

# EASTERN WHITE PINE



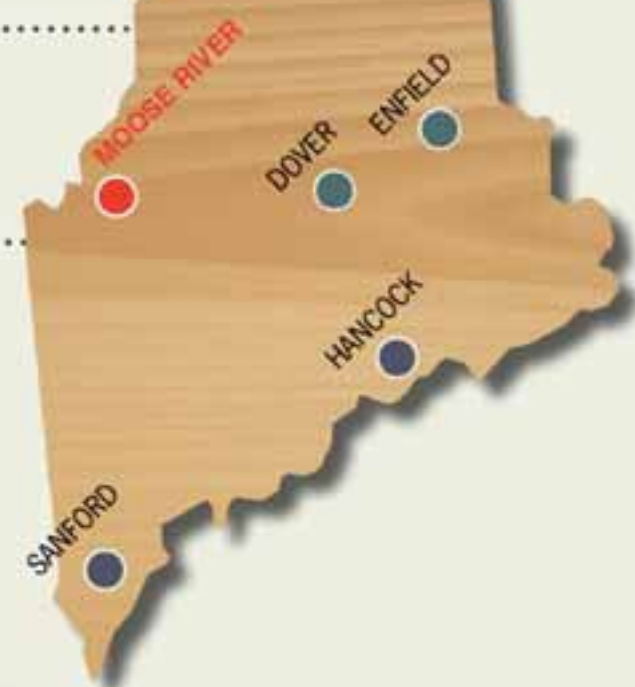
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\* All lumber sold through wholesale, wholesale distribution, and buying cooperatives





non-residential construction projects and appearance applications. Each of our program areas – The American Wood Council, rethink Wood; WoodWorks; Tall Wood Research; Wood, Naturally; and the Tall Wood Building Competition – hinges on empirical research that shows the clear economic, environmental, and performance benefits of Softwood lumber, making an emphatic

case for wood. Meanwhile, our ongoing evaluation processes help us to identify areas for improvement and untapped opportunities, such that we leave no opportunity unseized now or in the future. The check-off’s effectiveness in increasing Softwood lumber’s market share has prompted competing industries to take notice and devise their own new strategies and marketing efforts to counter our impact. For example, the National Ready Mix Concrete Association recently launched a \$20 million, five-year effort to win back eroding mid-rise market share from the wood industry. Meanwhile, the Metal Construction Association has invested heavily in its brand identity and marketing to stem their loss of market share. Thanks to our efforts and your technical and financial investments in the SLB

over the past five years, the SLB has the tested, high-quality tools, technical capacity, and momentum needed to continue to extend our marketing reach, deepen our impact, and reclaim market share in the next five years. We hope you agree that the SLB has delivered a substantial return on your investment in the check-off. A vote to reauthorize the Softwood Lumber Check-Off program for five more years is to be held later this year. As it has done since the SLB’s founding, the board is committed to providing you with timely and accurate information, so you are empowered to make a well-informed decision when it comes time to renew the SLB. The SLB has changed what is believed to be possible building with wood. The success we’ve seen has been unprecedented. We welcome feedback and encourage input into SLB-supported activities in order to increase our reach and impact. For more information, visit [www.softwoodlumberboard.org](http://www.softwoodlumberboard.org). ■



backs.” This session utilized the same Audience Response System (ARS) and discussed common mistakes and misconceptions related to buckling, hole cutting, checking, and moisture intrusion. APA Engineered Wood Specialist and Member Services Liaison Karyn Beebe, P.E., presented both programs. **SmartLam Approved For APA Membership** The APA Board of Trustees has approved membership for SmartLam, a cross-laminated timber (CLT) manufacturer in Columbia Falls, MT. SmartLam manufactures a line of CLT mats that are used in a variety of industrial applications, including crane and rig mats, and road access in oil field and construction areas. The company also produces CLT components for use in modular structures and bridges. SmartLam is currently expanding its operation and its facility to produce architectural-grade CLT that can be used in building construction and is working with APA to achieve certification to the *ANSI/APA PRG 320: Standard for Performance Rated Cross Laminated Timber*, the binational standard (for the U.S. and Canada) developed by APA and approved by the American National Standards Institute. “SmartLam is well-positioned to provide CLT to the emerging mass-timber market in North America,” said APA President Ed Elias. “We’re pleased to welcome them into APA membership and look forward to working with them as they expand their product offering to include construction-grade product.”

**Production Increases Supported By Improvement In End-Use Market Demand In 2015**

Housing starts in the U.S. totaled 1.11 million in 2015, up almost 11 percent from 2014. In Canada, housing starts were slightly greater than 198,000 units, up nearly 5 percent from 2014. Demand for APA member products also received a boost from growth in repair and remodeling, non-residential construction and industrial applications. The strength of the U.S. dollar played a critical role in attracting plywood imports from Chile and Brazil, so not all of the increase in product demand was met by in-

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Plywood & Panels

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The Softwood Forest Products Buyer March/April 2016



## Northeast Business Trends



**By Sue Putnam**  
Editorial Director

Contacts in the Northeast region reported that the overall state of the market seemed to be steady and that demand for their products is strong. They also agreed that a mild winter at the time of this writing was contributing positively. A wholesaler in Connecticut said that business in his area is doing well. He noted that it hasn't fluctuated much in the last

few months.

At the time of the interview, this source said that weather had been pretty mild and hadn't caused too much trouble for them, "but that's one of those things that is ever-changing. A week from now it could cause a hiccup," he said.

This contact handles Eastern Pine, Sugar Pine, Ponderosa Pine and Southern Yellow Pine in various grades and thicknesses. He said that the demand for all of those species was strong and that his inventory is "about where it should be" for this time of the year.

A wholesaler in New Hampshire said that the market has slowed some since a busier than anticipated start to the year, "but the last couple of weeks have been a little quieter, but certainly not to a point to cause a concern."

He said that the main factor affecting the market has been weather, and because his area wasn't heavily effected by the recent snow storm, they are doing well. "For the most part the weather has been fantastic which I really think is aiding the business this time of year," he commented.

This source deals with Eastern White Pine in 4/4 all grades and Eastern Spruce 2x4 through 2x12 all grades. He noted that both species are "selling briskly." Regarding inventory, he described it as adequate. "We don't have too much, we don't have too little. It's like the porridge is just right," he said. His customers consist of contractor yards, manufacturers that use wood products and some do it yourself/home center type stores.

He added that "pent up demand" should help the market as the year progresses.

"Up until this point, business has been very good, based on the fact that we haven't had any poor weather yet," a source in Maine said. "It's allowing production to continue to move into the marketplace at this time of the year more so than it normally would."

"I also get the impression that there's not a lot of wood in the pipeline right now, which helps," he added.

This contact handles primarily White Cedar for his company and focuses mainly on the fence components industry. They produce 1-inch boards in 1x3, 1x4 and 1x6 and he said his supply was currently good. He added that the company as a whole, which also deals with Spruce and White Pine, is in good shape too.

For the Northeast as a whole, he said, "I wouldn't say that it's trending up or down compared to the last six months but I would say based on this time of the year compared to normal, it's definitely better." ■

**In Print and Online...**

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## Inland West Business Trends



**By Terry Miller**  
Associate Editor

Lumber contacts in the Inland West area of the U.S. are looking forward to the arrival of spring months and the rise in demand that it has historically brought in the past.

A source in Idaho noted that comments from his home center, distribution and dealer customers have been that the current slower takeaway is entirely due to the time of year. "Once

spring months roll in, things will pick up. Right now you just have to sell more to get more," he said.

