

The Softwood Buyer

Forest Products

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Vol. 30 No. 2

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

March/April 2015

IBS/KBIS Attendance Rises 5 Percent

Photos By Terry Miller

Las Vegas, NV—Over 500 participating exhibitors convened here recently at the Las Vegas Convention Center for the 2015 Kitchen & Bath Industry Show (KBIS), which witnessed a 5 percent increase in attendance over 2014. The show is owned by the National Kitchen & Bath Association (NKBA).



Vernon Banks and Jim Pepple, Boise Cascade Engineered Wood Products, Boise, ID; Dennis Fringuelli, Boise Cascade Distribution, Billerica, MA; Greg Tart, Boise Cascade Distribution, Raleigh, NC; and Mark Johnson, Boise Cascade Engineered Wood Products, Albany, NY

Additionally, in partnership with the National Association of Home Builders (NAHB), KBIS teamed with the International Builders' Show (IBS)

for the second annual Design & Construction Week, along with the 2015 Las Vegas Market and the International Surface Event – SURFACES. The NKBA and NAHB announced their trade shows will co-locate through 2020.

Highlights of this year's 51st anniversary of KBIS included KBIS-



Patrick Hanulak, PPG Machine Applied Coatings, Pittsburgh, PA; David Jeffers, PPG Machine Applied Coatings, Raleigh, NC; Jon Showalter, Homes by Dickerson Inc., Raleigh, NC; and Craig Combs, PPG Machine Applied Coatings, Medford, OR

Additional photos on page 6

Continued on page 13

Boston Welcomes 121st NRLA LBM Expo

Photos By Terry Miller

Boston, MA—The John B. Hynes Memorial Convention Center, located here, recently welcomed attendees and exhibitors to the annual Northeastern Retail Lumber Association (NRLA) Lumber and Building Material (LBM) Expo.



Matt Duprey, Hancock Lumber Co., Casco, ME; Gil Adams, John Burns and Vincent Micale, Warren Trask Co., Lakeville, MA; Hans Ward, Kop-Coat, Pittsburgh, PA; Win Smith Jr., Limestone Lumber Co., East Baldwin, ME; and Jack Curry, Warren Trask Co.

NRLA President Rita Ferris stated that the theme of this 121st annual convention and expo was "Go For The Green: Add More Drive To Your Yards." She noted that this year's theme underscored NRLA plans to provide members and attendees with information and ideas to grow their businesses.

Vendors were situated in more than 100,000 square feet of space, which aptly allowed them to showcase thousands of products and services, and to offer show specials.

Ferris added that, additionally, the NRLA Education Department increased the number and variety of sessions offered at the LBM Expo while shortening the duration of each. LBM Expo educational sessions were offered free of charge.

Some of those sessions included: Industry Trends and Opportunities for 2015 and Beyond; Insight Selling: Six Steps to Sales Success; A New Way of Looking at Sales and Selling; and Sales Role Playing.

Among the AIA CES registered providers' sessions offered at LBM Expo were: Latest Developments in Wood Alternative Decking; The Real Difference Between I-Joists; Eastern White Cedar: A Sustainable Choice for External Siding; Choices of Air Barriers for Commercial Building Enclosures; and Designing with Non-Wood Guardrail Assemblies.

Technology seminars provided by NRLA at LBM Expo were: Social Media as a Marketing Tool for Your Business and How It Works; Cyber Security, Learn Ways to Protect Your Business from Computer Fraud and Theft; and Blurred Lines: Mobile Devices – Which Device Is Right for You and Your Business.

Keynote Speaker at this year's NRLA LBM Expo was Hall of Fame quarterback and two-time Super Bowl MVP Terry Bradshaw. In addition to his success as a football player, Bradshaw is recognized today as an expert football analyst, best selling author, and TV and film actor. His presentation at the NRLA LBM Expo was entitled: Improve Your Game: Why Not Your Best?

For more information about this year's expo, visit online at www.lbmexpo.com. ■



Gary Bernstein, John Fijalkowski, Elizabeth Ryan and Kenny Bernstein, Mid-State Lumber Corp., Branchburg, NJ; Rick Palmiter, Idaho Forest Group LLC, Coeur d'Alene, ID; and Bob O'Brien, Mid-State Lumber Corp.

Additional photos on pages 8 & 29

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Who's Who in Softwoods



ANDY DUNHAM

Andy Dunham is sales manager for the Lewiston, ID, and Grangeville, ID, mills for **Idaho Forest Group**, headquartered in Coeur d'Alene, ID. Idaho Forest Group is an annual producer of 1 billion board feet of White Fir, Douglas Fir, Western Larch, Idaho White Pine, SPFs, Ponderosa Pine, Englemann Spruce, Lodgepole Pine and Cedar lumber (No. 1 and Better, No. 2 and Better, Premium, Standard and Better, Moulding, Shop, Factory, Export and Low grades). Sizes include 2x3 through 2x12, 8 to 20-foot lengths; 2x3, 2x4, 2x6, 8 to 10 foot lengths; 1x4 through 1x12; and 4x4 through 4x12 and 7x9.

Dunham graduated from University High School, Spokane Valley, WA, in 1997 and graduated from Washington State University,

Continued on page 13

Quentin Hoffpauir is a division sales representative for **Boise Cascade Company**, located in Lake Oswego, OR.

Boise Cascade is a leading national wholesale distributor of building materials with 33 distribution facilities in the U.S. Products offered include engineered wood products, oriented strand board, plywood, lumber, siding and other key building materials, such as framing accessories, composite decking, roofing and insulation. Vertical integration between the company's manufacturing and distribution businesses ensures access to quality products.

Hoffpauir graduated from Boise High School, Boise, ID, in 1998 and earned a Bachelor of Arts degree in

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QUENTIN HOFFPAUIR



JOE PENROD

Joe Penrod is a product manager for **Alta Forest Products**, located in Chehalis, WA.

Alta Forest Products produces an annual volume of 300 million board feet of over 140 different fencing products in Western Red Cedar as well as pre-stained whitewood. The company manufactures 5/8-inch Green, Rough boards in 3-to-7 1/2-inch widths, and lengths from 42-inches to eight foot in Pallet through Clear grades. Alta is a part of the Probyn Group, which includes AJ Forest Products, Probyn Export, Probyn Log and WestCoast Moulding & Millwork.

Alta will also introduce a new 3/4-inch pre-stained Douglas Fir fence board this season.

Continued on page 13

John Reed Jr. is Cedar Specialties Division Manager at the Lake Oswego, OR, location of **Sherwood Lumber Company**.

Sherwood Lumber is a wholesale distributor headquartered in Islandia, NY, with over 20 distribution yards across the United States. With approximately 1 billion board feet sold per year, the company offers structural, appearance and engineered lumber, as well as machine stress-rated lumber and Softwood and hardwood plywood. Species include European Spruce, Eastern and Western Spruce Pine Fir, Southern Pine, Western Hemlock, Douglas Fir, Inland White Fir, and Engelmann Spruce/Lodgepole Pine. By studying various industry trends and doing the usual forecasting, Sherwood recognized a strong opportunity in

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JOHN REED JR.



