

South/Southeast Business Trends



By Gary Miller
Managing Editor

The Southeast region accounted for moderate Softwood market activity. "Our markets are fair to good," a contact in North Carolina said. "It's somewhat better than the same time period last year. A few of us were having a conversation about the factors the other day and it's hard to put your finger on it. I think it's a multitude of things. There is some general instability globally that has everybody slightly concerned. I think the transportation infrastructure is going to be an issue for us. There are a lot of different things that affect what we do on a daily basis. The influx of Canadian lumber over the past couple of months without a duty hasn't helped us either. Consumer confidence is cautiously optimistic overall."

Handling strictly Southern Yellow Pine he commented, "We aren't having any availability issues and our inventory levels are on par for this time of year. Prices are slightly up and I expect them to continue to trend up."

As for transportation, a Softwood supplier in Tennessee said, "Truck availability is going to catch us this year just like it did last year simply because the equipment is not there to handle the volume. With competition from produce suppliers combined with the new government regulations, the transportation industry is facing a lot of challenges that will make it that much more difficult to put good people in trucks over the next several years."

He continued, "I think everyone should see business be a tick better than last year. That seems to be the overall consensus of our customers and our competitors. We're on an upward trend. How good it gets or whether it stays this way is anybody's guess. Generally, we have some good months ahead of us for sure."

In another part of North Carolina a contact noted, "Business activity is about 25 percent slower than it was at this time last year. I think last year everybody anticipated for the market to really take off in the early spring. Inventories were built in anticipation of that. It was a good year, but some of our customers got into the maximum range of inventory they can carry, so even though things were good they ended up curtailing purchases because they had excess inventory that they were trying to work down. This year some of them know there is lumber on the market so they are being more cautious and not building their inventory. They feel like there is enough wood on the market that they can order just-in-time instead of building inventories. This year everybody is a lot more cautious."

He continued, "We've heard industry officials forecast a five to twenty percent growth this year. So everybody is anticipating the market to take off a little more, but they're not seeing it. For example, the window industry is still flat enough that they don't feel confident in building wood inventories. It's kind of hard to read. The predictions are that it's going to get better, but the actual boots on the ground are coming from a place of 'we hear what you're saying, but we're staying the course.' We're not going to run up our inventories and fill our sheds up and then things not come to realizations. The projections are one thing but what's actually happening at the ground level is something else. We are busy and we're shipping a good bit. There's just not any urgency or typical tire kicking that you would get from traders and companies that you haven't dealt with in a little while. From what I hear, that's not just regional either. From 50 miles down the road to California and over to China, everybody is in the same boat."

He continued, "As for industrial products, we have our region just like California has its region where low grade

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Ontario/Quebec Business Trends



By Michelle Keller
Associate Editor

Wholesalers and sawmill owners alike are hoping that the warmer weather will lead to increased demand and higher sales numbers. Some remain concerned, however, that sluggish housing numbers and increased production will conspire against any positive economic signs.

The manager at one Ontario mill reiterated a familiar chorus when it comes to the market truly recovering: it all depends on housing starts.

"Right now it is stable to slightly positive," he said of sales. "It's all related to housing starts, so when you see the house starts, you need to see them go up. You need to see them rebound first."

His mill, which cuts primarily Red and White Pine and sells directly to wholesalers, has seen several challenges over the past few years, including elevated diesel prices and government regulations.

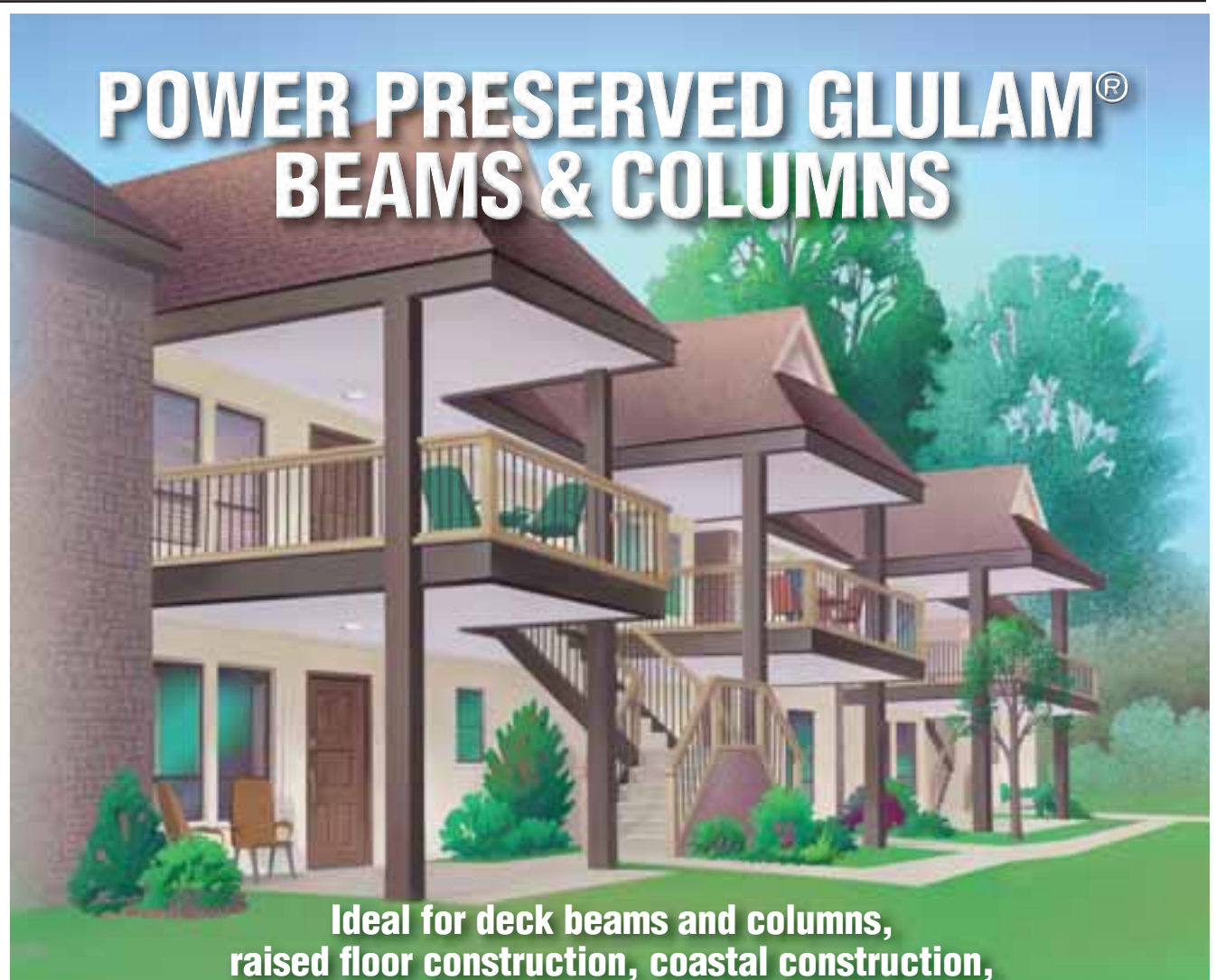
"Government regulations are always an issue," he acknowledged, lamenting the fact that there is an ever-dwindling list of officials who were ever part of the industry. "There are even fewer people that know what it is like to get out of the office. It does not bode well for our future, or anybody's future."

At the same time, he is hopeful that things are slowly changing for the better.

"I guess I am cautiously optimistic," he said. "We have been in this slump since 2007 or 2008, so we're looking forward to it improving. Last year, it was basically

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Washington Scene



Northern Long-Eared Bat Habitat Update

The U.S. Fish and Wildlife Service recently announced it is protecting the Northern Long-Eared Bat as a threatened species under the Endangered Species Act (ESA), primarily due to the threat posed by white-nose syndrome, a fungal disease that has devastated many bat populations.

At the same time, the Service issued an interim special rule that eliminates unnecessary regulatory requirements for landowners, land managers, government agencies and others in the range of the Northern Long-Eared Bat. The public is invited to comment on this interim rule as the Service considers whether modifications or exemptions for additional categories of activities should be included in a final 4 (d) rule that will be finalized by the end of the calendar year. The Service is accepting public comments on the proposed rule until July 1, 2015, and may make revisions based on additional information it receives.

"Bats are a critical component of our nation's ecology and economy, maintaining a fragile insect predator-prey balance, we lose them at our peril," said Service Director Dan Ashe. "Without bats, insect populations can rise dramatically, with the potential for devastating losses for our crop farmers and foresters. The alternative to bats is greater pesticide use, which brings with it another set of ecological concerns."

Comments may be submitted on the interim 4 (d) rule until July 1, 2015 at www.regulations.gov or by mail to Public Comments Processing, Attn: FWS-R5-ES-2011-0024, Division of Policy, Performance, and Management Programs,

U.S. Fish and Wildlife Service, 5275 Leesburg Pike, Falls Church, VA, 22041-3803.

Duane Vaagen Testifies Before Senate Committee

American Forest Resource Council (AFRC) and Vaagen Bros. Lumber President Duane Vaagen testified before the Senate Energy and Natural Resources Committee during a hearing entitled, "Improving Forest Health & Socioeconomic Opportunities on the Nation's Forest System." The Committee's Chairman is Senator Lisa Murkowski (R-AK) and Senator Maria Cantwell (D-WA) serves as the Ranking Member.

Vaagen Bros. Lumber operates sawmills in Colville and Usk, WA, and has heavily invested in collaboration through the Northeast Washington Forestry Coalition. While collaboration has been extremely effective in eliminating appeals and litigation on the Colville National Forest, treatment and the desires of the Coalition, Vaagen Bros. Lumber and other local sawmills have suffered a shortage of raw materials that has become all-too-common within the federal forest management system, according to AFRC.

Vaagen spoke about how forest health continues to decline in eastern Washington, including insect and disease outbreaks and fuel buildups, which helped trigger the Carlton Complex wildfire that burned over 250,000 acres last year in north central Washington. Vaagen stressed that not only are the forests and industry suffering, rural communities that once counted on forestry related jobs are hurting, and unemployment is 2.5 times higher in these communities than in the Seattle area.

Vaagen then outlined the need for more management on our national forestlands nationwide by pointing out that the Forest Service has identified 60-80 million acres as being overstocked and at particular risk from lack of sound management. At the same time the Forest Service is only mechanically treating 250,000 acres per year through commercial timber sales. Obviously at these

small levels of management, more and larger wildfires are on the horizon for the Forest Service.

Wood Products Industry Releases Weights And Measurement Guidelines

The American Wood Council has collaborated with companies and organizations in the lumber industry to release recommended guidelines for Weights and Measurement Labeling. The guidelines can be found on the AWC website for reference at www.awc.org/newsreleases/2015/weightsandmeasures.php.

