

The Softwood Forest Products Buyer



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May/June 2016

WWPA Explores Industry Growth, Market Stability

Photos By Wayne Miller and Zach Miller

Palm Springs, CA—The Western Wood Products Association (WWPA) met here recently at The Westin Mission Hills Golf Resort & Spa in observance of the association's annual meeting, and welcomed 250 in attendance.



Steve and Debra Swanson, Swanson Group, Glendale, OR; Steve and Sally Killgore, Roseburg, Roseburg, OR; and Scott and Shelly Elston, Forest City Trading Group LLC, Portland, OR

WWPA's event began with a kickoff reception, followed the next day by a game of golf

and an exchange show. Additionally, the WWPA provided its economic forecast to membership, followed by a board of directors meeting, which closed the event.

WWPA Chairman Steve Zika, with Hampton Affiliates, opened the meeting. He noted that many positive signs exist for the lumber industry, such as the resurgence of lumber demand in California and other key areas, although sales prices "have been hammered," he added, and many lumber



Mike and Dawn Holm, Oregon-Canadian Forest Products Inc., North Plains, OR; and Shanell and Grant Phillips, Collins, Wilsonville, OR

Additional photos on pages 12 & 14

Continued on page 20

NAWLA Leadership Summit Grows By 22 Percent

Photos By Wayne Miller and Zach Miller

Palm Springs, CA—The recent Leadership Summit, hosted here at the Westin Mission Hills Resort & Spa by the North American Wholesale Lumber Association (NAWLA), celebrated a 22 percent increase in attendance over



Rob Latham, Tri-State Forest Products Inc., Springfield, OH; David Bernstein, Mid-State Lumber Corp., Branchburg, NJ; Andrew Goodman and Don Schneidman, Sherwood Lumber Corp., Islandia, NY; and Kenneth Bernstein, Mid-State Lumber Corp.



Ted Dergousoff and Michael McInnes, Terminal Forest Products Ltd., Richmond, BC; and Merry and Ralph Schmidt, Columbia Cedar, Kettle Falls, WA

Additional photos on pages 14 & 16

Continued on page 20

Montreal Wood Convention Turns Spotlight On Lumber Industry

Photos By Terry Miller

Montreal, QC—For the fourth consecutive year, the Montreal Wood Convention (MWC), held here at Hotel The Queen Elizabeth, registered approximately 100 exhibitors to fill the event's exhibit hall, as well as more than 700 convention attendees.



Andre Beaulieu, J.D. Irving Limited, Saint John, NB; Ted Ellis, Idaho Timber, Boise, ID; Kirk Rentschler and Chris McSwain, Idaho Timber, Lake City, FL; and Christian Gilbert, J.D. Irving Limited

The MWC is a yearly three-day event that attracts end users, manufacturers and lumber suppliers.

The convention was filled with ed-

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Additional photos on pages 16 & 18

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Who's Who in Softwoods



Laura Ebersberger

Laura Ebersberger is a member of the import purchasing team at **Universal Forest Products Inc.**, located in Atlanta, GA. Universal Forest Products is one of North America's leading manufacturers and distributors of products for the construction industry. A partial product list includes Softwood and hardwood lumber, decking, fencing and lattice work, engineered wood products, siding, trim and mouldings. Softwood lumber species offered include Southern Yellow Pine, SPF, Hemlock and Douglas Fir, Western Red Cedar, Ponderosa Pine, Eastern White Pine and Red Pine. Ebersberger attended the University of West Georgia, lo-

Continued on page 24

Shawn Chaney is a member of the sales team at **Boise Cascade Building Materials Distribution**, located in Lathrop, CA.

Boise Cascade Co. is a leading national distributor of lumber and building materials with 33 distribution facilities across the U.S. The company offers a one-stop shopping experience for a broad and deep line of building materials sourced from Boise Cascade's wood products division and other quality manufacturers. Products offered include engineered wood, oriented strand board, plywood, lumber, siding and other key building materials such as framing accessories, composite decking, roofing and insulation.



Shawn Chaney

Continued on page 24



Joe Hanas

Joe Hanas is U.S. regional sales manager focusing on business development for **Nordic Structures** headquartered in Montreal, QC. Nordic Structures manufactures high quality engineered wood products for use in residential and light commercial construction. Nordic's I-Joist products are produced using high density Black Spruce harvested from the 2 million acres of land under the stewardship of Chantiers Chibougamau (CCL). CCL utilizes state-of-the-art harvesting and reforestation techniques that help to ensure the product is of the highest quality and will last for generations to come. Nordic also manufactures the Nordic Lam Glued-laminated Timber and the Nordic X-Lam Cross-Laminated Timber.

After attending Purdue University, located in Lafayette, IN, Hanas began his career in engineered wood products in 1990 as the sales manager of U.S. Glu-Lam Inc. in Chicago, IL. He spent 12 years developing the business and

Continued on page 24

Justin Johnson is a member of the sales team at **All-weather Wood LLC** and **Humboldt Redwood Co. LLC**, located in Washougal, WA.

All-weather Wood is a manufacturer and distributor of pressure treated lumber for a wide range of commercial, industrial, and residential applications. Exported products are manufactured primarily from Hemlock Fir and Douglas Fir. The company also distributes Humboldt Redwood decking and timbers.

The company began operation in 1985 with a lumber pressure treating facility in Washougal. In

Continued on page 21



Justin Johnson



Jack D. Pellham

Jack D. Pellham is a national account manager for **Alta Forest Products LLC**, located in Chehalis, WA.

Alta Forest Products is a manufacturer of Western Red Cedar, Spruce, Douglas Fir and Hemlock fencing products. Products include 1x4 through 1x6 (Full Width and Nominal) in 42-inch through 8-foot in length. Grades offered include: Clear, No. 1 2F, No. 2 and Better NPS, No. 3 NH, Rustic and Pallet. Additional product offerings include a 5/8-inch thick water-based stained picket called Rightwood, a 3/4-inch thick water-based stained picket called Summit and a 3/4-inch thick oil-based stained picket called AltaMIT.

Continued on page 24

Ghislain Roch is a True Finish sales specialist at **PPG Industries Inc.**, located in Longueuil, QC.

PPG Industries is a manufacturer of machine-applied coatings. Headquartered in Pittsburgh, PA, the company operates in nearly 70 countries around the world. The various industries in which PPG operates include: industrial coatings, aerospace, architectural coatings, automotive OEM coatings, automotive refinish, packaging coatings, protective and marine coatings and specialty coatings materials.

Roch graduated from McGill University, located in Montreal, QC, in 1986 and has worked at PPG

Continued on page 24



Ghislain Roch

Steve Killgore Elected To APA Board Of Trustees

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

Steve Killgore, senior vice president of Solid Wood and Marketing for Roseburg Forest Products, has been elected to serve as a trustee on the APA Board of Trustees. Killgore joined Roseburg in 2011 as vice president of sales and marketing and was recently promoted to senior vice president, with responsibility for all aspects of the solid wood business. He previously operated his own companies, serving as president of both McKenzie Forest Products and Cascade Structural Laminators from 2002 to 2011. He also served as general sales manager for Willamette Industries and Bohemia. Allyn Ford, president of Roseburg Forest Products, is resigning from the APA Board of Trustees after 10 years of service.