ROBERT SANDVE

Robert Sandve is plant manager for **Haida Forest Products Ltd.**, located in Burnaby, BC.

Haida Forest Products has been in business for 64 years, specializing in Western Red Cedar products, including Haida Skirl Siding (wavy edge) KD, 15/16, 7/8 and 11/16, Haida Bevel Siding (straight edge), KD, 15/16, 7/8 and 11/16, Majestic Skirl 1-1/4. The company's product list also includes Vertical Grain S1S2E and S4S KD boards and paneling (V-JT, Finline, and Flush JT) in Knotty and Clear grades, Clear Finish Boards (S4S, S1S2E), Radius Edge Decking (Knotty and Clear grades), and timber/posts in Appearance and Architectural Clear Grades.

Sandve graduated from Abbotsford Senior

Continued on page 32

Matt Veroneau is a territory sales manager for **Mid-State Lumber Corp.**, located in Branchburg, NJ.

Mid-State Lumber is a local and regional wholesaler of flooring, Knotty and Clear boards, wood siding, stepping, and dimensional lumber. The company stocks Fir flooring and edge and center bead, Cedar bevels, shingles/shakes, boards, Blue Star Meranti Select and Better 1x4 up to 1x12, as well as 5/4 stock.

Additional products offered by the company include decking, PVC products, fiber cement, railing, and specialty plywood.

Veroneau graduated Cheverus High School, Portland, ME, in 2000, and the University of Southern Maine, Portland, in 2004 with a degree in business administration.

Continued on page 32



MATT VERONEAU

Wall Bracing Featured in New APA Video

Video highlights the importance of code required wall bracing as a component of resilient wall construction

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

APA has produced a new online video designed to educate builders and designers about the wall bracing requirements of the International Residential Code (IRC). In *Wall Bracing: Satisfy the Code With Strong, Resilient, Fully Sheathed Walls*, Senior Engineered Wood Specialist Bob Clark provides an overview of wall bracing methods required by the IRC, which are designed to support a house against lateral loads—such as high winds and earthquakes.

"Lateral resistance must be planned during design and built into the structure during construction," reports Clark. "Experience has taught us how structures can be designed and built to resist wind and seismic events, and protect not only the inhabi-

Continued on page 14

Banding Together to Grow Your Business

Deck: Joining a Trade Association Provides the Support Necessary for Growth and Sustainability in the Industry

By Tony Petrelli

Chief Executive Officer

Conner Industries Inc. and

NAWLA Communications Committee Member

A well-oiled wholesale lumber company must function as a seamless team, many parts working together to create the end product. Within just one wholesale lumber company, the production process involves timber, lumber production, transportation, secondary manufacturing, distribution, retail and installation. Not to mention the supporting services, such as credit, inventory, taxes, regulatory compliance and marketing that are necessary to make the product visible within the existing market. Each of these individuals and groups work together to ensure that your organization efficiently and profitably produces a high-quality product. Certainly it takes a team of dili-



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Softwood Lumber Board Funded Programs Provide Crises Management Support

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

Every industry and organization will experience a crisis of some sort. Therefore, it is essential that the lumber industry be prepared. Case in point – in late January, a multi-alarm fire raged through a luxury wood-frame apartment complex in Edgewater, NJ, across the Hudson River from Manhattan. While, thankfully, there was no loss of human life, this incident displaced more than 1,000 occupants who lost belongings and pets. It also sparked a flurry of media attention and debate on



Pictured is a five-alarm wood-frame apartment complex fire in Edgewater, NJ. –Photo by Anthony Quintano

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Energy Efficiency Brings the Savings Home: An Update from the American Wood Council

By Robert Glowinski
President & CEO
American Wood Council

New Design for Code Acceptance (DCA) report outlines methods to economically achieve residential energy requirements with wood-frame construction

A little known fact: as much as one-third of the energy produced in North America is used to heat, cool and operate buildings.¹ Now take into account that residential consumers pay the highest prices for electricity on average,² and it becomes clear how important it is to have an energy efficient home.

To help ensure today's homes are built to be as energy efficient and cost-effective for homeowners as possible, I'm pleased to share that the American Wood Council has published a new guide on how to economically meet residential en-



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LIMINGTON Lumber Co. Continues To Invest To Stay On The Cutting Edge

By Terry Miller

East Baldwin, ME—Limington Lumber Co., based here, produces approximately 17 million board feet annually of Eastern White Pine. The company continues to make capital improvements to stay on the “cutting edge” of technology.



(Left to Right): Assistant Sawmill Supervisor Cory Dale and Lumber Grader Rob Levinson grading Eastern White Pine boards.



(Left to Right): Josh Therriault and Larry Kollander checking a load prior to shipment.



(Left) Operations Manager Jim Henderson, (middle) Larry Kollander and (right) Alton Harmon preparing to unload a charge of Eastern White Pine from the new USNR dry kiln.

President and Owner Win Smith Jr. said a new warehouse to consolidate storage is among the improvements. “The purpose of the new warehouse is to consolidate our storage, to expand our ability to be able to have product planed ahead, to give us more flexibility and to become more efficient in moving our product from the moulder to the trucks and for prepping products to go into the moulder,” Smith explained. “The warehouse has been a fantastic addition. The storage facility has cut down on re-handling work, which greatly minimizes any damage that might occur during that process.” At 120x120 the new warehouse has a holding capacity of ¾ million board feet.

Smith continued, “We also expanded our dry kiln capacity, which is now at 20 million board feet. In order to stay ahead of the production with our drying capacity, we installed a double Irvington-Moore package kiln from USNR, which allows us to dry an additional 70,000 board feet weekly. This has eliminated any back up of products going into the kilns, and helped to minimize the need to dip lumber, as the product is going into the kilns often within 24 hours of being produced. We changed the physical location of where the new kiln was installed. We ran out of real estate so we ran a secondary steam line off of our boiler system on the side where our predryer is located, and we have space to add an additional kiln if the need calls for it down the road. It was an additional investment on running that new line, but the payback is long term because it gives us the additional capacity to grow.”

Limington Lumber recently went to a new USNR control system for its edger, which removed a bottleneck allowing for improved throughput and an increase in recovery. This past summer they also updated their grade mark reader in the sawmill by installing the latest Lucidyne system. Perhaps the most important of all the upgrades, Limington Lumber enhanced the place where any lumber producer knows it all starts—at the headrig. Smith offered, “We had a 1967 double-cut 6-foot Forano headrig that had been here since my Dad ran the company. It was an excellent machine and it did a good job for us. We recognized that it had some age on it. It would have been fine for another three to five years, but we felt now was the time to do it while we were making so many other changes. We upgraded to a double-cut 6-foot Sanborn headrig. It’s a heavier machine with an air strain and a 200 horsepower motor on it.” He continued, “As a result, we’ve been able to increase our feed speed and cut down on deviation. We were hoping to see some improvement in yield and an increase in production. I’m pleased to say that we are seeing both with this headrig.” Plans for 2015 call for a major upgrade

Limington Lumber’s Owner and Sales Manager Win Smith



Limington Lumber’s Owner and Sales Manager Win Smith

“With a mill of our size and with the experience we have, we’ve been able to do an excellent job in maintaining our quality.”— Win Smith Jr., owner, Limington Lumber Co.

in the debarking area of the mill. Established in 1961, Limington Lumber continues to stay committed to 4/4 Eastern White Pine. “We have been producing product for a number of customers for many years and we have excellent personal relationships with all of them. Those relationships are directly with ownership in many cases. My experience prior to the



(Left) Sawmill Supervisor and Safety Director Lonnie Kollander standing in front of Limington’s Sanborn headrig.



