

Inland West Business Trends



By Terry Miller
Associate Editor

Lumber representatives in the Inland Western region report moderate Softwood lumber activity. "Business is up from the same timeframe last year, but housing starts were not as strong as projected," a contact in Idaho noted. "First-time home buyers are not entering the housing market at the rate they did in the past."

As for specific challenges he anticipates for his operation in 2015, the source said, "Log supply and log cost are major issues. Large volumes of No. 2 Common logs are now shipped to China, which causes log prices to soar and availability to fall. Overall the economy is improving, but at a very slow pace."

The Softwood supplier noted a change in ordering habits from his customers. "For the last several years, many of our customers have been ordering just what they need and when they need it. In recent weeks we've been getting order files a few months in advance. I think that will continue as long as the supply continues and we can meet demand."

In Colorado, a contact said, "First-time home buyers are avoiding the housing market because they don't have stable jobs. Also many are shouldering large debt."

When asked about what factors he attributes the current market conditions

to, the source said, "Lack of leadership in Washington causes businesses to be risk adverse.

Obamacare has caused the small business owner, who had intentions of expanding, to shelve the idea for awhile."

With a recently rebuilt dimension mill, the contact said his operation would add a small log line to process smaller, second growth timber in 2015.

"Truck capacity is less than demand, so it is difficult to get trucks at various times with a weak economy," a Softwood supplier in Montana noted. "I believe that if, and when, the economy picks up at full speed, truck capacity is going to be problematic." Comparatively, the contact said availability of rail transportation is not as tight as trucking.

As for the Softwood lumber market in general he said, "Decking and fencing have been very good. Products that are a little slow are pattern stocks and knotty bevels. Western Red Cedar is moving really well. We are beginning to see a pick up in the lower grades. The higher grades never really went down because they are specified and our markets for those products are high-end. We recently switched our production to "no prior Select." Many sawmills pull a premium or home center grade out of their lumber. That means that the product that is left is not of very high quality. Our customers appreciate the higher quality products. I believe our biggest challenge in 2015 is going to be log supply and finding and retaining good employees."

Serving both international and domestic customers, the contact said, "Our customers include stocking distributors, wholesalers, importers, manufacturers and remanufacturers. Business activity was good last year, but it can always be better. We're hoping for improvements this year." ■

Northeast Business Trends



By Sue Putnam
Editorial Director

Softwood suppliers in the Northeast expect to increase profit margins in 2015. In Maine, a contact commented, "We expect to increase profits this year because as a sawmill we continue to increase production. We've learned over time that doing better means becoming more efficient, cutting costs, increasing prices or adding value."

The source said 2014 was better for his company than 2013, and he expects the trend to continue in 2015. "Lumber prices are higher and activity continues to increase," he explained.

As for challenges he sees in the near-term, the supplier commented, "Log supply and overhead are going to be our primary concerns. Now that lumber activity is picking up, everyone is hungry for logs. Some of the markets for wood are changing, which makes it difficult to get the right product out of the woods. Utilities have been forecast to have price increases, and nobody has any control over that price factor. It takes a lot of power to keep these operations running at full capacity."

Marketing to lumber wholesalers, he said his best moving items have been Standard and Better in all widths of Eastern White Pine.

A West Virginia Softwood supplier said his expectations for 2015 are to ship his wood and wood products consistently each month and improve efficiency

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South/Southeast Business Trends



By Gary Miller
Managing Editor

Softwood suppliers in the Southeast account for improved market activity in spite of wet weather conditions. "The overall economy has improved and that is, of course, the primary factor," a contact in North Carolina explained. "The door and window manufacturers are busy and that is where we are seeing the orders come from. People are feeling confident enough that the economy is stable enough that they are spending expendable income with a little more ease than a few years ago."

He continued, "We're also seeing a lot of home renovations. I talked to one of my customers recently and their order files are full through the next couple of months."

When asked about supply, he said, "From a production standpoint, supply is stable. Particularly in our region, we have a fair amount of finger jointers that absorb most of the low grade. The higher grades go to solid millwork and window manufacturers."

Marketing Southern Yellow Pine and Ponderosa Pine, the source said, "There seems to be a little more demand for 6/4 lately. We're having a little difficulty finding No. 2 Common 6/4 because of the demand. That market is a little tight. Our inventory levels are slightly down compared to this time last year."

As for pricing trends he said, "Our lower grades of Southern Yellow Pine tend to be strong in pricing and they don't fluctuate much. They don't get as low as the

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Ontario/Quebec Business Trends



By Michelle Keller
Associate Editor

As 2014 draws to a close, both large-scale and niche users of Softwood lumber are hoping that the steadiness that has characterized the market in the past year will continue into 2015. However, questions about trade agreements with the United States, as well as the ever-variable weather, remain. Despite these factors, however, many seem confident that the market may finally be enjoying some long-awaited stability.

The owner/operator of one Ontario-based mill said that demand for his Eastern White Cedar and White Pine has remained steady for several years now. He acknowledged that he focuses on a unique segment of the overall market, but that he has heard positive reports.

"We specialize in sauna liner packages," he said. "The demand is fair to good, but it's a specialty item."

He noted that his company began by making paneling, but then adopted what he called a straight approach to the product line, offering all of the lumber components that go into the construction of a sauna. The effort has paid off, with sales growing from three sauna units per year to up to three per month during the busy season.

He said he has grown the business by providing his customers with good products and reliable service. Although the market in the United States has tapered off, he said his Canadian business remains strong. In fact, he said, the biggest

issue he has faced in recent years has been his supply of Cedar, which is traditionally harvested in the winter months. The past two years have produced snowy winters, sometimes hampering supply access, and with more than a few inches already on the ground, he is cautious about what the coming winter will bring.

Supply struggles were also on the mind of the branch manager of a wholesale operation in Ontario. He said his company, which primarily sells Spruce, Pine, Fir, and Cedar, has seen good sales numbers in the past year, but added that procuring some of the larger dimensions is becoming a challenge.

"The 2x12s are always a problem now because they have cut all the big trees down in the west," he said, adding that many suppliers have moved toward laminated veneer lumber (LVL) or other composite materials as a result. Still, he said, he believes that demand for other dimensions will remain steady into the New Year.

Even with that optimism, however, comes an element of doubt. He said there is one significant wild card hovering over the Softwood market in 2015: the expiration of the Softwood Lumber Agreement (SLA) between the United States and Canada. Although there are negotiations underway to extend the agreement, the uncertainty is creating some market apprehension on both sides of the border.

Despite this uncertainty, many remain bullish on the near future. The lumber trader for one Quebec mill said that the market for Spruce, Pine, and Fir is growing as the economy continues to improve.

"It's definitely improving for the SPF," he said of the market. "It is going with the housing and permits. Definitely people are looking for more 2x4s. After the Great Recession, there is a great need for renovation."

His company, which sells primarily to big box stores, is seeing steady market improvement, which he attributed to expanded sales to a new generation of would-be homeowners.

"The younger generation is more and more interested in buying their first house," he said, adding that as the economy improves, so do job prospects

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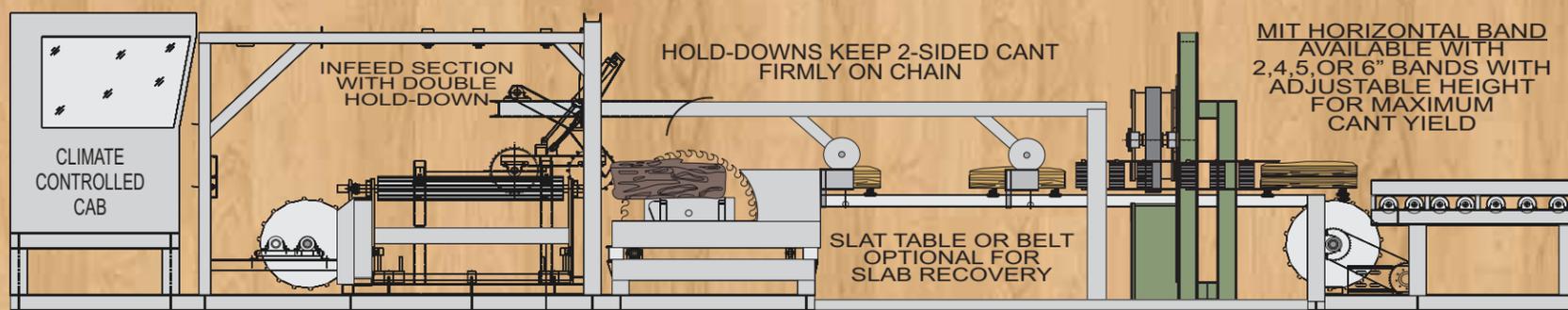
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NAWLA – Continued from page 1

tain the next generation of industry employees.

Serving as keynote speaker at the 2014 NAWLA Traders Market was Scott Burrows, a former standout collegiate football player at Florida State University and top-ranked kickboxing champion whose life took a dramatic turn after an automobile accident rendered him a quadriplegic. Burrows went on to graduate college and became a top producer in the financial and insurance industry, qualifying for the Million Dollar Round Table. Later, he formed his own group, the Global Golf Group, a successful international firm that specializes in golf course development. Today, he is a motivational speaker who focuses on vision, mindset and determination. Overall, Burrows message is one of hope and success.

Educator, author and professional speaker Ira Blumenthal also addressed NAWLA attendees in the GenNext Educational Session. The title of his address was Change is Inevitable, Growth is Optional.

In the Learning Lounges, David Jones and Chris Knowles held presentations. Jones spoke about the relationship between wood and water while Knowles addressed hiring the next generation in the lumber industry.

Throughout the NAWLA Traders Market, various association meetings were held, in addition to numerous networking receptions.

The 2015 NAWLA Traders Market will be held Nov. 4-6 at the Hilton Anatole in Dallas, TX.

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

WRCLA – Continued from page 1

WRC by increasing market awareness, improving WRC's value proposition, making it easier to specify and use WRC, and ensuring customer satisfaction.

The research confirmed that WRC scores well on the attributes considered most important by builders and architects. However, the wood specie scores lower for material and installation cost. These factors were of less importance to builders and architects who were polled. Compared to competitive products, Western Red Cedar scores higher for value and environmental friendliness and equal to competitive products for durability, function and cost.