Steve Killgore

APA Publishes Updated Engineered Wood Construction Guide

The Engineered Wood Construction Guide, APA's comprehensive and widely recognized guide to engineered wood construction systems, has been updated and is now available on the APA website. First published in 1962, this is the 33rd printing of the popular guide. The 92-page guide features information on engineered wood products and recommendations for their use in a wide range of applications in residential and commercial construction. It includes information on plywood and oriented strand board (wood structural panels), glulam, I-Joists,

Continued on page 24

reThink Wood Puts Forward Unified Voice, Messaging on Behalf of the Softwood Lumber Industry

Softwood Lumber Board

Since its launch, reThink Wood, an industry-wide initiative funded and directed by the Softwood Lumber Board (SLB), has promoted wood's outstanding value proposition in terms of performance, cost, and sustainability to architects, engineers, and designers nationwide. reThink Wood provides the initial touchpoint to create interest and favorable opinions that precede the project concept phase. As a communications and influencer program, it builds a community of wood-friendly advocates to nurture engagement and provide partner organizations, such as WoodWorks, an audience to move towards action (i.e. specification and ultimately, consumption of Softwood lumber products).



Since its inception four years ago, reThink Wood has evolved from an industry awareness program to a familiar resource for the U.S. building and design industries, helping to encourage the use of wood. Throughout this evolution, reThink Wood has helped shift perceptions and establish that a wider variety of building types can be constructed with wood. Moving forward, there is an oppor-

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Construction Fire Safety Practices: An Update From The American Wood Council

Best practice manuals, videos and new website now available from the *American Wood Council*

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

According to a National Fire Protection Association (NFPA) report released in July 2014, for the five-year period from 2007 through 2011, there was an average of 830 fires in residential buildings under construction each year (excluding one- and two-family homes). These fires caused an average of \$56 million in direct property loss. Then, in 2014, property loss averages from fires in buildings under construction skyrocketed, with high media profile fires in San Francisco, Los Angeles and Houston alone nearly doubling the yearly average. In most instances, these accidental construction fires were preventable.

In order to help mitigate and drastically reduce the devastating financial and safety impact of construction fires that have occurred in the last few decades, with support from the Softwood Lumber Board, the American Wood Council (AWC) partnered with FireforceOne, a consulting firm led by retired California State Fire Marshal Ronny J. Coleman, to develop a set of best practice manuals, training videos and a new dedicated website. These materials are designed to educate and inform developers, designers, and local building and fire departments on how to prevent fires, reduce losses and ensure overall fire safety at large construction sites.

The training manuals and associated materials are the result of extensive research into experiences of the construction and fire protection industry over the last 35 years, including review by a working group of international stakeholders

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Keller Lumber Adapts And Prospers Through Four Generations

By Wayne Miller

Roseburg, OR—Since the establishment of Keller Lumber Co. 63 years ago, four generations of Keller's have dedicated their time and effort to providing loyal service to customers and building long-term relationships. Originally established



Shown is some of Keller Lumber's inventory.

in Winchester, OR, Keller Lumber is now situated on 150 acres in Roseburg.

A primary and secondary manufacturer that produces around 20 million board feet a year, Keller Lumber started from humble beginnings. Dan Keller, the eldest of the Keller's, and his father, Clarence, initially set up a mill in Michigan after Dan got home from the Army in 1945, then, they made the move to Oregon and officially incorporated the company in 1953.

Keller Lumber was originally in the Fir business but switched the mill's focus to Cedar in the mid-1970's because the price of Fir logs became more valuable

than Fir 2x4's. "It wasn't profitable for us to manufacture Fir 2x4's, so we made a decision to change products for the long term growth and stability of the company," said Dan, "At that time, Fir was worth more than what it was sold for, so we transitioned to Cedar."

**"We always thought that if you wanted to stay in business, you have to have repeat business."
—Blane Keller, Keller Lumber Co.**

"Cedar is one of the most reliable species you can use around your home. It's stable, takes weather well and paints well," said Blane Keller. This is because Cedar trees develop self-protective properties that permit it to resist weather-related stress, morphing, insects and rot, he added. At this time, Keller Lumber manufactures four varieties of Cedar including Red, Incense, Alaskan Yellow and Port Orford.



Blane Keller shown standing in front of Clear Cedar 4x4's.

clear Cedar balusters in 32 inches, 36 inches, 42 inches, 48 inches and 96 inches.

Keller operates primarily a short mill, making nothing longer than 10 feet or wider than 4 inches. Their product mix includes 2x4 rails in 8-through-10-feet, both rough and surfaced, 1x4 boards in 4-foot, 5-foot and 6-foot lengths, Cedar 4x4 up to 10 feet in length and 2x2

Keller Lumber strives to provide its customers with quality, clear wood. "It's good wood, it takes weather well and paints and nails well. Even at our deep cut, you're looking at only 5 percent clear, which is a preferred cut. The amount of clear is never as great as you think it is," Blane explained.

While the company once had logging crews, they now have all of the logs delivered to the mill from public and private forests and an Indian reservation on the east side of the Cascade Mountains, as far as 120 miles away. Logs are processed using a variety of sawmill equipment including a Nicholson ring barker, Salem 60" tempsonic positioned carriage, Albany 7' mill



Kirby Clark (right), one of the family members working at Keller Lumber.

bandsaw, Sherman edger and Weinig moulder. Keller Lumber owns six TCM lift trucks, which transport lumber to various trimmers and remanufacturing machines in the mill. They also have four chip trucks to haul hog fuel and chips.

Since 2007, the company has run their sawmill two days a week and operated



Keller Lumber Co., located in Roseburg, OR, is one of the 3 percent of family-owned companies to survive into its fourth generation of family ownership.

as a remanufacturer the other days. As an example of their business practicality, Blane explained that the reason for operating the mill only two days a week is because of demand and prices. "Demand has to dictate. You can't create demand. To create more demand for us, there will have to be more building done, more houses built," he said.



Pictured are: Dan Keller (seated); Julia Keller; Linda McGinnis, office administrator and "Jack of all trades," at Keller Lumber; and Blane Keller

Keller Lumber's primary focus is in domestic orders. Around 30 to 40 percent of the company's product stays in the western three states (Washington, Oregon, California) and the rest is sold in select markets throughout the country including

parts of the Midwest, specifically Chicago, St. Paul and some on the Peninsula, as well as on the Eastern seaboard in Maryland, Pennsylvania and upstate New York. They sell to distributors and individual jobbers who have specific projects to complete. They ship primarily by lumber truck, but also ship some product by means of the Central Oregon and Pacific Railroad, which runs through Roseburg as a connection line owned by Union Pacific.



Troy and Blane Keller

The company operates with approximately 80 employees, including the four generations of Keller's. The family members are Dan Keller, his son Blane, Dan's brother John and his son Mike, and Dan's nephew Kirby Clark. Mike's son,



Pictured is Keller Lumber's Weinig Moulder.

Clarence, who works in the lumber yard, and Blane's son Troy, who also works at the company, represent the fourth generation of Keller's. As evidence to Keller Lumber's prudent business acumen, they beat the odds in the sense that only 3 percent of family-owned businesses survive to the fourth generation of family owner-

ship, according to the Conway Center for Family Business.