All states have laws and regulations describing how lumber must be labeled in order to protect consumers. Many states use the *Uniform Regulation for the Method of Sale of Commodities*, otherwise known as National Institute of Standards and Technology (NIST) Handbook 130, as the basis for these regulations.

"Concern has been raised recently on how lumber is being labeled for retail sale," said AWC President and CEO Robert Glowinski. "To assist industry manufacturers in understanding the requirements of NIST Handbook 130, as applied to lumber, we have placed an easily digestible synopsis on our website and encourage the industry to use it as a resource."

Given the potential variation among individual state requirements, however, manufacturers are strongly encouraged to consult with their own counsel and advisors regarding labeling of their products.

AWC And AF&PA Release Statement On Proposed Ozone Standards

American Wood Council (AWC) President and CEO Robert Glowinski and American Forest & Paper Association (AF&PA) President and CEO Donna Harman issued the following statements following the organizations' joint testimony at a recent House Committee on Science, Space and Technology hearing on impact and achievability of the Environmental Protection Agency's (EPA) proposed

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NAWLA LEADERSHIP – Continued from page 1

executive committee and board of directors meetings. Other associational meetings involved NAWLA's communication, education, finance, Leadership Summit, regional meetings, membership and Traders Market committees.

Multiple guest speakers shared their knowledge and insight with Leadership Summit attendees. Keynote speaker was Alex Goldfayn, CEO of the Evangelist Marketing Institute. His presentation was entitled Marketing for Revenue Growth: How to Increase Your Sales with Simple, No-Cost Marketing Techniques.

He was preceded in presentations by: Duncan Davies, president and CEO for Interfor, who spoke about the growing Softwood lumber market; Richard Garneau, president and CEO of RESOLUTE, who addressed sustainability issues; and Roy O. Martin III, president of RoyOMartin, who centered on keys to long-term success. These presentations culminated with a panel discussion about transportation that was moderated by Phil Lower, of Universal Forest Products, Gail Rutkowski, of NASSTRAC, and George Bonner, of Hampton Affiliates.

After the keynote speaker's address, more experts in the industry discussed topics of interest to attendees. Among those speakers were: Aaron Fowler, director of Softwood Lumber, who spoke about the mandate of Foreign Affairs, Trade and Development Canada; Zoltan van Heyningen, executive director of the U.S. Lumber Coalition, and Steve Swanson, president and CEO of Swanson Group Inc., who discussed the coalition; Matt Rose, executive chairman of BNSF, whose presentation focused on growth and service; Randy Aardema, EVP supply chain, US LBM, whose address centered on a lean and fit supply chain; and Jim Mecir, former Major League Baseball pitcher, whose presentation was entitled Striking Out Adversity.

For information about NAWLA and upcoming events, visit online at www.nawla.org. ■

SLMA/SFPA-

Continued from page 1

The three-day agenda included meetings of both boards of directors, as well as industry updates covering pending legislation plus issues related to health, safety and the environment. A trade expo featured displays from more than two dozen companies offering products and services to the wood industry. BB&T Insurance Services sponsored the meeting.

The joint meeting included numerous guest speakers and presentations. Stephen Lovett, of the Softwood Lumber Board, Bob Glowinski, of the American Wood Council, and Jennifer Cover, of WoodWorks – Wood Products Council, were among the first presenters. The Southern Pine Council followed with a team of international consultants who

summarized key offshore market activity. Jerry Hingle gave an overview of Southern Pine export markets and program success stories, and Charles Trevor addressed the status of the American Softwood market in Europe, the Middle East and India. Additionally, Crystal Collier presented an overview of her work in the Caribbean and the Costa Rican markets while Fernanda Vale spoke about trade shows and activity in Mexico and Panama.

Among the topics discussed at the SLMA/SFPA Board of Directors meetings were updates on the organizations activities, including the SFPA annual meeting, scheduled for Oct. 7-9, at the Marriott Grande Dunes Resort & Spa, located in Myrtle Beach, SC, and the SLMA Annual Conference, set for July 15-18, at the Waldorf Astoria Orlando Hotel, Orlando, FL.

For more information on these organizations, visit online at www.slma.org and www.sfpa.org. ■

APA NEWS – Continued from page 2

New Publication + Recorded Webinar

Webinar: Fire Protective Assemblies for Wood I-Joist Floors

Learn about the many options that enhance fire performance of residential wood floors. The webinar, recorded on March 10, 2015, reviews several options, including:

- Gypsum board ceiling membranes
- Gypsum board applied directly to I-joist flanges and webs

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Watch the webinar at: www.apawood.org/i-jointwebinar. A list of participant questions with answers is included; webinar length is approximately 26 minutes.

Brochure: Designing to Meet IRC Fire Protection Provisions for I-Joist Floor Systems

This new brochure describes several different methods of satisfying IRC fire protection provisions for I-joist floors, including gypsum board ceiling membranes, gypsum board applied directly to I-joist flanges and webs, ceramic fiber blanket, mineral wool insulation, and fire protective coatings. Options provided in the brochure satisfy fire-protective membrane requirements of the 2012 and 2015 International Residential Code (IRC) related to I-joist floor systems.

Download *Designing to Meet IRC Fire Protection Provisions for I-Joist Floor Systems*, Form R425.

New Video:

Simplified Wall Bracing: Four Steps to Code-Compliant Walls

A new video from APA introduces an easier way to determine IRC-compliant wall bracing: APA's simplified wall bracing method. The video outlines how APA's simplified wall bracing method greatly reduces the

complexity of determining whether wall bracing meets the code for many common home designs.

Simplified Wall Bracing: Four Steps to Code-Compliant Walls explains the basics of the method and how the method helps to determine bracing for qualified designs with four steps:

1. Determine whether the design meets the parameters of the method.
2. Draw a rectangle around the plan; determine the amount of bracing required for each side of the rectangle.
3. Define wall bracing segments.
4. Compare existing bracing to bracing required.

The two-and-a-half-minute video introduces the simplified method and two related publications: *Bracing Method Streamlines Design*, Form P310, a quick-reference brochure that provides an overview of the simplified method, and *APA System Report SR-102: APA Simplified Wall Bracing Method Using Wood Structural Panel Continuous Sheathing*, Form SR-102, a complete description of how to apply the method.

To watch the video and for more information on the simplified method, visit www.apawood.org/apa-simplified-wall-bracing-method.

New Publications For Canada:

Understanding the APA Trademark Comprendre le marque de commerce de l'APA

A new publication, *Understanding the APA Trademark*, describes how the APA mark appears on APA-member products manufactured and marketed in Canada. The guide, available in English and French-Canadian, includes an explanation of the notations in typical trademarks and pro-

vides sample specifications for plywood and oriented strand board.

Download *Understanding the APA Trademark*, Form Q800 (English), or *Comprendre le marque de commerce de l'APA*, Q801 CAF (French-Canadian). Printed brochures are also available.

Revised Publication:

Technical Note: Formaldehyde and Engineered Wood Products

Technical Note: Formaldehyde and Engineered Wood Products, Form J330, addresses formaldehyde emissions of structural wood panels. The technical note outlines why plywood and OSB manufactured to Voluntary Product Standard PS 1-07, Structural Plywood and Voluntary Product Standard PS 2, Performance Standard for Wood-Based Structural-Use Panels, have emission levels so low that the panels are exempt from the leading formaldehyde emission standards and regulations.

Download *Technical Note: Formaldehyde and Engineered Wood Products*, Form J330. ■

NAWLA/DAVIES –

Continued from page 2

these efforts, I have had the privilege of working with a number of talented and forward-thinking individuals from both sides of the border on these initiatives.

The steps we've taken have not been easy. We've had to abandon traditional self-interest and old-style rhetoric to focus on the benefits of the "greater good."

I am absolutely convinced we're on the right track and need to do everything we can to keep things moving in the right direction.

As an industry, we need to stay in touch with market dynamics so we can determine where we are most

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In a “normal” market, the demand for Softwood lumber in the U.S. is estimated to be about 53 Bbf. While we’ve been operating at levels well below that for the last eight or nine years, there’s a general expectation the market is recovering and will return to or exceed normal levels in the years to come, which would be great.

I, for one, don’t think we can afford to sit back and wait for the market to recover “naturally.” The good news is most of the industry agrees.

Threats to our business in the form of fewer housing starts, an increase in the percentage of multi-family houses (which consume about one-third the amount of lumber that a single family house does), smaller homes and the displacement of lumber by substitute products such as steel, cement and composites could easily erode more than 10 Bbf of “normal” demand.

Conversely, there are opportunities to increase demand by expanding wood use in non-residential and industrial applications, multi-family houses, interior and outdoor uses, and tall wood buildings which could grow “normal” demand to well above 53 Bbf.

The industry’s journey to collaboration began in 2006 with the signing of the Canada-U.S. Softwood Lumber Agreement (SLA).

When the SLA was signed, the federal governments of Canada and the U.S., in their wisdom, formed the Binational Softwood Lumber Council

(BSLC) and appointed a 12-member board consisting of six representatives from each country.

BSLC members were asked to provide a common voice to promote North American Softwood lumber products and to build “goodwill” between the two industries.

While the BSLC started tentatively, it did not take long to realize the Canadian and U.S. industries faced many similar challenges, and could achieve more by working together.

Recognizing that the funds available were limited and would not be sufficient to counterbalance the trend away from wood as a building material of choice, the BSLC played a key role in forming the Softwood Lumber Board (SLB), which was established by the industry for an initial five-year term in a democratic vote in 2011.

The SLB is a mandatory promotion fund, or check-off, authorized under the U.S. Farm Bill.

It operates with an annual budget of approximately \$15 million funded by industry, with a tariff of 35 cents per thousand board feet levied against all suppliers to the U.S. market, including imports, on volumes in excess of 15 Mbf per supplier.

The SLB is managed by a 19-member industry board and is overseen by the Agricultural Marketing Service of the U.S. Department of Agriculture (USDA).

The SLB has developed a set of complementary programs to support its goal to “sell more lumber”, including:

The American Wood Council (AWC) is responsible for changes in building codes and standards that have opened doors for wood and also protects wood’s position in current codes. In 2014, it proposed 2,300

changes to building standards – and 95 percent were accepted. AWC’s work with code developers and officials, builders and planners leads to buildings like the five-story student residence at the University of Washington – which consumed more than 2.5 Mbf of wood.

reThink Wood is a communications program that shows developers, architects, designers and engineers the value of Softwood lumber as a renewable building product. It has had tremendous success presenting wood as a modern building material that costs less and delivers more.