Among consumers polled, WRC scores highest for beauty, character, value and environment, but low for durability and cost. Compared to competitive products, WRC scores considerably less well for durability, but better for environmental friendliness.

In regard to key satisfaction, a large majority of architects and builders consider using WRC, and nine out of 10 times choose it. The research found that 85 percent view WRC as a good or excellent product and recommend it to others. Plastic composites score considerably less well among this group of users.

In summation, this research determines that builders and architects are very product aware regarding Cedar, yet consumers are not as aware. Thus, creating more awareness about WRC is paramount to this association and those in the industry who sell it.

For more information about the WRCLA and its efforts in the Western Red Cedar industry, visit online at www.realcedar.com. ■

APA – Continued from page 1

Committee, Glulam and I-Joist/SCL Management Committees, the Marketing Advisory Committee and subcommittees, and a roundtable discussion on environmental regulations, led by Mark Gruenwald of Momentive Specialty Chemicals.

Keynote speaker Thomas Stewart, executive director of the National Center for the Middle Market at the Ohio State University, presented his views of a knowledge economy, in which knowledge assets create capabilities that produce valuable outcomes. He explained how megatrends can impact knowledge and described how organizations can identify the intellectual capital that provides differentiating capabilities.

In his State of the Association address, APA Chairman Tom Temple reported the Association is healthy with continued growth in membership, steady income, and a balanced budget. Temple noted that APA's success in membership, with 158 mills constituting a majority share of production across all of the product sectors, puts the Association in a position of strength. "As we work to protect and grow wood product market share, we need to be thoughtful and strategic in how we use the strong voice that APA's membership affords. With 70 to 86 percent industry share across our product categories, APA plays an important role in the industry and in the marketplace," he said.

APA President Ed Elias emphasized the importance of strategic partnerships as APA works to fulfill the new three-year Strategic Plan developed by the Board of Trustees. "The Association has sought partners who provide complementary strengths, management goals and culture," Elias noted. He provided an overview of activities that support APA's mission in product promotion, quality assurance, and technical and educational support.

In the Marketing Advisory Committee (MAC), residential and multi-family builders Will Holder, Trendmaker Homes, and Dan Markson, NRP Group, shared their views and experiences in the Texas market. In other presentations to the MAC committee, APA market coordinators provided updates on the Strategic Marketing Plan initiatives and Market Research Director Joe Elling presented the market forecast for 2015.

The EWTA Info Fair, a product and services exposition, featured 70 exhibitors. The EWTA members and exhibitors also hosted a welcome reception and sponsored the sporting events. Twenty-six EWTA member companies were Silver sponsors, 17 were Gold sponsors and six were Platinum sponsors.

The APA – The Engineered Wood Association was founded in 1933 and based in Tacoma, WA. APA represents approximately 162 plywood, oriented strand board, glulam timber, wood I-joist, rim board and structural composite lumber mills throughout the U.S. and Canada. Its primary functions are quality auditing and testing, applied research, and market support and development. www.apawood.org ■

WHO'S WHO – Cooper – Continued from page 2

planer facilities, carrying out local sales, charitable donations of lumber and working closely with the sales team.

Cooper's first position in the forest products industry was as a payroll clerk.

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WHO'S WHO – Cooper – Continued from page 30

Gilbert Smith Forest Products is a member of the Western Red Cedar Lumber Association, PEFC/CAS program and the Pacific Lumber Inspection Bureau.

Cooper enjoys photography and spending time with family, as well as biking and fishing. She has been married to Doug for 33 years and the couple has one son and one daughter, as well as two grandsons. For more information visit www.gsfpcedar.com. ■

WHO'S WHO – Gosal – Continued from page 2

Secondary School, Vancouver, in 1992 and received a bachelor's degree from Simon Fraser University, also located in Vancouver, in 1996. He started with Sawarne Lumber in June of 2014. This is his first position in the forest products industry, working in sales and marketing for the company.

Sawarne Lumber is a member of North American Wholesale Lumber Association, Western Red Cedar Lumber Association and the BC Wood Specialties Group.

In his spare time Gosal enjoys running, snowboarding, martial arts and volunteering. He is engaged to Marie Hohner with a planned date to marry in May of 2015. For more information visit www.sawarne.com. ■

WHO'S WHO – Moulton – Continued from page 2

ing services.

Moulton enjoys running and fishing. He is married to Jill, who is a schoolteacher, and they have a daughter, Sophie, and a son, Brady. For more information visit www.dipriziopine.com. ■

WHO'S WHO – Osterloh – Continued from page 2

ing services.

Osterloh graduated from Warner Robins High School, Warner Robins, GA, in 1984 and obtained a Bachelor of Science degree in Applied Physics from Emory University, Atlanta, GA, in 1989. He has held his position with International Forest Products for three years. Osterloh's first position in the forest products industry was as a sales coordinator for MacMillan Bloedel in 1991.

International Forest Products is a member of the Southern Lumber Exporters Association, North American Wholesale Lumber Association and the Southern Forest Products Association.

In his spare time Osterloh enjoys tennis. He has been married to Sharon for 18 years and the couple has two daughters; Cayleigh is 17 and Caroline is 14. Cayleigh will be attending the University of Alabama in 2015. For more information visit www.ifpcorp.com. ■

WHO'S WHO – Picard – Continued from page 2

School, Langley, BC, in 1976 and attended the University of British Columbia, Vancouver, BC, and the Certified General Accountants Association of British Columbia, also in Vancouver. He has been with Terminal Forest Products for 17 years and is currently responsible for sales to the East Coast and Southeast in the U.S., as well as sales into Texas and Europe.

Picard first started in the forest products industry as a general laborer for Allwood Industries in 1976.

In his spare time Picard enjoys sports and fine wine, and is active in golf and hockey. He also enjoys time spent with friends and family. He has been married to Colleen for 24 years and the couple has one 17-year-old son. For more information visit www.terminalforest.com. ■

APA NEWS – Continued from page 2

several research projects in the Wood Technology section of the Washington State University College of Engineering. This early work involved methods to better characterize the structural properties of both solid wood and wood composites. His projects and inventions were the foundation of Metriguard, which was incorporated in 1973.

The first Metriguard products included a Stress Wave Timer, a Tension Proof Tester and a Bending Proof Tester. These products measure the basic properties of lumber and all are still being manufactured and sold today. Metriguard equipment is used extensively in engineered wood product manufacturing facilities, where the knowledge and measurement of the mechanical properties of wood is critical.

In presenting the Bronson J. Lewis Award, APA Chairman Tom Temple noted that Jim Logan "is truly a pioneer in the engineered wood products industry."

BJ Yeh Named Chairman of CSA A369

Dr. BJ Yeh, Director of Technical Services for APA-The Engineered Wood Association, has been named chairman of the Canadian Standards Association (CSA) A369 Technical Committee on Wood-Based Panels, which is responsible for four national consensus standards on plywood and OSB in Canada — CSA O121 Canadian Douglas Fir Plywood, CSA O151 Canadian Softwood Plywood, CSA O153 Poplar Plywood and CSA O325 Construction Sheathing.

APA is a sponsor of CSA standards on wood structural panels and structural glued laminated timber (CSA O122 and O177, which are under the jurisdiction of CSA A370 Technical Committee on Solid and Engineered Wood Products). Dr. Yeh is a voting member on CSA O86 Engineering Design in Wood, Chair of ASTM D07.02 Committee on Lumber and Engineered Wood Products, Secretariat of seven American National Standards under American National Standards Institute (ANSI) and Convener of ISO Technical Committee TC165 Working Group 2 on Structural Glued Laminated Elements. ■



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NAWLA UPDATE – Continued from page 2

The growth in commercial building construction, which performed better than expected at the end of 2014, is also forecasted to continue through early 2015. Warehouse construction is driving the most significant increases in this sector, and positive lending conditions will provide continued stability for this construction.



Alden Robbins

This is consistent with what we've seen in our regions. In the upper Midwest, increased oil production is boosting the regional economy and supporting retail construction, with no changes anticipated to that this year. Drops in New England heating oil costs will also free up capital for remodeling and repair projects in both residential and commercial construction.

The Shape of New Homes

During the recession, we saw an uptick in home repair and remodeling across the U.S. as it became increasingly difficult to build and buy new homes. Much of that activity has slowed and is being replaced by new home construction. However, Baby Boomers and Millennials, who comprise roughly 50 percent of the population, are demanding a different type of home than a

generation ago.

For millennials, proximity to their jobs, affordability and commuting costs are likely driving them to smaller and more urban housing, according to a 2014 National Association of Realtors report titled, *Home Buyer and Seller Generational Trends*. With student loan debt and a less risk-averse nature, in general, this generation does not find appeal in the oversized houses Generation X members often seek out. This may change in the next five to seven years as they advance in their careers and start families, but there are no indicators that the trend will reverse in the short term.

For the retiring Boomers, future accessibility concerns and empty nests are driving them to smaller, single-story houses. As the population ages, and the last of the Millennials leave their homes, the numbers of older homeowners who downsize will only continue to increase. Right now, both groups are also being drawn in increasing numbers from the suburbs to city centers for convenience to cultural and retail activities outside of work.

According to a recent report by the FPIInnovations Business Analysis Group, if multi-family starts remain at their current level (40 percent), and detached home sizes moderate to 2400 square feet, the average wood use per housing start would decrease by 17 percent from 2006. While a decrease in Softwood demand of this magnitude is concerning, with multi-family and high-rise construction, there are many opportunities in the construction and finish, repair and remodel of multi-family and high-rise buildings to supply lumber and related forest products.

Other trends, such as a continued emphasis on outdoor living, will also open up new opportunities for forest products in the residential home market in 2015. Market share lost to steel and composites and other materials can be recaptured in this space.

Want a Closer Look at 2015 Trends?

Join industry-leading lumber wholesalers and manufacturers at NAWLA's Leadership Summit, March 22-24, 2015, at The Westin Kierland in Scottsdale, AZ. The event brings together mid-level managers and executives and industry-leading companies to discuss top-of-mind business topics and solutions for driving revenue growth and

streamlining operations. View the agenda and register at www.nawla.org.

