMC Dealers interested to hear the home builders perspective on this market. Howard provided insights, such as the biggest service home builders want from suppliers is consistency—consistency of product availability, quality, and price. He also noted that the "recession took us for a loop" and "those who survived the recession were the most adaptable." For more information visit www.lmc.net. ■

US LBM Holdings Acquires Wallboard Supply

Londonberry, NH—US LBM Holdings LLC recently announced the addition of Wallboard Supply Company, located here, to its collection of LBM companies.

Now in 18 states with more than 90 locations, US LBM bought the third generation family-operated business from the Filion family and its investors.

Founded by Bob Filion, Wallboard Supply Company has been serving New England's building needs since 1970. In addition to wallboard, Wallboard Supply carries lumber, metal framing, insulation and other products. "US LBM will help my father, John, and I take Wallboard Supply to the next level," said VP Ryan Filion. "The growth opportunities for our associates, vendor partners and customers are more than my grandfather and founder, Bob Filion, could have ever imagined."

US LBM CEO L.T. Gibson described the acquisition. "We are enthusiastic about expanding Wallboard Supply Company further into the metropolitan market with a new location planned in 2015," he said.

For more information visit www.uslbn.com. ■

Builders FirstSource Acquires Trim Tech Of Austin

Hutto, TX—Builders FirstSource Inc., a leading supplier and manufacturer of structural and related building products, recently announced the purchase of Trim Tech of Austin Inc., based here.

Trim Tech is a turnkey supplier of custom cabinets and exterior doors, stair parts, and custom millwork and moulding.

Builders FirstSource CEO, Floyd Sherman, commented, "This purchase provides a unique opportunity for us to expand our footprint by acquiring one of the largest remaining millwork suppliers in the greater Austin area. Trim Tech is a well-established, reputable business focused on high-end millwork offerings and installation services in one of the strongest housing markets in the U.S. We are excited that Trim Tech's employees will be joining our team, and look forward to working alongside them."

Headquartered in Dallas, TX, Builders FirstSource Inc. operates 55 distribution centers and 51 manufacturing facilities in nine states, principally in the southern and eastern United States. For more information visit www.bldr.com. ■

True Value Hardware Acquired By York Ace Hardware Owner

David City, NE—True Value Hardware, located here, has been purchased by Blake Burgess, owner of York Ace Hardware, York, NE.

The store, which was purchased by Raymond and Janis Cameron in 1983, will be converted to an Ace and will be managed by Erin Hotovy.

For more information visit www.acehardware.com. ■

Dreyer's Lumber & Hardware Opens Second Location

Oakhurst, NJ—Dreyer's Lumber & Hardware Inc., based here, recently opened its second location.

According to sources, the second location will supply lumber and building materials to contractors, remodelers, builders and homeowners.

Materials offered include doors, windows, millwork, lumber, hardware, mouldings, and cabinetry.

Brothers Glenn and Russell Dreyer own the business, which was formerly owned by their father, Walter Dreyer.

For more information visit www.dreyerslumber.com. ■

Mead Lumber Moves After 80 Years

Columbus, NE—Mead Lumber Co., located here, recently announced plans to

Continued on page 22

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RETAIL REVIEW - Continued from page 21

move after 80 years.

The new facility will feature a 6,500-square-foot showroom, plus a drive-thru lumberyard. The current store is up for sale.

Mead Lumber Co. was established in 1910, when Wilbur Mead purchased his first lumberyard in Ashland, NE. The company currently has 37 locations across Colorado, Kansas, Montana, Nebraska, Oklahoma, South Dakota and Wyoming. Operations include lumberyards, hardware stores, home centers, rental centers, countertop and millwork fabrication facilities and truss plants.

For more information visit www.meadlumber.com. ■

Hayward Corporation Relocates

Monterey, CA—Hayward Corporation, headquartered here, has relocated its Redwood City, CA, operations from the former T&H Building Supply property to a larger, more accessible site.

"Our new lumberyard and hardware store will expand Hayward's Bay Area presence and give us the opportunity to grow our business by better serving our local customers," said William E. Hayward, president, CEO and chief sustainability officer. "It will also introduce our brand to a large group of new customers."

Plans for the new facility will add a Hayward Design Center, stocking Kolbe & Kolbe, Marvin, Unilux, Jeld-Wen, Rogue Valley, and Lemieux doors and windows. Hayward operates seven lumberyards, six design centers, and a roof truss plant, acquired by T&H Building Supply in 2013.