WoodWorks in both Canada and the United States has technical experts who provide one-on-one project assistance to architects, engineers and designers with the aim of converting steel or concrete projects to wood. A high school in El Dorado, Arkansas – with 1.8 Mbf of wood – is just one of many successes.

The Wood, Naturally campaign provides promotional materials based on traditional and social media to educate and inspire homeowners and contractors so they choose wood for appearance and structural applications in, on and around the home.

But to me the true game changer for our industry is the Innovation Initiative the SLB is supporting, especially related to tall wood buildings.

Europe and Australia already have wood buildings up to 14 stories tall. British Columbia just opened its six-story Wood Innovation and Design Centre, and there are plans for a seven-story wood office building in Minneapolis. Award-winning Vancouver architect Michael Green says he expects to see wood buildings 30 stories high, or even more.

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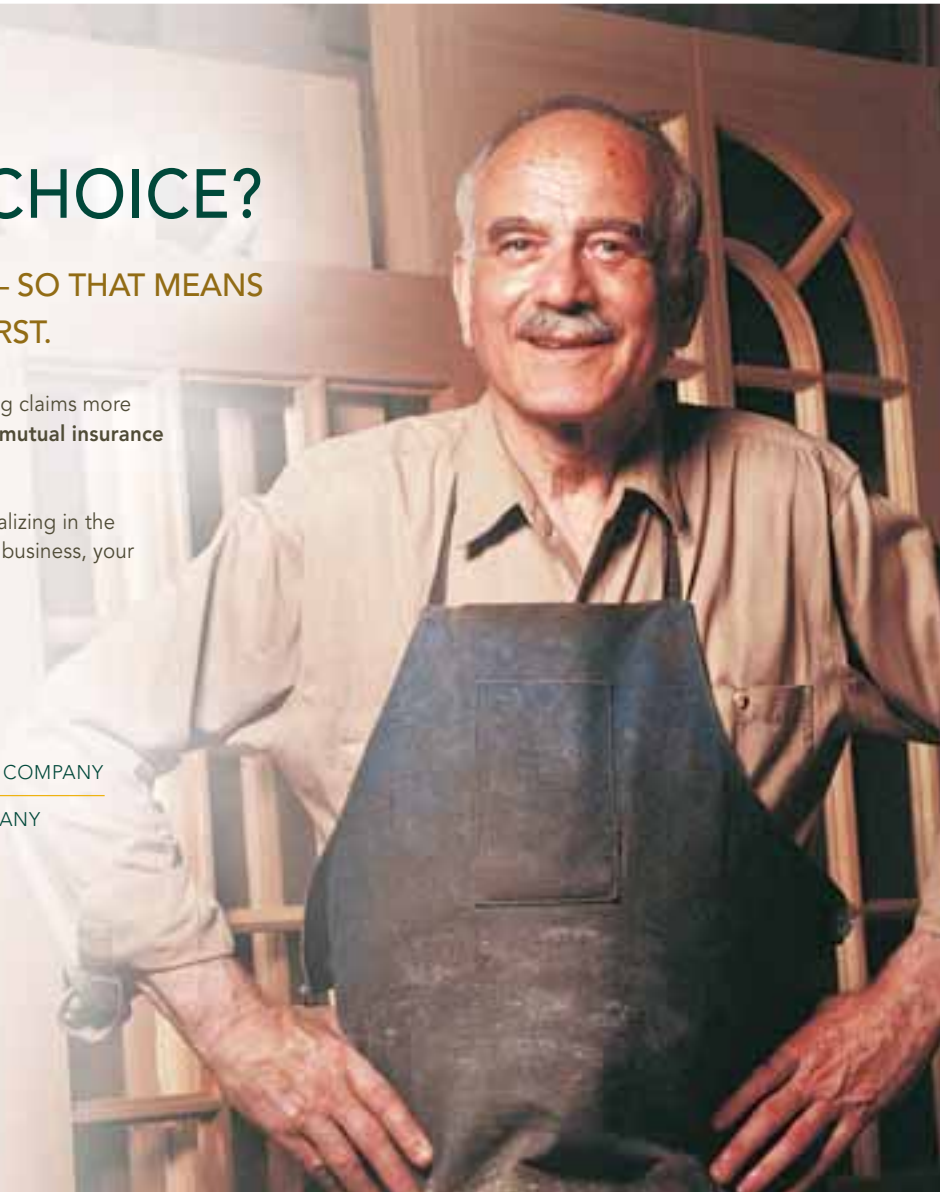
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MWC Photos – Continued from page 19



Bill Ossenfort, Pleasant River Lumber, Dover Foxcroft, ME; Tim Cornwell, Boise Cascade, Billerica, MA; Jethro Poulin, Milan Lumber, Milan, NH; Chris Brochu, Pleasant River Lumber; Chip Wood, Boise Cascade, Greenland, NH; Jason Brochu, Pleasant River Pine, Hancock, ME; and (seated) Michaela Franey, Boise Cascade, Portsmouth, NH



Jason Brochu, Pleasant River Pine, Hancock, ME; John Bradley, Boise Cascade, Baltimore, MD; Michaela Franey, Boise Cascade, Portsmouth, NH; Steve Banahan, Pleasant River Lumber, Jackman, ME; Chris Brochu, Pleasant River Lumber, Dover Foxcroft, ME; and Bill Ossenfort, Pleasant River Lumber, Dover Foxcroft, ME



Greg Stewart, Sinclair Group Forest Products, Prince George, BC; Randi Walker, BC Wood Specialties Group, Langley, BC; Christian Gilbert, J.D. Irving Ltd., St. John, NB; and Terry Miller, The Softwood Forest Products Buyer, Memphis, TN

JACKEL Photos – Continued from page 17



Export grade, full sawn Western Red Cedar and Douglas Fir available through Jackel Enterprises.



Western Red Cedar timbers ready for shipment.



Salvaged slabs in Jackel's lumberyard.



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Wood Innovation Design Center (WIDC)
Michael Green Architecture

These buildings aren't "stick framed." They're built using mass timber products like Cross Laminated Timber, nail laminated timber and glulam, often in conjunction with other building materials, which provide engineering attributes and resistance to fire, which makes "mass timber" a viable construction alternative.

Significantly, buildings constructed in this manner have the potential to reduce the embodied carbon by more than 70 percent, vis-à-vis other materials.

To advance its Innovation Initiative, the SLB joined with the USDA and BSLC to launch the U.S. Tall Building Prize Competition. The U.S. government is on board because it knows that by showcasing the viability of advanced wood products, it can support rural economies and advance its sustainability and climate change agendas.

The U.S. Tall Building Prize Competition has received a number of stunning submissions.

The competition jury is currently working its way through its due diligence and expects to be in a position to announce the winner later this spring.

With any luck, we'll see the first tall wood building in the U.S. under construction in 2016.

Although it started work in 2012, the SLB has had a significant impact on our industry. Our estimates indicate that, in 2014 alone, the SLB generated 500 Mbf in incremental demand for wood products worth more than US\$200 million – that's a 12:1 return on investment.

There has never been a more important time to stand up for the SLB, and to support and leverage the successes of its programs.

By building on the collaborative strength of our industry, we can address the threats and take advantage of the opportunities in front of us.

With the Canada-U.S. Softwood Lumber Agreement set to expire in October, and the SLB subject to a revote in 2016, we can't allow narrow interests to derail the gains we've made.

And, to be clear, I am speaking here as a North American and someone who cares deeply about our industry.

I invite everyone to play a role. Take action, don't be a bystander. Work with us. Be a vocal advocate for the SLB and its achievements.

I've been in the lumber business for more than 35 years. For the first time in my career we have a sustainable funding model and that's deal-

ing with both the threats and opportunities facing the Softwood lumber industry.

We've made great progress. Let's keep it going.

(Duncan Davies is President & CEO of Interfor Corporation, a growth-oriented lumber company with operations in Canada and the United States. The Company has annual production capacity of 3.1 billion board feet and offers one of the most diverse lines of lumber products to customers around the world. Davies is Vice Chair of the Softwood Lumber Board and a Director of the Binational Softwood Lumber Council.) ■

NAWLA News Update – Continued from page 2

their organizations and the industry.

Fitz explains that his NAWLA 10 Group came to fruition after he attended a GenNext seminar at the Traders Market in Las Vegas and first heard about the groups. He, too, wanted to be part of an intimate group of industry professionals who he could bounce ideas off of, while gaining different perspectives into industry challenges. To that end, Fitz says that the members of his group, while in similar industries, all hold various positions in their organizations, creating a diverse set of member feedback. "It's particularly important for people new to the field to get in here and see things from a different perspective. Everyone knows how their business runs, but they need to see how they compare to others."

Similarly, Bethany Doss, business manager at Capital Lumber, is the leader of the GenNext 10 Group, which she created about three years ago with the other "young guns" of NAWLA. Doss says, "Our goal has always been to be able to discuss current issues we're all facing, whether that's industry-related or something we're dealing with at our specific companies." Doss adds, "Sometimes you feel as though you're the only one running around like a crazy woman, and it turns out, you're not." She also points to the benefits this group has helped her bring to her organization, as she has been able to show the leadership team that other wholesalers face many of the same challenges and provide different perspectives on how to approach these challenges.

Both Fitz and Doss say that some of their most impactful meetings revolved around succession planning and recruitment, though both groups had different focuses. Fitz, drawing on the diversity of his group's membership, tapped into the skills of member Anthony Muck, manager of customer support at DMSi. Muck had experience with various programs and

Continued on page 37

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tools to help with the hiring process, and he brought this knowledge to the group. “I led a presentation on hiring, and we discussed what tool each company uses for hiring and how it helps them identify the right people for the right job.” Fitz adds that this discussion led him, and the other group members, to consider new tools and processes that they weren’t familiar with. “[DMSi] used a psychological exam as part of their hiring process, and that is something that was totally foreign to some people in the group.”

In the GenNext 10 Group, tackling the “next-in-line” aspect of succession planning was top of mind, as many members are part of a family business. Doss says, “[It’s] hard when you’re in a family business to know when to step up and say something that might not be popular and when to hold your tongue.” The GenNext 10 Group also talks through some cross-generational challenges that they often face in the workplace, including recruiting and hiring young professionals into the industry. “The recruiting piece has been interesting, because I believe that our group (and generation) does not think it’s as hard to recruit into this industry as some of our older co-workers think it might be.” Doss and her group see the industry as a thriving place to create an impactful, long-lasting career, and they are eager to spread the message.

As the groups surge forward, there is no absence of topics to discuss. Doss outlines just a few areas of focus for current and upcoming meetings. “Our topics we discuss range from recruiting, sales techniques, technology, older generation vs. younger generation issues, profitability metrics, trucking and logistics issues and more.” Fitz also takes a “sky’s the limit” approach, rattling off just a few topics slated for future discussion. “We will be talking about industry books and motivational books, sales – what makes a good sales person, and how can we take a weak sales person and make them strong. We will look at industry trends, specifically the generation gap.” And, he adds the caveat, “whatever the group really wants to talk about.”