About NAWLA (North American Wholesale Lumber Association)

NAWLA is the association that delivers unparalleled access to relationships and resources that improve business strategy and performance through sales growth, cost savings and operational efficiencies for wholesalers and manufacturers of forest products and other building materials that conduct business in North America. Learn more at www.nawla.org. ■

SLB UPDATE – Continued from page 2

mestic, sustainably-managed forests, in order to jumpstart production opportunities in the forestry industry in rural America. According to the USDA, if CLT and similar advanced wood products are able to penetrate just 5-15 percent of the non-residential building market in North America, it will equate to the consumption of 0.8-2.4 billion board feet of lumber annually. Approximately 35 jobs are created for each million board feet of wood processed.

Supporting this competition is another way in which the SLB is promoting wood and its comparative advantages within the design and construction industries and to a broader, nationwide audience. By showing what is possible with wood, this competition will also help to grow domestic and international market opportunities for wood products and encourage new product development.

Over the past two years, the SLB has worked to draw attention to innovative, advanced wood products, which are changing the rules of tall building construction worldwide. Buildings, such as the 10-story Forte building in Australia and the 14-story Treet building in Norway, demonstrate that wood's flexibility, strength, and fire resistance are on par with or exceed competing materials, such as concrete and steel in tall building construction. However, unlike competing materials, wood also offers important environmental benefits, including by reducing greenhouse gas emissions. By some industry estimates, each additional three to five stories added to a tall wood building made from emerging wood technologies has the same emissions control impact as taking 550 cars off the road for one year.

In discussing the competition, the SLB's Board Chairman, Marc Brinkmeyer, noted, "There is a breadth of wood-related building science, design, and construction underway internationally, so the opportunity to learn from what has been done elsewhere and build on it here in the U.S. is very exciting for our industry, employees, and communities. I am equally thrilled and appreciative of the partnership that industry has forged with the USDA in launching this competition, and I look forward to seeing the great wood-based projects that result."

Entries will be evaluated by an expert panel of design and building professionals, and winners are scheduled to be announced in February 2015. Additional information about the competition is available at www.tallwoodbuildingcompetition.org. ■

AWC UPDATE – Continued from page 2

Manual for One- and Two-Family Dwellings (WFCM), and 2015 *Permanent Wood Foundation Design Specification (PWF)* have each been approved by the American

Continued on page 33

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Random Mill – Colville, WA

Random Mill – Midway, B.C.

**Ponderosa Pine
Rough Green Mill – Eager, AZ
4x4 – 7x9, 8' – 16'**

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Robert Glowinski

National Standards Institute (ANSI) as American National Standards, and showcase what the new building codes mean for projects in the United States. Each is referenced for wood design in the new building and residential codes.

Updates reflected in each of the new AWC standards include:

- 2015 NDS® – A new product design chapter for cross-laminated timber (CLT) includes the design of CLT members, connections in CLT and fire design of CLT. Another significant change is new provisions that explicitly permit Structural Composite Lumber (SCL) to be designed for fire requirements using NDS Chapter 16. The *2015 NDS Supplement*, packaged with the NDS, contains updated design values for visually-graded Southern Pine and mixed Southern Pine dimension lumber.

- 2015 SDPWS – New provisions have been added for seismic and wind design of cantilevered wood-frame diaphragms that provide important design clarifications, especially for design of “corridor-only” multi-story wood-frame structures. There are also revisions to the protocol for determining equivalent deformation-based shear distributions that allow more efficient seismic design of shear walls containing high aspect ratio shear walls.

- 2015 WFCM – New tabulated spans for lumber framing members reflect changes to design values referenced in the 2015 NDS. Tables were also added to provide prescriptive wood-frame solutions for rafters and ceiling joists in response to new deflection limits adopted in the 2015 IRC for ceilings using gypsum wallboard or brittle finishes.

- 2015 PWF – The Permanent Wood Foundation is a load-bearing wood-frame wall system designed for both above and below-grade use as a foundation for light-frame construction. This document primarily addresses the structural design requirements and has been updated to reflect reference to the 2015 NDS and 2015 SDPWS.

Public safety is paramount, and AWC wants everyone to enjoy safe, sustainable structures; therefore, it is important to share, through standards, the consensus of the building community on what constitutes good wood design in order to take proper advantage of the material’s inherent benefits.

These new standards equip users with engineered design methods that result in buildings better able to withstand damage and increase their longevity. Recently updated design tools are even more relevant for designers hoping to achieve this higher level of performance.

Building designers are urged to begin using provisions of the new standards pending approval by authorities having jurisdiction. Many code officials will allow the use of newer standards, particularly when they are developed through a consensus process. The 2015 NDS, SDPWS, WFCM, and PWF electronic documents are available for viewing or purchase at the AWC website: www.awc.org. Printed copies will be available in Spring 2015. ■

well. We will continue to investigate creative options to move our products to market. Collins has been a stalwart of forest stewardship; part of responsible forest management includes helping forests recover after wildfires. This means harvesting any fiber that still has commercial value as quickly as possible. After several years of cutting wildfire salvaged Ponderosa Pine and Douglas Fir logs at our sawmills, we will now be harvesting a larger percentage of “green” logs in 2015.

The past two years Collins has been producing a “No Prior Selection” product in 2x8 through 2x12 kiln dried White Fir and Douglas Fir. This provides our distributor customers with a high quality product that their customers have been demanding, at a price point that allows them to compete with the “Big Box” retailers. In 2015 we will be introducing our “No Prior Selection” product in Ponderosa Pine 2x6 through 2x12 as well. Whether it be a Collins produced product, or an item sourced from one of our outside sawmill partners; consistency of supply and quality will continue to be the paramount focus of our company. ■

Jeffrey Cook
Alta Forest Products
Chehalis, WA



In 2015, our goal is to grow market share 5 percent in the Gulf and East Coast States, and continue sustained market share growth of 3 percent in the Midwest and Pacific Northwest. We are expanding our mills in 2015 with 3 large capital projects and expect the market to continue to grow as the economy and housing markets strengthen.

2014 ended better for us than 2013 did. We are seeing a 4 percent growth in volume YTD 2014 over the same time period in 2013.

Health care reform and keeping costs down will be some of our challenges in 2015. Demand in the market place has expanded for wood products, but if costs continue to increase for American manufacturing and the value of foreign currency declines, we will see an influx of alternative products.

We have installed new equipment this year and are planning on capital projects at the other facilities in 2015. The new machine centers have helped to reduce unit cost while gaining recovery and production efficiencies.

We experienced tremendous rail shipment issues throughout the year. Both the UP and BN are planning rate increases for 2015, and the availability of equipment is the worst I have seen in my career. Trucking has also taken steep increases as more demand is being placed on supply chain JIT inventories.

One of the ways we are growing is through additional technology support through web resources in 2015. The customer portal will allow customers to track shipments, see order history and order status.

Our customers in the Gulf states and Dakota’s have been our strongest. The resi-

Continued on page 34



- Three sawmills and four planer mills located throughout Maine
- Combined annual production of 35,000,000 board feet of Eastern White Pine and 100,000,000 board feet of SPF
- Drying and planing capacity for 100% of lumber produced
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2015 FORECASTS – Continued from page 33

dential building markets have seen good growth as the housing market expands and the new home starts continue to climb. ■



Steve Killgore
Roseburg
Roseburg, OR

At Roseburg we try to keep things simple. We have a thematic goal of “Disciplined Execution.” We continue to improve all of our operating facilities to remain competitive and relevant for today’s markets. Additionally, our sales organization is constantly working on customer service, and here, again executing on our product strategies to be the preferred supplier in the marketplace for our various product lines. If we can accomplish good quality, service and be a competitive manufacturer, we will deliver the right results.

2014 is finishing up in good shape and ahead of last year in all of our metrics. In spite of some of our markets really being flat, we have grown market share. That’s a positive sign for us.

What would I define as the single biggest challenge facing our company in 2015? No question about it: Transportation, transportation, transportation. Logistics and equipment continue to be a huge factor in how we deliver our results. It doesn’t do us or the customer much good if we get it made and cannot find equipment. Our group has worked very hard this past year, and we are seeing good results in improving our service posture. That said, there are uncontrollable factors that we just have to find ways to make it happen.

We had significant capital projects in all of our facilities in 2014. All are designed to improve efficiency and quality, as well as position us to better serve markets.

We did not roll out any new products or services; it was really about executing our strategy we put in place in 2013.

With most of our business groups we have a diverse mix of National Accounts, Wholesale Distribution, OEM, and Pro-Yards. The best performing group year-over-year, by far, is in the repair and remodel sector. The National Accounts delivered very strong take-away this year, and we anticipate that sector will continue to be strong due to new housing remaining a slower growth pace. ■

Jim Walsh
Rosboro
Springfield, OR

In 2015, we will focus on continuing to grow our glulam business. Rosboro is the largest glulam manufacturer in North America, and we have capacity to expand as the economy improves and housing starts increase. Rosboro is well positioned to expand with a strong wholesale distributor network.

Our X-Beam product line has been well received in both single



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

In 2015, a couple of our goals are: better procurement of logs, and to enable us to

Continued on page 35

and multi-family construction. Builders and developers understand that glulam is a tremendous value, and X-Beam features full 3-1/2-inch and 5-1/2-inch framing widths, and I-joist depths make X-Beam the most popular glulam among builders and framers because it fits.

In 2013 we converted our treated Southern Pine glulam product line to treated Douglas Fir X-Beam. Architects love the clear treatment and the architectural appearance. We have developed a nationwide network of wholesale distributors that inventory the treated product locally so it can be shipped with the framing package.

In 2014 Rosboro began selling RMT Rosboro’s Manufactured Timber through lumber dealers. RMT is a glulam that is sized and graded to match dry No. 1 and Select Douglas Fir timber. It is grade stamped by WCLIB, so it is interchangeable with timber of the same grade and size. Single and multi-family builders have discovered the product and are using it on a regular basis.

When comparing 2014 to 2013, business is up a bit from last year but housing starts were not as strong as projected. First time home buyers are not entering the housing market at the rate they did in the past.