Blane attributes their longevity to their business philosophy, which is, "We always thought that if you wanted to stay in business, you have to have repeat business," Blane said, "You don't want a one-time deal; you have to make the

Additional photo on page 37

Continued on page 37



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www.waldun.com



Glenn Rieder Inc.: Skilled Crafters Of Custom Millwork Since 1946

By Joshua B. Smith



An interior bar and back bar were manufactured by Glenn Rieder Inc. and installed at the Cabana Bay Beach Resort at Universal Studios in Orlando, FL. Glenn Rieder purchases Douglas Fir, Ponderosa Pine, Western Hemlock, Red Cedar and Western Red Cedar.



An exterior shot of Glenn Rieder headquarters is shown here.



Glenn Rieder operates a custom finishing station within its Milwaukee, WI, facility.



The Milwaukee, WI, headquarters facility for Glenn Rieder is 100,000 square feet in size.



Among the equipment utilized in the manufacturing by Glenn Rieder is a SCM shaper.



Additional equipment operated by the company includes a Heesman brand veneer sander with a maximum width of 64 inches.



Jeff Haley
Sales Associate
3 years



Doug Curtis
Sales Associate
11 years



Brooks Weathers
Log Yard Manager
16 years



Jordan Ratliff
Procurement Forester
3 years

Milwaukee, WI—Glenn Rieder Inc., headquartered here, is an architectural millwork manufacturer/sub-contractor that has been in operation since 1946. The company's current CEO, Michael Floyd, purchased Glenn Rieder in

"We're unique as a company in that we're made up of experienced, learned specialists. Many of our people started as cabinetmakers, machine operators or carpenters and have since moved into estimating, engineering or project management positions within the operation."
Michael Floyd - CEO of Glenn Rieder Inc., located in Milwaukee, WI

2000 with his business partner, James Caragher, who serves as COO and general council.

The company purchases 100,000 board feet annually of various Softwood species, including Douglas Fir, Ponderosa Pine, Western Hemlock, Red Cedar and Western Red Cedar (No. 1 Common and FAS). The diverse species list also includes hardwoods like walnut, white oak, ash, poplar, as well as wenge, African mahogany, paduck, eucalyptus and teak. Glenn Rieder's products include high-end architectural millwork, wall and ceiling paneling, bars, back bars, casework and standing and running trim. Targeted markets include hospitality chains such as casinos and hotels, as well as retail establishments and institutional forums.

In 2012 the company expanded with the purchase of Quality Cabinet & Fixture Co., a look-alike company whose
Additional photo on page 37 Continued on page 37

Pictured is Glenn Rieder's Busellato Jet 7000 XXL CNC Router.



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Appalachian Lumber Co., Inc. (Page 5)

5879 W. US Hwy. 421
Wilkesboro, NC 28697
Tel. (336) 973-7205 / (800) 298-3202
FAX (336) 973-8356
Web Site – www.appalachianlumber.net
E-Mail – plankfloors@wilkes.net
Sales – William Church, William Parsons, Scotty Roten
Marketing Areas – National
Products – Edge-Glued Panels, Stair Treads, Stair Risers, Architectural Mouldings, Custom Mouldings, Plank Flooring, Paneling, Moulder Blanks
Species – Red Oak, White Oak, Hard Maple, Soft Maple, Poplar, Walnut, Ash, Cherry, Hickory, Eastern White Pine, Eastern Yellow Pine
Machining Capabilities – Moulding, Sanding, Tenoning, Edge Gluing
Dry Storage Cap. – 500,000 BF

H. Arnold Wood Turning Inc. (Page 105)

220 White Plains Rd., Suite 245
Tarrytown, NY 10591
Tel. (914) 381-0801
FAX (914) 381-0804
Web Site – www.arnoldwood.com
E-Mail – staff@arnoldwood.com
Sales – Jonathan Arnold, Melissa Friedman, Erin Bryant
Marketing Areas – National, International
Products – Mouldings, Turnings, Dowels, CNC & Shaped Parts, Handles, Dimension Stock, Strips, Slats, Columns, Balusters, Spindles, Blocks, Cleats, Bun Feet, Handrails, Architectural Millwork, FSC Certified, Finishing Available On Many Products
Species – All Hardwoods & Softwoods Including: Birch, Beech, Hard Maple, Soft Maple, Red Oak, White Oak, Ash, Poplar, Pine, Basswood, Aspen, Ramin, Cypress, Mahogany, Cedar, Exotics, MDF, Plywood
Machining Capabilities – Boring, Embossing, Mortising, Sanding, Tenoning, Carving, Finger Jointing, Routing, Shaping

Fitzpatrick & Weller, Inc. (Inside Back Cover)

12 Mill Street
P. O. Box 490
Ellicottville, NY 14731
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FAX (716) 699-2893
Web Site – www.fitzweller.com
E-Mail – sales@fitzweller.com
Sales – Dana G. Fitzpatrick, Greg Fitzpatrick, Joe Snyder
Marketing Areas – National, International
Products – Balusters, Bed Posts, Bench Tops, Blanks, Blocks & Cleats, Bun Feet, Cabinet Parts/Accessories, Carvings, Case Good Parts, Chair Parts, Columns, Component Parts, Crib Parts/Slats, Custom Shapes, Cut Stock, Cutting Boards, Dimension Parts/ Components, Doors, Door Parts, Drawers and/or Drawer Parts, Edge-Glued Parts, Flooring, Frame Parts, Furniture Parts/Components, Handrails, Industrial/Display Components, Jambes, Legs, Lumber, Machined & Semi-Machined Components, Millwork, Mouldings - Crown, Custom, Moulded & Tenoned Parts, Moulder Blanks, Mouldings, Musical

Instrument Parts, Newels/ Newel Posts, Paneling, Panels, Pedestals, Posts, Profiles (Decorative Parts), Pulls, Shelving, Specialty Items, Squares, Stair Treads, Stairs/Stair Parts, Stiles and/or Rail Stock, Store Fixture Parts, Strips, Table Tops/Parts, Toy Parts, Trim, Turnings, Window Parts
Species – Hard & Soft Maple, Cherry, Red & White Oak, Ash, Poplar, Walnut, Mahogany, Hickory, Pine
Machining Capabilities – Boring, Sanding, Tenoning, Moulding, CNC Machine Center
Dry Kiln Cap. – 400,000 BF

Indiana Dimension, Inc. (Inside Front Cover)

1621 W. Market St.
P. O. Box 568
Logansport, IN 46947-0568
Tel. (888) 875-4434
FAX (574) 739-2818
Web Site – www.indianadimension.com
Sales – Jeremy Rentschler, Roy Rentschler
Marketing Areas – National, International
Products – Cabinet Doors, Mouldings, Edge Glued Panels, S4S Products, Hardwood Dimension, Ready-to-Assemble Component Parts, Blanks, Cabinet Parts, Cut Stock, Doors, Door Parts, Furniture Parts, Moulded Parts, Ready-to-Assemble Door Parts, Fully Machined Furniture & Cabinet Components
Species – White Oak, Red Oak, Poplar, Ash, Hickory, Hard Maple, Cherry, Walnut, Alder, White Soft Maple, Northern & Appalachian Hardwoods
Machining Capabilities – Sanding, Shaping, Tenoning, Water Based Finishing Capabilities

Lebanon Oak Flooring Co. LLC (Page 1)