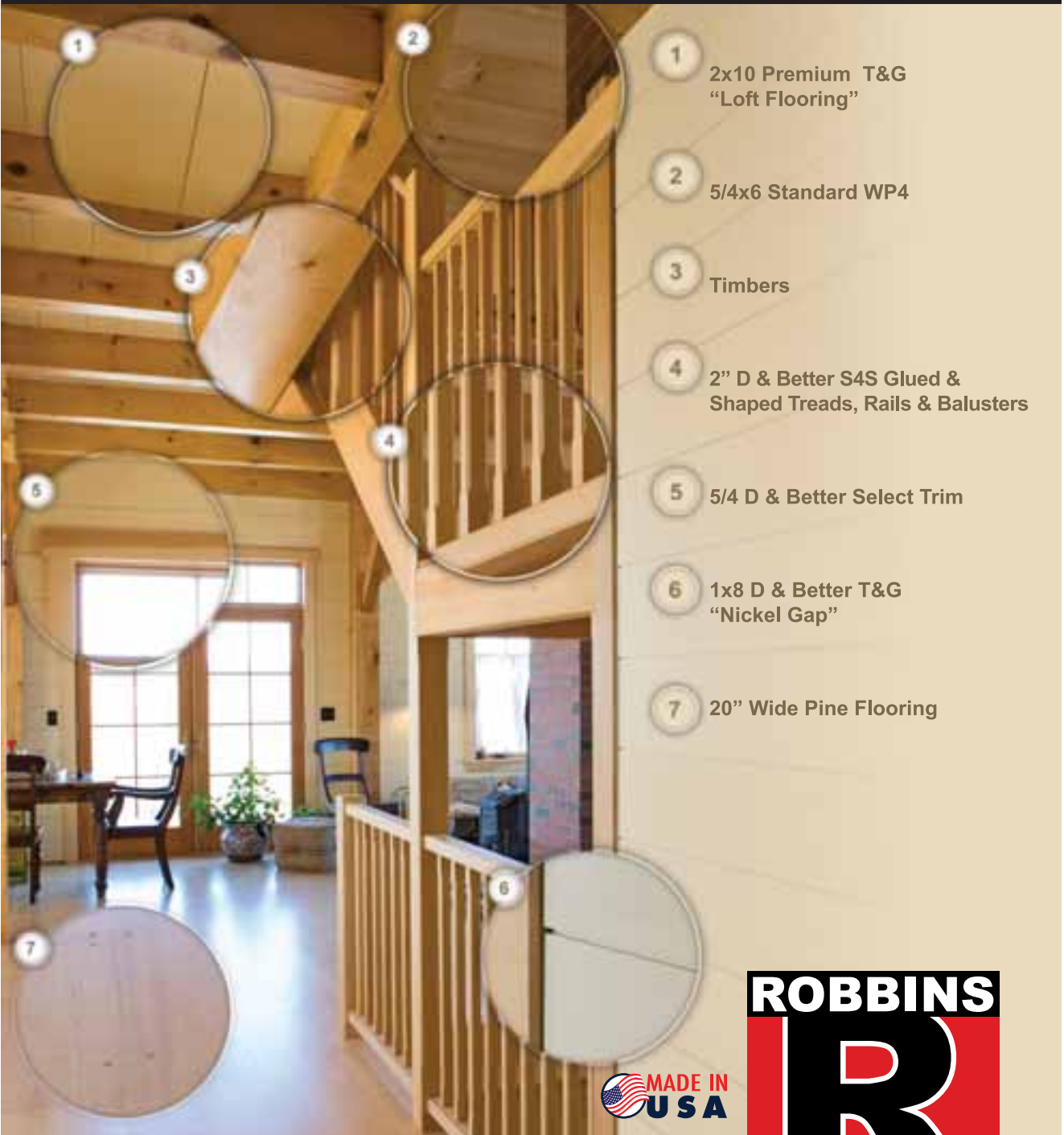
This contact markets Select and home center grades, which are primarily No. 2, low grades and stud grade. The biggest movers on his product list are Doug Fir and Larch in the home center grades, as well as Select and No. 2. The source said that sales haven't spiked for any particular items over the last few months. "Right now Doug Fir seems to be much more fluid than White Fir. Nothing is moving particularly strong, but it's pretty much the same every year. We expect that to change in the coming months like it always does."

A manufacturer of Ponderosa Pine located in Wyoming said, "It's challenging. Our customers are still purchasing, but they're doing so in a much more 'hand to mouth' sort of way. They're operating with a focus on just-in-time orders, so I guess you could say they can afford the luxury of carrying lower inventories."

His attitude towards the current market's dull product movement was far from

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## South/Southeast Business Trends



By Gary Miller  
Managing Editor

Sources in the Southeast region agree that while business might be a little down from where it has been the last six months, it is moving in a positive direction.

A contact in Alabama said that the market would be good “if the weather would leave us alone.” He said that the cycle of cold weather followed by rain is keeping builders from being able to do work on homes unless they are “dried in.” “Everybody tells me that they’re a little behind at the moment and

trying to get caught up,” he mentioned.

He did note, however, that the demand for housing seemed to be moving along in a good direction and said that he expects business to improve as the weather does.

This wholesaler deals with Pine, Spruce, Cedar and Cypress in various grades 1-inch to 2-inch. He said that all of those products are moving well and that his inventory levels are decent. “There are some items that are a little harder to obtain right now due to the weather, like the upper grades,” he added.

A contact in North Carolina said the market is good, but he noted that it is not as strong as it has been in the last six months. “Recently it does seem to be getting a little better,” he said. He attributed the market being down as a result of the overall state of the economy, and explained that weather has been no more of a factor than it usually is.

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## Ontario/Quebec Business Trends



By Alex Gillespie  
Associate Editor

As the United States gears up for another Presidential election, and winter weather patterns continue to keep builders on edge, Softwood lumber suppliers and sellers remain uncertain as to what the rest of 2016 may hold in store for them. Top that off with the ongoing lumber trade negotiations between the United States and Canada, and it is clear that although there is plenty of guarded optimism, there is also an undercurrent of concern, as mills and wholesale operations alike try to prepare for the possibility of either growing or slowing sales.

The owner of one Ontario-based mill said his company has seen significant improvement in terms of sales during the past 12 months. His company, which deals mostly with smaller contractors, cabinet-making shops, and homeowners, sells a lot of hardwood to furniture makers, but also quite a bit of Pine, a fair amount of Fir, and some Cedar for decking. He said he feels his company's improved prospects are more a reflection of the business's marketing efforts rather than a sign of general trends in the industry as a whole.

“Compared to a year ago, our business has gone up; our sales are up 20 percent over last year,” he said, adding that word of mouth and a new marketing strategy has helped. Still, he said he is not sure whether the increases are sustainable. “Everything is going up a little bit in price, so what that does is unknown; that would be the bigger question, I think.”

He linked the Canadian economic uncertainty to the United States' dollar. He

noted that when the U.S. dollar is strong, as it is now, it tends to drive up the prices of everything Canadians must buy. At the same time, he noted, the economies in the United States and Canada remain strong.

“Our economy is going really well,” he said, citing new home builds and a strong real estate market. He said that the small business owners he talks with report good fiscal pictures, with the expectation that those positive numbers will continue. Still, he said, as the cost of business continues to rise, there is less certainty in terms of how long the upward trend will continue.

He also noted that an ongoing boom in the Softwood lumber industry could produce unexpected consequences that have not been an issue for some time.

“At some point, log supply could factor into it,” he said, adding that he did not know how close, if at all, the industry was to this tipping point. “One of the things is as the U.S. economy strengthens, it could create a supply and demand issue. That could create a spike from the States, although it seems that things are headed in the right direction.”

A mill operator in Quebec echoed those concerns, noting that many mills have either curtailed production or closed altogether during the past decade of anemic sales numbers.

“The problems over the last decade could potentially create some new bumps,” he said. “In regard to mills that have closed over the past 10 years, we have to question will there be enough supply to meet the demand? For the mills that have gone from three shifts to one shift, that labor supply is gone now. It's not easy to call those guys back in.”

He added that although he firmly believes things are better than they were even four years ago, it remains to be seen how a stabilizing industry will deal with this emerging new reality. If, for example, the owners of shuttered mills race to reopen, will a surge of supply more than offset the demand, leading to a quick return to sub-par pricing and too much product chasing

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# Washington Scene



### USFS Reports On Drought Effects

The U.S. Forest Service released a report, Effects of Drought on Forests and Rangelands in the United States: A Comprehensive Science Synthesis, which provides an assessment of scientific research on the impacts of drought on U.S. forests and rangelands. This report will help the Forest Service better manage forests and grasslands impacted by climate change. Major findings from the report include:

- Forest-based products and values – such as timber, water, habitat and recreation opportunities – may be negatively impacted.
- Drought projections suggest that some regions of the U.S. will become drier and that most will have more extreme variations in precipitation.
- Drought and warmer temperatures may increase risks of large scale insect outbreaks and larger wildfires.

Edited by Forest Service scientists in partnership with Duke University, the document provides a valuable new tool to inform discussion, planning and implementation of adaption strategies for land managers and policy makers. The collaborative effort authored by 77 scientists from agencies and research institutions across the U.S. examines ways to understand and mitigate the effects of drought on forests and rangeland including the 193 million acres of National Forest Systems lands.