Among the challenges we will face in 2015 are log supply and log cost in the Northwest. Large volumes of No. 2 logs are now shipped to China causing log prices to soar and availability to fall.

The economy is improving, but at a very slow pace. The economy remains fragile.

First time home buyers are staying away because they don’t have good stable jobs, have large debt burden, tight lending standards, and they saw the housing bubble pop causing a great investment to become a rock around many Americans’ neck.

Lack of leadership in Washington causes businesses to be risk adverse. Obamacare has caused small business to reconsider expansion.

Rosboro upgraded in 2014. In July, our dimension mill rebuild was completed. We added a small log line that will efficiently process smaller second growth timber.

The dimension mill cuts lam stock for Rosboro’s glulam plants and produces some dimension. We cut our lam stock slightly wider than other manufacturers so X-Beam can be sized to 3-1/2-inch and 5-1/2-inch wide and still be surfaced to a clean architectural appearance. The new mill is much more efficient, yielding gains in production volume, lumber recovery and improved lumber quality.

Today truck capacity is less than demand, so it is difficult to get trucks at various times – that is with a weak economy. Truck capacity will be a disaster if the economy picks up.

Rail transportation isn’t as tight as trucking, but can be a problem at times.

A new service offered by Rosboro in 2014 was to switch our stud production to “no prior select.” Many mills pull a premium or home center grade out of their lumber. That means that the standard product that is left is not very high quality. Customers appreciate the better quality product. ■

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2015 FORECASTS – Continued from page 34



support growing demand and supportive volume for second shift basis.

Two main challenges facing us in 2015 are that we need volume of specific log grades and employees to maximize our full two-shift potential.

In 2014, we have been incorporating and constructing a log sorting yard, which will benefit the company. This allows us to better merchandize logs and stockpile during the freshest run off. This past year has been good with respect to transportation, but always could be less expensive.

We introduced a couple of new products or services for our customers. We have completed two Hemlock cuts and have introduced cutting more Western Red Cedar timbers. Our customers are international and domestic. They include stocking distributors, wholesalers, importers, manufacturers and remanufacturers. Best sellers this year have been clear grades in both Doug Fir and Western Red Cedar. ■

Carlos Furtado
Sawarne Lumber Co. Ltd.
Vancouver, BC



Our business goals for 2015 will be to increase our sales and, obviously, that's so we can make more money. 2014 was better for us than 2013, and we expect 2015 to be better than 2014. Things are looking up.

The main challenge we have faced, believe it or not, has been transportation. Finding trucks is a real hassle still. Trucks are very, very hard to find. We find them, but the wood usually sits around for a couple of weeks before we are able to find a truck to move it in.

Overall in 2014, timbers were very good. Decking and fencing were also very good. The areas that I have found to be a bit slower for us are products like the knotty bevels and pattern stocks, all Western Red Cedar, and our customers are mostly wholesale distributors. ■

David Gaudreau
Sherwood Lumber Corp.
Islandia, NY



Among our business goals for 2015 are to: increase unit sales with a focus on best geographic housing growth markets; increase sales of non-commodity products; and continue to focus on improving customer service. These are keys to better market share and margin.

2014 was a better year for us than 2013, partly due to increased selling prices.

Early stage implementation of CRM is one new installation we implemented that will benefit our company. This will help our sales team and management to stay better aligned with customer needs.

We've had ongoing issues with trucking availability and seasonal variation in rates. The typically lower margin wholesale lumber business can't afford inconsistent rates against committed sales.

However, we've been pleased to introduce route trucks for LTL business, expanded ELP lines, and more industrial products.

Our customers consist of: lumberyards, manufacturers and fabricators. Our strong sellers product-wise have included: engineered lumber, all plywood items, premium grade lumber, industrial application lumber and boards, and Cedar. ■

Trina Franscesconi
Sandy Neck Traders
South Dennis, MA



In 2015 we will continue to focus our attention on our customer and mill partnerships. For customers, this means that we will increase our on-hand stock in the products they need delivered quickly, adding some SKUs that can help us fill trucks to ensure the stock arrives just in time, which many of them count on. For mills, it means helping them move inventory and find new customers for the things they need to sell. We plan to increase our brand awareness in the marketplace so that Sandy Neck's motto of "People Who Know You, And Your Business" is valued within a wider service area. We have added the office infrastructure to support more sales staff, along with a new computer system to streamline paper and process flows. This will enable us to improve service to our existing customers and reach out to new ones, and we are optimistic that 2015 will be a great year for our customers and mill partners.

We've had a solid upturn in the 3rd and 4th quarters of 2014. I think we have worked hard to mesh upward price pressure in product and overhead with availability for customers, and it seems that our business model of having the stock when people need it and getting it to them quickly, is paying off. People are coming to terms with the fact that their costs for wood are a bit more expensive this year. They are still ordering just what they need, and I believe that smaller on hand inventories in the enduser yards have adjusted downward permanently. The smaller delivered quantities mean there are more frequent reorders, so we look at it as more opportunity to talk with our customers, more often.

Controlling operational costs while increasing our service levels at the same time to meet customer demand will be our biggest challenge in 2015, but not the only one. The bottom line is that this forces us to institute processes and physical changes of our own. For instance, we have rehabbed a delivery dock to be able to unload vans from the West Coast rather than more expensive flatbeds. Finding additional supply is a challenge we anticipate this year. Because most of our sales are based on mill accumulations, additional supply is critical to supporting new customers.

We invested in new computer software in 2014 that will be the cornerstone to lowering costs and enhancing our customer experience. It will allow customer access 24/7 for real time inventory, ordering, and invoicing information. Sales and purchasing

Continued on page 36

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2015 FORECASTS – Continued from page 35

dashboards will show, buy and sell opportunities.

As for challenges for our company, the shrinking number of carriers in the trucking industry has made finding a truck either inbound or outbound much more time consuming. It now takes as long or longer to source transportation as it does the goods to ship. We maintain our own flatbeds and tractors that we use for about a third of our freight, but posting and calling until you find a truck is a lengthy process and cuts into selling time.

Sandy Neck Traders is a stocking wholesaler of Eastern White Pine and Eastern and Western Cedars. We ship multi-stop trucks from our yard in Massachusetts to states east of the Mississippi. We service manufacturers and endusers, and about 90 percent of the stock in our yard is dedicated to supporting quick shipment of customer specific inventories.

We are looking forward to a year where we have positioned ourselves for more share of the marketplace, better service for our customers, and more sales for our mill partners. ■

Jamie Hursh
Richardson Timbers
Dallas, TX



Our main goal for 2015 is to keep growing our company with our fast pace Texas economy. We ended 2014 on a better note than we did 2013.

In 2015, one of our biggest challenges will be keeping our customers away from new suppliers over price alone. Our customers include retail lumberyards, and green Douglas Fir was among our biggest sellers in 2014. ■

Mark Erickson
Blue Book Services
Carol Stream, IL



Blue Book Services has been diligently working with industry suppliers to grow our database of industry-specific payment data. We collect over \$1 billion of industry AR data each month and have doubled the number of companies with a reported Pay Indicator. Your readers may be interested in knowing that while industry pay trends remain steady, we have seen the average credit amount extended per customer increase substantially in 2014, from approximately \$49,000/customer to approximately \$68,000/customer today. That is a 38 percent increase in average credit extensions.

Also, we launched new features to our online service to help lumber companies track their own notes and custom data with Blue Book information. We are working on a new mobile app that should be available in the Spring 2015. ■



Robert Glowinsky
American Wood Council
Leesburg, VA

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 Manual for One- and Two-Family Dwellings (WFCM) and 2015 Permanent Wood Foundation Design Specification (PWF) have each been approved by the American National Standards Institute (ANSI) as American National Standards, and showcase what the new building codes mean for projects in the United States.

Updates reflected in each of the new standards include:

- **2015 NDS®** – A new product design chapter for cross-laminated timber (CLT) includes the design of CLT members, connections in CLT and fire design of CLT. Another significant change is new provisions that explicitly permit Structural Composite Lumber (SCL) to be designed for fire requirements using NDS Chapter 16. The 2015 NDS Supplement, packaged with the NDS, contains updated design values for visually-graded Southern Pine and mixed Southern Pine dimension lumber.
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- **2015 WFCM** – New tabulated spans for lumber framing members reflect changes to design values referenced in the 2015 NDS. Tables were also added to provide prescriptive wood-frame solutions for rafters and ceiling joists in response to new deflection limits adopted in the 2015 IRC for ceilings using gypsum wallboard or brittle finishes.
- **2015 PWF** – The Permanent Wood Foundation is a load-bearing wood-frame wall system designed for both above and below-grade use as a foundation for light-frame construction. This document primarily addresses the structural design requirements and has been updated to reflect reference to the 2015 NDS and 2015 SDPWS. Several other AWC technical publications that support compliance with code and standard requirements for design of wood construction were also completed in 2014:
- **DCA6** – 2012 Prescriptive Residential Wood Deck Construction Guide: DCA 6 was updated to reflect changes to wood deck construction requirements in the 2012 International Residential Code (IRC).
- **DCA 7** – Meeting Residential Energy Requirements with Wood Frame Construction: DCA7 provides ways to economically meet the residential requirements of the 2012 International Energy Conservation Code (IECC) using wood framing. Wood products are capable of providing good thermal performance and helping to meet energy requirements. For example, improved energy performance of glazing, ceiling and floor areas can be used to reduce required opaque wall requirements, such as foam sheathing. ■

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Web: www.nelma.org

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FIELDS – Continued from page 15

Cedar and 7 million board feet of plywood annually. Fields Home Center is a unique operation that is constantly evolving and looking for ways to grow. “We purchase the Redwood and then we manufacture it into fencing by taking the random-length lumber, re-sawing it, dog earing it and retailing it,” Fields explained. “We do all of the wholesaling and we typically inventory about 1 million board feet.”

A family operated business, Fields wife Sonja has been with him from the very beginning. “This company started originally with just the two of us. She worked out in the yard just like I did,” Fields said. The couple’s son, Jason, and his wife, Kristine, also work at the company.