215 Taylor Ave.
P. O. Box 669
Lebanon, KY 40033-0669
Tel. (270) 692-2128
FAX (270) 692-2128
Web Site – www.lebanonoak.com
E-mail – lebanonoakflooring@windstream.net
Sales – Robert L. Goodin, Richard T. Goodin
Lumber Sales – Richard T. Goodin
Marketing Areas – National
Products – Mouldings, Furniture, Kitchen Dimension Parts, Panels, Panels Edge-Glued, Stair Treads, Risers, Railing, Blanks, 5/16 sq. Edged Flooring, Strips & Plank, 3/8 x 1- 1/2, 2", 1/2 x 1-1/2, 2", 2-1/4, 1/2 x 2 & 3/4 x 2-1/4, 3-1/4 Tongue & Groove Flooring, Drawer Sides
Species – Red Oak, White Oak, Maple, Hickory, Cherry, Ash, Walnut
Machining Capabilities – Finger Jointing, Sanding
Dry Kiln Cap. – 270,000' (4 Kilns) per week
Dry Storage Cap. – 5-600,000'

Quabbin Timber Inc. (Page 7)

23 Maple Ave.
P. O. Box 668
Rutland, MA 01543
Tel. (508) 886-2992
FAX (508) 886-2991
Web Site – www.quabbintimber.com
E-Mail – qt@quabbintimber.com
Sales – Robert Chase Jr., Brian Chase, J. A. Smith
Marketing Areas – National

Products – Balusters, Bed Posts, Bench Tops, Blanks, Blocks & Cleats, Boxes, Crates, Container Panels, Cabinet Doors, Case Good Parts, Chair Parts, Component Parts, Crib Parts/Slats, Dimension Parts, Doors/Door Parts, Drawers/Drawer Parts, Finger Joint & Finger Joint Edge-Glued Parts, Furniture Parts & Components, Lumber, Machined & Semi-Machined Components, Moulder Blanks, Panels, Shelving, Stair Treads, Stairs/Stair Parts, Surveyor Stakes, Table Tops/Parts
Species – Hard Maple, Soft Maple, Red Oak, White Oak, Poplar, Pine, Birch, Cherry, Poplar, Ash, Cottonwood, Hickory
Machining Capabilities- Boring, Sanding, Tenoning, Finger Jointing
Dry Storage Cap. – 600,000'

Sitco Lumber Company (Back Cover & Page 11)

2050 Kestrel Avenue
DeSoto (Dallas), TX 75115
Tel. (972) 225-4283
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FAX (972) 228-5987
Web Site – www.sitco.com
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Kathy Campos – k.campos@sitco.com
Ron Hasten – r.hasten@sitco.com
Marketing Areas – National, International
Products – Lumber, S2S, Hardwoods & Exotics
Species – Domestic, Exotic & Imported Hardwoods
Branch Warehouses – SitcoLA – Cerritos, CA
SitcoSF – San Francisco, CA
SitcoCHICAGO – Chicago, IL

Stanley Woodworking, Inc. (Page 129)

4113 White Top Road
Middleburg, PA 17842
Tel. (570) 837-6434
FAX (570) 837-1637
Web Site – www.hardwoodparts.com
E-Mail – contact.us@hardwoodparts.com
Sales – Scott Wilson
Marketing Areas – National
Products – Mouldings, Custom Mouldings, Crown Mouldings, Dimension, Edge Glued Panels, Stair Parts, Furniture Parts, Billiard & Pool Table Parts, Laminated Parts, Squares, S4S Stock
Species – Red Oak, White Oak, Cherry, Maples, Poplar, Ash, Mahogany, Hickory, Walnut, Basswood
Machining Capabilities – Ripping, Chopsaws, Gluing, Moulding, Tenoning, Sanding, Finger Joint
Dry Storage Cap. – 1,000,000'

H. A. Stiles (Page 89)

386 Bridgton Rd.
Westbrook, ME 04092
Tel. (800) 447-8537
FAX (207) 854-3863

Web Site – www.hastiles.com

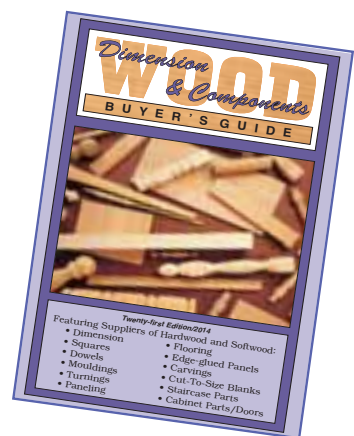
E-Mail – steve@hastiles.com
Sales – Steve Parrish
Marketing Areas – National, International
Products – Turnings, Dowels, Handles, Columns & Balusters, CNC Routed & Shaped Parts, Furniture Parts, Toy Parts, Mouldings, Plugs & Wedges, Boxes & Crates
Species – All Hardwoods, Eastern White Pine, So. Yellow Pine
Machining Capabilities – Boring, Sanding, Tenoning, Routing, Shaping, Turning, Finishing, Printing, Engraving

Thompson Forest Products Intl. (Page 3)

24-B Battleground Ct.
Greensboro, NC 27408
Tel. (336) 373-1117
FAX (336) 373-1119
Web Page – www.thompsonforestproducts.com
E-Mail – billy@thompsonforestproducts.com
bob@thompsonforestproducts.com
Sales – Bob Thompson, Billy Thompson
Marketing Areas – National, International
Products – Dowels, Squares, Turnings, Edge Glued Panels, Dimension, Mouldings, Panels, Components, Drawer Sides, CNC Shaped Parts, Bed Posts, Table Legs, Chair Assemblies
Species – Ash, Maple, Birch, Beech, Hickory, Gum, Pine, Oak, Poplar
Machining Capabilities – Sanding, Tenoning, Moulding, Shaping, Routing, Boring

Wheeland Lumber Co., Inc. (Page 9)

3558 Williamson Trail
Liberty, PA 16930
Tel. (570) 324-6042
FAX (570) 324-2127
Web Site - www.wheelandlumber.com
E-Mail - bill@wheelandlumber.com
Sales - Ray Wheeland, Bill Baker, Derek Wheeland
Marketing Areas - National, International
Products - Hardwood Lumber, Paneling, Flooring, Mouldings, Cut To Size Dimension
Species - Red Oak, White Oak, Cherry, Soft Maple, Hard Maple, Ash, Poplar, Beech
Machining Capabilities - Shaping, Weining Moulders
Dry Kiln Cap. - 500,000 BF
Dry Storage - 2,000,000 BF



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The Softwood Forest Products Buyer Announces Enhanced Digital Presence

Miller Wood Trade Publications, the premier online information source for the forest products industry, is pleased to announce the launch of its new website at www.millerwoodtradepub.com in June. Join us in celebrating our offering of online products, and our enhanced digital presence in the lumber industry.

Since 1927, our company has published multiple wood trade publications, including *The Softwood Forest Products Buyer*, that are distributed to specialized markets worldwide, serving every segment of a billion-dollar industry. Our 10 publications are now optimized and available at your fingertips online with enriched functionality.

Our website's editorial coverage enhances brand recognition for sawmills that connect with re-manufacturers, wholesalers and wholesale distributors, retail lumber yards, contractor yards, big box stores, as well as industrial markets.

Our website visitors will also have convenient access through our online link to a comprehensive list of sawmill industry providers.

Whether online or in print, we deliver the latest news and trends in our bi-monthly issues of *The Softwood Forest Products Buyer* and the *Import/Export Wood Purchasing News*, as well as our monthly *National Hardwood Magazine*.