For more information visit www.haywardlumber.com. ■

ABC Supply Opens Two New Branches

Beloit, WI—ABC Supply Co. Inc., headquartered here, recently opened two new branches in Philadelphia, PA and Newnan, GA.

Representatives said the Philadelphia store was opened to provide a second ABC location for contractors within the city. The Newnan branch is ABC Supply's seventh location in the Atlanta area. Both stores will carry steep and low slope roofing materials, accessories and related roofing supplies, along with other exterior building products.

In 2014, the company opened several locations including four branches in Omaha, NE, Nampa, ID, Clarendon, VT, and Charleston, WV.

ABC Supply Co. Inc. is among the largest building suppliers in the U.S. Established in 1982, the company has 450 branches and facilities in 44 states. For more information visit www.abcsupply.com. ■

Central Network Retail Group Acquires Georgia Dealer

Memphis, TN—Central Network Retail Group (CNRG), headquartered here, recently announced it acquired Hiawassee Hardware, Hiawassee, GA.

CNRG now operates five stores in the state of Georgia.

The newest of the company's operations sells building supplies, including lumber, plumbing and electrical supplies, tools, paint, and lawn and garden materials. CNRG will convert the store from Ace to Orgill, upgrade the store's computer systems and add additional product categories.

"We are excited about the addition of Hiawassee Hardware to our team in Georgia," said Jimmy R. Smith, chairman of CNRG.

"Hiawassee Hardware is a great fit with our strategy at CNRG," said Boyden Moore, president of CNRG. "Dan Paris Jr., former owner of Hiawassee, and his team have built great relationships with their customers over the years. We are excited to invest in this opportunity and help improve Hiawassee Hardware's ability to take care of their customers' needs. This will be a great example of the synergy that CNRG was designed to create."

Central Network Retail Group LLC is a multi-format, multi-brand company operating over 40 hardware stores, home centers and lumberyards throughout seven states in the Southeast. The company was founded in 2011 by Jimmy Smith, president of Natchez Home Center LLC, and Boyden Moore, president of Tyndale Advisors LLC. In addition to the founders, Doug Gregory, president of Morrison Terrebonne Lumber Center joined the board as a partner in November 2011.

For more information visit www.cnrghostores.com. ■

Carter Lumber Opens In Charlotte

Charlotte, NC—Carter Lumber has expanded again by opening a new location here.

"Carter Lumber's growth plan is to expand and make investments into markets within our existing footprint. Entering the Charlotte market is a natural extension of our progression in the Southeast, and we look forward to building relationships with customers and being the best lumberyard in the market," said Jeff Donley, president and chief operating officer for Carter Lumber.

"As we expanded our Southeast operations, we were looking for a location to support the growth of our core business in lumber and millwork," said Kip Gleckler, senior vice president field operations for Carter Lumber.

With two facilities in the market, Carter Lumber will now be able to provide service from the south side and the north side with the new location. The 14-acre full service lumberyard will offer rough framing lumber, engineered components and place a

Continued on page 39

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MILL SERVICES

Washington Scene



American Wood Council, AF&PA Respond To EPA's Federal Ozone Review

The American Wood Council (AWC) and the American Forest & Paper Association (AF&PA) are concerned about a recent proposal by the U.S. Environmental Protection Agency (EPA) to tighten the federal ozone standard.

"We are pleased EPA has acknowledged that retention of the current standard is a legitimate option for comment. However, AWC is very concerned with the economic impacts if the ozone standard is tightened as EPA prefers, because it may lead manufacturers of wood products to cancel or delay job-creating projects," said AWC President and CEO Robert Glowinski. "The fact is that the science shows the current standard too protective, and until it clearly shows otherwise, there is no reason to put jobs or mill improvements at risk."

"EPA's tightened 2008 standard has not been fully implemented, and after six years, EPA hasn't even issued the companion implementation guidance," said AF&PA President and CEO Donna Harman. "Before moving the goal post and creating more costly uncertainty for business investment by paper and wood products manufacturers, EPA should focus on full implementation of the 2008 standard."