The most important aspect of these groups, however, is the camaraderie that they engender. Doss emphasizes, “It’s single-handedly been the most rewarding piece of my NAWLA experience.”

Muck also says, “The best part about being involved is forming this relationship, and it has led to much more than just a group for work; I genuinely care about these individuals, and we build friendships rather than just contacts in the industry.”

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](http://www.nawla.org). ■

AWC UPDATE – Continued from page 2

them to the many industry resources that have been developed specifically for their use by the American Wood Council (AWC), APA - The Engineered Wood Association, Canadian Wood Council, WoodWorks and reThink Wood, among others.

Often, builders, designers and building officials with whom you may interact are in need of continuing education units (CEU) or just want to explore and learn proper wood design at their own pace. As an organization that is closely involved in the development of building codes and standards to ensure safe wood construction, AWC offers a complimentary, self-directed education program to address these topics in wood design. Thirty courses are currently available from AWC for CEU credit, all of which are certified by ICC or the National Council of Structural Engineers Association (NCSEA), including courses on:

- AWC Standards - A background on standards developed by AWC and referenced in the International Building Code, including the National Design Specification® (NDS®), wind and seismic provisions, and connections.
- Building Codes - Includes the latest design considerations in recent editions of the International Building Code, International Residential Code and International Wildland Urban Interface Code, along with code updates, fire protection requirements, California wildfire compliance and proper residential deck construction.
- Design Considerations - Highlighting specific design considerations in wood-frame construction such as connection solutions, seismic-resistive design, shear walls, wind-resistive design and durability.
- Green Building - Covers the evolving definition of green building and its relationship to sustainable building materials, covering green building, wood product Environmental Product Declarations (EPDs) and meeting energy objectives.
- Materials - Introduction to various wood products, including expanded

Continued on page 38

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AWC UPDATE – Continued from page 37

options for traditional and engineered wood technology and building solutions. Topics covered include characteristics of wood, traditional and engineered wood products, cross-laminated and other mass timber products, and new trends in wood construction.

In today's building codes, wood's structural performance makes it an outstanding option for a broad range of applications — from repetitive framing common in many smaller structures to larger framing systems utilizing mass timber. In May, please join me in celebrating our industry's leadership and outreach on building safety by spreading the word on these and other available educational resources.

For AWC, a full list of online courses and complimentary registration for the self-directed learning program is available at www.awc.org. ■

WHO'S WHO – Dunse – Continued from page 2

Arts degree in Economics. His first position in the forest products industry was working on the clean up crew for Raintree Lumber Specialties in 1993 and 1994. Currently he handles sales of Western Red Cedar, Hem-Fir and Douglas Fir lumber products. Dunse has worked in his present position for two and half years.

Western Forest Products is a member of the Western Red Cedar Lumber Association and the North American Wholesale Lumber Association.

In his spare time Dunse enjoys lacrosse, rugby, beer league hockey, coaching U20 rugby and playing sports with his son. He has been married to Candisha for approximately six years and the couple has one son, with a daughter due this month. **For more information visit www.westernforest.com.** ■

WHO'S WHO – Lundstrom – Continued from page 2

Rogers Secondary School, Nelson, BC, in 1977. He has worked at Mid Valley Lumber Specialties for three years, all spent in his current position.

Lundstrom started in the forest products industry as a Western Red Cedar sales representative in 1989. Other positions he has held within the industry include inventory control specialist, transportation specialist, and marketing specialist.

Mid Valley Lumber Specialties is a member of the North American Wholesale Lumber Association and the Western Red Cedar Lumber Association. In his spare time Lundstrom enjoys woodworking, music, gold panning and fitness. He has been married to Verna for 27 years and the couple has one son and one daughter. **For more information visit www.midvalleylumber.com.** ■

WHO'S WHO – O' Grady – Continued from page 2

ferred by the company include mining timbers and other specialized timbers, such as micro-dried timbers. In-house laminating, treating and staining plants are also available to fit customers' needs. Goodfellow has the ability to produce mixed loads.

O'Grady has held his present position at Goodfellow for over 20 years, with a total of 31 years spent at the company. As product manager O'Grady handles purchasing of lumber for the company's siding operation and laminate plant, along with overseeing all Western Softwoods (Fir and Cedar) and Yellow Pine.

Goodfellow Inc. is a member of the North American Wholesale Lumber Association, Western Red Cedar Lumber Association, National Lumber Grades Authority and Timber Framers Guild, in addition to being FSC and ISO certified.

In his spare time O'Grady enjoys family, fishing and travel. He has been married to Teresa for 29 years and the couple has two daughters, ages 24 and 18. **For more information visit www.goodfellowinc.com.** ■

WHO'S WHO – Ritz – Continued from page 2

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

Ritz began in the forest products industry at Wilson Lumber in Concord, MA. A graduate of Lawrence Academy, Groton, MA, he attended Kenyon College in Gambier, OH. Prior experience includes Hood Distribution where, during his employment there, he was awarded 2010 Salesman of the Year out of 35 nominees.

Certified by International Organization for Standardization, Robbins Lumber Co. is a member of the Northeastern Lumber Manufacturers Association and the North American Wholesale Lumber Association.

He and Kara, his wife of 21 years, have twin daughters. In his spare time Ritz enjoys spending time with his family, camping, fishing and working on his home. **For more information visit www.rlco.com.** ■

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WHO'S WHO – Runge – Continued from page 2

Pine.

Among its unique offerings, Interfor lists the ability to be a single source for a diverse range of structural, industrial and appearance lumber products. Several of the company's mills are also SFI, PEFC and FSC certified.

Runge graduated from Governor Mifflin Senior High School, Shillington, PA, in 1973 and obtained a bachelor's degree from Penn State University, State College, PA, in 1977. His first position in the forest products industry was handling lumber sales at St. Regis Corporation in 1982. Runge joined Interfor in March of 2014 when the company acquired Tolleson Lumber Co.

In his spare time Runge enjoys fishing and photography. He has been married to Karen for 31 years and the couple has one son and one daughter. **For more information visit www.interfor.com.** ■

WHO'S WHO – Yazdanpour – Continued from page 2

ies, just-in-time distribution, 2x4 through 2x12, 8 to 24-foot custom lengths, No. 2 and No. 3, and all 2x4 and 2x6 studs, including custom, precision end-trimmed lumber.

Yazdanpour graduated from Meridian High School, Meridian, ID, in 1985 and attended Boise State University, Boise, ID. He has worked at Idaho Timber for 24 years, his entire career in the forest products industry. He started with the company as a sales trainee in 1992, and has been in his current position for 18 years. As general manager he oversees sales, production, administration and marketing.

Idaho Timber LLC is a member of Timber Products Inspection, Inc. and the North American Wholesale Lumber Association.

In his spare time Yazdanpour enjoys exercising, skiing, guitar, music, tennis, reading and spending time with his family. Yazdanpour has been married to Amy for 15 years and the couple has a daughter, Ella (13), and a son, Ezra (11). **For more information visit www.idahotimber.com.** ■

DURGIN & CROWELL – Continued from page 4

Focused on being a reliable and consistent producer of wood that takes care of the customer needs, Manning said Durgin and Crowell is about partnerships. "We're looking for back-to-back business and a partnership

with people. We're not on the open market, chasing the long dollar so much as we're looking for opportunities where there's a potential for repeat business. It doesn't matter if it's a load a week, or a load every six weeks. It's the consistency that we look for."

He continued, "Some of our customers are second or third generation; their kids have taken over the business and they are still in a partnership with Durgin and Crowell. We're very good stewards of the land. We take a long-term approach to business. I think we have a great working relationship with the principals of the town that we're in, and we have a really good sense of what it means to be a large business in a small geographic area. Customers do business with people they like, and I think customers like us."

Durgin and Crowell is a member of the North American Wholesale Lumber Association, the Northeastern Lumber Manufacturers Association and supporters of the Society for the Protection of New Hampshire Forests, New Hampshire Timberland Owners Association.

For more information visit www.durginandcrowell.com. ■

NAWLA/VANCOUVER – Continued from page 13

Vancouver Regional Meeting, held at The Vancouver Club and hosted by the North American Wholesale Lumber Association (NAWLA). Harder served as chairman of this meeting and introduced Marc Saracco, executive director of NAWLA, who welcomed over 200 guests and members to the event.

The meeting included presentations from Bob Lenarduzzi, president of Vancouver Whitecaps FC, Peter Woodbridge, president of Woodbridge Associates, Kim Marshall, vice president of Woodbridge Associates, and Lexa Hobenshield (Kinder Morgan Canada) and Gavin Dew (Trans Mountain Expansion Project). Ian McLean spoke to attendees about organizers of the event.

Among the points made from guest speaker Woodbridge's presentations were these:

- There are several factors fueling over-supply of Softwood lumber in the market. These include: diversion to the U.S. market of the China lumber supply; currency-fueled SPF lumber; currency-fueled Euro lumber; currency-fueled Russian logs/lumber; low tax-rated Canadian public

Continued on page 40



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NAWLA/VANCOUVER – Continued from page 39

timber; and the U.S. South SYP industry coming along as the dominant supply region and price setter.

- How long will the super-saturated supply last? Through 2015 and will continue to “hold down” lumber prices into next year.
 - Among the noted shifting trends through next year were these:
China/non-Japan Asia demand will “return and grow,” but when is an uncertainty. Federal Rate increases will impact this trend as well. Bank of Canada is expected to hold currency well below the U.S. dollar. The Euro lumber supply is expected to chase the U.S. R&R business.
 - Texas, Florida and California account for 1/3 of all U.S. building permits, and lead in available jobs.
- Conclusions about the U.S. Softwood lumber market, as presented by speaker Peter Woodbridge, were as follows:
- The U.S. recovery is not strong enough in 2015 to offset super-saturated supply.
 - This super-saturated supply will last approximately 15 months. U.S. demand recovery and North America’s shift towards supply-demand balance is anticipated by Fall 2016.
 - Longer term “lumber super-cycle” fundamentals remain strong.
 - U.S. housing starts rise in 2015: 1.05 to 1.08 million (vs. 1 million in 2015).

- The square foot percentage of total housing starts stays low, constraining lumber demand and prices.
- China’s demand for Canadian lumber is down 10 percent in 2015. But by 2016, rising imports from China will help tighten global supply-demand balance.
- SPF 2x4 RL No. 2 & Better FOB Mill “bellweather” price per mfbm in 2015 will average USD308 vs. USD345 in 2014. By 2016, this will rise to USD365.