We've expanded our news coverage with the launch of our new website

in our online **NEWS** segment, which will provide our readers with current news briefs about happenings in our industry that may only appear on our website rather than our printed publications.

Also, as a bonus for our readers, we celebrate the NAWLA Traders Market in an annual wholesaler/distributor buying issue, and this will be included in its entirety on our new website.

Additionally, annually we produce our Special Christmas Buyer's Guide Issue of *National Hardwood Magazine* in December, which will also be fully featured on our new website.

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as well, where—at your fingertips—you will have access to 4,200 industrial buyers in the U.S. and Canada. www.millerwoodtradepub.com will also

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Importers are easily accessible as well in our *Imported Wood Purchasing Guide* that hosts 323 company listings of imports such as: lumber, plywood, and panel products.

Additionally, as a reader or advertiser of either our digital or printed *Hardwood Purchasing Handbook* you gain easy access to the following in the U.S. and Canada:

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- 261 hardwood distribution/concentration yards
- 28 hardwood plywood manufacturers.

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**—Terry Miller, President,
The Softwood Forest Products Buyer**

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- More than 1,000 listings from the *Dimension & Wood Components Buyers Guide*
- 465 listings from the *Forest Products Export Directory*
- 323 listings from the *Imported Wood Purchasing Guide*



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NAWLA Portland Attendance Increases By 30 Percent

By Wayne Miller and Zach Miller



Eric Schooler, Collins, Wilsonville, OR; Steve Killgore, Roseburg, Roseburg, OR; and Reid Schooler, Forest City Trading Group, Portland, OR



Mark McLean, Mike McCollum, and Gary Pittman, Roseburg, Roseburg, OR; Jon Anderson, Random Lengths, Eugene, OR; and Devin Stuart, Roseburg



Nathaniel Bruce, Steve Loebner and Bart Bartholomew, Sherwood Lumber Corp., Islandia, NY



Kevin Director, DA Davidson Cos., Lake Oswego, OR; Kalayna Crook, Patrick Lumber Co., Portland, OR; Marc Saracco, NAWLA, Chicago, IL; and Collin Thomason, Hampton Lumber Sales, Portland, OR



Tim Stovall, Bright Wood Corp., Madras, OR; Mark Young, Arauco USA, Atlanta, GA; and Todd Davis, Roseburg, Silverton, OR



Marc Saracco, NAWLA, Chicago, IL; Scott Elston, Forest City Trading Group LLC, Portland, OR; Scott Cantonwine, Cascade Warehouse Co., Salem, OR; Mike Phillips, Hampton Lumber Sales, Portland, OR; and Dan Semsak, Pacific Woodtech Corp., Burlington, WA

Portland, OR—Recently, the North American Wholesale Lumber Association (NAWLA) held its Portland regional meeting at the River Place Hotel, located here. The meeting was sponsored by Collins, Roseburg, Blue
Continued on page 38



(Retired) Gordon King, Hampton Lumber Sales, Portland, OR; and Jim McGinnis III, McGinnis Lumber Co., Meridian, MS



Reid Schooler, Forest City Trading Group, Portland, OR; Mark Porter, Hampton Lumber Sales, Portland, OR; and Kevin Dodds, Collins, Wilsonville, OR



Jim McGinnis III, McGinnis Lumber Co., Meridian, MS; and Aly Kingsley and Joe La Berge, Collins, Wilsonville, OR
Sean Killgore and Mason Virnig, American International Forest Products LLC, Portland, OR; and Zach Miller, The Softwood Forest Products Buyer, Memphis, TN



Additional photos on pages 35 & 36



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WWPA PHOTOS - Continued from page 1



Steve Zika, Hampton Affiliates, Portland, OR; Chuck Roady, F.H. Stoltz Land & Lumber Co., Columbia Falls, MT; Kris Zika, Hampton Affiliates; and Mark Porter, Hampton Lumber Sales, Portland, OR



Frank and Chloe Pearson, Contact Industries, Clackamas, OR; and Beverly and Russ Tuvey, Western Wood Products Assoc. (WWPA), Portland, OR



Steve and Sue Ann Barton, Glesby Marks Leasing, Lake Oswego, OR; and John Branstetter, Vaagen Brothers Lumber Inc., Colville, WA



Bill and Adele Barnett, Hampton Lumber, Vancouver, BC; Josh Sawatzky, Spruceland Millworks Inc., Acheson, AB; and Christine and Jack Hetherington, Skana Forest Products Ltd., Richmond, BC



Phil and Mary Jane Duke, Lumberman's Wholesale Distributors Inc., Nashville, TN; and Darcy and Dennis Huston, Boise Cascade Co., Boise, ID



Marc Saracco and Buffy Levy, North American Wholesale Lumber Assoc., Chicago, IL; and Shelly and Scott Elston, Forest City Trading Group LLC, Portland, OR



Joseph McCormick and Mike Hans, Conner Industries Inc., Fort Worth, TX; Laurie Creech, Weyerhaeuser, Columbia Falls, MT; and Jim Krauseneck, Weyerhaeuser, Federal Way, WA



Evelyn Currie and Jim Vandegrift, Bennett Lumber Products Inc., Princeton, ID



P.J. Arling, Arling Lumber Co., Cincinnati, OH; and Alden Robbins, Robbins Lumber Co. Inc., Searsmont, ME



Bob and Laurie Mai, Potlatch Corp., Spokane, WA; and Mark Porter, Hampton Lumber Sales, Portland, OR



Jim McGinnis III, McGinnis Lumber Co. Inc., Meridian, MS; and Adrienne and Kevin Binam, WWPA, Portland, OR



Eric Schooler, Collins, Wilsonville, OR; and Fritz Mason, Georgia-Pacific Corp., Atlanta, GA



Steve Rigdon, Yakama Forest Products, White Swan, WA; Shelton Coulter, COMACT, Portland, OR; Duane and Debbie Vaagen, Vaagen Brothers Lumber Inc., Colville, WA; and Larry Jellison, BID Group of Companies, Portland, OR



Bruce and Janet Dausavage and Sandy and Scott Hill, Ochoco Lumber Co., Prineville, OR



Josh Sawatzky, Spruceland Millworks, Acheson, AB; and Kent Beveridge, Skana Forest Products Ltd., Richmond, BC



John Branstetter, Vaagen Brothers Lumber Inc., Colville, WA; and Patrick Graby, Bennett Lumber Products Inc., Princeton, ID



Alex Rapoport, HALCO Software Systems Ltd., Vancouver, BC; and George Hagopian, Pennsylvania & Indiana Lumbermens Mutual Insurance Cos., Philadelphia, PA



Stacey McCully, Taylor Machine Works Inc., Louisville, MS; Wayne Miller, The Softwood Forest Products Buyer, Memphis, TN; and David Gully, Taylor Machine Works Inc.