Office Manager Laura Jones

sawmill business was in wholesale distribution for a number of years, so, I understand the importance of getting the product out right the first time. We understand how difficult it is when the mill is running late. It puts the enduser in a tough position, so we’ve always tried to recognize that and incorporate that into our philosophy. We make sure the product is of

high quality and shipped on a timely basis. We are flexible with our customers. Many times they will call us very close to time of shipment with a situation that arises and we’re able to react to what their needs are to make sure that we’re getting them the product that’ll best serve them and their customers.”

Along with other value-added options, Limington offers export prep for its customers. “Our product is literally moving all over the world now. We’ve been very fortunate to align ourselves with export wholesalers that truly understand that market. Our grading agency is NeLMA, and we offer every pattern recognized by NeLMA. Our patterns are produced on our Weinig moulder.”

When asked about how his operation forged through the recent economic downturn, Smith said, “One of the key things for us is the quality of people that we have working here at Limington Lumber. We run lean; they work hard and they’re very efficient. Our employees recognized that everybody had to pitch in to help navigate the downturn. And because of their efforts, we were able to maintain our full workforce throughout the downturn. We were fortunate in that we didn’t have to significantly cut our hours back or lay off any employees.”

He continued, “With a mill of our size and with the experience we have, we’ve been able to do an excellent job in maintaining our quality. Of the 40 employees that we



Planer Mill Supervisor Eugene Parker and Assistant Planer Mill Supervisor Eric Graffam checking pattern sizing prior to a run.

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IBS PHOTOS - Continued from page 1



Blake Keitzman, Roseburg, Dillard, OR; Cindy Draper, Canyon Creek Cabinet Co., Monroe, WA; and Rick Flores and Kevin Murray, Roseburg, Dillard, OR



Dean Marcarelli, Lynne Rafuse and Chris Sy, Carlisle Wide Plank Floors, Stoddard, NH



Lee Bergum, Structural Insulated Panel Association, Northfield, MN; Phil Bannos, Boise Cascade Engineered Wood Products, Chicago, IL; and John Aufdermauer, Aufdermauer Enterprises, Concord, CA



John Juno, Hood Distribution, Ayer, MA; and Darren Moore, Coulson Cedar, Port Alberni, BC



Deb Waugh, Armstrong World Industries, Denver, CO; and Mike Gamble, Armstrong World Industries, Phoenix, AZ



Janice Pearson and David Byers, Barrel Enterprises Inc., Belleisle Creek, New Brunswick



Joe Hanas, Matt Caissie, Brett Shuler and Andy Williams, International Beams, Sarasota, FL



Jack Dalton, Mid-State Lumber Corp., Branchburg, NJ; Keith Camacho and Mike Danizilio, Deck Network, Farmingdale, NY; and Gary Bernstein, Mid-State Lumber Corp.



Charles Sterling and John De Luna, Roberts Hot Tubs, Richmond, CA



Shayne Schroeder, Shayne Schroeder Custom Homes, Corpus Christi, TX; and Don Rees, Real Carriage Door & Hardware, Gig Harbor, WA



Patrick O'Malley, PROBuild, Denver, CO; and Dan Davis and Bill Umbach, Probuild, Mount Laurel, NJ



Wayne Brown, Big Foot Log & Timber Homes, Salmon Arm, BC; Brooke Meeker, Anbrook Industries Ltd., Pitt Meadows, BC; Dave Farley, BC Wood, Langley, BC; and Ken Heit, Ken Heit Creative, Vancouver, BC



Terri Tarkiainen, Marilyn Tarkiainen and Reino Tarkiainen, Finlandia Sauna Products Inc., Portland, OR



Thad Walton and John Walton, Sun Mountain Door, Berthoud, CO



Terry Miller, The Softwood Forest Products Buyer, Memphis, TN; and Bradley Parsons, PinkWood Ltd., Calgary, AB



Mike Booth, Woodtone, Chilliwack, BC; John Cooper, Sherwin Williams Co., Colorado Springs, CO; and Amy Little, Mike Pidlisecky and Brett Collins, Woodtone



Dennis Jaglinski, Lennar Homes, Irving, TX; Eric Mora, 84 Lumber, Dallas, TX; Michelle Tascione, 84 Lumber, Eighty Four, PA; and Rob Woodrow, 84 Lumber, Houston, TX



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Matt Veroneau, Pete Smith, John Fijalkowski, Mike Kelly, David Bernstein, Dave Baldino and Lyle Tompkins, Mid-State Lumber Corp., Branchburg, NJ



John Hornung and Dale Coatsworth, Weaber Lumber, Lebanon, PA



Andrew Mayerman, Jim Wickham and Nathan Oliveri, Boise Cascade Co., Westfield, MA; John Makuvek, Hoover Treated Wood Products Inc., Thompson, GA; and Nick Clauson, Boise Cascade Co., Greenland, NH



Ed Godek, Rex Lumber Co., Acton, MA; John Pappanikou, Ridgefield Supply Co., Ridgefield, CT; and Tom Murray, Rex Lumber Co.



Terry Miller, The Softwood Forest Products Buyer, Memphis, TN; and Jeff Easterling, Northeastern Lumber Manufacturers Association, Cumberland, ME



Richard Adams, Hannah Knapp and Robert Moses, Britton Lumber Co., Fairlee, VT; and Cory Poulin, Poulin Lumber Inc., Derby, VT



Rick Valles and Thom Taylor, Epicore Software Corp., Dublin, CA; (seated) Coleen Carroll, Epicore Software Corp., New Orleans, LA; Steve Loosle, Epicore Software Corp., Austin, TX; and Dave Keely, Epicore Software Corp., Dry Ridge, KY



Kevin Smith, Roseburg, Roseburg, OR; and Bruce Smith, Rex Lumber Co., Acton, MA



Jeff Haley, Durgin & Crowell Lumber Co. Inc., New London, NH; Bob Keener, Russin Lumber Corp., Montgomery, NY; and Alex Darrah, Durgin & Crowell Lumber Co. Inc.