EPA's Vision For Biomass

According to sources, Janet G. McCabe, acting assistant administrator for the Environmental Protection Agency (EPA) issued a memo emphasizing the critical role that America's forests play in addressing carbon pollution by removing nearly 12 percent of total U.S. greenhouse gas emissions each year from the atmosphere.

The memo states how in 2011 the EPA developed the first draft of the Framework for Assessing Biogenic CO₂ Emissions from Stationary Sources and submitted it to a Science Advisory Board (SAB) for peer review. McCabe stated in her memo that "information considered in preparing the second draft of the Framework, including the SAB peer

review and stakeholder input, supports the finding that use of waste-derived feedstocks, and certain forest-derived industrial by-products, are likely to have minimal or no net atmospheric contributions of biogenetic CO₂ emission, or may even reduce impacts when compared with an alternate rate of disposal."

The memo also outlines how states that are rich in forest biomass may wish to include the use of biogenic feedstocks in their Clean Power Plan. Further, EPA expects to recognize the biogenic CO₂ emissions and climate policy benefits of waste-derived and certain forest-derived industrial by-product feedstocks, based on conclusions supported by a variety of technical studies, including the revised Framework. These feedstocks, however, must be derived from sustainably derived agricultural and forest sources.

The memo appears to show a significant shift in how the EPA views forest related biomass and how the agency made use of the good data and information submitted.

U.S. Forest Service Reports Timber Sales FY14

The U.S. Forest Service recently released the final figures that show the Forest Service sold 2.8 billion board feet of timber in FY14. Of that volume, 300 million board feet was personal use firewood and a significant amount of volume is still under appeal in Region 1. A break-out by Region and percent accomplishments varied. In an effort to increase the pace and scale of restoration on national forests, Forest Service Chief Tom Tidwell stated that he would like to sell 3.1 billion board feet of timber in FY15. The final targets for each Region have not been assigned from the Washington office and will depend on final agency budget numbers.

Restoration Needed According To Study

According to a recent report by Forest Ecology and Management, over 41 percent of the forests in eastern Washington and eastern and southwest Oregon are in need of forest treatments to get them back to their Natural Range of Variability (NRV) levels. The report, which was funded by the Forest Service Pacific Northwest Region, The Nature Conservancy in Oregon, The Nature Conservancy in Washington, and the Icicle Fund, found that 39 percent of Forest Service lands in those regions

(6,146,817 acres), 52 percent of Bureau of Land Management (BLM) lands (905,000 acres), and 45 percent of state-owned forests (433,000 acres) are in need of forest restoration. This would move present day landscape scale towards NRV in forest structure. NRV is defined as a frequency distribution of ecosystem characteristics, including the appropriate spatial and temporal scales for those distributions and a reference period, typically prior to European settlement.

Findings showed that the highest proportion of restoration need is in southwest Oregon (3,263,000 acres, 51 percent of all forests) and northeast Washington (955,000 acres, 46 percent of all forests). The overall proportions of restoration needed were slightly lower within the Oregon Blue Mountains (2,705,000 acres, 38 percent of all forests) and Oregon East Cascades (2,139,000 acres, 36 percent of all forests).

This coordinated study provides a comprehensive look at how far inland forests are out of balance and in need of restoration. This report, coupled with the Secretary of Agriculture report highlighted in the American Forest Resource Council newsletter, presents compelling reasons why accelerated restoration is needed in so many forests throughout the west. ■

WHO'S WHO - Risser - Continued from page 2

railing, and specialty plywood.

Risser graduated Hempfield High School, Landisville, PA, in 1999, and Harrisburg Area Community College, Harrisburg, PA, in 2001 with an Associate's Degree in Business Management. He has held the position of territory manager for Mid-State since November 2013, with 18 years spent in the forest products industry. His responsibilities include sales, purchasing, management, as well as working as a yardman.

Risser enjoys spending time with his family, and visiting the beach and the mountains. He has been married to Erin for 12 years and the couple has two sons and two daughters. For more information visit www.midstatelumber.com. ■

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Midwest Business Trends

By Paul Miller Jr.
Assistant Managing Editor



Softwood lumber activity is moderately improving, according to contacts in the Midwest. "We ship multi-stop trucks from our yard, which services manufacturers and endusers," a contact in Missouri commented. "We're looking forward to increased activity this year as many of our customers are already reporting order files."