### Colorado Pine Beetle Outbreak Is Over But New Threat Emerges

The Mountain Pine Beetle epidemic that ravaged Colorado's Pines for two decades is over because most of the vulnerable trees are dead, but a second bug that attacks Spruce trees is spreading, forestry experts recently announced. The Aspen trees are generally fairing well after suffering worrisome die-offs from drought in previous years.

A recent aerial survey done by the U.S. Forest Service and the Colorado State Forest Service showed the Mountain Pine Beetle has returned to pre-epidemic levels after attacking more than 5,300 square miles of forest since 1996.

A related insect, the Spruce Beetle, attacked another 285 square miles of Spruce trees last year for a total of 2,500 square miles since 1996. That was a smaller increase than the year before, according to experts, but it is too early to tell whether the epidemic has peaked.

Spruce forest may recover more slowly than the Pine because Spruce prefer shade and don't do as well in the direct sunlight of a dead forest, experts say.

### Oregon Forest Gets \$700K+ In Grants

Forest groups in Central Oregon, Hood River County, the Oregon Coast, Wasco County and the Western Cascades recently received more than \$200,000 to clear standing dead trees and improve forest habitat.

Those groups include timber industry workers, environmentalists, county commissioners, small business owners and others that develop using forest recommendations.

The Oregon forestry department expects to give out another \$500,000 in similar grants within the next few months, according to the *Portland Business Journal*.

The news comes after the announcement that a sustainable tree farm has been sold to a dairy farm and will be fully harvested.

### USDA To Invest \$150 Million Through Conservation Stewardship Program

U.S. Department of Agriculture Secretary Tom Vilsack recently announced that \$150 million in funding is available for agricultural producers through the Conservation Stewardship Program (CSP), USDA's largest conservation program that helps producers voluntarily improve the health and productivity of private and Tribal working lands.

USDA's Natural Resources Conservation Service (NRCS) plans to add an estimated 10 million acres to the rolls of CSP during fiscal 2016. NRCS accepts applications for CSP throughout the year but producers should submit applications by March 31 to USDA service centers to ensure they are considered for enrollment. Participants with existing CSP contracts that will expire on Dec. 31, 2016 have the option to renew their contracts for an additional five years if they agree to adopt additional activities to achieve higher levels of conservation on their lands. Applications to renew are also due by March 31.

Since 2009, USDA has invested more than \$29 billion to help producers make conservation improvements, working with as many as 500,000 farmers, ranchers and landowners to protect over 400 million acres nationwide, boosting soil and air quality, cleaning and conserving water and enhancing wildlife habitat. For an interactive look at USDA's work in conservation and forestry over the course of this Administration, visit [www.medium.com/usda-results](http://www.medium.com/usda-results).

In addition, the CSP program has provided more than \$4 billion in assistance to farmers, ranchers and forest managers to enhance conservation on more than 70 million acres. For more on technical and financial assistance available through conservation programs, visit [www.nrcs.usda.gov/getstarted](http://www.nrcs.usda.gov/getstarted). ■

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**APA NEWS – Continued from page 24**

creases in production. Accounting for this, OSB among North American producers totaled 20.36 billion square feet in 2015, up 2.4 percent from 2014. Plywood production in North America fell 1.1 percent to 10.68 billion square feet in 2015. Challenging competition from other products constrained the use of I-joists in 2015, so North American production was up just 1.5 percent to 687 million linear feet. This also had an impact on the use of LVL, and production growth was 4.7 percent, totaling 66.5 million cubic feet. Glulam producers benefited from the rise in construction activity in all sectors, with production up 7 percent to near 273 million board feet. ■

**AWC Update – Continued from page 2**

As the voice of the wood products industry, the American Wood Council's (AWC) Manufacturing Environmental Regulation program provides credible data and policy recommendations to federal and state government agencies on biomass energy and environmental issues. We work to ensure the industry's interests are understood and valued by regulators. When necessary, AWC uses the judicial process to challenge actions that in our view go beyond the authority provided in the underlying statute.

For example, last year AWC's efforts saved the industry millions in capital costs by working with the Environmental Protection Agency (EPA) to improve how Boiler MACT – standards that limit certain air pollutant emissions from large industrial boilers – is implemented, including securing the addition of dry biomass as a qualifying "clean fuel." We were also able to persuade the courts to uphold the Non-Hazardous Secondary Materials rule allowing continued use of resinated, construction and demolition wood as boiler fuel.

Currently, AWC staff is also actively engaged on EPA's Clean Power Plan, which has the potential to affect the recognition of biomass energy as carbon neutral. AWC has joined a petition for review in the D.C. federal Circuit Court on EPA's treatment of biomass energy in the final plan. After reviewing the Clean Power Plan, it appeared that the rule may place unnecessary and inappropriate restrictions on states' use of biomass energy as part of their plans to reduce carbon dioxide emissions from electric power generation. Furthermore, the litigation seeks to protect biomass energy use as a critical component of renewable power.

The environmental benefits of using biomass energy from manufacturing residuals and other sources have been widely recognized in numerous studies, by agencies and institutions, and in legislation and rules around the world, including guidance from the United Nations (UN) Intergovernmental Panel on Climate Change and the reporting protocols of the UN Framework Convention on Climate

Change. Our country's own public policies should not construct artificial mandates or incentives which disrupt the nation's existing, efficient and balanced biomass markets. Wood products facilities use all parts of the raw material not only in the manufacture of products used in everyday life, but also to create most of the energy needed to do so without producing CO2 that wouldn't have otherwise been released to the atmosphere as a natural part of the carbon cycle.

It is important for the industry to understand and advocate on key issues affecting wood products, including the carbon neutrality of biomass energy. To learn more about the policies highlighted above, as well as to track other relevant federal legislation, check out AWC's new Grow the Vote platform (<http://bit.ly/AWC-scorecard>). ■

**MOOSE RIVER – Continued from page 4**

sort them by diameter, then we send the logs through our metal detector. We also have two debarkers – a 12-inch and a 22-inch model, both are Nicholson's.

The 12-inch debarker feeds a hew saw, which is a small log line and is fully optimized. The 22-inch debarker feeds a canter twin line by PHL Equipment Inc., located in St. Ephrem, QC, and a PHL edger optimizer. We also use a trimmer optimizer by Autolog for sorting. In the sawmill, we use a 60-bin sorter, and we have a 30-bin sorter in the planer mill. We manage our inventory in real time with bar code tags and are able to keep track of the lumber throughout the process.

"We dry Spruce between 25-to-40 hours and Fir dries longer – over 100 hours. Currently, our inventory consists of 30 percent Balsam Fir and 70 percent Spruce."

Even after the log goes through the mill, Moose River utilizes what remains of the tree. Chips and sawdust are sold into the paper and pellet industry. Bark is sold to the mulch and biomass industry, and planer shavings are burned on site. "Our 600 horsepower Hurst boiler runs at 400 psi, and can literally burn anything. That boiler also feeds a turbo-steamed back-pressured turbine which produces some of the electricity for the mill. We have several double-track kilns on-site with



A load of Pleasant River Lumber's products is pictured wrapped and ready to ship.

Continued on page 29

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**MOOSE RIVER** – Continued from page 28

a total drying capacity of 475,000 board feet.”

Moose River’s sawmill operates five days each week, 9-hour shifts with a maintenance crew available around the clock. “We like to think we’re like a race car,” Desjardins said. “When it’s racing, we have maintenance kicking around in case we need to change a tire. We try to put all hands on deck with our best guys. Tom Sylvester is our maintenance engineer, and he does a great job of plant maintenance for us.”

Desjardins continued, “The truth is this facility is just a building without the people who work here. Our people are our biggest asset, so when we talk about a family company and treating them like family, we are talking about our 75 employees. They are involved and part of all the processes and improvements and they do whatever it takes to keep the mill running its best. All of our department supervisors have ‘Whatever It Takes’ in their job description. They lead by example – safety, quality, production – following procedures, doing everything as it should be done.”

That can-do attitude has enabled the company to grow from its original 48-acres to the present 73 acres, from which they ship their product. Fifteen percent of Moose River’s orders travel via nearby rail service with all No. 2 Common and Better products paper wrapped. Desjardins noted that if a customer wants a load tarped, Moose River will oblige. “We have a truck that does what we need, such as pick up and accommodate items that are not near us or are expensive and time sensitive. With this truck, we service the rail line, too, because we buy some logs off the rail and ship lumber. Otherwise, independent contractors truck our sales orders.”