For more information, or to contact NAWLA, visit online at www.nawla.org. ■

NAWLA/PORTLAND – Continued from page 15

Lumber Association (NAWLA) in observance of a regional meeting. NAWLA Executive Director Marc Saracco welcomed attendees and delivered an associational update, following opening comments by Kevin

Dodds, of Collins, Wilsonville, OR.

Saracco was followed by a panel presentation, which included NAWLA Chairman Scott Elston, vice president of marketing and business development for Forest City Trade Group, Portland, OR; Past NAWLA Chairman Mike Phillips, president, Hampton Affiliates, Portland, OR; and Duane Vaagen, president of Vaagen Bros. Lumber Inc., Colville, WA.

Topics discussed by the panel included:

- The value of the wholesaler in the lumber industry
- Each panelist shared what their organization is currently doing to differentiate themselves from the competition
- A market outlook for the remainder of this year and 2016
- Open Q&A discussion.

Phillips noted that wholesalers prove valuable by “providing logistic and financial services, and we are consistent buyers.”

Vaagen echoed that observation, adding that “wholesalers know the market, know the buyers and so we bring lots of value. We’re driven by the forest.”

Elston added that as an industry, “We are going to tread water a few years then business will strengthen. We’re finding that the repair and remodel industries are our largest lumber users currently. Overall, we anticipate a 25 percent growth in the market in the next few years.”

The regional meeting concluded with a networking reception.

NAWLA was founded in 1893 and representatives can be contacted through its website at www.nawla.org. ■

JACKEL ENTERPRISES – Continued from page 17

about 95 percent of the company’s products to other businesses. “We sell to cabinet shops, product manufacturers, and high-end residential and commercial contractors,” said Jackel, whose firm also encompasses an urban forestry division (West Coast Woods) and a manufacturing firm dedicated to making real wood box beams. Through the former, the company salvages street trees, urban fall-downs, and institutional tree removals, and converts the logs into lumber and live-edge slabs.

Primarily focused on the Northern California market and open to working with customers nationwide, Jackel Enterprises has been involved with some interesting projects over the years. One of the most memorable and intricate involved 18,000 total board feet of 6X10 vertical grain, kiln-dried Clear Fir timbers for a luxury residence overlooking the Pacific

Continued on page 41

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JACKEL ENTERPRISES – Continued from page 40

Ocean and Big Sur. The 85/15 export-grade timbers extended up to 35 feet in length and were used to construct a radius ceiling. Jackel said the project required a trip to the Canadian sawmill to preview the logs and get production in gear. "It took some time to get everything in order and the logs delivered," said Jackel, "but in the end it worked out perfectly."

Prior to the recession, Jackel said his company's reach and customer base extended into Arizona and Colorado—an area that's been reduced as a result of economic conditions. So far, even with the national economy in recovery, he hasn't seen a return to "normalcy" on that particular front. "We'd like to get back to where we were, but that hasn't happened yet," said Jackel, who views the challenging recession as somewhat of a blessing, versus a curse. For example, he said it forced the company to cut back in certain areas and to begin using more "just-in-time" inventory strategies. Both of these moves led to further efficiencies and a more profitable operation overall.

To offset the effects of the recession, Jackel also started up the West Coast Woods division and said that effort is going very well. "That's been very successful, and something we really enjoy being involved with," he said. For that division, the firm utilizes two of its own dry kilns that have a total capacity of about 6,000 board feet.

"We primarily use them for the urban woods," Jackel added.

Jackel, who said his firm has "rebounded significantly from the recession," now has his eye on more business growth during the year ahead. "We're small, but specialized. We have a small market share, so now we're working to expand that," said Jackel, whose biggest challenge is finding knowledgeable sales staff to help him achieve that goal. "We're not selling commodities here, so we can't just have order takers. We need that special blend of industry/product knowledge and sales acumen, and that's not easy to find."

As he continues his search for the right salesperson to add to his current team of four reps (including himself), Jackel said he'll continue to leverage the strengths that have buoyed his firm's growth over the last 24 years: a project-based, customer-centric approach to the lumber business and the ability to adapt to changing business climates and pressures.

"The market we serve is very specifically project driven; it's about what's fashionable at the time," Jackel explained. "Because of this, we have to

be aware of what is being specified and then adjust our inventory accordingly." And on the West Coast Woods side, Jackel said his firm is "making markets" because it sells live-edge slabs. "That is a very refined niche in the lumber industry right now, although it's growing," said Jackel. "Going forward, we'll be trying to expand that urban wood footprint while also maintaining and growing our core business."

For more information visit www.jackelenterprises.com. ■

MONTREAL WOOD – Continued from page 19

recently at the Queen Elizabeth Hotel, was a success. A total of 650 participants from the wood products industry and over 80 exhibitors responded to the invitation to attend. The organizing associations of the MWC included: the Quebec Wood Export Bureau (QWEB), the Quebec Forest Industry Council, the Ontario Forest Industries Association, the Ontario Wood Products Export Association and the Maritime Lumber Bureau. At the same time as the MWC, the third annual Canadian Wood Pellet Heating Conference was attended by an additional 85 participants for a grand total of 750 registrants.

At the Queen Elizabeth Hotel, the Montreal Wood Convention held conferences on economy and markets. Participants received presentations by David Crowe, chief economist and vice president of the National Association of Home Builders, on the U.S. housing market; Bob Berg, Senior Economist, of RISI, on the timber market outlook in North America; and Charles Tardif, vice president of Maibec and member of the Softwood Lumber Board (SLB), on the results of the promotion program led by the SLB in the United States.

The next day of the MWC, delegates were invited to attend a technical seminar where manufacturers shared their vision for the future in regard to innovation and technology.

In the future, the fourth edition of MWC will take place on March 22-24, 2016, at the Queen Elizabeth Hotel. **For more information, visit online at www.montrealwoodconvention.com.** ■

LAT – Continued from page 20

such as the golf tournament at Moody Gardens Golf Course held in conjunction with the meeting, and also provided exhibitor space so compa-

Continued on page 42



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LAT – Continued from page 41

nies could display new products and discuss their latest services. A Texas legislative update was provided as well as a silent auction to benefit LUMPAC, which is the political action committee for LAT, and all LAT members are eligible to contribute.



Carter Smith, Cedar Supply Inc., Kyle, TX; Cheryl Sparks and Chris McCollum, Cedar Supply Inc., Carrollton, TX

Attendees also had opportunity to listen to guest motivational speaker Crystal Washington, considered as an expert on how to use social media to grow a company's customer base and awareness of the business' branding message.

Washington hosts a weekly technology segment on Houston's Fox television affiliate.

LAT President Ted Galbraith, of Foxworth Galbraith Lumber, noted in a written statement that, "Despite the 20-30 percent increase



Cameron Coker, Hixson Lumber Sales Inc., Willis, TX; and Lou Peacock, Hixson Lumber Sales Inc., Caddo Mills, TX

many economists have projected since 2009, we believe we will see an 8 percent increase in revenue with 4 percent increase in demand...the difference being commodity inflation. Dealers will feel pressure to keep costs low, but that has always been true for our industry."

For more information about this association, visit online at www.lat.org. ■

SCMA – Continued from page 21

at the Worthington Renaissance, Sundance Square, Fort Worth, Texas.

For more information about the Association, or to get on board with Cypress promotion, visit www.CypressInfo.org or email member-services@cypressinfo.org.

The Southern Cypress Manufacturers Association is a non-profit organization dedicated to the promotion of Cypress building products to trade professionals and consumers. **Learn more at www.CypressInfo.org.** ■

RETAIL REVIEW – Continued from page 23

Lumber Yard Supply has 40 employees in Great Falls and about 60 more in operations in Billings, MT, and Spokane, WA.

"We were not for sale; they approached us," said Owen Robinson, who was the fourth generation of his family to lead the business. "They have the same culture as ours. We started negotiating and the price was fair."

Wausau Supply also bought the Lumber Yard Supply name and will operate with it in Great Falls, Billings, and Spokane.

Lumber Yard Supply was established in 1866 in Bathgate, ND, by John Burns Robinson and John Mahon as a retail lumberyard.

Wausau Supply Co. was established in 1947. Today the company has 14 locations in seven midwestern states.

"They are four times bigger than our company," Robinson said. "What was important to them in this market is our existing relationships with our customers. It was the right decision."

He continued, "It was a bit of a sad day. My grandfather, my father and myself spent our careers with this company. But even though we weren't for sale, if we had been, we couldn't have found a better fit."

For more information visit www.wausausupply.com. ■

Koopman Acquires 7th Lumberyard

Whitinsville, MA—Koopman Lumber & Hardware, based here, recently purchased 128-year-old Lamson Lumber, located in Hudson, MA.

The purchase will make Koopman's 7th location.

The company has appointed experienced manager Dave Wiersma, who has been with the 75-year-old chain for over 40 years.

Lamson's previous owner, Lona Lamson, said Lamson Lumber was es-

Continued on page 43

RETAIL REVIEW – Continued from page 42

established by her great grandfather. “It was a good time to sell,” said Lamson. “We were getting ready to sell in the next two or three years, but we were approached by Koopman.”

Koopman Lumber & Hardware is also a family-owned business, which Lamson said made it a good option. The new owners plan to keep the current Lamson employees on board, which include many in the original family.

The store will remain in the same location with the same employees, but Koopman plans to add in-house lumber engineering, an expanding window selection and more.

For more information visit www.koopmanlumber.com. ■

Sanford And Hawley Inc. Acquire Rogers Sash & Door

Unionville, CT—Sanford and Hawley Inc. recently announced the acquisition of certain assets of Rogers Sash & Door Co. of Newington, CT. Both Sanford and Hawley and Rogers Sash & Door are family-owned and operated companies with over 274 years of combined experience delivering quality building materials and millwork throughout Connecticut and Western Massachusetts.

“We couldn’t be happier knowing a company with the reputation of Sanford and Hawley and more than 130 years of experience will be taking care of our customers,” Vice President of Operations for Rogers Sash & Door, Ron Sager said. President of Sanford and Hawley, Bob Sanford, added, “My grandfather, Truman, purchased Andersen Windows from Rogers Sash & Door and we’ve enjoyed a longstanding 75-year relationship between the two companies. This feels like a very natural evolution. We look forward to working with our new customers and continuing the level of quality and service they’ve come to expect.”

Sanford and Hawley will provide both millwork and building materials to the customers of both companies from its locations in Unionville, Avon and Manchester, CT, along with its Massachusetts region location in West Springfield.

For more information visit www.sanhaw.com. ■

MIDWEST BUSINESS TRENDS – Continued from page 25

are consistent with our recent surveys and are primarily due to severe weather hitting the Midwest and other parts of the country,” said NAHB Chairman Tom Woods, a homebuilder from Blue Springs, MO.