He did mention that transportation is a major concern. "The number of carriers in the trucking industry has made finding a truck either inbound or outbound very time consuming. The end result is that it's taking longer to source transportation, which is delaying delivery of the goods. Most of the stock on our yard is dedicated to supporting fast shipment of specific customer inventories. The cost of fuel has greatly improved, nobody can deny that. But if you can't find the trucks when you need them, it means very little."

The contact said his inventory levels are average for this time of year. "Prices are moving around a little, especially for Ponderosa Pine. Most species are up in price and I don't see any corrections ahead until the spring, based on production."

In South Dakota, a Softwood supplier said, "We market to a broad range of customers. Some of them are going strong and others are still in hesitation mode because pricing is still on the high side. Volume-wise we're not moving a lot, but we're on par with what we did last year for this time period."

The source believes raw material may be an issue down the road in 2015. "We've already been experiencing some availability issues in the longer lengths of Douglas Fir. We're finding some other things tightening up as well. At the moment, we're still able to source what we need. However, it's becoming increasingly difficult to source, and the

Continued on page 40

West Coast Business Trends

By Wayne Miller
Executive Editor



In early December most suppliers reported that the usual seasonal slower pace had kicked in. All of those reporting said that 2014 was a good year, with most indicating that between one and ten, the number seven or eight might best describe their level of success over the past 12 months. All reporting said that they and their customers expect 2015 to be as good or perhaps a bit better than last year in terms of demand and profitability. Almost every-

one mentioned some concern about the cost and availability of logs. Some suppliers who are involved with exporting directly mentioned that demand from China has slowed significantly and that Europe remains in the doldrums for now and probably will remain so through early 2015.

Paul Harder, of Dakeryn Industries Ltd., Vancouver, BC, said, "Market forces, especially those playing out between the U.S. housing recovery and what's reported to be an easing of activity offshore, are competing market dynamics. Bucking historical trends, the Random Lengths Framing Lumber Composite Price moderated through much of the fourth quarter, 2014. It seems now that, while things are specific by region and mill in terms of both supply and/or demand, there is greater interconnectedness among variables that are at play. Increasingly, therefore, the impact of globalization is apparent in establishing market pricing across the board."

"In contemplating countless changes in the lumber industry since the subprime mortgage crisis of 2008, efficiency, consolidation, and risk management are recurring themes. Labor constraints, limited access to credit, and transportation challenges are impeding the pace of recovery. Forest analysts continue to point to pent up demand,

emphasizing that new home building in the U.S. is occurring at a much lower rate than fundamental long-term demand (CIBC). Talk of a coming lumber 'super cycle' has cooled, however, as trader sentiment suggests supply capacity will offset fiber scarcity concerns in the short term. Forecasts for U.S. housing starts to increase 15 percent over 2014 levels will continue to lend underlying support to North American lumber markets."

Art Barker, in sales for Teal-Jones Group, Surrey, BC, said, "We've done well on all fronts—in shakes and shingles and lumber over the past year. Even at this time of year when things are slower, we have a bit of an order file. We have a good log supply, but hope to build it higher in the spring. We expect demand for our Cedar and whitewood products to be at about the same levels as they have been during 2014, however, sidewall products should be better for us since buying from areas hit by Sandy two years ago has really picked up. We are sending out some big quotes for repair and rebuilding in the Northeast. Cedar lumber has been very strong, with prices stable. Large logs are hard to get and because of that Clears and Shop will be scarce until spring or later. We are seeing some seasonal transportation issues as winter moves into the central northern U.S. and along the East Coast. Alberta storms have held up some stock going to that area. Exports were very strong for us during 2014, but have been fading the last couple of months."

Carlos Furtado, with Sawarne Lumber Co. Ltd., Vancouver, BC, said, "Right now the Cedar market is very quiet. No one is asking for quick deliveries, but we have lots of inquiries for spring delivery in February and March. Since the NAWLA Traders Market in Chicago in November, the market has slowed down. Everyone there was very positive and everyone visiting our booth said they expect 2015 to be better than 2014."

Andy Carr, of Gorman Brothers Lumber Ltd., West Bank, BC, said, "Our board products are sold out through April." When asked if he was taking off

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B Manning
Durgin & Crowell Officer, Sales Manager
38 Years

Donny Shaddock
Sawyer
35 years

Billy Richard
Log Yard Scaler
2 years

Alex Darrah
Sales Associate
2 years

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