Trina Francesconi, Sandy Neck Traders, Harwich, MA; and Terry Miller, The Softwood Forest Products Buyer, Memphis, TN



Patrick Ross, Alexandria Moulding, Dorchester, MA



Andrew Mayerman and Kris Roche, Boise Cascade Co., Westfield, MA; Thatcher Littlefield and Tim Comes, Goodro Lumber Co. Inc., East Middlebury, VT; and Steve Bogue, Boise Cascade Co.



Gary Hayes, Roseburg, Kansas City, MO; Mike Antrim, Boise Cascade Co., Westfield, MA; Kevin Smith, Roseburg, Roseburg, OR; and Bill Ingham, Roseburg, South Hadley, MA



Glenn Savastano, Joe Cabana and Karyn Bourque, Goodfellow Inc., Manchester, NH; and Dan Boisvert, Goodfellow Inc., Albany, NY



Josh Huddleston, Taylor Forest Products Inc., Marshfield, MA; Scott Boates, The Teal-Jones Group, Surrey, BC; and Lynn Taylor, Taylor Forest Products Inc.



Frank McCarthy, Ken Ziniti and Bob Lattanzi, Hood Distribution, Ayer, MA; Clayton Clark, Ed Herrington Inc., Hillsdale, NY; Joe Siemon, Hood Distribution-McQueston, Manchester, CT; and John Juno, Hood Distribution, Ayer, MA



Patrick Ross, Alexandria Moulding, Dorchester, MA; Katie Regan, LaValley Building Supply Inc., Hampton, NH; Brent Noble, Alexandria Moulding, Atlanta, GA; Ladd Johnson, LaValley Building Supply Inc.; and Mike Wood, Alexandria Moulding, Rochester, NY



Patrick Hanulak, PPG Machine Applied Coatings, Pittsburgh, PA; John Snyder, PPG Machine Applied Coatings, Philadelphia, PA; Leonard Testa, PPG Machine Applied Coatings, Quebec City, QC; Tony Stevens, PPG Machine Applied Coatings, North Smithfield, RI; and David Jeffers, PPG Machine Applied Coatings, Raleigh, NC

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Neiman Reed Lumber Co.: From Humble Beginnings To A Rich History

By Michelle Keller

Panorama City, CA – Neiman Reed Lumber Co., is a division of Lumber City Corp., Chatsworth, CA. With affiliates, the company employs over 500 people in California. In Softwoods, Neiman Reed distributes about 85 million board feet annually including Ponderosa and Sugar Pine, White Fir, Douglas Fir, Cedar, and other species. Softwood plywood makes up an additional 15 percent of sales.



Neiman Reed Lumber Company sales team (from Left to Right) Tim Cheney, Douglas Greene, Jay Orendorff, Dennis Bauder, Dennis Wachs, Scott MacKenie, Sales Manager, Ed Langley, Vice President, John Banks, and Greg Mitchell.

The company also purchases 1.5 million board feet annually of hardwood species including maple, oak, African mahogany, sapele, genuine mahogany, Spanish cedar, alder and albus.

Founded in 1948 by Robert M. Neiman and

Robert L. Reed, Neiman Reed began as an idea between two U.S. Marine officers who met serving their country during World War II. During this period of time, Neiman and Reed developed a close relationship and decided upon leaving the Marines, they would go into business together.

By April of 1948, Neiman Reed Lumber and Supply Co., was born. Taking over the former site of Alert Lumber in Van Nuys, CA, its primary markets were wholesale lumber and plywood.



Neiman Reed Lumber Co., based in Panorama, CA, with a 5-acre wholesale distribution yard, is a division of Lumber City Corp., Chatsworth, CA.

B Manning
Durgin & Crowell Officer, Sales Manager
38 Years

Donny Shaddock
Sawyer
35 years

Billy Richard
Log Yard Scaler
2 years

Alex Darrah
Sales Associate
2 years

WE ARE PINE PASSIONATE.

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“The Neiman Reed Advantage, as we like to say, makes us one of the largest stocking distributors in the United States.”

—John Banks,
purchasing/sales agent, Neiman Reed Lumber Co.

In 1963 the company created a subsidiary called NeimanReed’s Lumber City to operate a home and garden improvement center on a five-acre site in Chatsworth in the San Fernando Valley of Los Angeles. Two years later, the decision was made to go ahead with multiple Lumber City locations. Lumber City #2 opened in 1967 on a site adjacent to the original wholesale operation on Burbank Boulevard in Van Nuys.

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In Softwoods, Neiman Reed distributes Ponderosa and Sugar Pine, White Fir, Douglas Fir, Cedar, and other species.



Additional photos on page 17

At Durgin and Crowell we promise to be dedicated to offering our customers the personal service that is essential to delivering the highest quality, fully sustainable Eastern White Pine on time, to the specs desired. We provide hands on solutions, because we are Pine Passionate.

www.durginandcrowell.com
(new website being launched in Nov 1)

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Sherwood Celebrates 60 Years, Thanks Customers

Photos By Terry Miller



David Gaudreau, Michael Goodman, Bob Kruse, Josh Goodman and Bob Eslinger, Sherwood Lumber Corp., Islandia, NY; and (Center, front) aerialist performer Gina DeFreitas.



Sam McCoubrey, Saugerties Lumber, Saugerties, NY; Josh Goodman, Sherwood Lumber Corp., Islandia, NY; and Bernie Edwards and Shawn Corcoran, Saugerties Lumber



Rick Purdy, Jackson Lumber & Millwork, Raymond, NH; Shaw Martell and Krista Martell, Building Center Inc., Gloucester, MA; Tom Glauber, Sherwood Lumber Corp., Islandia, NY; and Rob McKean, Building Center Inc.

Boston, MA—Sherwood Lumber celebrated its 60th anniversary recently during a customer appreciation dinner held in conjunction with the Northeastern Retail Lumber Association LBM Expo. The dinner was held here at Towne Restaurant.

Sherwood Lumber serves a solution provider to the lumber and building materials industries, specializing in quality lumber and panel products.

Sherwood Lumber provides customers with value added services, including just-in-time truckloads, mill direct shipment, forward pricing, risk management, technical support and superior handling from company operated facilities.

Founded in 1956 by Bernard Goodman, Sherwood Lumber with its staff of three serviced 125 customers from its Roslyn, NY, office. In 1978, son Andrew joined the


company as vice president.

Today, Long Island, NY, based Sherwood Lumber, under the leadership of president and CEO Andrew Goodman, employs 105 associates with sales offices in Oregon, Florida, Illinois, Pennsylvania, and New York. Sherwood supplies more than 2,000 lumber yards and manufacturers across the United States with building materials from environmentally managed producers.

Sherwood's sales force of 52 associates combine more than 1,000 years of industry experience, providing customers with helpful insight to manage purchasing decisions.

For more information, visit online at www.sherwoodlumber.com. ■


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Michael Goodman, Sherwood Lumber Corp., Islandia, NY; Ashley Ennis and Scott Temple, NOLA, Rensselaer, NY; and Joseph Sollitto, Sherwood Lumber Corp.