Moose River’s sales team, located in Sanford, ME, is able to accommodate various orders, including mixed loads. “Flexibility in regard to customer service is very important to us,” added Desjardins. “What sets us apart, in addition to our commitment to quality customer service, is that we offer two different species – Eastern White Pine and Spruce – and two different types of products. We have great flexibility with our planer mills and we can trim and grade to whatever specifications the customer needs from any of our facilities, which are located in Maine in Hancock, Sanford, Jackman, Dover-Foxcroft and Enfield.

“Plus, we’re a local Maine business supporting other local Maine businesses and working to do everything right while producing a really nice product.”

Moose River grades to standards set by the Northeastern Lumber Manufacturers Association (NELMA), the National Lumber Graders Association and the American Lumber Standards. The company is a member of the North American Wholesale Lumber Association, as well as NELMA, of which Desjardin served a term as chairman.

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

**SANSIN** – Continued from page 6



Sansin researched and developed PressurePlus as a cost effective, environmentally-friendly solution with an easy-to-use treatment for use by the DIY-er.

be confident when purchasing PressurePlus.

The feedback about Pressure Plus has been exceptional. Erwin Leonov of Shelburne Wood Protection, one of Ontario’s largest wood treatment facilities, says the color really enhances the brown pressure-treated wood, giving it a “wow” factor.

Leonov continued to say that he has used the treatment on his deck projects at his home and is amazed at the color-retention after one year of weathering. In addition, he said the treatment has excellent foot-

traffic wear characteristics.

Shelburne plant employees also give PressurePlus rave reviews.

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For 25 years, The Sansin Corporation has been the only wood protection company focused exclusively on researching, developing, and introducing environmentally-friendly, “water-borne” interior and exterior wood products. Its technologies deliver outstanding color, durability and performance without the toxicity found in conventional stains.

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To learn more about The Sansin Corporation, its line of Enviro Stains or how to become a Sansin preferred dealer, visit [www.sansin.com](http://www.sansin.com). ■



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BUBANY – Continued from page 8

and provide consistent service from all staff, poised and ready for action.

As Kozeliski completed a meeting with a contractor, he confirmed, “To compete, we have to have our kind of service. When someone calls in for a contract order, we get it out right away, we do what we say we’re going to do, and when you take care of contractors that way, they come back.”

The impact of the big box retailer hasn’t gone unnoticed, and Kozeliski admits the business might be better off in a different location. Home Depot built to the north next to the Navajo Nation and like all cities that move to the outside, Gallup is moving that way.

However the longevity of the company in the area is a plus. “We were here first and people still know we’re here – since 1929.” They recognize the U-shaped complex of buildings, including the 360-foot-long store, the warehouse connected to the office, the outside sheds and long lot, as well as the 6000-square-foot lot across the street.

The company is situated on a 3-acre plot in the middle of downtown, half a block from Interstate 40, which brought renewed hotel business along with it when it came through. “Highway 66 was where all the hotels were. Now at the interchange of I-40 and 491 several hotels have gone up.”

Kozeliski would select lumber to fill the hotel orders from the 720,000 board foot inventory of No. 2 grade 1x2 through 12s, and 2x2 through 12s in Southern Yellow Pine, in all lengths. Those over 16-foot are Fir and under 16 feet are Pine. Also stocked are waferboard and CDX. “We sold a lot of framing for new hotels, mostly the stronger Hem-Fir for all studs, Yellow Pine for floor and roof truss materials, waferboard for floors, and the window packaging.”

The amount of lumber Kozeliski currently purchases from lumber wholesalers Boise Cascade, Sagebrush Sales, and Capital Lumber is slightly higher than the average because of the type of jobs going on, he said, and he knows not because a computer tells him. His own internal scanning process he’s used for 55 years has worked just fine for him and he doesn’t plan to replace it with a machine. Only accounts receivable is computerized, not point of sale. He has continued to run the operation as he has since his father passed away in 1982. Long-term employees too, are accustomed to the hands-on modus operandi.

Robert Thomas has been with Kozeliski for 37 years, working in sales and stocking hardware. Tyler Clark started at the business in 1998, and now as manager, orders all hardware, plumbing, and paint, is Kozeliski’s righthand man and then some. Dedicated sales and warehouse employees include Murray Lovato and Tom Gonzales, on board for 12 years each, Amos Tony, 25 years, and Ed Tom, 15 years. The bookkeeper, Serena Sam, has been with the company for nine years. All told, 11 employees are on the payroll for the wintertime stretch before spring when Kozeliski ramps up the workforce.

Customer orders dictate how often during a day any of the three Hyster forklifts

are activated to load one of the four company GMC trucks for delivery. An 80-mile radius encompasses the distance that includes where many of the Navajo nation chapter houses are located, for either new single home constructions, renovations, or occasionally, to donate materials to any of the reservations.

Consistency of service over the years is only part of the Bubany success story because if anything, the dedication to serving customers has gone up a notch. “We tried years ago to have the guys outside in the yard load materials for customers. That didn’t last long. We don’t have customers walk around and get their own stuff.”

Kozeliski himself or some members of staff are available the minute customers walk in the door. “For walk-in trade, we meet customers at the front door, wait on them, and walk around with them. The same person that waited on you checks you out, retrieves your materials, and loads it for you to make sure the right materials get on the truck. We wouldn’t be here if not for that. We work six days a week, and 10-hour days.”

To contact Bubany Lumber Company, call 505-863-4448. ■

NAWLA UPDATE – Continued from page 15

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WEST COAST BUSINESS TRENDS - Continued from page 19

**Al Fortune, head of Mid Valley Lumber Specialties Ltd., Langley, BC,** said, “The Cedar market has been fairly good. In some areas where demand at this time of year would normally be slower, they are busy. Tight supply of Cedar logs is an issue. Fencing is tight. If we had more raw material we could increase our sales. Prices keep inching up steadily. We are looking forward to a good year and I feel most Cedar suppliers feel this way. The interesting thing is, people don’t use the phone nearly as much as they did not long ago. You can call them and they don’t call you back—they email.”

**Chris Retherford of Columbia Cedar Inc., Kettle Falls, WA,** said, “Even though Cedar is available, Western Red Cedar producers this year will be faced with all-time high log cost. The Canadian exchange rate continues to be a challenge for U.S. producers. Our customers seem very optimistic, expecting business increases of up to eight to 11 percent. These days highly mixed loads with just-in-time shipments are becoming the norm. Transportation issues have softened. Our company will be adding a new optimized gang this spring. This will help the overall output of our sawmill reach 50 million board feet. Our top movers

Continued on page 34

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Continued on page 34



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WEST COAST BUSINESS TRENDS - Continued from page 30

are 7/8-inch Electric Blue Boards with a Resawn Face and Select Knotty T & G items.”

**Mike Herrema, in sales for Elk Creek Forest Products, McMinnville, OR,** said, “The Doug Fir timber market continued to drift through the end of 2015, searching for a bottom, with the 4-inch green market especially vulnerable. It appears the market may have finally hit a bottom at the end of January. There are steady volumes of six-to-eight-inch; fiber is available at the mill level with what seems to be slightly less pricing vulnerability.

“Canadian producers are focusing on spring Cedar cuttings with what is being reported as poor Doug Fir log availability based on warmer and wetter weather having some negative impact on logging. Lower framing grades of lumber are still active, driven by the multi-family sector, while upper appearance grade timbers are working through slower seasonal demand. The overall market continues to report reasonable optimism for the new year with measured improvement over last year.”

**Steve Killgore, senior vice president of solid wood for Roseburg, Dillard, OR,** said, “We had a tough start for the year; starting mills up after holiday closures coupled with winter weather really presented some challenges. The market was quiet the first week back. As the month progressed the general market climate improved and we ended with fairly strong liquidity to finish January. Thus far in February bookings have been solid and order files are greatly improved. We anticipate modest growth in line with most forecasters, so we remain cautiously optimistic for the year. We remind ourselves that this is winter and seasonal issues are bound to affect the market dynamics. At the second week in February, lumber, plywood and engineered wood products and our composites are all within expectations. We continue to see pressure in all categories from imported products. We expect those volumes to be relatively similar to last year as we do not hear of any new entrants into our markets. If we get improved demand then we should expect the markets to behave favorably.

“Transportation supply, both rail and truck seem to have improved, probably due to slower demand from the oil and gas industry. Log prices remain high in our area which pressures margins. We hear this is also true in other regions. If the situation persists, we could see temporary closures, particularly on the lumber side of the industry which in turn could create some volatility to the market.”