A supplier in Iowa noted, “I’m optimistic about the market. I think we’re going to have a decent summer because product is down in price right now. The weather is probably the most important factor here right now. It hasn’t been conducive for digging yet, so that’s been holding some things up. We have some things that are ready to go and it’s just a matter of when we can get some decent weather.”

Handling 2x4 and 2x6 Spruce/Pine/Fir and 2x8-10 and-12 Fir Larch, he said all products are moving about the same. “We’re not having any availability issues and our inventory levels are higher than this time period last year. Prices are down slightly but I see that changing in the next month or two.”

He continued, “If we get decent rain to produce a crop I think that our business will be very steady. I would expect the same kind of year that we had last year, which was a decent year.” ■

WEST COAST BUSINESS TRENDS – Continued from page 25

through mid-April.” Harder, who was one of the main organizers of the very successful and well attended NAWLA regional Vancouver meeting, also said that, “While traders struggle to envision market stabilizing factors on the horizon, forestry reports warn of unprecedented wildfire threats in the woods this summer. Record low snow packs in the mountains are in evidence on both sides of the border. For now though, summer market impacting factors seem far, far away.”

Archie Rafter in sales for Andersen-Pacific Forest Products, Maple Ridge, BC, said, “While we have plenty of large, old growth logs at the moment, generally speaking it is hard to find clear material. Demand for clear Western Red Cedar is very strong at the moment and we are busy.”

Cam Cook of Gorman Brothers, West Bank, BC, said his company’s board production and sales have remained strong and steady. “So far, even in Alberta, our sales are still strong, even though oil prices have dropped from \$100 to \$50 a barrel. The prairie provinces are struggling right now. If oil stays down in price, people will start getting laid off and it will affect building. About a third of our business is sold into the U.S. and the strong U.S. dollar has helped offset the five percent tax on lumber going from Canada to the U.S. That tax could go up to 10 percent in June. Commodity mills may have to curtail production to offset that. Spring breakout came earlier this year and it is causing a short term issue with log supply. We will lose some mill production time and have to cut back to two shifts for maybe three weeks because of it. Offshore, we have had some interruption in our sales to Jordan due to Isis. It’s too

Continued on page 44

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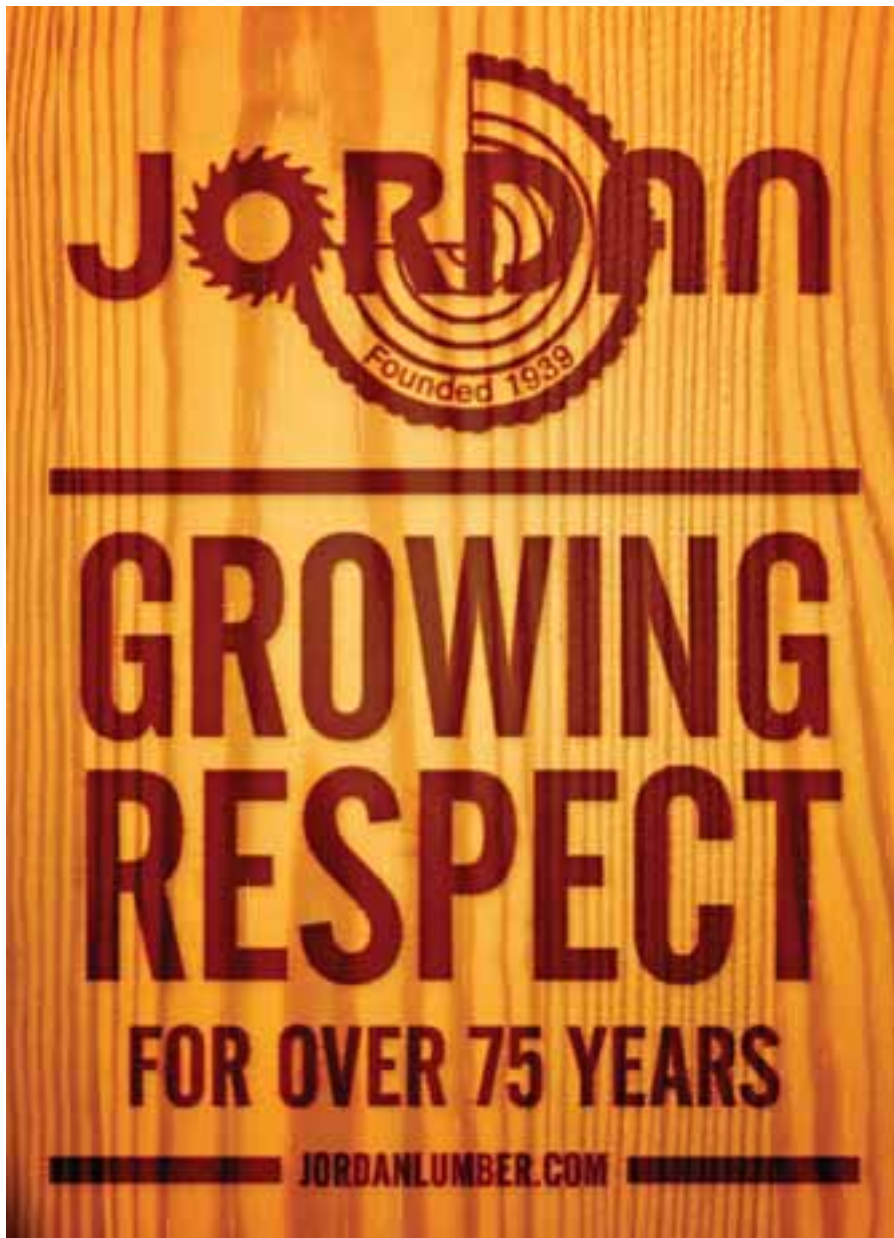
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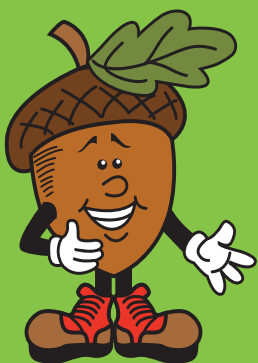


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WEST COAST BUSINESS TRENDS – Continued from page 43

bad, because our product was going into making beds for refugees. We are currently selling in 26 countries. Overall our business is holding level, moving sideways and sales are out to August.”

The Waldun Group in Maple Ridge, BC, came off a good year in 2014 and they report that 2015 is somewhat stronger in their sales of Cedar shingles and shakes. **Partners Curtis Walker and Kirk Nagy** say business is good in sales of these products and they are talking about plans for additional Cedar product sales within the year.

Carlos Furtado of Sawarne Lumber Company, Vancouver, BC said, “Right now in Cedar everyone wants their wood for prompt shipment. WRC 4x4 and timbers have been moving well. Our inventory is in good shape, although we have some concerns in the log supply due to the probability that we will have a hot summer. The strong U.S. dollar has helped offset the five percent duty on Canadian lumber moving into the U.S. The duty would hurt us more if the Canadian dollar were stronger.”

Rob Marusic with Downie Timber, Revelstoke, BC, said, “The Cedar market is strong, but fiber is tight due to early winter break up. We have a large log mill and a small log mill and you get only about 35 percent of our clear material from the large log. The smaller logs don’t yield a lot of clear material. Demand is strong for all our Cedar products, but just the other day a customer wanted to double his clear material order. I had to reluctantly tell him we couldn’t come up with it.”

Tom Jones and Scott Boates of Teal-Jones Group, Surrey, BC, indicated their company’s products of Cedar lumber, shingles and shakes, and white wood are all going strong. “We have excellent sources for logs on our lands and have had no issues with log supply,” they said.

Across the border, **Dave Halsey, president of Patrick Lumber, Portland, OR**, said, “Strong markets on the West Coast in upper grades are keeping us busy. Every major West Coast city has cranes in the air and there are several large profile jobs in the Bay area. Several of our customers completed ‘best month or best 1st quarter,’ recently. Throughput and production constraints are our biggest concerns currently. And with very warm dry weather patterns, many are worried about the coming fire season and the effect on log supplies. Currency fluctuations are also a significant factor. If you are an importer, it has been to your advantage; if an exporter, it’s the reverse. Keep an eye on the USD vs. all other currencies as it will likely continue to dictate the direction of the markets.”

Dave also mentioned that one of his team members just returned from a trip to the Vancouver area and learned that “Clear Cedar is tight and demand is very high.”

Leslie Southwick, sales manager for C&D Lumber, Riddle, OR, said, “In Douglas Fir there still seems to be an oversupply of product that is outweighing demand. The weak first quarter has left our customers hesitant about purchasing unless they have firm orders. The excuse of the cold weather across most of the country has worn thin and I think producers and buyers are wondering if other factors are inhibiting stronger sales. We definitely have heard that the additional volume of Canadian wood in the market place has softened the market. Plus, the spread between dry and green Doug Fir is so marginal that buyers are buying more dry and less green wood, which is keeping the price of green two-inch dimension stable. Prices have also weakened on 4” and 6” timbers, but I think we will see a rebound in some of those prices late into the second quarter. Our customers still seem positive in the sense that 2015 will turn out to be a good year with expectations that the summer into late fall will be the busiest time of the year. Transportation has improved for us with steady truck availability and railcar capacity. Truck rates have also seemed to be holding consistently.”

Steve Killgore of Roseburg, Dillard, OR, said, “The strengthening of the U.S. dollar seems to have negatively impacted lumber and panels the most. While the overall business climate is better, the additional volume finding its way to the U.S. is putting pressure on prices. While we do not do much export, I know that for firms that do, they are concerned about their ability to compete in overseas markets.

“Our customers report very good activity, and though winter weather slowed parts of the country, there seems to be optimism as the year progresses. We have had strong activity in all of our product lines. Engineered wood and our particleboard business have exceeded our expectations. I would say that we are on plan with our operating strategy for the year in terms of our inventory. Trucking will continue to be an area of concern. That said, we are finding ways to get our freight moved. We have to be aware of the various agriculture cycles and seasons as they are particularly difficult to contend with as they have a perishable product.”

Jim Walsh of Rosboro, Springfield, OR, said, “The lumber side of our business is soft right now and a lot of that is due to the slowdown in Chinese buying. The strong U.S. dollar has hurt export markets and Canada

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WEST COAST BUSINESS TRENDS— Continued from page 44

is moving more wood into the U.S. Our Glulam and Engineered Wood business is strong and seeing sustained sales activity, largely going into the housing market. Our plywood mill has been down for about a year just due to the fact that our logs can be better used to make a profit in our other products. Also the OSB market is over produced and this is a substitute for plywood sheathing. We think 2015 will be a good year, but maybe a bit softer than 2014 overall.”