Mark Lefsyk, PROBuild, East Hartford, CT; Michael Goodman, Sherwood Lumber Corp., Islandia, NY; and Todd Rose, PROBuild, Hudson Valley, CT



Bryan Kubitz, Georgia-Pacific, Atlanta, GA; Joseph Sollitto, Sherwood Lumber Corp., Islandia, NY; and Dennis Bott, Georgia-Pacific, Howell, NJ

Scott Korde, Birch Lumber Co., Clifton, NJ; Bob Eslinger, Sherwood Lumber Corp., Islandia, NY; and Jeff Manning, Birch Lumber Co.



Additional photos on page 30

Putting the Truth About Harvesting in Classrooms Across North America



How many of you think it's bad to cut down trees?

How many of you have used a tree product today?

Ask yourself these questions...and then ask a classroom of children. No doubt you'll answer them differently.

Society, and most importantly, children are misinformed about the benefits of properly harvesting the world's greatest renewable natural resource as a means of keeping forests healthy and obtaining all of the necessary items we use in our everyday lives.

The Hardwood Forest Foundation asks these questions in classrooms year after year and not only does most every child think harvesting is harmful to the environment, as well as unnecessary to maintain standards of living, so do their teachers.

That is until you hold up a roll of toilet paper. Getting their attention is easy and the Foundation's programs do the real work...changing their minds and eliminating misperceptions with science-based facts.

Since 1989, the Hardwood Forest Foundation has worked under the guidance and support of its parent

organization, National Hardwood Lumber Association (NHLA). Today, the relationship remains as strong as ever; however, over the past few years, the Foundation's initiatives have matured,

grown and found incredible success that has put it at the forefront of forest related educational outreach, thus highlighting the obvious.

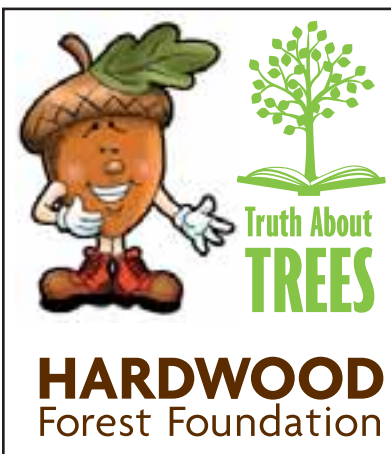
The Foundation represents so much more than just hardwoods. It represents an entire industry. Let's be real...trees are trees in the minds of children and the general public. And the negative reputation surrounding harvesting belongs to every single one of us.

Thanks to an invitation from NAWLA Chairman Rick Ekstein, the Foundation recently attended its first ever Softwood event—the NAWLA Trader's Market. And I must say, the warmth and support our mission received was quite overwhelming. We all recognize that we need to be working on the Foundation's mission together. Just as the reputation of the industry belongs to us all, so does the story.

Looking ahead, it is the Foundation's hope that we completely intertwine ourselves into the Softwood industry, further foster relationships that exist, create new ones and most importantly have Softwood voices as we continue to develop and implement award-winning curriculum. We hope to grow together.

To learn more about the Foundation, please call me directly at 901-507-0312 or email me at c.oldham@hardwoodforest.org. ■

**By Crystal Oldham, Executive Director
Hardwood Forest Foundation
Memphis, TN
901-507-0312
www.hardwoodforest.org**



WHO'S WHO - Penrod -

Continued from page 2

Penrod was born and raised in Southern California, and obtained a Bachelor of Fine Arts degree from Brigham Young University, Provo, UT, in 2001. His career in the forest products industry started in 2003 as a territory manager handling inside sales for Georgia Pacific's distribution division. After that, he worked at Welco Lumber for nine years.

As product manager for Alta, Penrod oversees the pre-stained whitewood and Douglas Fir product lines and sells the company's full line of Cedar fencing.

Alta Forest Products is a member of the North American Wholesale Lumber Association and the American Fence Association.

In his spare time Penrod enjoys camping, hiking, photography and art. He has been married to Michelle for 16 years and the couple has one son and three daughters. For more information visit www.altafp.com. ■

WHO'S WHO - Dunham -

Continued from page 2

Pullman, WA, with a degree in communication/advertising in 2002. He has worked in his current position for nine years. His first job in the forest products industry was working at Boise Cascade Building Materials Distribution from 2002 to 2006.

Idaho Forest Group is actively involved with several community organizations such as the Boys & Girls Club of America, 4-H Youth Development and Mentoring Organization, Habitat for Humanity and local food banks. The company received the 2014 Idaho Pacesetter Award.

In his spare time Dunham enjoys bow hunting for big game, bird hunting, dog training and spending time with his two sons. For more information visit www.idfg.com. ■

IBS - Continued from page 1

NeXT. This highlighted kitchen and bath industry innovations and trends. Meanwhile, the NKBA offered the "Voices From The Industry", with over 90 educational sessions available to attendees. Additionally, during the NKBA annual State of the Industry address, Kevin

Continued on page 14

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IBS – Continued from page 13

Murphey, chief operating officer of Ferguson Enterprises, declared that the industry is “excellent.” Murphey cited strong employee development programs, a multi-channel experience and the need to embrace the changing expectations of customers as today’s key opportunities for innovative business.

Meanwhile, The 2015 NAHB International Builders’ Show’s® (IBS) theme was All Homes Start Here, and that’s precisely the message that the 55,237 attendees heard throughout the three-day event. From the Opening Ceremonies to “IBS Live!,” and from show floor conversations to education sessions, building industry professionals were reminded that it all starts with them.

This year over 3,700 exhibitors across five shows made up the second Design & Construction Week (DCW).

Highlights included:

- Keynote speaker Jon Gruden, who kicked off IBS with the message to take the momentum of the uptick in housing starts and do great things.

- Thousands of building professionals attended more than 100 education sessions that were available on topics that included 50+ housing, sales, marketing, and technology.

- The 2015 New American Home – the 32nd edition of NAHB’s show home – welcomed thousands. This year’s home integrated the most cutting-edge building technology, products and materials into a production community.

The 2016 IBS/KBIS shows will be held Jan. 19-21 in Las Vegas. Other future show dates are: Jan. 10-12, 2017, and Jan. 9-11, 2018, at the Orange County Convention Center in Orlando, FL.

For more information about these shows and sponsoring organizations, visit online at www.KBIS.com, and online at www.buildersshow.com. ■

APA – Continued from page 2

tants, but also the integrity of the structure.”

The video runs about five and one-half minutes and provides a general introduction

to wall bracing concepts. Also featured in the video is the APA online Wall Line Bracing Calculator. This tool is intended to simplify the design of residential structures that comply with 2009, 2012 and 2015 International Residential Code (IRC) wall bracing requirements. This free calculator is available at www.apawood.org/calculator.

The Wall Bracing video and extensive additional information on resilient wall bracing are available at www.apawood.org/walls. This site compiles APA’s extensive library of free wall construction content—including design recommendations, how-to instructions, CAD details for wood-frame construction, and more—into one convenient location.