**Jim Walsh, sales manager for Rosboro, Springfield, OR,** said, “Lumber is still over supplied and is causing prices to remain low; there is too much Canadian wood. Having said that, it feels like prices have found a bottom and are trying to move up. Our mills are running one shift. Log availability is relatively good on the west coast considering winter conditions. The Chinese have backed off log exports so there is more log availability for mills out here. Most people we talk with feel this year will be a bit stronger than last year. Starts are projected to grow about 12 percent this year. Mills will be able to make a little money if the market

is not over produced or over supplied.

“The U.S. dollar is strong so our exports will be limited again this year while the U.S. is very attractive for offshore and Canadian imports. Canada sells in U.S. dollars so every U.S. dollar they take in is now worth \$1.40 Canadian—all this without a Softwood Lumber Trade Agreement. Finally, our customers report that there is work in the pipeline and that they expect overall activity will improve as we move into the building season.”

Another Oregon mill reported that timbers have sold steadily over the winter even with a slowdown in the Southern California area. “The people we talk with down there feel that the rain has kept some jobs from starting and that there is pent up demand coming that will loosen as things dry out. Oil states are hurting from the downturn in oil prices, but recently there was some firming of commodity prices. Overall we are happy that we are in the specialty field and not producing every day 2x4s and 2x6s.”

**Leslie Southwick, sales manager for C&D Lumber Co., Riddle, OR,** said, “The first part of the year started off slower than we expected with supply seeming to outpace demand. Pricing was very weak in January. By the middle of February the tone of the market started to change and buyers started to buy again and there has been some upward movement in pricing.

“Trucking and railcar availability has been fairly good but customers are not happy about the upcoming increases to railcar rates in March imposed by the UP. Our sales team spends a lot of time on the road visiting customers in the first months of the year, and the overall mood of the market is positive. Buyers feel this year will be better than last year and they see a more active spring than we have seen in recent years. Many are gearing up for a drier month ahead which will bring on early spring buying.”

**Darren Duchi, head of sales for Siskiyou Forest Products, Anderson, CA,** said, “Our remanufacturing plant is struggling to catch up with increased demand for our coated exterior prime material and our premium Western Red Cedar and Redwood stock in siding. Our orders are out further than I would like, 60 days at least. My customers are buying like it’s all going out of style! There are some sourcing issues, which are really production issues. Right now we need twice the throughput in sawmill processing. But, we have proven that we can always find the material our customers need—and that remains true in this stronger market.”■

MIDWEST BUSINESS TRENDS - Continued from page 19

then they’re less likely to be confident in the economy.”

His wholesale distribution customers are staying busy apparently, as they continue to purchase. “They’ve mentioned that they look for business to continue at the current pace,” the contact mentioned.

In Texas a manufacturer of kiln-dried Douglas Fir and Western Red Cedar noted that his customers in the industrial sector are seeing a steady flow of business. Other clients in the distribution and wholesale side have been experiencing a

Continued on page 35

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MIDWEST BUSINESS TRENDS - Continued from page 34

slower pace to business but have orders lined up for the coming months. According to the contact rail service rates have been decent and trucking is readily available. He has heard from several friends in other areas of the forest products industry that inventory consumption is low across various parts of the country as buyers purchase hand-to-mouth orders versus large volumes. "Housing starts in Texas were strong last year and in Austin it seems like that could continue. At least we hope!" Additional comments pertained to the export markets, to which he said, "China and Mexico play a large part when it comes to exports and until they come back with stronger purchasing volumes then I don't think we'll see a huge surge in production." Barring the arrival of any late winter storms, however, the source believes that, "A predictable market is better than an unstable one with dramatic ebb and flows." ■

INLAND WEST BUSINESS TRENDS - Continued from page 25

negative however. "Product liquidity is somewhat lackluster but we expect it to rebound...it's just a matter of when," he said. According to him, the takeaway was great through the 3rd and 4th quarters of 2015, but the first quarter of 2016 hasn't shown his operation the prices they would prefer to see. "The strength of the U.S. dollar is obviously a hindrance because of the amount of wood that is coming in from Canada and we think that will continue to be a problem that we struggle with. The margins will be very skinny this year in my opinion. Obviously we're going to see price depreciation, but I don't see it being anything substantial." In regards to transportation the contact offered, "As far as trucks go, sometimes it's spotty, but they seem to have been readily available lately. Soon we'll be running into the seasonal disruption as the produce harvesting months arrive. We're trying to lock down the trucks before all of the farms have contracts with them, but those are all things that we expect to come across so it's not much of a surprise. Every year it's the same. In the harvest months we always see the supply of trucks dry up." According to a sawmill source in Montana his operation's log inventories are at satisfactory levels but log supply is a growing issue. "We're definitely seeing log deliveries taper off, but they came in at such a rapid pace over the winter that we were able to build a decent inventory." With a product list that includes Ponderosa Pine/Lodgepole Pine and Engelmann Spruce/Lodgepole Pine in mainly No. 2, No. 3 and No. 4 grades, the lumber source stated that customers in the wholesale distribution markets as well as retailers, millwork and window manufacturers appear to have steady business. Announcements of recent building projects have helped to keep construction firms relatively busy, even though the majority of these new buildings are multi-

family and not single-family. In closing, the contact mentioned that his company's finished inventory was higher than he would prefer for it to be. "But that's a bit of a strategic move on our part as well." He said it's not a negative position to be in. "We know that there is more potential for an upside than there is for a downside when it's a case of high log inventory." ■

SOUTH/SOUTHEAST BUSINESS TRENDS - Continued from page 26

This source handles Southern Yellow Pine in various grades but mostly deals in lower grades. He noted that his inventory levels are normal for this time of the year, which is a positive factor. He said his sales were "steady, but not quite as strong as this time last year." His customers are primarily pallet and crate manufacturers. In Florida, a manufacturing plant source concurred that the market was "pretty good," and that, while he thinks it might be a little worse than in the last few months, it hasn't experienced much overall change. He cited the general slow economy, some softness in lumber sales to China and winter weather, which he noted was always a factor this time of year, as some of the things that are currently affecting the industry. Because of these factors affecting the market, he explained, "As for inventory, we're a little oversupplied, but not too bad." This source sells primarily to pro dealers and big box stores. He deals mainly with Spruce No. 2 and 3 Common on a day-to-day basis and said that it was selling OK. "Prices are cheaper than anyone would like right now but it seems to be picking up as of late and I think that will continue," he said. ■

ONTARIO/QUEBEC BUSINESS TRENDS - Continued from page 26

too few orders? "I think things are better in general, but things have changed a lot," he said. "Let's see how the industry deals with that." Back in Ontario, a sales manager at a wholesale operation said that he would describe the market for Softwood as "spotty." "Probably no better than last year for sure," he said, adding that no one he talks with is quite sure why there is such hesitation. "So far this year, people are scratching their heads. Suppliers and customers just are not sure." He said he believes that although customers in both the United States and Canada feel confident about their own economies, they are less positive when it comes to the global financial picture. As a result, he said, many of them are keeping their inventories tight, hedging their bets against any possible market fluctuations. "There is still more supply than demand, and even though the economy in the

Continued on page 37



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## RETAIL REVIEW – CONTINUED FROM PAGE 18

### LP Building Products Debuts LP FlameBlock I-Joist

**Nashville, TN**– LP Building Products has announced the launch of the LP FlameBlock I-Joist to help builders find a new and innovative solution for the latest “Fire Protection of Floors” section of the 2012 IRC (R501.3). This product combines the strength of an LP SolidStart I-Joist with LP FlameBlock’s proven, patented, non-combustible Pyrotite coating to slow the effects of heat and flames.

“From architects to builders the building industry is faced with adapting to new fire codes, and the LP FlameBlock I-Joist meets both the 2012 and 2015 IRC code,” said Lisa Reese, EWP marketing associate for LP Building Products. For more information on LP Building Products, visit [www.lpcorp.com](http://www.lpcorp.com).

### Orgill To Build New HQ

**Memphis, TN**– Orgill recently began construction on a new \$15 million, 100,000 square foot world headquarters in Collierville, TN. This facility will support Orgill’s six North American distribution centers. The company expects to move in at the end of 2017.

Orgill distributes products to home improvement and building material retailers. Visit [www.orgill.com](http://www.orgill.com) for more information.

### Tri-State Forest Products Has New Acquisition

**Springfield, OH**– Tri-State Forest Products has acquired West Tennessee Transload, located in Milan, TN, from Kevin McGaughey, who will stay on as the general manager.