Also in Oregon, a source addressed the transportation situation on the West Coast, commenting, “Transportation has not gotten any better. In fact the UP has raised rates again this year at 3-5 percent depending on traffic lane. It appears that having net income, not just total revenue, in the multiple billions per quarter is just not enough for those that are greedy enough and can get away with it. Truckers have not necessarily lowered their rates, but at least are more interested in either negotiating a slightly lower rate if they have the available equipment, or are leaving their rates flat. But overall, it feels like the biggest challenge we will be facing this year will be over-production and log costs.” ■

INLAND WEST BUSINESS TRENDS— Continued from page 26

bound in 90 days. We may have to get cheaper on our prices first but it will come back.”

Looking at the remainder of the year he said, “We’re oversupplied right now and until something shifts, things are going to stay the same. Generally we are all expecting a better year. I believe the rest of the year will trend upward.”

“Assuming that the economy as a whole doesn’t fall apart, we should see demand increase slightly,” a source in Montana said. “I look for demand to get better and the supply and demand will balance out. I don’t anticipate lumber prices going very high. Depending on what part of the world they are in and what their log costs are, at these levels they really aren’t making much money. Especially when you throw in the Canadian Softwood Lumber Agreement with the new 10 percent tax, putting all those factors together is going to be challenging.”

At press time a Colorado contact said, “The market is fairly soft right now. It is showing signs of turning positive, but we are just climbing out of a lot of bad weather and it is slow in turning around.”

He continued, “Prices are worse than this time last year, but activity is about the same. If we look at our stud production there is a fair amount of Canadian production that is coming across the border at pretty cheap levels so we’ve been up against that. In studs we’re moving Fir Larch, and on the board side Spruce/Lodgepole/Pine is probably moving the best. Our Whitewood studs are a little slow because of the Spruce/Pine/Fir influence from Canada.”

As for supply he said, “We’re in the middle of breakup for our logging season so the stud mill is in pretty good shape. We are struggling to get enough logs for our board mill.”

Another supplier in Idaho commented, “Transportation has improved slightly. That may be due in part to not being as busy. I do have some concerns when the lumber market turns around that there will be some logistical headaches. We have customers all over the country and offshore and it’s been kind of following the weather patterns. The Southeast has been very rainy and Northeast and upper Midwest had some significant weather so I think the business slow down is mostly weather related.”

As for what remains in 2015 he said, “I think we’re going to see a slow recovery. I don’t think housing starts are going to be as robust as what they were forecasting. I think we’ll see lumber prices increase and activity slowly increase.” ■

NORTHEAST BUSINESS TRENDS— Continued from page 26

rates. A lot of people have programmed business or their model is set up on a certain freight level and now that those rates have gone up, they can find people to haul them, but they are few and far between.”

He indicated his customers’ markets are slow. “There’s a lot of wood in the pipeline and I think people are anticipating a good year once it kicks off. The Northeast was just so inundated with bad weather that it’s going to take a while and some good weather to turn that around.” ■

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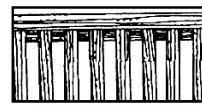
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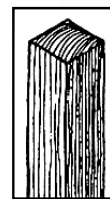
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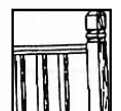
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SOUTHEAST BUSINESS TRENDS – Continued from page 27

seems to be doing very well. On the West Coast they're not doing so well. We're actually seeing a little bit of tightening in those markets where they are seeing excess inventories at the moment."

When asked about the remainder of the year, he commented, "By all predictions we have heard a 15 to 20 percent increase overall, which I certainly think is a miscalculation. There is a possibility for some pent up demand where we should or could see at least a five percent increase in business going into the third quarter." ■

ONTARIO/QUEBEC BUSINESS TRENDS – Continued from page 27

flat, but we're slightly more optimistic than flat for this year."

That sense of guarded hope is echoed by the sales manager at an Ontario-based wholesale operation. He did note, however, that although sales remain steady, production is ramping up, upsetting the balance between supply and demand.

"Demand has not improved because of the weather. The snow in Canada and water in the Northeast this winter, plus the fact that production from the past year was high, means the price is dropping," he said. "It is never good when you see \$10 or \$20 drops."

He noted that many customers are stocking up on inventory gradually, and added that his customers are reporting that they had minimal orders during the first few months of 2015.

"Inventory at the mill level is pretty saturated," he said. "Anything we bought in the last two weeks or so, we've lost our shirts on. In some cases, we have not received it or even sent the check, and we've already lost money on it."

He pinned the bulk of the problems on a pair of issues. First, he said, a number of mills that have been closed for the better part of a decade are beginning to reopen. Some are increasing their output while others are modernizing their existing equipment. At the same time, he said, housing starts "just are not there."

"We're running out of baby boomers, and they are the ones building custom homes," he said. "There is a finite supply of people in their 50s and 60s, and they are a good portion of what was driving our demand here."

On a brighter note, he noted that many of his customers are reporting that they have quoted a lot of jobs for the rest of the spring.

"Some are quoting more than they have in 10 years, so it is looking like it will be a busy year, but it remains to be seen whether the demand keeps up," he said.

"When you go back to what happened last year, the building season did not start until July in our area. It is going to be an interesting second half of the year. Last year we had customers who were down 30 percent to 40 percent at this point and managed to finish up. Will they be able to do that again this year? Will the business be there? I have never been able to say, 'This is what I expect' and then it happened."

That sense of uncertainty resounds in Quebec as well, where the sales manager at one mill that sells Spruce, Pine, and Fir up and down the eastern seaboard is not sure what the future holds. "Right now, things have changed a little bit compared to the last two years. The last two years, all the western mills had logistic issues, especially with ordering during the winter. We were shorted several times during the last two years. That has limited our capacity of shipments to the U.S."

As with his counterparts in Ontario, he noted that the equilibrium between supply and demand has become problematic due to increased mill production. Still, he said the problems from this past winter pale in comparison to those the mill weathered during the winter of 2013-2014. Still, the winter of 2014-2015 has brought its own set of challenges.

"Demand is quite slow and everybody has wood to sell," he said. "We were expecting housing starts to be over one million houses, but the last indication showed 150,000 housing starts. There is a pocket of wood that needs to be sold, so it is going to take a little bit of time. Right now there is not a lot of liquidity in this market."

As the weather improves, he said, sales should grow as well. He predicted that demand will likely turn around within the next month and a half. Still, until the wood that is already in the pipeline works its way out, there remains the prospect of a possible shut down during the summer months.

"There is a chance that the western mills could sell a chunk of lumber into the Chinese market; and that could give a shot in the arm to this market. Right now we are still struggling. Most of our mills are based in Quebec and Ontario, and there is not much house building because of the harsh winter. Things should get more active real soon in our market, and if demand bounces back, we will be in a good place this summer." ■

WASHINGTON SCENE – Continued from page 28

national ambient air quality standards (NAAQS) ozone standard.

Robert Glowinski, president and CEO, AWC:

"We support clean air and realistic, science-based air quality standards. However, a further restriction is not justified because the health effects evidence for ozone has not changed significantly since EPA last tightened the ozone NAAQS in 2008. In fact, EPA just published the 2008 Ozone Implementation rule earlier this month, seven years after it set the new standard. So before EPA again changes the rules, the 2008 standard should first be fully implemented by the states and its impacts assessed before the goal posts are moved once more."

Donna Harman, president and CEO, AF&PA:

"The costs of further tightening the standard are significant when there is such

Continued on page 47

scientific uncertainty. EPA's own cost benefit analysis would make the ozone rule one of the most expensive air regulations ever. The proposed revisions could place most of the country in nonattainment, putting five times more paper and wood product mills at risk." ■

TRADE TALK

Mid-State Lumber Open For Business In Spite Of Recent Fire Loss

Branchburg, NJ—Mid-State Lumber Corp., headquartered here, recently lost a 15,000-square-foot storage facility with inventory along with a 10,000-square-foot office building by fire at its location in Warrick, NY.

The Times Herald-Record of Middleton, NY, reports more than 100 firefighters battled the blaze, which was ruled an accident. Firefighters from 20 fire departments worked overnight to get the blaze under control.

Co-owner Kenny Bernstein said the operation is still open for business and Mid-State Lumber will rebuild.

Mid-State Lumber was established in 1976. The company



Kenny, David and Gary Bernstein

encompasses nearly 400,000 square feet of covered storage on 34 acres. With three regional distribution centers strategically located to serve retail dealers in the Northeast, each location has a vast inventory of lumber, wood products, flooring and decking available for immediate shipment.

For more information visit www.midstatelumber.com. ■

New On-Product Interfor Stamp Benefits Customers

Peachtree City, GA—Interfor Corporation, based here, recently announced it is changing the grade stamps at its U.S. Southeast operations. According to the company press release, the new grade stamps will allow customers to easily identify which mill produced the lumber.

Effective immediately, both Timber Products Inspection (TPI) and Southern Pine Inspection Bureau (SPIB) mill grade stamps will include the initials "IF" and a number for each of the eight Interfor sawmills in the U.S. Southeast on each piece of Interfor Southern Yellow Pine structural lumber.

"Our customers know Interfor stands for the highest quality, and we want to make it easier for them to identify our Southern Yellow Pine lumber," Donna Whitaker, vice president of sales and marketing said. "The Interfor identifier on the grade stamps tells customers they are buying products backed by our promise to deliver quality products 'on spec, on time, every time'."

Interfor has an annual production capacity of 1.2 billion board feet of Southern Yellow Pine lumber. The mill identifiers are: Baxley, GA (IF01); Eatonton, GA (IF02); Swainsboro, GA (IF03); Thomaston, GA (IF04); Perry, GA (IF05); Preston, GA (IF06); Georgetown, SC (IF07); and Meldrim, GA (IF08).

The company has a total annual production capacity of 3.1 billion board feet. For more information visit www.interfor.com. ■

USNR Acquires Söderhamn Eriksson

Woodland, WA—USNR recently announced that it has acquired Söderhamn Eriksson and all of its subsidiaries from Cellwoodgruppen AB.

George Van Hoomissen, president and CEO of USNR, commented that he was very interested in the opportunity to acquire Söderhamn Eriksson because he felt that Söderhamn Eriksson's strong market position in Europe would complement USNR's strong position in North America, and that both companies' positions would be strengthened as a result of the combination in South America, Australia/New Zealand, Russia, and Asia.

"We believe that Söderhamn Eriksson's extensive sales, distribution, and service networks in Europe will help USNR to more broadly introduce and support its products in Europe," stated Chris Blomquist, vice president of sales for USNR. "Lack of local support infrastructure can be a challenge, but now the combined organization has an extensive OEM support network spanning 15 time zones, three continents, 10 countries, and at least nine languages. No other company in our industry even comes close to matching this level of aftermarket support."