Additional photos on page 14

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WWPA PHOTOS - Continued from page 12



Zach Miller, The Softwood Forest Products Buyer, Memphis, TN; Tim Cochran, Random Lengths Publications Inc., Eugene, OR; and Chris Matier, Lucidyne Technologies Inc., Corvallis, OR



Mauricio Bravo, Weston Wood Solutions Inc., Brampton, ON; Rick Ekstein, Weston Forest Products Inc., Mississauga, ON; and Mark Kasper, Amerhart Ltd., Green Bay, WI



Ahren Spilker and Andy Dunham, Idaho Forest Group LLC, Coeur d'Alene, ID; and Paul Owen, Vanport International Inc., Boring, OR



Rick Hicks, WWPA, Portland, OR; Gary Snider, Arch Wood Protection Inc., Kalama, WA; and Steve Nielsen, Diacon Technologies Ltd., Portland, OR



Rock Belden and Gayla Belden, Sierra Pacific Industries, Anderson, CA



Don Schneidman, Sherwood Lumber Corp., Islandia, NY; David Bernstein, Mid-State Lumber Corp., Branchburg, NJ; Mark Wells, Universal Forest Products Inc., Union City, GA; and Nick Fitzgerald, Building Products Inc., Council Bluffs, IA

NAWLA LEADERSHIP PHOTOS - Continued from page 1



Erin Defouw and Nural Ishak, NAWLA, Chicago, IL; and Mary Jo Nyblad, Boise Cascade Co., Boise, ID



Phil Duke, Lumberman's Wholesale Distributors, Nashville, TN; Mark Wells, Universal Forest Products, Union City, GA; Warren Rives, Wholesale Wood Products, Dothan, AL; Gary Dzurka, Epicor Software, Calgary, AB; and Alden Robbins, Robbins Lumber Co. Inc., Searsmont, ME



Rick Ekstein, Weston Forest Products, Mississauga, ON; Rex Vonnahme, Union-Pacific Railroad, Roseville, CA; Joe Thomas, Union-Pacific Railroad, Portland, OR; Scott Elston, Forest City Trading Group LLC, Portland, OR; and Steve and Ann Sprenger, Sprenger Midwest Inc., Sioux Falls, SD



Mark Wasson, BlueLinx Corp., Atlanta, GA; and Bill Adams, Cedar Creek, Cornelius, NC



James and Ann Robbins, Robbins Lumber Co. Inc., Searsmont, ME; and Kenneth Bernstein, Mid-State Lumber Corp., Branchburg, NJ



David Bernstein, Mid-State Lumber Corp., Branchburg, NJ; and Amy and Rob Latham, Tri-State Forest Products Inc., Springfield, OH



Alex Rapoport, HALCO Software Systems Ltd., Vancouver, BC; Hector Dimas, Boise Cascade Co., Boise, ID; Steve Nielsen, Diacon Technologies Ltd., Beaverton, OR; and Gary Snider, Arch Wood Protection, Kalama, WA



Lara Protiva, Constance Chapa and George Seuss, The Hanover Insurance Group, Columbia, MD



Tom Temple, Potlatch Corp., Saint Maries, ID; Kip Fotheringham, Hampton Lumber Sales, Richmond, BC; and Bart Bender, Interfor, Burnaby, BC

Additional photos on page 16

Mass Timber Conference Explores Potential For Cross Laminated Timber

Photos By Zach Miller



Tim Hunt, D.R. Johnson Lumber Co., Roseburg, OR; Emily Kingston, New England Forestry Foundation, Littleton, MA; and Dr. Lech Muszynski, Dept. of Wood Science and Engineering, Oregon State University, Corvallis, OR



Dennis Krueger and Robert Tudhope, SmartLam, Columbia Falls, MT; Robert Falch, Minda Germany Co., Minda, Germany; and John McGeady, SmartLam



Dominique Briand, Structure Fusion, Quebec City, QC; Peter Lister, FPInnovations, Vancouver, BC; and Kent Fargey, Western Archrib, Edmonton, AB



Arnie Didier, Forest Business Network, Missoula, MT; Mike Martin, Martin Contracting, Missoula, MT; Allison Screnar, Pew Construction Services, Missoula, MT; Craig Rawlings, Forest Business Network, Missoula, MT; Tom Waddell, Forest Business Network, Portland, OR; and Ed Mayer, HewSaw Machines Inc., Abbotsford, BC



Calvin Sheahan, Tricon Timber LLC, St. Regis, MT; Christie Holmack, Mid-Columbia Lumber, Culver, OR; Kurt Vestman and Joe Zito, Tricon Timber LLC; and Walt Williams, Mid-Columbia Lumber



Kirk Nichols, Metsä Wood, Atlanta, GA; Todd Black, D.R. Johnson Lumber Co., Riddle, OR; and Kent Marks, International Beams Inc., Atlanta, GA

Portland, OR—The Portland Marriott Downtown Waterfront Hotel, located here, was the site for the recent Mass Timber Conference, which was attended by approximately 500 people.

Continued on page 39



Kurtis and Angie Vaagen, Vaagen Brothers Lumber Inc., Colville, WA



John and Judy Rawlings, Rawlings Manufacturing, Missoula, MT; and Derek Nelson, Montana Boston Partners LLC, Missoula, MT

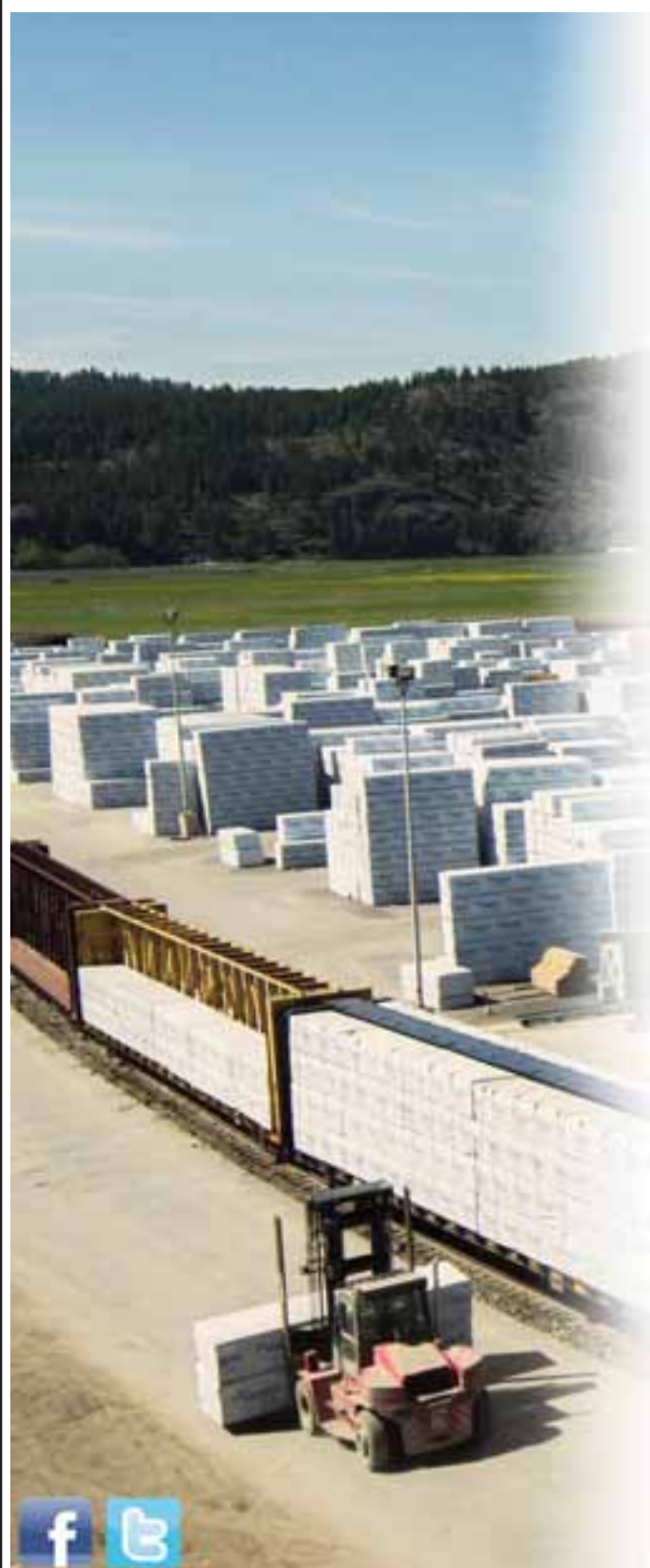


Sam Howard, Ketcham Forest Products Co., Seattle, WA; and Kathryn Fernholz, Dovetail Partners, Minneapolis, MN