Tri-State Forest Products Inc. is a comprehensive full line wholesale distributor of commodities and building products, specializing in engineered wood products. They have been providing service and high quality products to the Tri-State market area for over 20 years. They have branches located in Springfield, OH, Perrysburg (Toledo), OH, Indianapolis, IN, Edwardsville, MI, Saginaw, MI, Gaylord, MI, Lexington (Nicholasville), KY, and now Milan, TN, as well as a satellite location in Grand Rapids, MI, with over 450,000 square feet of combined warehouse space.

For more information, visit [www.tsfp.com](http://www.tsfp.com).

### U.S. Lumber Now Distributing Georgia Pacific Products

**Atlanta, GA**– U.S. Lumber is now distributing Georgia-Pacific’s (G-P) engineered lumber products (EWP) into the Baltimore, MD, market. U.S. Lumber already stocks G-P engineered wood products at distribution centers in Atlanta, GA, Raleigh, NC, Nashville, TN, and Greenville, SC.

U.S. Lumber is a leading distributor of specialty building materials in the Southeast and Mid-Atlantic United States. Their customer base consists of 3,500 lum-

ber yards and building supply dealers who serve the professional remodelers and home builders in their communities.

For more information on U.S. Lumber, visit [www.uslumber.com](http://www.uslumber.com).

### S.W. Collins Co. Expanding

**Fort Kent, ME**–Quigley’s Building Supply, located here, was recently purchased by S.W. Collins Co., who has multiple locations throughout the state. S.W. Collins is expanding its fifth-generation, family-owned lumber and building supply business to the St. John Valley with this acquisition.

S.W. Collins Co. has lumber and building supply stores in Caribou, Presque Isle, Houlton and a recently opened store in Lincoln.

For more information about the company, visit [www.swcollins.com](http://www.swcollins.com).

### SRS Distribution Announces Expansion

**McKinney, TX**–SRS Distribution recently announced the completion of its acquisition of the South Florida operations of Willoughby Supply Company. The deal is comprised of three locations: Ft. Lauderdale, Medley and West Palm Beach. Willoughby, headquartered in Mentor, OH, is retaining its nine other locations. Willoughby’s product offerings in South Florida include residential and commercial roofing products and other related building products and supplies. Willoughby’s sales and operation team will be staying on with SRS to run the branches.

SRS is a national network of independent roofing distributors.

For more information, visit [www.srsicorp.com](http://www.srsicorp.com).

### Eastern Engineered Wood Products Wins Top Business Award in Lehigh Valley

**Bethlehem, PA**–Eastern Engineered Wood Products was recently named a winner in the 36-100 employees category in the 2015 Lehigh Valley Business’ Business of the Year awards program.

The Business of the Year awards program was established to recognize the greater Lehigh Valley’s most dynamic businesses and business leaders. An independent panel of judges chose finalists and winners.

Servicing the Northeastern U.S., Eastern Engineered Wood Products incorporated in Pennsylvania in 1998. The company designs and distributes structural floor and roof systems to the professional contractor trade through a network of retail lumber yards and truss manufacturers. The company’s services include technical design and CAD services, cutting product to size for application on individual projects and just-in-time delivery.

More can be learned about the company at [www.eewp.com](http://www.eewp.com). ■

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U.S. looks like it's better with housing starts and good weather, it hasn't translated into any type of strength in this market," he said. "Oversupply is the bottom line."

He said he would not be surprised if the Presidential campaign unfolding in the United States is contributing to the sense of uncertainty.

"It just adds to the level of confusion for the small and medium-sized businesses we sell to," he said.

As a case in point, he noted a customer from Georgia who has typically ordered every three to four weeks. Now the time between orders has grown to a six-week stretch, with the prospect it could grow even longer.

"He told me he won't need a delivery for at least another two weeks," he said.

"Even the business you get repeatedly is not in the same timeframe. Nobody knows why the demand feels as a slow as it is. Reality is perception, and right now, perception is all over the place."

Although he lamented the lack of any clear signs of progress, he said he took some comfort in the fact that everyone appears to be experiencing the same sort of struggle.

"The people I talk with daily say, 'Have I lost my touch?' Everyone feels like a loser," he said. "The best thing to do is to keep close to the customers you have had forever and try to ride it out." ■

TRADE TALK

Roseburg Announces Acquisition and Business Reorganization



Steve Killgore

**Dillard, OR**—Roseburg, located here, recently acquired Medite MDF Mill in Medford, OR, from Timber Products. It also recently reorganized some business lines in order to maximize the effectiveness of its people and resources moving forward.

The acquisition of the MDF product line compliments existing particleboard and thermally-fused laminates offered by Roseburg and provides new opportunity for Roseburg to enter markets that are architectural/specification driven with Medite's



Grady Mulbery

array of brand-name products, according to a company source.

Additionally, with Grady Mulbery's recent transition to president, the company is moving from "family managed" to "professionally managed" and is being restructured from a functional to business oriented reporting structure.

Steve Killgore will assume the role of senior vice president overseeing the Solid Wood Business and Mark Avery will be promoted to vice president overseeing the composite panel business.

The changes create two new business lines – solid wood and composites – by combining the sales and manufacturing functions for each.

For more information about Roseburg, visit [www.roseburg.com](http://www.roseburg.com). ■

Boise Cascade Purchases Two Georgia-Pacific Facilities

**Boise, ID**—Boise Cascade Company, headquartered here, recently announced that it will purchase two engineered lumber production facilities from Georgia-Pacific LLC for \$215 million. The transaction is expected to be complete by the first half of this year.

The new mills, located in Thorsby, AL, and Roxboro, NC, will help Boise Cascade capitalize on estimated growth in housing demand in the eastern and southern states, according to a company release. Once the new mills are staffed, Boise Cascade expects to increase production of its LVL Billet beams by 9 million cubic feet and its I-joist capacity by 80 million lineal feet.

Boise Cascade produces plywood and engineered wood products and distributes building products across the nation.

To learn more about Boise Cascade, visit [www.bc.com](http://www.bc.com). ■

Teal Cedar Begins Production Of New Product

**Surrey, BC**—Teal Cedar Products, located here, has begun production of a high quality Western Red Cedar Sidewall Shingle Panel. Boasting Cedar on Cedar construction, the 96-inch panel features overlapping end joints and moisture guard lapping between backer boards. Panel faces are 100 percent edge grain smooth band sawn with a 7-inch exposure rate, 1/2-inch butts and 1/8-inch keyways producing 4.6 square feet of coverage per panel. Teal Sidewall Shingle Panels offer matching inside and outside corner capping at 45 or 90 degrees. Finish options



Logan Jones, production and sales manager, pictured with a Teal Cedar panel.

Continued on page 38



Two Coat Exterior Prime

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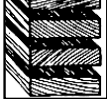
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# Quality Western Cedar Products



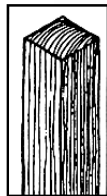
1x4 **BOARDS** in 4, 5 and 6' lengths




2x4 **RAILS** in 8-10' both rough and surfaced



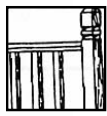
Cedar 4x4 **POSTS** in 4, 5, 6, 7, 8, 9 and 10' lengths



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## TRADETALK - Continued from page 37

include full coverage oil-based primer and fire treatment. Contact Teal Cedar Panel production and sales manager Logan Jones for further information at [ljones@tealjones.com](mailto:ljones@tealjones.com). Teal Cedar Products produces Cedar shakes and shingles, sidewall shingles, Cedar lumber, decking, timbers and boards. For more information, visit [www.tealjones.com](http://www.tealjones.com). ■

### Cedar Creek Acquires JW Millwork

**Oklahoma City, OK**—Cedar Creek LLC, located here, recently announced the acquisition of JW Millwork LLC, based in Wyoming, MI. JW Millwork is a distributor of domestic and imported moulding products including a wide variety of Pine millwork. JW Millwork has six locations across the U.S. The millwork division will continue to serve those locations while expanding its product into new markets. Cedar Creek's CEO D. Wayne Trousdale stated, "We view this as a great opportunity to strengthen our position in the millwork category and immediately establish stronger supply chain relationships."