Within the Söderhamn Eriksson organization, this acquisition is also viewed as positive and transformative. Henrik Lefvert, Managing Director for Söderhamn Eriksson, stated, "We have products that are very well-suited to the North American style of sawmilling, and we are optimistic that with the support of USNR, we will be able to successfully introduce these products into the United States and Canada."

Lars Lindvall, international sales manager for Söderhamn Eriksson added, "We are also very excited to be able to creatively package solutions that combine products from Söderhamn Eriksson with those from USNR. We have, of course, been able to collaborate with USNR in the past, and have done so on a number of occasions, but we are now in a position to provide fully integrated, end-to-end solutions anywhere in the world."

"The combination of USNR and Söderhamn Eriksson offers customers far more

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options when planning a project," stated Chris Blomquist.
 For more information about Söderhamn Eriksson and its product line visit www.se-saws.com.

USNR operates seven facilities in the United States and Canada, including three large manufacturing plants, plus a sales and service center in Russia. **For more information about USNR and its product line visit www.usnr.com.** ■

Zip-O-Log Acquiring Idled Mill

Eugene, OR—Zip-O-Log Mills Inc., based here, recently announced purchase of the 180-acre Cone Lumber Company mill site in Goshen, OR.

The Cone sawmill has been idle since 1995. Zip-O-Log has operated a planing mill on the property since 2006.

According to a recent article in The Register-Guard, Zip-O-Log paid \$1.55 million to buy the Cone Lumber mill property.

At press time Zip-O-Log plans for the site have not been disclosed.

Founded in 1944, Zip-O-Log is a family-owned business. The company specializes in Douglas Fir timbers but also cuts posts, joists, stringers and domestic clears.

For more information visit www.zipolog.com. ■

Mike Kusar Joins Montrose Forest Products As General Manager

Montrose, CO—Montrose Forest Products Inc., located here, recently announced Mike Kusar as general manager.

Former sawmill superintendent of Interfor, Thomaston, GA, and deputy general manager of Tolleson Lumber Co., Perry, GA, Kusar holds a Master's degree in Business Administration from Mercer University, Macon, GA, and a Bachelor's degree in Business Management from Western State Colorado University, Gunnison, CO.

A division of Neiman Enterprises, Montrose Forest Products produces 2x4 and 2x6 studs. Annual production for the operation is 60 million board feet.

For more information visit www.neimanenterprises.com. ■



Mike Kusar

Swanson Group Rebuilding Panel Mill

Glendale, OR—Swanson Group Manufacturing LLC, located here, recently announced plans to rebuild its plywood and veneer mill in Springfield, OR, which was destroyed by fire in the summer of 2014.

Swanson has been working with insurers, a neighboring landowner and local and state government officials on rebuilding options.

According to President and CEO Steve Swanson, the new mill will produce and merchandise veneer produced from logs sourced from private, state and federal forests. The plant will also manufacture an array of premium plywood products, including medium and high-density overlays, siding and industrial grade panels in 8-9-and 10-foot lengths.

"We are excited about this opportunity and, assuming everything falls into place, we will be able to start ordering equipment in the coming months," Swanson explained. "Springfield is well-positioned in terms of log supply and work force which make our site an attractive place to recapitalize."

Construction should begin soon, and according to Swanson, should be complete by mid-2016. Hiring should start late in the first or early in the second quarter of 2016.

For more information visit www.swansongroupinc.com. ■

Kevin Hancock Appointed To U.S. Manufacturing Council

Washington, DC—The Secretary of Commerce recently appointed Hancock Lumber's President and CEO Kevin Hancock to the National Manufacturing Council.



Kevin Hancock

The Council was established in 2004 to serve as the principal private sector advisory body to the Secretary of Commerce on matters relating to the U.S. manufacturing industry. The Council meets four times per year with the Secretary, advising on strategic issues facing American manufacturers. Hancock Lumber is the only lumber manufacturer represented in the group.

Secretary Penny Pritzker recently stated in a press release, "The Department of Commerce continues to make investments that will keep our manufacturing sector on the cutting edge of innovation, including two new Commerce-led National Networks for budget. I look forward to working together with the new and returning Manufacturing Council members, whose unique expertise and perspective will be integral to our efforts to boost the economy and create U.S. jobs."

Hancock commented on the new leadership role, "There are a lot of great manufacturing companies represented on the Council so I am looking forward to the networking, idea sharing and learning opportunities that will be created. I am glad that, through Hancock Lumber, a manufacturer from Maine and the forest products industry will be represented in this group. Hopefully we can collectively have a positive impact on federal policy and direction regarding the growth of manufacturing in this country."

Established in 1848, Hancock Lumber is a sixth generation, family-owned lumber supply company operating a land company, a sawmill division and a network of retail lumberyards across Maine and New Hampshire, including a 7,000-square-foot home design showroom, Home Again by Hancock Lumber in South

Continued on page 50

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

May

NAWLA Toronto Regional Meeting, Sheraton Toronto Airport, Toronto, ON. For more information: www.nawla.org. May 5.

Western Red Cedar Lumber Association, Cedar Summit, Delta Ocean Point Hotel, Victoria, BC. For more information: www.realcedar.com. May 5-7.

NAWLA Birmingham Regional Meeting, Hyatt Regency Birmingham, Birmingham, AL. For more information: www.nawla.org. May 12.

June

Maritime Lumber Bureau, 76th Annual Convention, St. Andrews-by-the-Sea, NB. For more information: www.mlbagm.ca. June 2-4.

Southern Forest Products Association Expo, Georgia World Congress Center, Atlanta, GA. Contact: Eric at 504-443-4464. June 10-12.

July

Southeastern Lumber Manufacturer's Association, 2015 Annual Conference, Waldorf Astoria Orlando Hotel, Orlando, FL. For more information: www.slma.org. July 15-18. ■

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For more information visit www.hancocklumber.com. ■

Fox Lumber Revives Ashland Sawmill

Hamilton, MT—Fox Lumber Sales Inc., based here, has restarted the long-dormant Ashland Sawmill, located in Ashland, MT.

The mill, built in the 1950's, has been owned by the Northern Cheyenne Tribe since the 1980's. After also considering options in and near Sheridan, WY, Fox signed a long-term lease in Ashland, where it will utilize salvage timber from the Ash Creek Fires of 2012.

Fox Lumber offers all grades and species of dimensional lumber, wholesale lumber, 2x4, 2x6, Oriented Strandboard, and more. For more information visit www.foxlumber.com. ■

NElMA Rolls Out Grader Academy™ 300

Cumberland, ME—Launched in the fall of 2014, the Northeastern Lumber Manufacturers Association's (NElMA) Grader Academy™ online grader training program is up, running and moving forward. The latest offering is: level 300 courses for Eastern White Pine.

Following the progressively more challenging Level 100 and Level 200, the six courses within the Level 300 series offer guidance on the handling of defects and anomalies within lumber that might require further information. Level 300 follows the contents of NElMA's "General Definitions and Instructions for Grading Eastern White Pine" supplement to the grade rules book.

The NElMA Grader Academy was designed for mill employees, dealers, and anyone interested in learning more about lumber grading and offers a natural learning approach through the use of visual images to reinforce all elements of the grading process. Academy information covers the two most important Softwood lumber species and species grouping in the Northeastern and Great Lakes regions: Eastern White Pine and Spruce-Pine-Fir.

A fourth series (Level 400) is due to debut in the third quarter of 2015. The Grader Academy is located at www.graderacademy.org and is non-subscription with no pay-to-use elements.

Founded in 1933, NElMA is the not-for-profit rules writing agency for Eastern White Pine lumber and the steward of the lumber industry in the Northeast. NElMA is also the grading authority for Eastern Spruce, Balsam Fir, the Spruce-Pine-Fir (SPFs) grouping, and other commercially important eastern Softwood lumber species. For more information, please visit www.easternwhitepine.org and www.nelma.org. ■

Softwood Lumber Board Publishes 2014 Annual Report

Washington, DC—The 2014 Softwood Lumber Board (SLB) annual report is now available. The report provides a broad overview of programs funded by the SLB and summarizes 2014 program performance for investors.

The SLB supports innovative and effective marketing and communications initiatives that target opportunities for growth in the building value chain and position wood as a material of choice for current and future building applications.

The SLB focuses on a few well-developed initiatives in order to have a real impact on the consumption of outdoor, residential and non-residential Softwood lumber products.

For more information call 202-463-4705 or email info@softwoodlumberboard.org. ■

OBITUARIES

Sangara Singh Sawarne passed away recently. He is survived by his wife of 57 years, Harji, and his brother Terry Sangara (Ajmaer); by his daughter Devi (Matthew Querée) and her sons Shaun, Teja and Will Johnson; his son Davy (Kathy) and his children Jaelem, Rauvynne, Asha Sangara and Sophia Boubol-Baker; his youngest son Kirpy (Sheila) and their children Alexander and Madeleine Sangara; and his honorary son Jerry Ralla (Devi and family). Sawarne is also survived by many nieces, nephews, great-nieces and great-nephews. He also leaves behind in-laws Deljeet Dimock, Gurmeet Biln and Hardev Teja. He was predeceased by his sisters Davender K. Bains (Debo) and Mohinder K. Gill (Mindy).

He was the owner of Sawarne Lumber, located in Ferndale, WA. During Sawarne's life he made many friends, including the Mitchell Island gang, his Lumber Guys, his Tuesday bowling buddies, his long-time friends in Phoenix, AZ, and the members at Point Grey Golf & Country Club, where Sawarne was recently made an honorary member.

In lieu of flowers, donations may be made to the VGH & UBC Hospital Foundation/Clinical Trials Research in Multiple Myeloma in Sawarne's memory at 855 W. 12th Ave. #190, Vancouver, BC V5Z 1M9. ■

Theodore "Ted" Bloch, 87, recently passed away. Bloch was the founder of Bloch Lumber Co., Chicago, IL, and former chairman of the North American Wholesale Lumber Association (1979-80).

He was the husband for 66 years of Sonia nee Igloe; father of Elizabeth Bloch-Smith (Mark Smith), Nancy Bloch and Robert Bloch (Barbara Kahn); Poppa of Benjamin (Elizabeth), Rachel, Shula, Sarah (fiancée Eric), Hannah, Mollie, Sam, Becca and Ben and great-grandfather of Addison; brother of Helen (the late William) Birenbaum.

In lieu of flowers, donations may be made to Moriah Congregation, Camp Ramah in Wisconsin and The Southern Poverty Law Center. For information, tributes and condolences contact: Shalom Memorial Funeral Home 847-255-3520 or www.shalom2.com ■

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- **Product Purchaser** – You help maintain a steady supply of material through solid connections with lumber yards to stay ahead of sales and market demands.

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