APA Presents Advanced Framing Seminar at Builders’ Show

Two-by-six wall framing techniques, including advanced framing systems and recommendations for achieving compliance with the energy code, were presented at a well-attended APA seminar at the International Builders’ Show, held recently in Las Vegas. Bob Clark, APA Senior Engineered Wood Specialist, presented the program to an attentive audience of 160 builders. He was joined by builder Randall Melvin of Winchester Homes, located in Bethesda, MD, who shared his experience with adopting advanced framing, giving tips on how to change over, and illustrating bottom line advantages to implementing the system.

“Builders are looking for innovative and the most cost effective ways to meet the energy code,” according to Clark. He said the builders showed a lot of interest in the advanced framing techniques and other energy saving systems, such as insulated headers and 2-stud corners. According to the Home Innovations Research Labs, the use of 2x6 exterior wall framing grew by 5 percent in 2012. It now accounts for 45 percent of U.S. residential single-family exterior wall framing. APA’s promotion of 2x6 assemblies is an important part of the association’s plan to maintain the industry’s wood structural panel wall sheathing market, in the face of competition from 2x4 framing with foam sheathing.

About APA – The Engineered Wood Association

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

NAWLA NEWS –

Continued from page 2

gent employees to complete all the work necessary to produce and distribute the product.

However, in a broader sense, what “team” does your company have to back it up when facing an industry-related problem that it can’t find the answer to? Where do you look when you want to know if you are incorporating best practices? How do you energize hard-working employees? If you don’t know the answer to these questions, we’ve got some good news: joining a trade association is a great way to connect with industry professionals who have weathered – and triumphed over – the same storms you face. Through your association, you will receive the education, empowerment, connections, referrals, thought leadership and more to grow your company and your ROI. And the North American Wholesale Lumber Association (NAWLA) is the premier association for individuals involved in the wholesale lumber industry.

Growing Your Business from the Ground Up

If you don’t believe us, NAWLA member John Yohanan, president of Gulf South Forest Products, has a lot to say about the many benefits he has realized from his membership. “A NAWLA member and I came up with a system to save each other significant time and money in shipping plywood. After discovering the cost saving benefits to my business resulting from just one NAWLA connection, I knew there was great value in establishing relationships within NAWLA to network with thousands of other members that could grow my business more.”

For wholesalers and manufacturers who produce forest products and other building materials in North America, NAWLA delivers unparalleled access to relationships and resources that improve business strategy and performance through sales growth, cost savings and operational efficiencies. Through NAWLA, you have access to exclusive resources and best practice sharing op-

Continued on page 16

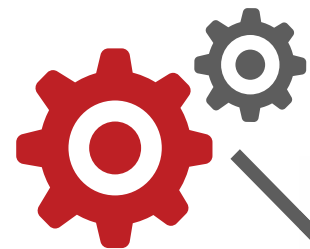
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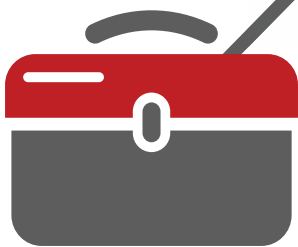
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NAWLA NEWS – Continued from page 14

opportunities between industry leaders; skill building, both in-person and via virtual educational and professional development programs for employees of all experience levels; time and cost-saving access to trusted service providers.

Innovation and Collaboration

One of the top benefits realized by NAWLA members is networking. In particular, NAWLA offers virtual methods for digitally connecting, as well as in person events to foster prosperous business relationships. Perhaps the biggest event held by NAWLA, the Traders Market, is a member favorite. Kip Fotheringham, VP of sales and marketing at Hampton Lumber Sales, says, “The NAWLA Traders Market is the preeminent gathering for suppliers and wholesale/distributors in the industry. The ability to network with industry peers and establish new relationships is unmatched in the lumber industry.”

The Traders Market is the only tradeshow of its kind that focuses exclusively on the lumber supply chain. While many shows include exhibitors who are machinery or equipment providers, the Traders Market brings together manufacturers of lumber and lumber-related products under one roof. If you want to sell a lumber product, find new suppliers or simply expand your network, this is the show for you.

Securing a Firm Knowledge Base

Beyond the events, of which NAWLA has many, education and professional development are equally as important. Broken down by employee level – from staff to mid-level managers and executives – the association knows exactly what you need to know, and will connect you with that information. Whether it’s through various courses, such as the Leadership Summit, Wood Basics I and Wood Masters, the Executive Management Institute, or through publications and resources, NAWLA has rounded up the information. All that’s left for you to do is read it, apply it and enjoy.

In addition to what your company can gain by joining this team of like-minded professionals, the industry as a whole will benefit from your input, thought leadership and

contribution. When your company is part of an association, it’s an outward sign of its commitment to the industry. When you give back to the industry, it will undoubtedly give back to you. ■

SLB NEWS – Continued from page 2

wood building codes and fire safety in regulatory and firefighting circles.

History shows us there is a need to conduct proactive issues management, but also prepare for additional levels of threat to our industry. Over two years ago, key organizations within the North American forestry and wood products community, including the Softwood Lumber Board’s funded programs, the American Wood Council, WoodWorks, and reThink Wood, and other industry experts in the Canadian Wood Council, Binational Softwood Lumber Council, APA and Forestry Innovation Investment, developed a shared issues management and crisis communications protocol and toolkit to improve monitoring and better support response efforts to mitigate negative public perception of lumber, wood products and building systems across North America.

The focus of the initiative is to address issues and crises that call into question the integrity of wood products, and compromise the reputation of wood as a safe, durable, and sustainable building material. Regular media monitoring tracks and categorizes coverage of wood and fires or other disasters, durability, code debates or other events that test wood’s performance and safety.

Crisis criteria include: loss of life, significant negative media coverage of wood, concern from government or industry regulators, disruption to core marketing efforts, and an overall threat to the industry’s viability or reputation. Should a crisis be identified, a step-by-step crisis protocol to enable a cohesive and coordinated response is followed. This may involve spokesperson coordination, media interviews and follow-up with relevant stakeholders, such as developers, fire fighting professionals or code officials. Non-crisis issues are assessed and considered in ongoing marketing and communications efforts by the Softwood Lumber Board’s reThink Wood program, and other organizations’ communications and education programs.

As for the Edgewater, NJ, fire, the crisis protocol was set in motion within hours of

the first media coverage. Media was monitored and analyzed, relevant organizations were briefed and holding statements were prepared. In the days following the fire, expert spokespeople were interviewed by media in response to questions around the safety of wood-frame construction. While the incident is still under investigation, wood and lumber are prepared to defend its reputation. ■

AWC NEWS – Continued from page 2

energy code requirements with wood-frame construction. The guide titled “Meeting Residential Energy Requirements with Wood-Frame Construction,” also known as Design for Code Acceptance (DCA) 7, provides ways to economically meet the residential requirements of the 2012 *International Energy Conservation Code* (IECC).