“Kristine has been working here for 20 years since we got married,” Jason said. With a portable Wood-Mizer sawmill on site, the company brings in custom milling and cull logs and cuts a lot of different products from them. “We get the larger ones that the mills don’t want,” Fields explained. “We also sell windows, doors and mouldings. We have an extensive line of wood products. Our mouldings are mostly manufactured from Hemlock Fir.”

When asked if the company has a philosophy, he said, “We provide what the customers are asking for and not what we ‘think’ they need. We listen to our customers.”

Fields also goes to visit his customers on a regular basis. “I just like to see what they’re doing and make sure that their needs are covered.”

Fields Home Center has a core group of suppliers they partner with including: Swanson Group, Glendale, OR; Boise Cascade, Medford, OR; Roseburg Forest Products, Dillard, OR; South Coast Lumber Co., Brookings, OR; Seneca Sawmill, Eugene, OR; and C&D Lumber Co., Riddle, OR. “We procure Cedar from British Columbia through a wholesaler in Oregon,” said Fields.

As for what sets Fields Home Center apart from friendly competitors, he offered, “We have a trained staff who can provide extraordinary customer service. We’re equipped with professionals who can help customers decide the specific product to use in their application. Our inventory is broad and offers a number of products that are otherwise hard to find; we like to offer one-stop-shopping. We have the capability to do numerous things on site, including custom milling service for siding and moulding. Last but not least we pride ourselves on passing savings on to our customers and making fresh popcorn so the kids will enjoy the trip to Fields Home Center as well.”

For more information visit www.fieldshomecenter.com. ■

RODRIGUE – Continued from page 17

life easier and your operations run smoother. Before determining the best option

for your company, take the time to identify the key factors that are important for your organization. These factors will help you select the best options to consider. Be sure to identify whether the software solution has any type of sliding scale structure for cost – will you pay the same whether you have 2 people or 200 using the software?

Bottom line is that for most lumber companies, the best solution is to find a vendor that is committed to Softwood lumber and building materials.

Just like in manufacturing, finding your niche and fine-tuning that niche will make that vendor the best in the business. The same is true for software vendors. Find a vendor that can incorporate industry best practices into the software so it meets your business needs. This will reduce the time it takes to fully implement the ERP system, reducing implementation costs. An industry-focused vendor will provide relevant enhancements to the product over time, helping you to better manage your operations. ■

FOOTER TEXT:

Ag-ile adjective \’a-jəI, -jī(-ə)I\ : able to move quickly and easily : quick, smart, and clever

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For more information about finding the best software solution for your business, please contact Liz Langan at DMSi. Call her at: 402-330-6620, extension 180 or email her at: ELangan@dmsi.com. ■

ROSEBURG – Continued from page 4

2015, said Kelly Wise, Roseburg’s vice president of human resources and labor relations.

Wise said bringing the mill back online, even on a limited basis, is a testament to the leadership at the mill and its employees’ commitment despite the personal hardships they have endured.

“We have seen amazing, amazing support from the wood products industry, the



Relocating the ready-to-go workforce, and adding shifts during “down time,” made sense for the business and its employees who would have, otherwise, possibly gone without a paycheck.

Continued on page 38



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ROSEBURG - Continued from page 37

Roseburg community, and different businesses that have done fundraisers, providing clothing, toiletry and finances," Wise said. "It is as much of a positive that you can make out of a devastating situation."

Moving Forward

It hasn't been easy, but over time, the effects of the fire have brought some smiles through the tears. Roseburg President and CEO Allyn Ford summed it up in a written statement. "While the fire in Weed was terrible for the community as well as our own employees, I couldn't be more proud of the teamwork and collaboration of our people. Through the crisis, we've discovered some great stories, some great values and some great people. We survived the fire, provided for our affected employees, and repaired the facility enough to get the Weed facility back up and working so that we can help the Weed community recover. I'm proud to be a part of Roseburg."

If you would like to donate to the Weed Employee Relief Fund, please write your check to the United Way of Northern California and send it to 2280 Benton Drive, Box 14, Redding, CA, 96033; in the memo line write "Roseburg Employee Relief Fund." One hundred percent of donations will be given directly to aid the employees of Roseburg who have been affected by the Boles Fire. ■

NEIMAN - Continued from page 6

Every employee at Neiman Enterprises is an intricate part of the company's success. Sales Manager Mike Stevens recognized some of the key people. He said, "James S. is President, 2nd generation and truly the beginning of what Neiman Enterprises is today. Jim D. is vice president and CEO; Tom Shafer is the general manager and COO of all four mills. Our CFO is Chad Voyles; Dan Buhler is the resource manager; Sally Ann Neiman is secretary of the corporation; Sheri Stinson is the office manager for Devil's Tower, and Rick Neiman manages Neiman 77 Ranch."

Current Chief Operating Officer Tom Shafer added, "When I came here 19 years ago, they only had the mill at Devil's Tower. I've seen the company grow in a relatively short amount of time. Some of it came from being in the right place at the right time, with the right opportunity, and being ready and able to react. They bought a sawmill in 2008 when people were curtailing and closing businesses. It was an expensive process. Those are the times you have to be ready to make a deal. We pride ourselves on being very efficient, high quality producers. The market wasn't great in 1998 either and we did the same thing when we purchased the Hill City, SD, facility."

When asked why he thinks vendors should look to Neiman Enterprises as a preferred vendor, Shafer said, "Where can buyers make one phone call and source essentially most of their board needs, plus order 25 to 30 truckloads of pattern a

month, which is processed through Weinig moulders and know it's going to be shipped when they need it. The grade, the quality and the product are going to be what we say it will be. There are no surprises. Our quality is consistent and dependable."

Sales Manager Mike Stevens added, "We have consistent quality you can count on. If there's a problem, we're going to fix it. A lot of people want to talk about the size of our operation. In the back of my mind, we're still a small company, with a small company attitude. We just want to get in the door and do a good job for our customers. Relationships are everything. The salesmen, the people in production and all the way up the ladder, everyone here has a vested interest in taking care of our customers."

"Our customers consist of wholesalers, wholesale distributors, large retail yards, home centers and industrial markets. All the patterns we run are processed through our Weinig moulders. We supply all WWPA and NELMA patterns," said Wayne Jordan. "A unique product we bring to the market is Blue Stain Ponderosa Pine. Boards are available in 1x4 through 1x8 with Blue Stain covering more than 50 percent of the face."

Neiman Enterprises headquarters is at the home of the original sawmill, Devil's Tower Forest Products, established in 1958. The operation encompasses three other sizeable forest products operations: Rushmore Forest Products, Hill City, SD, Spearfish Forest Products, Spearfish, SD, and Montrose Forest Products, located in Montrose, CO.

Devil's Tower Forest Products, built by James S. Neiman, has seen many upgrades over the years to become a producer of high quality 5/4 and 6/4 heavy shop, as well as 1x4 and 1x6 Common grades. Current production capacity at this location reaches 40 million board feet annually.

Formerly known as Continental Lumber, Rushmore Forest Products was purchased in 1998. This mill was converted from dimension to boards and produces 60 million board feet of Ponderosa Pine boards and pattern. Primary products are 1x4, 1x6 and 1x8.

Purchased from Pope and Talbot Inc. in 2008, Spearfish Forest Products has an



1x6 Blue Stain Ponderosa Pine is pictured being run to pattern on the moulder at Rushmore Forest Products, located in Hill City, SD.

Continued on page 39

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NEIMAN - Continued from page 38

annual production exceeding 100 million board feet of boards and pattern. This is the largest of all the operations. Primary products are 1x4, 1x6, and 1x8 Ponderosa Pine.

Previously known as Intermountain Resources, Montrose Forest Products was acquired in 2012. This mill produces premium 2x4 and 2x6 studs from the beetle-killed forests of Colorado. Total annual production is 60 million board feet. This mill manufactures premium, Engelmann Spruce Lodgepole Pine studs.

Sustainable Forestry Initiative Certified Sourcing, Neiman Enterprises is a member of the Western Wood Products Association and the North American Wholesale Lumber Association. For more information visit www.neimanenterprises.com. ■

RETAIL REVIEW - Continued from page 22

heavy emphasis on millwork products.

Managing the market operations will be a team led by Brandon Kujawski and Brian Massie.

For more information visit www.carterlumber.com. ■

ONTARIO/QUEBEC BUSINESS TRENDS - Continued from page 26

and a greater sense of fiscal stability. "People will be able to afford a house."

In fact, he said he predicts that housing starts will grow by four percent annually for the next three years. Such starts remain a significant segment of the Softwood market as a whole, which was devastated six years ago when new home construction slowed to a trickle.

As those numbers once again begin to climb, mills such as this one are ready to pick up the demand; this trader noted that his mill has the capacity to produce upwards of 300 million feet per year, although there has not been sufficient demand to bring it anywhere near that ceiling.

"I have been with the company for the last 20 years," he said. "Through the Great Recession, it was a grind, but there is a need. People would definitely not like to rent the property; they would rather own the property. In North America, people will definitely stop renting and will buy houses again."

The manager of a diversified lumber company was similarly positive about the coming year. His company, which operates both a mill and a wholesale division, has for some time focused on custom cut products, including Cedar, Pine, Spruce, Hemlock, and Fir.

"Things are good. We're a strong Canadian company," he said. "We've been in the States for about three years, just getting our feet wet. We have had great ac-

ceptance of our product line. We're trying to increase it, step up our production and get more product on the ground because people like what we did."

He predicted that Canadian sales will remain stable for 2015, and for his company at least, he said he has every reason to believe there will be substantial new demand within the U.S.

A Quebec-based colleague echoed those sentiments. As the general manager of a wholesale operation, he said that although overall demand has remained consistent during the past year, the balance in terms of where the lumber goes has shifted.

"The proportion is not the same as it used to be," he said. "The U.S. has been picking up since last month, and we have been changing from the Canadian market to the United States. The economy in the U.S. has picked up and the Canadian economy has slowed down with the demand for raw materials, such as oil and minerals."

Like others, he is concerned about the potential expiration of the SLA, but added that the template for approaching the future can be found in a word that he believes has defined success for the past six years: adaptation.