**D. Wayne Trousdale** Cedar Creek is a leading wholesale building material distribution company with 25 locations covering 34 states across the U.S. For more information, visit [www.cedarcreek.com](http://www.cedarcreek.com). ■

### Woodtone Purchases Synergy Pacific Engineered Timber

**Chilliwack, BC**—Woodtone recently announced that it completed the purchase of Synergy Pacific Engineered Timber Ltd., located near Armstrong, BC. Synergy produces premium building products and components both engineered and solid fiber. Products have been sold under Synergy's own "Quattro™" brand as well as under Woodtone's "RealPost™" and "RealCorner™" brands. Appearance grade finishing products are a growing and complementary aspect to their engineered finishing products. In addition, Synergy produces engineered products and components for truss and joist manufacturers. Woodtone is a family-owned business founded in 1977 operating out of Chilliwack, BC, and Everett, WA. The company produces exterior finishing materials and custom coating options that increase curb appeal and dependability. For more information, visit [www.woodtone.com](http://www.woodtone.com). ■

### Comact Awarded Contract By D.G. Forest Products

**Saint-Georges, QC**—Comact, a North America sawmill equipment manufacturer, recently announced that it has been awarded a \$7 million contract by D.G. Forest Products Ltd., a long time business partner based out of Saint-Aurelie, QC. Comact will provide an automated optimized bucking system to allow D.G. Forest Products to cross-cut stems without any operator interventions while ensuring that the company's overall operational priorities are maintained. The impact of this technology will also be felt at the log breakdown level due to the fact that it will be more balanced and thus result in better yields combined with enhanced product diversification, according to a statement released by the company. D.G. Forest Products produces Eastern White Pine in grades No. 2 and 3 Common as well as SPF. For over 50 years, Comact has been a leader in designing and manufacturing sawmill equipment. For more information about Comact, visit [www.comact.com](http://www.comact.com). ■

### Cooper Machine Further Expands Product Offerings

**Wadley, GA**—Cooper Machine Company Inc., located here, has been staying busy in recent months building their line of equipment, which includes the Skewing Overhead End-Dogging Scragg, edgers, stick gangs, resaw lines and other machinery. Cooper Machine CEO Frances Cooper mentioned that her family is happy with the many positive comments that their sawmill machinery customers have given them over the years. "We have a great name in the sawmill industry because we work very hard to keep our customers happy by providing heavy-duty long lasting equipment, providing a valuable technical support service and offering repair parts at a good price with a timely delivery." Cooper Machine also recently announced that they could now provide a log loader manufactured by Iron Ax, another manufacturer in Wadley. Iron Ax has been building equipment for the scrap and demolition industries for years, and is now offering a loader for the sawmill industry. The log loader features a self-elevating cab in which the operator has total control of the height of the cab. The maximum elevation is 17-feet eye level above the ground for superior visibility. Each log loader is equipped with a forestry and cab guard package for the cab and side compartment and heavy-duty running boards that will also assist in protecting the machine in its operating environment. The machine has an operating weight of 63,360 pounds.

Continued on page 39



## TRADETALK - Continued from page 38

For more information about Cooper Machine, contact Frances Cooper at 478-252-8558 or email [info@coopermachine.com](mailto:info@coopermachine.com). ■

### AWC Releases Information On Tall Wood Ad Hoc Committee

**Leesburg, VA**—American Wood Council (AWC) Vice President Kenneth Bland, P.E., recently released information regarding the International Code Council (ICC) Board of Directors approval of the formation of a Tall Wood Ad Hoc Committee.



Tom Corrick

The committee will be made up of stakeholders, code officials and other interested parties. The committee will study tall wood construction and might develop code changes to the 2021 International Building Code, according to the release. Tall wood is an industry term to identify the use of cross laminated timber (CLT) and other



Allyn Ford

heavy timber manufactured wood products in building heights greater than six stories.

In other news at AWC, Tom Corrick, CEO of Boise Cascade, located in Boise, ID, was recently elected as the new chairman for a one-year term. Andrew Miller, CEO of Stimson Lumber, of Portland, OR, was elected first vice-chairman and Allyn Ford, president and CEO of Roseburg, of Dillard, OR, was elected as second vice-chairman. Sierra Pacific President George Emmerson will serve as the immediate past chairman.

For more information about the American Wood Council, visit [www.awc.org](http://www.awc.org). ■

### Canfor Announces The Purchase Of Wynndel Box and Lumber

**Vancouver, BC**—Canfor Corporation announces that it has entered into an agreement to purchase the assets of Wynndel Box and Lumber Ltd., located in the Creston Valley of BC.

Wynndel Box and Lumber produces premium boards and customized specialty wood products sold under the brand name WynnWood.

The acquisition of assets includes a sawmill located in Wynndel, BC, with an annual production capacity of 65 million board feet and approximately 65,000 cubic meters of annual harvesting rights in the Kootenay Lake Timber Supply Area.

Canfor is an integrated forest products company that produces primarily Softwood lumber and also is majority owner in Canfor Pulp Products Inc.

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

### Tom Vilsack Appoints Board Members To SLB

**Washington, DC**—U.S. Agriculture Secretary Tom Vilsack has appointed the following to the Softwood Lumber Board (SLB) to serve three-year terms starting this year: Marc Brinkmeyer, Idaho Forest Group, located in Coeur d'Alene, ID; Duncan Davies, Interfor, headquartered in Vancouver, BC; Michael Case, The Westervelt Company, of Tuscaloosa, AL; Hank Scott, Collum's Lumber, located in Allendale, SC; Steve Zika, Hampton Affiliates, of Portland, OR; and James Lopez, Tembec, located in Montreal, QC.

The Softwood Lumber Board is an industry-funded initiative established to promote the benefits and uses of Softwood lumber products in outdoor, residential and non-residential construction.

For more information visit [www.softwoodlumberboard.org](http://www.softwoodlumberboard.org). ■

### SEC Merging Into Comact Product Lines

**Salmon Arm, BC**—Sawmill Equipment Company (SEC), a subsidiary of the BID Group of Companies, announced recently that its line of products is merging into the Comact line of products. This strategic decision is part of a plan to offer a completely integrated World Class solution for sawmill and planer mill customers, according to Simon Potvin of the BID Group.

Comact, as part of its line of products, will offer and support the SEC Fence, sawmill and planer mill stackers and stick systems, tilt hoist and pivoting hook sorters. While the engineering will be done out of the Quebec-based engineering group, the manufacturing will be done as close as possible to the market in one of seven facilities all across North America.

The Salmon Arm facility will continue to manufacture equipment and parts for the BID Group product lines of Comact, DELTECH, PHL, Miller Planers and for Ron McGehee.

The privately owned BID Group family of companies has over 30 years of experience in providing industry-leading solutions for its customers.

The company has offices in 14 locations across continental North America.

To learn more, visit [www.bidgroup.ca](http://www.bidgroup.ca). ■

### Dakeryn Adds To Sales Staff

**North Vancouver, BC**—Dakeryn Industries Ltd. recently announced the addition of Lauren Chimko to their sales staff. She is a recent graduate from the Sauder School of Business at the University of British Columbia who majored in interna-



Simon Potvin

Continued on page 40

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## TRADETALK - Continued from page 39

tional business and marketing.

Dakeryn Industries is a wholesale distributor of SPF dimension lumber and specialties with sales staff strategically located across Canada.

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

### TS Manufacturing Adds New U.S. Sales Manager

**Lindsay, ON**—TS Manufacturing, located here, recently announced the addition of Terry Turner of Camden, SC, to its sales team as southern U.S. territory sales manager. According to a company representative, Turner brings a wealth of knowledge and experience in the sawmill sector, most notably in modern Softwood sawmilling and hydraulic systems. He also has experience with many popular machinery manufacturers, giving him an additional understanding that will supplement TS Manufacturing's existing customer base, the representative noted. Turner and his family are based in South Carolina and will assist TS from there. Contact Turner at [terryt@tsman.com](mailto:terryt@tsman.com) or 803-729-7946.



Terry Turner

TS Manufacturing is a family-owned and operated equipment manufacturer that has been in business for over 35 years.

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

### DMSi Develops New Payment Processing Software

**Omaha, NE**—DMSi Software's Agility ERP System is now compatible with EMV payment processing.

DMSi, located here, is among the first in the building materials industry to offer an EMV-compatible POS solution and brought its first customer live late last year. This success was a joint effort between DMSi and Element Payment Services.

Accurately processing EMV cards will reduce DMSi customers' liability risk, according to a statement by the company. Under new regulations, businesses that can't read EMV "smart chips" may be held financially liable for fraudulent purchases.