Although there are also 2009 and 2015 editions, the 2012 IECC is currently the predominant energy code in use in the United States today for residential structures. As an industry, we unsuccessfully objected to inclusion of certain provisions in the 2012 and 2015 versions, most notably those that prescriptively require the use of foam plastic insulation that result in elimination of wood structural panels. Despite encouraging the code developers to not specify products and allow any material to compete to meet the stated requirements, provisions favoring foam plastic in certain climate zones remained. Fortunately, however, the 2012 code does provide four alternative compliance methods in the residential provisions. Of them, the method referred to as “Total UA” (TUA) offers the most flexible approach for builders wanting to continue using wood products, which provide the additional structural benefits that come from use of wood panels. Using the TUA method, the thermal performance of each exterior envelope assembly can be adjusted to demonstrate equivalent or better thermal performance for the entire building envelope. The DCA 7 publication provides a method for determining solutions that focus on the use of wood in various wall configurations, along with appropriate selection of energy-efficient windows to demonstrate compliance.

Wood construction is inherently capable of providing good thermal performance,

Continued on page 17

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AWC NEWS – Continued from page 16

helping to meet even the strictest energy requirements. Today, research and development continues to improve wood buildings for energy efficient structures that offer greater air tightness, improved window performance and more thermal insulation – including prefabricated systems that contribute to the low energy requirements of Passive House and Net Zero designs.

Constructing energy efficient homes is important to the American Wood Council, and the topic is a great way to elevate wood products with building designers, particularly those looking for sustainable systems. Wood buildings can require less energy to construct and operate over time, and have less impact on the environment in terms of air and water pollution, as well as its carbon footprint as compared to other major building materials.

In terms of cost, a green building that requires less operating energy will save on electricity bills and increase property values in the long-run, bringing the savings home for families and our nation.

The full DCA 7 publication, “Meeting Residential Energy Requirements with Wood-Frame Construction” is available for free download on the AWC website: www.awc.org.

¹ Naturally Wood, “Building Green with Wood Module 3: Energy Conservation,” 2014.

² U.S. Energy Information Administration, December 2013 ■

LIMINGTON – Continued from page 4

have, 10 of them are certified NELMA graders. Those graders see that the product, through the entire process, not only on the grade line in the sawmill, and the grade line in the planer mill, but, every step of the way. With that many sets of experienced eyes on the product, our customers know that they are going to receive the same consistent quality product every time.”

“Since this company was founded, we’ve been procuring our raw material from basically a 50 to 75-mile radius, in an area which is known as the Saco River Valley Corridor. It’s an area where Eastern White Pine has been growing from the days when it was first har-



Jay Turner, filer, checking the swage on a bandsaw.



A hundred percent of the mill's production runs through the company's Weinig Maxi Moulder.

vested for King's masts in the 1600's. We're very fortunate to be located in an area with a long history of Pine production.”

Limington Lumber is a member of North American Wholesale Lumber Association and Northeastern Lumber Manufacturers Association. The company markets its products throughout North America and abroad through established wholesalers. With the increased focus on the mega retailer and home center, Limington Lumber believes there remains a place for the medium-sized producer whose focus is consistency of grade, milling quality and timely service. For more information visit www.limingtonlumber.com. ■

NEIMAN REED – Continued from page 10

Prior to that time, and almost from the beginning, the company operated what had

become an active retail “do-it-yourself” business in front of the wholesale operation. At first, the retail aspect of the company business sold only lumber and operated only on weekends, when all traditional lumberyards were closed. In 1948 and for some years, Neiman Reed was the only lumberyard in the area to stay open for weekends. That “new” concept in retailing back in 1948 came from the request of nearby owners of a new housing tract who had plenty of projects to complete. The “cash and carry” business was so successful that first weekend that they never again closed on a weekend. Slowly, paint and hardware



Offering just-in-time delivery, Neiman Reed specializes in mixed truckloads to its broad base of industrial accounts in the southwestern U.S., most serviced by its own fleet of trucks.

and building materials were added to the product mix.

With dramatic changes in the home-center market during the late 1980's and early 1990's, Lumber City repositioned itself with the onslaught of the “big box” stores. With a strong commitment to quality in service and products, their affiliated home centers (averaging about 30,000-square-foot per store) redefined their strongest market areas and have locations in Thousand Oaks, Agoura Hills, Moorpark, Simi Valley, Burbank,

Continued on page 31

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RETAIL REVIEW

PAL/ENAP Merged Cooperative

New Windsor, NY—The lumber and building material buying cooperatives PAL and ENAP Inc., recently announced that pursuant to shareholder approval, the cooperative would be called LBM Advantage Inc.

LBM Advantage references the organizations' joint heritage in lumber and building materials and completely underscores its mission to "create a competitive advantage for our members by leveraging their collective power."

"LBM Advantage is focused on the future and benefits our \$1.5 billion in annual purchasing power will bring to current and prospective members," stated Paul Dean, PAL CEO and president. "We're thrilled with the name LBM Advantage for the new cooperative."

The board of directors of both organizations approved the merger initiative unanimously in October 2014 by signing a non-binding letter of intent.

ENAP President and CEO Steve Sallah remarked, "It is vital for LBM cooperatives to grow their importance with the mills and manufacturers and improve their competitive advantage against a new wave of competition. With LBM Advantage, ENAP and PAL members secure their buying power advantages today and for the future."

Pal was formed in 1937 and ENAP in 1967. Together, LBM Advantage's combined membership will span 33 states and include 447 member companies operating 742 lumberyards.

LBM Advantage Inc. plans to operate out of three locations in New Windsor, NY, Grand Rapids, MI, and Monroe, LA. For more information visit www.enap.com. ■

Builders FirstSource Opens In Texas

Dallas, TX—Builders FirstSource is opening a new distribution center in Conroe, TX,

and relocating its San Antonio center to Schertz, TX.

Situated on the I-45 corridor about 40 miles north of downtown Houston, the Conroe facility is an 11.5-acre former Stock Building Supply site that includes 60,000-square-foot of warehouse, showroom and office space.

According to sources, product offerings will include dimensional lumber and lumber sheet goods, interior and exterior doors, millwork and other distributed building products.

The San Antonio facility is situated on 15 rail-served acres, with approximately 90,000-square-foot of warehouse and office space, and multiple outside storage sheds. Products initially distributed from this location include dimensional lumber and lumber sheet goods, but will eventually include interior and exterior doors, as well as millwork.

"The lease on our existing distribution facility, located on the northwest side of the market, was soon expiring," explained CEO Floyd Sherman. "San Antonio is a very important market for us, and the Schertz facility is an excellent one, located in the heart of this expanding market. We feel very fortunate to have secured these prime facilities within two of the best housing markets in the United States."

For more information visit www.bldr.com. ■

84 Lumber Names Ingersoll Divisional Vice President

Eighty-Four, PA—Mark Ingersoll has been named divisional vice president for 84 Lumber Company covering the Southeast Division. Ingersoll, 46, a 14-year veteran of 84 Lumber began his career in 1992 as a manager trainee at the company's Depew, NY, store. He's also served as a co-manager, store manager, area manager and held other management positions in the Southeast, Northeast and Southwest Divisions. He

most recently was an area manager in Florida.