"We will have to adapt as we have in the past years from 2008 to now," he said. "The markets are changing; the activity is now concentrating on the other side of the border. We are wholesalers, and the offering will dictate the market. It will be a seller's market instead of a buyer's market. I have sometimes been wrong in the past, but that is how I see it." ■

SOUTH/SOUTHEAST BUSINESS TRENDS - Continued from page 26

higher grades of Ponderosa do. I predict prices will be flat going forward. I haven't heard much about log decks, but I think there is going to be enough available production that prices will stay relatively the same."

A contact in Mississippi said transportation has improved. "With the cheaper fuel rates, we are seeing a great improvement in that area. Products have greatly become more regionalized over the past six to eight years because of freight costs. So the fuel rates are having a great impact on what we do, and we're looking forward to being able to reach out a little further with our lumber and wood products."

A Tennessee Softwood supplier noted that most of his customers are long-term customers. He added, "There are always a handful of orders waiting to be picked up and availability of trucks has been an issue for us."

He continued, "We can have all the orders we want or need, but if we don't have the trucks to get them there, those customers will be forced to look elsewhere."

Handling Southern Yellow Pine, the source said his prices are about the same and he doesn't look for much of a change in the coming weeks. "We've got quite a bit of production on the market and as long as availability of lumber is abundant, pricing isn't going to change."

Continued on page 40



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SOUTH/SOUTHEAST BUSINESS TRENDS - Continued from page 39

As for what may be ahead in the New Year, he said, "Everybody that I've talked to predicts the market to be up. I've heard some estimates on the higher end being as much as 15 percent. Realistically, my opinion is that we'll probably see a minimum of a five to eight percent price increase on lumber going into the spring. Demand is fairly good and I believe it will continue. If the economy stays good enough that people are willing to build and buy, then everything else depends on the weather." ■

WEST COAST BUSINESS TRENDS - Continued from page 24

from work till then, he laughed and said, "No, we'll be here talking with customers and making sure shipments and product are going out in a timely manner." Carr said, "We have a good log supply, but our mill is maxed out. We're producing 24/7 now, so we are looking at ways to increase production and offer more product to our customers in the U.S. and worldwide. Prices on our board products are stable. All our customers are positive and optimistic for 2015."

Tony Darling, in sales for Skana Forest Products, of Richmond, BC. He said, "It will be quiet between now and till after the first of the year. The big unknown is the level of supply at the mills on both logs and product. We don't think there is a lot of product inventory in the field. Many states tax lumber inventories that are on-hand at year's end, so customers in those states try to keep low inventories at this time of year. Logistics today make it difficult to know if lumber is piling up on the other side of the border at key shipping points. There is a fear that we are nearing a sales volume level that may kick in countervailing duties again. Our company is very diverse in our product sales, so normally if one or two items are off a bit, the others are stronger and offset the weaker items. Cedar lumber is one of our mainstays and demand for that has remained consistent."

A wholesaler in the Seattle area who buys and sells mostly hardwoods said that he also sells several million feet of Doug Fir 2x8 product into the Alberta oil fields. "There is a huge amount of industrial grade lumber going up there for making matting and 'board roads.' This time of the year the demand is somewhat less," he said, "due to the frozen ground. You wouldn't believe the amount of wood going to that area all during the year. I don't think the volumes are related much to gas prices going down."

Robert Sandve, in sales for Haida Forest Products Ltd., Burnaby, BC, said, "Cedar siding is our bread and butter. We have had a number of customers call to say that some of their other suppliers are late on orders and asking if we would help them fill some needs. That is significant when the customer is having to search for additional supply. We have increased our raw material supply of Cedar as shortages are a concern for the new year. We anticipate having to react quickly to customer needs as there is not a lot of supply in the system; the challenge will be to keep our order file in close while trying to service the needs of our customers."

Archie Rafter, with Andersen Pacific Forest Products, Maple Ridge, BC, said,

"Both Western Red Cedar and Douglas Fir Clear seem to be in tight supply and we anticipate that Western Red Cedar Merch will become tight in 2015 as second growth will not be harvested due to poor log export prices. Right now all product sizes are in demand. Our inventory is very low and we are still working to get our log supply up prior to winter snowfall. We see our biggest challenge ahead as matching customer demand levels."

Bob Maiuri, of Spokane Forest Products, Spokane, WA, said, "Things have been slowing for the last couple of months, winding down as usual. There were a lot of deals made in Chicago at the NAWLA event. We think if the economy doesn't go south we will continue to build strength and we will see some shortages developing soon after the first of the year. Our main product is dimension, and we sell a lot of industrial items to pallet and crating. I'd say our business has been about an eight over the last year."

Dave Cochenour, with Alta Forest Products (formerly TMI), Chehalis, WA, said, "Our business is fencing, both Cedar and stained whitewood. Even now in early December we are very busy. We are the largest manufacturers of wood fence boards with mill locations at Morton, Shelton and Amanda Park, WA, and in Naples, Idaho. We are sold out through the first quarter with sales locked into box stores and other distribution outlets. Texas is booming, and we feel it will continue to boom for the next one and a half years. That's a big Cedar buying area. About 75 percent of our stained whitewood goes to home centers and it is a price point item, an alternative to pricier Cedar. As we move forward, I see the companies that are able to pay in cash will be in the drivers' seat. If you are debt free, that will be a huge advantage."

Steve Killgore, with Roseburg, Dillard, OR, said, "This has been a typical fourth quarter, as purchasing tends to align strictly with needs and very little speculation. We believe inventories in the field are lean and, consequently, while activity is slow, it remains pretty steady. All of our product lines have kept pace with our forecast for the year. From the industry data we see, the demand/capacity ratios have improved from 2013 and we expect 2015 to be better based on improved housing. Some of our product lines are inventory intensive, and while we remain fiscally responsible with inventory, carrying extra does not concern us."

"Transportation remains a constant discussion topic. We have worked hard to mitigate the impact of 'Christmas tree season' by having more structured programs with our trucking partners. The biggest risk we see to the first quarter of 2015 is the weather. What we went through last year was nothing short of paralysis in some markets. We really hope we don't go through that again." ■

MIDWEST BUSINESS TRENDS - Continued from page 24

winter weather may create an even tighter supply."

Marketing to distributors, retail yards and other manufacturers, he mentioned, "Overall the consensus is that everybody's business is better than it was two years ago."

Handling Douglas Fir and Southern Yellow Pine, a source in Oklahoma commented, "Business activity has been consistent for the last few months. Prices have been trending up for a few weeks and the market feels slightly overproduced."

Continued on page 41

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MIDWEST BUSINESS TRENDS - Continued from page 40

He indicated his customers have a positive outlook for the year. "People have been buying hand-to-mouth for so long, it's nice to see some stability in their orders. Many of our customers are seeing changes in their markets. Money is being spent because the economy is gaining confidence. With fuel prices dropping so low, it provides a good incentive for both buyers and sellers."

While customer and supplier outlooks are positive, the source said Mother Nature might have other plans. "The last couple of years, we've been getting a lot of winter weather in this area. Weather creates problems for the loggers, and, ultimately, log decks suffer. The demand may be there, but if we don't have the inventory, we can't meet it." ■

NORTHEAST BUSINESS TRENDS - Continued from page 25

for his operation. "The nature of our business is up and down and activity tends to change with the seasons. We concentrate on maximizing our shipments each and every month. By tracking productivity at each machine center, we maximize profits, which helps with cash flow, log purchasing, and machine time planning." As for what he looks for in the year ahead, he said, "Most of the same challenges remain. Log sourcing is a consistent challenge, as well as having the right products at the right time."

He continued, "Our core customer group continues to be wholesale distributors, home centers and industrial cut stock users. Our products are Cedar decking, boards, siding and paneling. We also carry some Douglas and White Fir, and Ponderosa Pine. Those species continue to do well."

A Softwood supplier in New York said 2014 ended much better than the previous year. "Our selling prices were better overall for 2014 and activity increased."

When asked about transportation issues, he noted, "Trucking availability and seasonal variation in rates are continued issues. Our customers are primarily lower margin wholesale lumber operations that can't afford inconsistent rates. Likewise, we can't afford inconsistent rates against committed sales."

In Massachusetts, a Softwood supplier stated his operation's intent for 2015 is to continue to focus attention on customer and sawmill partnerships. "For our customers, this means that we will increase our on-hand stock in the products that they need delivered quickly, adding some products that can help us fill trucks to ensure the stock arrives in time, which many of them count on."

He continued, "For our sawmill suppliers, it means helping them move inventory and find new customers for the things they need to sell. We plan to increase our brand awareness in the marketplace. We also added the office infrastructure to support more sales staff, along with a new computer system to streamline paper and process flows. This will enable us to improve service to our existing customers and reach out to new ones."

The supplier said he is optimistic that 2015 will be a promising year for his company's customers and sawmill partners. ■

PWLA - Continued from page 20

PWLA Lumberman of the Year was Mike Phillips, of Hampton Lumber Sales, located in Portland, OR.

Dr. Patrick Moore, co-founder of Greenpeace and co-founder, chair and chief scientist of Greenspirit Strategies, was the guest speaker. His topic was why "Trees are the Answer."

The PWLA began in the early 1920s so industry members could gather and discuss lumber market issues. The annual Christmas luncheon has been honoring a single individual as Lumberman of the Year since 1980.

For more information about the PWLA, email info@portlandwholesalelumberassociation.org. ■

TRADE TALK

Winston Plywood & Veneer Inc. Working Hard in Winston County

Louisville, MS—Recently, Winston Plywood & Veneer Inc. ordered a new TXLS-1000 Log Stacker from Taylor Machine Works Inc.

"We are proud to have this company in Winston County," a county representative



TXLS-1000 Log Stacker from Taylor Machine Works, Inc.

said. "At the time they were planning to celebrate their grand opening and begin their hiring process, a tornado struck their facility. They not only have been determined to stay 'Winston Strong' and rebuild, they also have shown their community support by buying equipment from Taylor Machine Works."

Their local purchase will help provide work for Taylor employees until this unit is complete in the

latter part of 2015. Buying local keeps local dollars circulating and "Winston Strong."

Winston Plywood & Veneer is a privately held company that has assembled a strong team with decades of experience and expertise in producing plywood and veneer. "We are committed to Louisville and the surrounding region," commented Dr. Richard (Dick) Baldwin, president/general manager of Winston Plywood & Veneer.