For more information on DMSi, visit [www.dmsi.com](http://www.dmsi.com). ■

### Conservationist Builds New Sawmill

**San Luis Valley, CO**—The billionaire conservationist Louis Bacon, who is a hedge fund manager, will build a new sawmill on his ranch, called Trinchera Blanca Ranch, located here. His manager of the ranch, Ty Ryland, said they have bought an Overhead End-Dogging Scragg mill, manufactured by Cooper Machine Co. Inc., located in Wadley, GA, and track dry kilns from USNR. The mill should be fully operational later this year and it should process 20 million board feet of lumber a year; and about half of that will come from the ranch. The Trinchera Blanca Ranch is the largest ranch in Colorado, and it consists of 172,000 acres. Furthermore, traditionally about 2.5 million board feet of timber is harvested off the ranch each year. The lumber manufactured at the mill will meet the requirements of the Sustainable Forestry Initiative.

To find out more about the sawmill and dry kiln equipment that has been bought by Trinchera Blanca Ranch call Cooper Machine at 478-252-5885 or go to [www.coopermachine.com](http://www.coopermachine.com). USNR that built the track dry kilns at the ranch can be reached by calling 360-225-8267 or [www.usnr.com](http://www.usnr.com). ■

### PLM Seeks Support For Brave The Shave Event

**Scottsdale, AZ**—John Smith, president and CEO at Pennsylvania and Indiana Lumbermens Mutual Insurance Companies, along with his wife Julie, will be shaving their heads to show solidarity with children fighting cancer at the



Brave the Shave event to benefit the St. Baldrick's Foundation. The event will be held on April 5 at the NAMIC CEO Roundtable in Scottsdale, Arizona.

The St. Baldrick's Foundation is a volunteer-driven charity committed to funding the most promising research to find cures for childhood cancers and giving survivors long, healthy lives. The St. Baldrick's Foundation has become the largest private funder of childhood cancer research, dedicating over \$178 million to the cause since the year 2000.

Donations can be made to their team online at [www.stbaldricks.org/participants/johnsmith](http://www.stbaldricks.org/participants/johnsmith) or can be mailed to PLM/ILM, 2005 Market Street, Suite 1200, Philadelphia, PA 19103, payable to St. Baldrick's Foundation. ■



# 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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## Join the Sherwood Lumber team!

Sherwood Lumber is celebrating 60 years in the lumber industry, and we want you to join our growing company. We are looking for motivated people to fill our sales and support positions available in Long Island, NY; Pittsburgh, PA; Portland, OR; and Tampa, FL. We'll pair your entrepreneurial spirit and interest for the lumber industry with the training, support and market intelligence you need to succeed in your career. As part of the Sherwood team, you'll be supported by your colleagues in a stimulating environment with a diverse culture. Ready to be a part of the Sherwood team? **Contact us today at [careers@sherwoodlumber.com](mailto:careers@sherwoodlumber.com).**

## JOIN OUR GROWING TEAM!

**Central Hardwoods**, a lumber and plywood wholesaler in the Dallas-Ft. Worth area, is expanding in response to strong growth and market share. We're currently looking for the right people to grow with us in the following positions:

- **Architectural Reps** – You manage business relationships with architects, builders, and contractors as a guide for all of our products.
- **Inside/Outside Sales** – You work directly with clients toward building material purchases.
- **Product Purchaser** – You help maintain a steady supply of material through solid connections with lumber yards to stay ahead of sales and market demands.

Being bilingual is always a plus, but not required. If you are qualified for any of these positions and you're interested in joining a family owned company that's financially strong, offers competitive pay packages, a 401(k) plan, and excellent benefits – **please forward your resume to [jobs@centralhardwoods.com](mailto:jobs@centralhardwoods.com)**

# SOFTWOOD CALENDAR

## MARCH

**SOUTHERN CYPRESS MANUFACTURERS ASSOCIATION/HARDWOOD MANUFACTURERS ASSOCIATION, NATIONAL CONFERENCE**, THE WORTHINGTON RENAISSANCE HOTEL, FORT WORTH, TX. FOR MORE INFORMATION: [WWW.HMAMEMBERS.ORG](http://WWW.HMAMEMBERS.ORG). MARCH 9-11.

**WESTERN WOOD PRODUCTS ASSOCIATION, ANNUAL MEETING**, WESTIN HILLS GOLF RESORT & SPA, RANCHO MIRAGE, CA. CONTACT: [WWW.WWPA.ORG](http://WWW.WWPA.ORG). MARCH 12-14.

**NORTH AMERICAN WHOLESALE LUMBER ASSOCIATION (NAWLA), LEADERSHIP SUMMIT**, WESTIN MISSION HILLS, PALM SPRINGS, CA. FOR MORE INFORMATION: [WWW.NAWLA.ORG](http://WWW.NAWLA.ORG). MARCH 13-15.

**MONTREAL WOOD CONVENTION**, FAIRMONT THE QUEEN ELIZABETH, MONTREAL, CANADA. CONTACT: [INFO@MONTREALWOODCONVENTION.COM](mailto:INFO@MONTREALWOODCONVENTION.COM). MARCH 22-24.

**LUMBERMEN'S ASSOCIATION OF TEXAS & LOUISIANA, 130TH ANNUAL CONVENTION**, JW MARRIOTT RESORT, SAN ANTONIO, TX. FOR MORE INFORMATION: [WWW.LAT.ORG](http://WWW.LAT.ORG). MARCH 30-31.

## APRIL

**NAWLA REGIONAL MEETING**, VANCOUVER CLUB, VANCOUVER, BC. FOR MORE INFORMATION: [WWW.NAWLA.ORG](http://WWW.NAWLA.ORG). APRIL 21.

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## OBITUARIES

### Lyndel “Clem” Deen Jennings

Lyndel “Clem” Deen Jennings, Oregon City, OR, passed away recently at age 77 due to complications resulting from a fall. He worked for North Pacific Lumber Co. in Portland, OR, for more than 30 years as a lumber trader. He was greatly respected by the Inland Lumber Producers that he bought materials from, to the point that many of them trusted and relied on him for pricing information.

According to those who knew him, he was a self-trained and highly skilled wood worker with a creative mind and also a skilled caricaturist and cartoonist. Also, he was a man of honesty, fairness and trustworthiness and those that knew him agree that he never had a bad thing to say about anyone.

He is survived by his wife Tommie M. Fowler, who he married on June 6, 1958, in Santa Fe, NM; his daughter Cindy (Bert) Bartunek; three grandchildren, Amy Jennings, James Jennings and Mitchell Glover; three great-grandchildren; brother-in-law Steve and wife Ceil, brother Ron Jennings (WA), stepsister Arline (OR), and sister Betty (Lubbock, TX). Family members who preceded him in death are his mother Elsie Cleo Setty, his father, George F. Deen, and his son Byron Jennings. ■

### James McGinnis

James McGinnis of Meridian, MS, recently passed away at age 87. McGinnis spent 64 years in the wholesale lumber business that his father, J. Earl McGinnis, founded in 1922. He served as the President and CEO for 36 years. Significant lumber industry achievements include president of the Forest Products Wholesalers Association (1969) and president of the North American Wholesale Lumber Association (1976).

He graduated from the University of Mississippi with a business degree in 1949 and was a U.S. Army veteran, having served two years with the Chemical Corps during the Korean Conflict.

McGinnis was a devoted family man and was active with his church and in the community.

He is survived by his wife of 63 years, Virginia Davis McGinnis; children, Virginia (Gina) M. Long (Hank), Carol M. Alexander (Rex), and J. E. (Jim) McGinnis III (Cindy); grandchildren, Henry Long (Alice), Virginia Long, Tommy Kitsmiller, Menton M. DeWeese (Matthew), Davis McGinnis and Caroline McGinnis; brother-in-law, Larry B. Flood; nieces, Melissa F. Neyland (Nash) and nephew Lloyd B. Flood (Susan). ■

### Willard Roy Friesen

Willard Roy Friesen, 98, passed away in Salem, OR, recently. His early childhood years were spent in various parts of Oregon. In 1928 his father moved the family to Salem from Dallas, OR, to start a wooden box factory, which is where Friesen worked during high school. He married Dorothy Couch on March 23, 1940 and they had three children.

While he worked various jobs throughout his life, his primary work was in the wood products and lumber industry. In 1961, he became the owner of Lebanon Lumber Company and ran the business until he sold it to Willamette Industries in 1974.

He was a faithful Christian and a committed member of the Church of the Nazarene. Friesen was also a gifted singer and participated in singing in church.

Friesen was preceded in death by his parents, John and Anna; his wife Dorothy; his brothers, Ernie and Allen; and his sisters, Margarie, Genevieve and Frances. He is survived by his children, Jon (Elaine) Friesen, Harlan (Gwen) Friesen and Janis (Mike) Miller; his eight grandchildren; his seven great-grandchildren; his sisters, Helen Haselblad and Bette Krause; and a whole host of friends. ■

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