"Mark has a proven track record of success wherever he has gone with 84 Lumber and has developed a broad and deep level of experience that will be of great benefit to our stores and other operations in the Southeast Division," said Maggie Hardy Magerko, 84 Lumber president and owner.

Ingersoll replaces Billy Ball, who was recently promoted to vice president of store operations overseeing the company's stores and manufacturing facilities in its 30-state footprint.

The Southeast division covers eastern Virginia, the Carolinas, Florida, Georgia and eastern Tennessee. Ingersoll will oversee 39 stores, one component manufacturing plant, four engineered wood product hubs, six kitchen and bath centers, and installed construction services for professional, residential and commercial contractors.

"We've made significant strides over the past three years in the Southeast division as we have recovered from the housing depression," said Ingersoll. "I'm excited and proud to be a part of the management team that will continue to grow our company as the housing market continues to expand."

Founded in 1956, 84 Lumber Co. is a leading privately-held building materials supplier. For more information visit www.84lumber.com. ■

Ace Hardware Opens In Illinois

McLeansboro, IL—Tom Schmutz recently opened an Ace Hardware store here.

According to sources, it took Schmutz almost a year to open up the store. Schmutz owns Tom's Priced Right



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Forest Products Export Directory

www.forestproductsexport.com

Softwood Buyer's Special NAWLA Edition

www.softwoodbuyer.com



Dimension & Wood Components Buyer's Guide

www.dimensionwoodcomponent.com

Hardwood Purchasing Handbook

www.hardwoodpurchasinghdbk.com

Greenbook's Hardwood Marketing Directory

www.millerwoodtradepub.com

Greenbook's Softwood Marketing Directory

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RETAIL REVIEW - Continued from page 18

Foods in McLeansboro and when he opened the grocery store, he received an option to purchase the 5,000-square-foot retail space next door.

"Ace did a market analysis about a year ago and told me we were a strong candidate for an Ace store," said Schmutz. "We wanted to get our Herrin Bottom Dollar store open first."

"We executed the option a couple months back and have been working to get it ready for the Ace Hardware since then," Schmutz explained. "This will be a new concept, with one door for both stores and one checkout area. It's unique to us and unique to Ace."

He said the store will feature outdoor items, such as lumber, lawn and garden, electrical and plumbing, fasteners and tools, as well as a state-of-the-art paint area with a scanning computer to match paints.

Ace Hardware was founded in 1924. For more information visit www.acehardware.com. ■



Menards Opening Replacement In Kalamazoo

Eau Claire, WI—Menards, headquartered here, is opening a replacement store in Kalamazoo, MI. The new store will feature a 158,400-square-foot main building, 27,648-square-foot garden center, 40,172-square-foot lumberyard, and a 12,960-square-foot outside storage area.

A family-owned company started in 1930, Menards has home improvement stores located in Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Min-

nesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, Wisconsin and Wyoming.

For more information visit www.menards.com. ■

Dell Rapids Ace Hardware Builds Replacement Store

Dell Rapids, SD—Dell Rapids Ace Hardware is building a 15,000-square-foot replacement store here. According to sources, the store will be twice as big and five blocks away from its home of the last 16 years.

Owner John Niederaur said the larger, \$1 million facility store will allow the company to stock a wider selection of merchandise and to increase the number of employees.

Niederaur, who bought the Dell Rapids store—then a True Value in 1998, also operates Ace locations in Miller, Brandon, Tea and Redfield, SD. ■

Morenci Hardware And Supply Opens

Morenci, AZ—The Owens family, owners of Safford Building and Ace Hardware, Safford, AZ, recently opened Morenci Hardware and Supply here.

Michael Brown will manage the new 11,900-square-foot location.

For more information visit www.morencitown.com. ■

Marvin's Building Materials Adds Ozark Location

Ozark, AL—Marvin's Building Materials and Home Centers recently announced it would be adding an additional location in Ozark, AL.

The 33,000-square-foot home center will feature an attached lawn and garden center and a drive-thru lumberyard.

Marvin's Building Materials and Home Centers have 27 locations throughout Alabama, Mississippi, Georgia and Tennessee.

For more information visit www.marvinbuildingmaterials.com. ■

Mississippi Building Centers Merge

Carthage, MS—Joiner's Discount Building Supply, located here, has been acquired by two-unit HomeFront Improvement Center, located in Greenwood, MS.

According to sources, Dale and Evon Joiner purchased the 50-year-old operation in 1986. They will both stay on at HomeFront. ■

Jensen Acquired By Ace

Oak Brook, IL—Jensen Distribution Services, Spokane, WA, has been acquired by Ace Hardware Corp., headquartered here.

Mike Jensen, fourth generation and owner of the 131-year-old company, will retire this year after more than 25 years as CEO. His children, Chris Jensen and Micah Dunlap, will stay on and continue running the business.

The deal comes 11 months after Ace entered hardware wholesaling in the East with its purchase of Emery-Waterhouse, Portland, ME.

Jensen joins Emery-Waterhouse as part of Ace's wholesale division, Ace Wholesale Holdings, which has just named Hoyoung Pak as its president. ■

Habitat For Humanity Relocates Utah ReStore

St. George, UT—Habitat for Humanity recently relocated its ReStore from a 10,000-square-foot building to a 40,000-square-foot location here.

Another ReStore located in Bend, OR, recently moved into a former Backstrom Builders Center, after spending \$500,000 to renovate the 18,000-square-foot building.

Habitat for Humanity ReStores are nonprofit home improvement stores and donation centers that sell new and gently used furniture, home accessories, building materials and appliances to the public at a fraction of the retail price. Habitat for Humanity ReStores are owned and operated by local Habitat for Humanity affiliates. Proceeds are used to build homes, community and hope locally and around the world.



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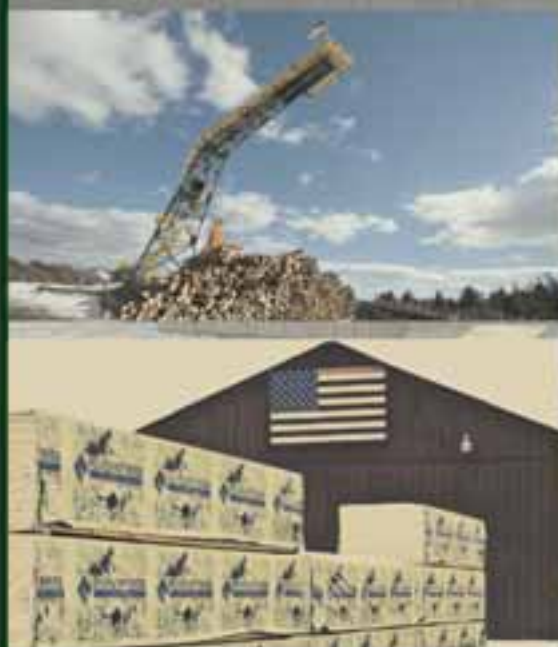
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