Taylor Machine Works is a leading manufacturer of industrial forklifts and other equipment for the forest products industry. For more information visit www.taylorbigred.com. ■

Cedar Creek Names Mark Porter Vice President

Oklahoma City, OK—Cedar Creek, based here, recently announced the addition of Mark Porter as vice president of operations. Tony Butler has also joined Cedar

Continued on page 42

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TRADE TALK - Continued from page 41

Creek as vice president of the southern region. Cedar Creek has also announced a new location in Lubbock, TX.

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

For more information visit www.cedarcreek.com. ■

Western Forest Products Consolidates BC Mills

Vancouver, BC—Western Forest Products Inc., located here, recently consolidated operations at its Nanaimo sawmill, as it nears completion of a \$10 million modernization of its Duke Point sawmill.

The closure coincided with an increase in lumber production at its mills in Duke Point and Saltair, according to sources. "The investments being made at Duke Point and the consolidation of our Nanaimo sawmill operations are expected to reduce costs, improve our flexibility to produce different grades of lumber, and increase our recover factors from log to lumber," said Don Demens, president and CEO.

Western Forest Products is an integrated Canadian company sustainably managing forests and manufacturing high quality wood products on the Coast of British Columbia. For more information visit www.westernforest.com. ■

Weston Forest Products Buys Stake In Bramwood Forest Inc.

Mississauga, ON—Rick Ekstein, president and chief executive officer of Weston Forest Products Inc., located here, recently purchased an interest in Toronto-based Bramwood Forest Inc.

"Bramwood has been a strong competitor of ours for many years," said Ekstein. "They are an excellent company with great remanufacturing capabilities, great people and a loyal customer base. We look forward to a long and prosperous relationship."

Bramwood owner and president, Nir Meltzer, will remain as a partner. He will continue as president and will operate Bramwood as a fully independent entity. That means for customers, suppliers, and employees of both entities, it will be business as usual.

"Weston recognizes that Bramwood's growth over the past 25 years has been based on our culture and our unique approach to business," said Meltzer. "We want to ensure that continues, which is why both businesses will continue to maintain independent operations, locations and brands."

Weston Forest Products is one of North America's leading full service distributors and remanufacturers of Softwood and hardwood lumber, and specialty panel products. For more information visit www.westonforest.com. ■

Earl Downing Joins DMSi

Omaha, NE—Distribution Management Systems Inc. (DMSi), based here, recently announced that Earl Downing has joined the company as senior account manager with responsibility for sales in the western United States and nationwide.

Downing comes to DMSi with over 30 years of sales experience in enterprise software, including 23 years specializing in the building materials industry. During his career, Downing has opened new territories, brought several new products to his customers, and helped multiple operations through the software selection process.

"I am excited to have Earl join the DMSi sales team," said Mike Limas, DMSi vice president. "With his extensive background in our industry and his understanding of the ERP selection process, I am sure he will help us fulfill our mission of bringing outstanding results to our customers."

"I feel like I've finally come home to a company that truly shares my philosophy of producing outstanding results for customers and consistently exceeding their high expectations," said Downing.

From Atherton, CA, Downing attended Yale University where he was a three-year letterman in both football and track and field. After graduation he returned to the West Coast and began his career in the business software sector.

DMSi provides business and accounting software exclusively to the lumber and building materials industry. The operation has over 12,000 users at nearly 400 distributors and dealers across North America. For more information visit www.dmsi.com. ■



Earl Downing

John Day Mill Receives Upgrade Via Ochoco Lumber Co. Timberland Sale

Prineville, OR—Ochoco Lumber Co., located here, announced it would devote some of the funds from an \$18.5 million timberland sale to upgrading its Malheur Lumber Co. sawmill and biomass plant in John Day, OR.

Stafford Ranches, in Fields, OR, purchased the 32,000 acres, which are called the Foley Butte Block, in Central, OR, which Ochoco had accumulated over the last 35 years, and had previously drawn logs from in order to feed its sawmill in Prineville. The company shut the mill down more than a decade ago, and is now focused on lands closer to its John Day operations.

It still owns about 15,000 acres in the John Day Valley and recently inked a deal with the U.S. Forest Service to harvest timber in the Malheur National Forest.

Two years earlier, Ochoco announced plans to shut down the John Day mill due to a lack of local timber supply. But now the company expects supply to exceed current capacity, necessitating addition of new equipment.

For more information visit www.ochocolumber.com. ■

Tom Corrick Named Boise Cascade COO

Boise, ID—Boise Cascade Company, headquartered here, recently announced

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TRADE TALK - Continued from page 42

Tom Corrick as the company's chief operating officer.

Corrick has served as the executive vice president of wood products since June 2014 and previously served as senior vice president from 2011-2014 and vice president of engineered wood products from 2005-2011.

"Tom has championed our growth in the engineered wood products business so that we are now a recognized leader in the industry," commented Tom Carlile, chief executive officer.

Dan Hutchinson was appointed by the board of directors as executive vice president of wood products. Hutchinson served as vice president of wood products since 2012 and previously served as general manager of operations for the engineered wood products division from 2008-2012. "Dan has provided the leadership for our capital project execution and employee-driven improvement efforts that are the key contributors in lowering our manufacturing costs and improving the efficiency of our wood products business," Carlile noted.

The board also appointed Wayne Rancourt as executive vice president, chief financial officer and treasurer. Rancourt has served as senior vice president, chief financial officer and treasurer since 2009, and previously served as vice president, treasurer and investor relations from 2008-2009. "Wayne has played an invaluable role in helping us return as a publicly traded company," Carlile offered.

Boise Cascade is one of the largest producers of wood products in North America and a leading U.S. wholesale distributor of building products.

For more information visit www.bc.com. ■

Patrick Lumber Announces Addition Of Jack Alley

Portland, OR—Patrick Lumber Co., based here, recently announced the addition of Jack Alley to its sales team.

Formerly of OrePac, in Wilsonville, OR, Alley will focus on high-grade Western Red Cedar and domestic sales. He has almost 30 years of experience in specialty Softwood distribution.

Patrick Lumber Co. was founded in 1915. The foundation of the company's product offerings is West Coast species of Softwood lumber in truckload, container and railcar quantities.

For more information visit www.patlbr.com. ■

Turner Lumber Acquires Action Wood Products

Turner, OR—Turner Lumber, based here, recently purchased Action Wood Products, also located in Turner.

Established in 1983, Action Wood Products supplies lumber and remanufacturing services. The company carries a large inventory with many harder to find items in Douglas Fir dimension and timbers. Action Wood Products offers highly specified tallies, including pulling to the piece.

Turner Lumber is among the most versatile producers of lumber products in the United States. For more information visit www.turner-lumber.com. ■

Pete Manley Joins Matheus Lumber

Woodinville, WA—Matheus Lumber, headquartered here, recently announced the addition of Pete Manley to its sales staff in San Marcos, TX.

Formerly of ProBuild Holdings, Buda, TX, Manley has sales experience from Stock Building Supply, Austin, TX, and as a truss plant manager from Stock Building Supply in Houston, TX.

Matheus Lumber was established in 1932. The company has three locations in Washington. As a regional provider, the operation has expanded with locations in Post Falls, ID, San Marcos, TX, and Phoenix, AZ. For more information visit www.matheuslumber.com. ■

Montreal Wood Convention Scheduled

Quebec City, QC—The Montreal Wood Convention will hold a breakfast conference for the hardwood industry February 18, 2015, at the Fairmont The Queen Elizabeth Hotel. A representative of the Canadian Food Inspection Agency will review the issue of the Emerald Ash Borer and the new European import requirements. This is an important matter for exporting wood producers.

Also on the program for February 18th, renowned speakers will take stock on economic trends. These include: David Crowe, chief economist and senior vice president of the National Association of Home Builders; Marc Brinkmeyer, CEO of Idaho Forest Group; and Bob Berg, economist and founding member of RISI research group. Also, the exhibit hall will be bigger than in 2014 and business meetings will be held on Feb. 19-20.

A new technical seminar aimed at sawmill managers has been added to the schedule. It will take place on February 19th. The technical seminar, will be moderated by the president and CEO of EACOM Timber Corp., Kevin Edgson, and will allow participants to learn more about the trends and strategic developments about equipment and services from key suppliers for the wood products industry. For more information about the Montreal Wood Convention and to register visit www.montrealwoodconvention.com. ■

The Western Wood Preservers Institute Elects John Davis 2015 President

Vancouver, WA—Western Wood Preservers Institute (WWPI) recently elected John Davis of McFarland Cascade, located in Tacoma, WA, as president of the treated wood organization. Davis succeeds 2014 WWPI President Dwayne Carter of Brooks Manufacturing Co.

WWPI members also elected Pat Tymkiw, of Bell Lumber and Pole, as vice president, Jerry Farley, of J.H. Baxter & Co., as secretary, and Elaina Jackson, of West Coast Wood Preserving, as treasurer. Dallin Brooks was confirmed as WWPI executive director and Eric Wareham as director of government relations

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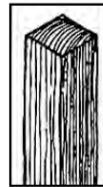
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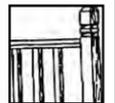
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TRADE TALK - Continued from page 43

for the regional preserved wood organization.

WWPI is a nonprofit member trade organization representing the interest of the preserved wood products industry throughout western North America for more than 60 years. The membership consists of companies that manufacture products, and are directly affiliated or provide a service to the preserved wood industry. The primary activity areas of the WWPI include regulatory and market outreach programs aimed at sustaining a viable western North America preserved wood industry.

For more information visit www.wwpinstitute.org. ■

TRAP-LOC®: A Patented Profile And Installation System That Provides A Top-Down Approach To Better Siding

Medley, FL—Aljoma Lumber Inc., located here, recently introduced TRAP-LOC siding. "A revolutionary idea in wood siding, its technology offers the only patented wood siding system on the market that's exclusively designed with a profile that hides the fasteners as it's installed from the top down," TRAP-LOC's President Eric Swanson said. "The result is a reliable, durable, low-maintenance siding with a beautiful clean look."