Tim Portz, Forge Content, Minneapolis, MN; and Aaron Edwards, Evergreen Engineering Inc., Eugene, OR



Additional photos on pages 33, 34 & 35



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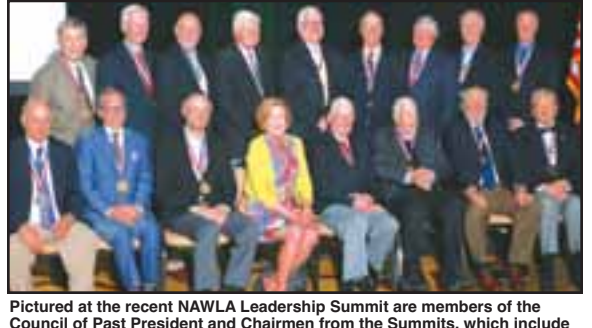
NAWLA LEADERSHIP PHOTOS - Continued from page 14



Joe and Mary Jo Honochick, Zip-O-Log Mills Inc., Eugene, OR; and Merry and Ralph Schmidt, Columbia Cedar, Kettle Falls, WA



Tony Saad, Nordic Structures, Miami, FL; Isabelle Fradet, BOSCUS, Montreal, QC; Scott Driskill and Kirsten Miller, Oregon-Canadian Forest Products Inc., North Plains, OR



Pictured at the recent NAWLA Leadership Summit are members of the Council of Past President and Chairmen from the Summits, which include many who served the lumber industry for decades and are now retired. Pictured are: (back row, from left) Buck Hutchison, Steve Weekes, Mike Mordell, Bill Sheathelm, Steve Snaveley, Steve Boyd, Chris Beveridge, Mike Phillips, Gregg Riley; (front row, from left) Jim Epperson, Rick Ekstein, Bob Owens, Susan Fitzsimmons, Gordon King, Bob Wells, Chuck Harris and Tom Rice



Michael McInnes, Terminal Forest Products Ltd., Richmond, BC; and Marilyn Thompson, APA- The Engineered Wood Association, Tacoma, WA



Grant and Shenell Phillips, Collins, Wilsonville, OR; Kyle Little, Sherwood Lumber Corp., Islandia, NY; Craig Sichling, LP Building Products, Binghamton, NY; and Aly Kingsley and Eric Schooler, Collins



Dusty Hammack, DW Distribution Oklahoma Inc., Oklahoma City, OK; and Alden Robbins and James Robbins, Robbins Lumber Inc., Searsmont, ME



Bart Bender, Interfor, Burnaby, BC; Donna Whitaker, Interfor, Peachtree City, GA; and Rick Fortunaso, Interfor, Bellingham, WA



Mark Kelley and Brett Slaughter, Elk Creek Forest Products, McMinnville, OR; and Zachary Miller, The Softwood Forest Products Buyer, Memphis, TN



Hank Delesandro, One Source Risk Management & Funding Inc., Alpharetta, GA; Henry German, DMSi Software, Omaha, NE; and Bob McSorly, Pennsylvania & Indiana Lumbermens Mutual Insurance Cos., Philadelphia, PA



James Robbins, Robbins Lumber Inc., Searsmont, ME; Aly Kingsley, Collins, Wilsonville, OR; and Chris Beveridge, Skana Forest Products Ltd., Richmond, BC



Mark Erickson, Blue Book Services Inc., Carol Stream, IL; David Jeffers, PPG Machine Applied Coatings, Raleigh, NC; and Chris Young, Woodtone, Chilliwack, BC



Denis and Joann Fraser, Goodfellow Inc., Montreal, QC; Robin Schernitzki, Boise Cascade, Kettle Falls, WA; and John Branstetter, Vaagen Brothers Lumber, Colville, WA



Mark Mitchell, Stimson Lumber Co., Portland, OR; Shenell and Grant Phillips, Collins, Wilsonville, OR; Ian and Julie McLean, Spruceland Millworks Inc., North Vancouver, BC; and Kent Beveridge, Skana Forest Products Ltd., Richmond, BC



Mike and Dawn Holm, Oregon-Canadian Forest Products Inc., North Plains, OR; and Sara and John Quast, Patrick Lumber Co., Portland, OR



Thomas and Kim Gennarelli, Roseburg, Eugene, OR; and Sandy and Gary Pittman, Roseburg, Dillard, OR



Carly and Michael Goodman, Sherwood Lumber Corp., Islandia, NY; Mark Erickson, Blue Book Services Inc., Carol Stream, IL; and Steven Rustja, Weston Forest Products Inc., Toronto, ON



Josh Goodman, Sherwood Lumber Corp., Islandia, NY; David Desliche, Amerhart Ltd., Green Bay, WI; Kyle Little, Sherwood Lumber Corp.; and Chris Ballman, NAWLA, Chicago, IL

MWC PHOTOS - Continued from page 1



Pat Vaillancourt, Josh Goodman and Kyle Little, Sherwood Lumber Corp., Islandia, NY

Additional photos on page 18

Southern Cypress Manufacturers Association Hosts Annual Meeting

Photos By Terry Miller and Paul Miller Jr.



Mark Williams, Jerry G. Williams & Sons Inc., Smithfield, NC; Seth Netterville, Fred Netterville Lumber Co., Woodville, MS; Larry Thompson, T & S Hardwoods Inc., Milledgeville, GA; and Terry Miller, The Softwood Forest Products Buyer, Memphis, TN



Linwood Truitt, Beasley Forest Products Inc., Hazlehurst, GA; Linda Jovanovich, executive director, Hardwood Manufacturers Assoc., Pittsburgh, PA; and Ian Faight, Push 7, Pittsburgh, PA



Shepard Haggerty, Williams Lumber Co., Rocky Mount, NC; and Phil Jarriel and Darrell Beasley, Thompson Hardwoods Inc., Hazlehurst, GA



Mark and Nancy Tuck, Gates Milling Inc., Gatesville, NC; and Tripp Josey and Logan Josey, Josey Lumber Co. Inc., Scotland Neck, NC



Tony Hood and Kay Sees, Turn Bull Lumber Co., Elizabethtown, NC; and Joey Josey, Josey Lumber Co. Inc., Scotland Neck, NC



Lewis Reed, Thompson Appalachian Hardwoods Inc., Huntland, TN; Steve Johnson, Thompson Hardwoods Inc., Hazlehurst, GA; and Nordeck Thompson and Todd Nelson, Thompson Appalachian Hardwoods Inc.