TRAP-LOC, through its Notice of Acceptance (NOA) certification, is Miami-Dade County Approved. Most recently, TRAP-LOC received top honors at the 2014 Boston Society of Architecture's ABX Show as the Best New Product in show, and was on display at their Innovation Pavilion. According to Swanson, the patented, top-down TRAP-LOC system stands up to the harshest conditions and makes installation fast and easy. Starting from the top and working down, a series of self-aligning planks—identical in size and shape—engage not only at the top, but also continuously along the bottom edge. Fasteners are hidden, saving contractors both time and total job cost. TRAP-LOC is licensed and manufactured in the USA by Universal Forest Products affiliate Aljoma Lumber. TRAP-LOC is available both domestically and for export through Aljoma's extensive distribution network.



Benefits:

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Aljoma Lumber has served Florida and the Caribbean since 1976 as a diversified wood product wholesaler, importer and exporter. For more information visit www.Aljoma.com/Trap-Loc. ■

CORRECTION

Editor's note: The address for the North American Wholesale Lumber Association (NAWLA) was printed in the NAWLA Traders Market Special Edition of the Softwood Forest Products Buyer as: 3601 Algonquin Road, Suite 400, Rolling Meadows, IL, 60008. The correct address is: 330 N. Wabash Ave., Suite 2000, Chicago, IL, 60611.

The Softwood Forest Products Buyer strives to provide accurate information. We regret the error. ■

OBITUARIES

Leroy "Jack" Duane Skriden, 82, of Sun City West, AZ, recently passed away. Skriden was born on August 6, 1932, in Rothsay, MN, to Willie and Muriel Trana Skriden.

Skriden worked for Metropolitan Lumber, Phoenix, AZ, as president of sales for 54 years.

He is survived by his wife of 10 years, Ruth Skriden; daughters Mona Skriden, Ella Singer and Holly Skriden King (Ryan), daughter of Annette Tillman Skriden. Other survivors include four grandchildren, a sister and one brother, both of Coldwater, MI.

Skriden was preceded in death by his beloved daughter, Heidi Skriden (March 1997), daughter of Annette Tillman Skriden.

Memorial services were held at Crown Life Church, Sun City West. ■

Ross Gorman, founder of Gorman Bros. Lumber Ltd., Kelowna, BC, recently passed away at the age of 93.

Born on April 7, 1921, Gorman is survived by his wife Eunice and their six children: Ron (Jennifer) Gorman, Esther (Andrew) Scott, Carolyn Gorman, Marjorie (John) Wiens, Mary (Dough) Tracey, Louise (Nick) Arkley; 15 grandchildren and 12 great-grandchildren.

A memorial service was held at Trinity Baptist Church, located in Kelowna, BC. Donations in memory of Ross Gorman can be made to: Parkinson Society (www.parkinson.ca), Maple Springs Bible Camp (www.maplesprings.ca) or Westside Community Food Bank (www.westsidefoodbank.ca). ■

CLASSIFIED OPPORTUNITIES

Classified Rates: Display \$60.00 per column inch, fractions of an inch will be charged as a full inch.

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SOFTWOOD CALENDAR

January

National Association of Home Builders International Builders Show, Las Vegas Convention Center, Las Vegas, NV. Contact: 202-266-8610. Jan. 20-22.

SURFACES, Mandalay Bay Convention Center, Las Vegas, NV. Contact: 866-860-1975. Jan. 20-23.

February

North American Wholesale Lumber Association (NAWLA) Regional Meeting, Westin Copley Hotel, Boston, MA. For more information: www.nawla.org. Feb. 3.

Northeastern Retail Lumber Association/LBM Expo 2015, John B. Hynes Memorial Convention Center, Boston, MA. For more information: www.nrla.org. Feb. 4-6.

Montreal Wood Convention, Fairmont The Queen Elizabeth Hotel, Montreal, QC. Contact: info@montrealwoodconvention.com. Feb. 17-19.

NAWLA Regional Meeting, Hyatt Regency Birmingham, Birmingham, AL. For more information: www.nawla.org. Feb. 25.

March

Western Wood Products Association, Portland Marriott Downtown Waterfront, Portland, OR. For more information: www.wwpa.org. March 1-3.

NAWLA Regional Meeting, Riverplace, A Kimpton Hotel, Portland, OR. For more information: www.nawla.org. March 3.

Southeastern Lumber Manufacturers Association, Spring Meeting, Royal Sonesta, New Orleans, LA. For more information: www.slma.org. March 11-13.

NAWLA Leadership Summit, The Westin Kierland, Scottsdale, AZ. For more information: www.nawla.org. March 22-24. ■

The Softwood Forest Products Buyer January/February 2015

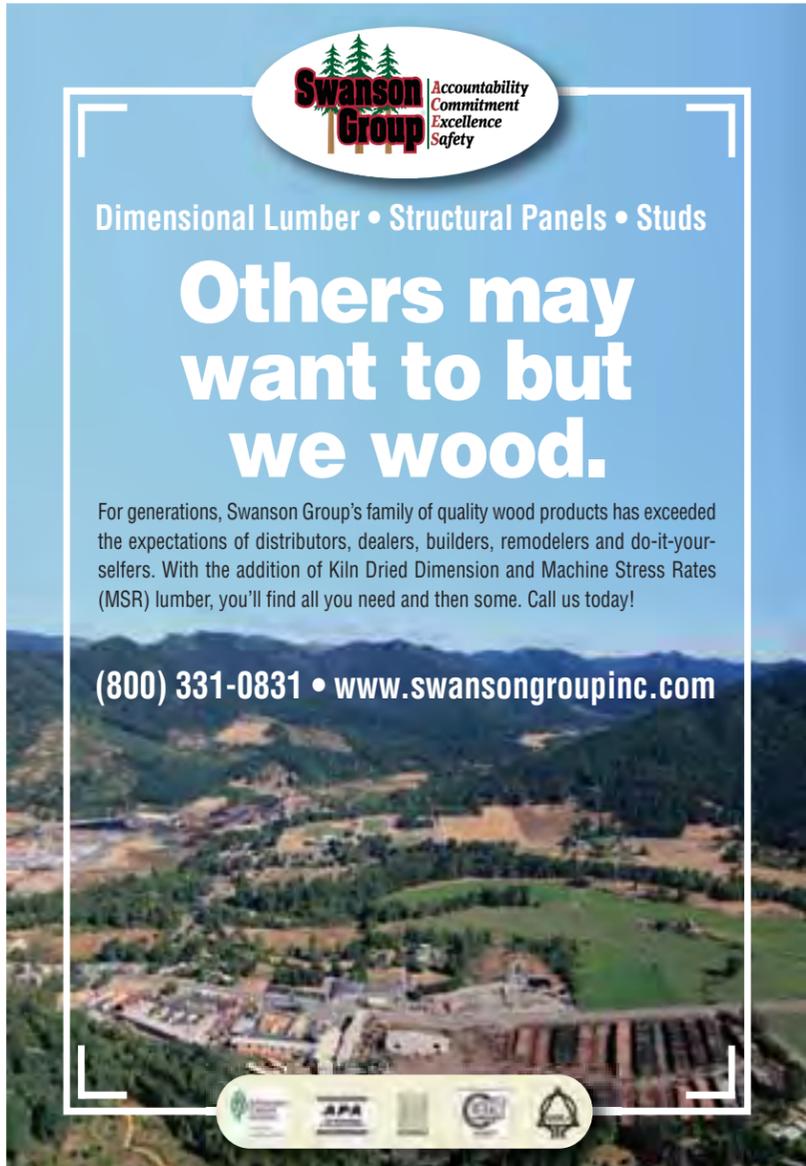


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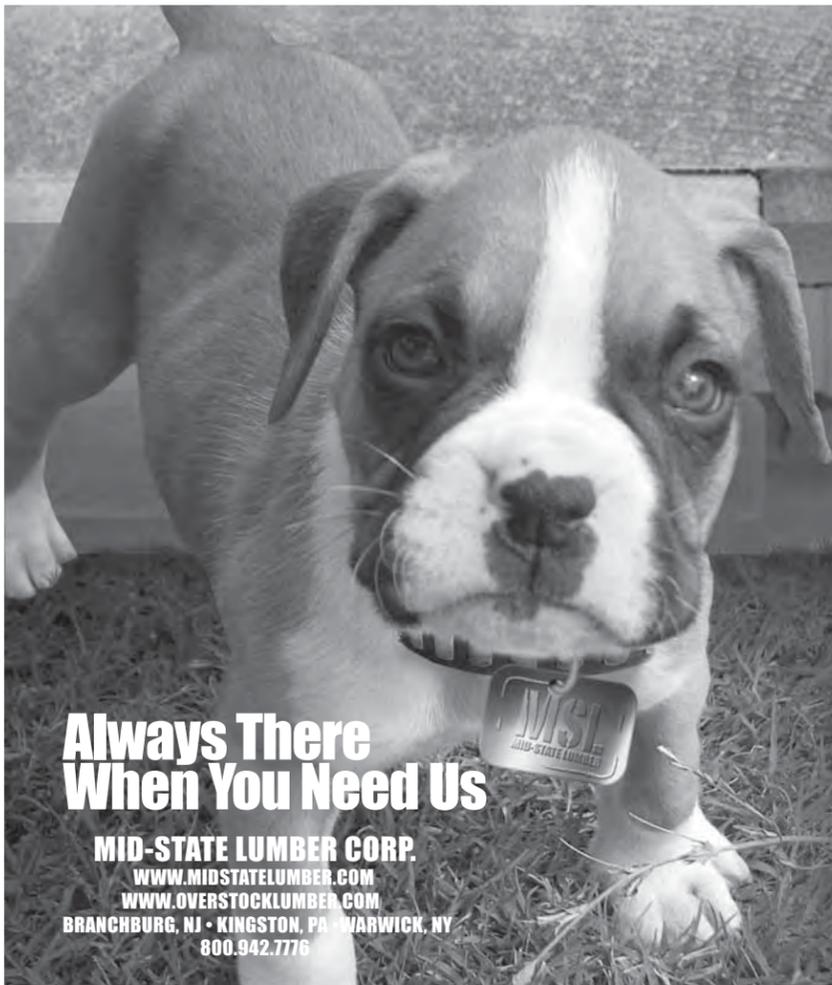


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