Fort Worth, Texas - The Southern Cypress Manufacturers Association (SCMA), headquartered in Pittsburgh, PA, recently gathered here for its 2016 Annual Meeting. The event was held in conjunction with the Hardwood Manufacturers Association's 2016 National Conference and Expo at The Worthington Renaissance Hotel.

During the two-day event, more than 35 people representing SCMA members, promotion sponsors, and guests, were able to network with industry peers and vendors, receive an update on the Association's successful promotion campaign, preview this year's promotion projects, discuss topics facing the Cypress industry, and elect officers for 2016-17.

SCMA members elected Brian Meier of Cypress Rose Sawmill, Homerville, GA, as president. Stephen Logue of Battle Lumber Company, Wadley, GA, was elected as vice president. Attendees also expressed appreciation to Linwood Truitt of Beasley Forest Products/Thompson Hardwoods, Hazlehurst, GA, for his two years of serv-

Continued on page 40



David Piper and Bill Hendricks, Brewco Inc., Central City, KY; and Joseph Haggerty, Williams Lumber Co., Rocky Mount, NC

Hal Mitchell, Atlanta Hardwood Corp., Mableton, GA; Zack Rickman, Atlanta Hardwood Corp., Cleveland, GA; and Stephen Logue, Battle Lumber Co., Wadley, GA



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Steve Banahan, Pleasant River Lumber, Sanford, ME; and Tom Merkert, Tom Mulry and Rob Hoffman, Capital Forest Products, Annapolis, MD



Eric Gee, Southern Forest Products Association, New Orleans, LA; Bob Tweedy, USNR, Atlanta, GA; and Martin Vaillancourt, USNR, Plessisville, QC



Daniel Rocha and Brad Flitton, Western Forest Products, Vancouver, BC; Brian Crossley, Tolko Marketing and Sales Ltd., Vernon, BC; and Guy Burrell and Phil Barter, Western Forest Products



Jack Bowen and Kevin Hynes, Hancock Lumber Co., Casco, ME; Chris Harrett, Western Lumber Co., Medford, OR; Saifuddin Jodiya Wala, Saify Commercial Establishment, Karachi, Pakistan; and Matt Duprey, Hancock Lumber Co.



Normand Langlois, PHL Inc./Comact, Saint-Ephrem, Beauce, QC; Paul Sibley, New Future Lumber Ltd., Dieppe, NB; and Jacques Loubert, Comact, Mirabel, QC



Fred Spinola, Deltech, Prince George, BC; Richard Muehlboeck, Muehlboeck Drying Technology, Austria; and Peter Driessen, Muehlboeck Drying Technology, Chase, BC



Tony Saad, Nordic Structures, Miami, FL; Robert Filion, Veronique Petit and Jacques Filion, Nordic Structures/Chantiers, Chibougamau, QC



Jonathan Connelly, J.D. Irving Limited, Saint John, NB; Marc LeBlanc, Marwood Ltd., Fredericton, NB; Christian Gilbert, J.D. Irving Limited; Peter Duerden, U-C Coatings LLC, Buffalo, NY; Jerome Pelletier, J.D. Irving Limited; and Douglas Ledwidge, Maritime Lumber Bureau, Amherst, NS



Elizabeth Conner and Marc Saracco, NAWLA, Chicago, IL



Richard Hudon, Ontario Forest Industries Assoc., Toronto, ON; Joe Hanas, Nordic Structures/Chantiers, Chicago, IL; Albert Renaud, Nordic Structures/Chantiers, Montreal, QC; Tony Saad, Nordic Structures/Chantiers, Miami, FL; and Pierre Begin, Begin-Begin Inc., Lots-Renverses, QC



Denis Dube, J.D. Irving Limited, Clair, NB; Crystal Oldham, Truth About Trees, Memphis, TN; and Philippe LeBlanc, Lumber Resources Inc., Quebec, QC



Terry Miller, The Softwood Forest Products Buyer, Memphis, TN; Randi Walker, BC Wood, Langley, BC; and John Gillis, Centurion Lumber Manufacturing Ltd., Chemainus, BC



Ben Tetreault, Midway Lumber Mills Ltd., Thessalon, ON; Rose Ann Loranger, Goodfellow Inc., Delson, QC; and Steve Allen, Midway Lumber Mills Ltd.



Daniel Rocha and Brad Flitton, Western Forest Products Inc., Vancouver, BC; James O'Grady, Goodfellow Inc., Delson, QC; and Phil Barter, Western Forest Products Inc.



Peter Nolet, Eacom Timber Corp., Montreal, QC; Gilles Gauvin, Autolog Sawmill Automation, Blainville, QC; Randi Walker, BC Wood, Langley, BC; and Louis-Philippe Deschenes, Autolog Sawmill Automation



Jim Irving and Jerome Pelletier, J.D. Irving Limited, Saint John, NB



Tim Cornwell and Mike Correia, Boise Cascade, Bellerica, MA; Michaela Franey, Boise Cascade, Portsmouth, NH; Jethro Pulin, Milan Lumber Co. LLC, Milan, NH; and Chip Wood, Boise Cascade, Portsmouth, NH



Jack Bowen, Hancock Lumber Co., Casco, ME; and Shannon Turcott and Keegan Holt, Eastern Forest Products, Lyndeborough, NH

West Coast Business Trends



By Wayne Miller
Senior Sales Representative

In mid-April, suppliers in British Columbia and the Pacific Northwest indicated a tightening supply of many items and prices that were stabilizing and beginning to strengthen.

Paul Harder, on the marketing team of Dakeryn Forest Products, North Vancouver, said, "In what has been described as 'a year without winter,' first quarter lumber demand in North America was even hotter than the weather! It is reported that lumber futures were up 22 percent in March, outperforming stocks, oil, and gold. Through mid-April the Random Lengths Framing Lumber Composite Price has increased over 7 percent. Much of the activity has been based at the mill level with Western SPF producers maintaining three week order files on many items. At the secondary level, meanwhile, I would probably characterize activity so far in April as the 'quietest hot lumber market' in recent memory. But with prime building season upon us, and with the BC Wildfire Service having already raised concerns over dry conditions in the province, traders and dealers alike will be keeping a close watch on inventories."

Archie Rafter, in sales for Andersen-Pacific Forest Products, Maple Ridge, BC, said, "Winter/Spring storms have hindered log deliveries and Western Red Cedar and Douglas Fir high grade is in short supply. Prices are holding firm in most items. We expect things to pick up in coming months as distributors, wholesalers, manufacturers sell through into spring demand."

Gavy Gosal of Sawarne Lumber Co., Vancouver, said, "Sales and demand have been strong for our Western Red Cedar line of products. While the strength of the U.S. dollar has helped in getting orders from south of the border, we have seen a concurrent increase in log prices on this side. We have been able to find sufficient log supply for our existing orders and most inquiries, however, some products are much further out than others, such as fencing and tongue and groove."

In John Day, OR, Art Andrews, in sales for Malheur Lumber Co., said, "After a long period of lethargy Pine items sales are solid and getting more interesting. The market has finally stabilized and we expect prices to strengthen. Prices have been level or gone down for more than a year up to now. Our sawmill is busy and in overtime, operating on 10-hour weekly shifts. There is a better overall tone in the market."

A Willamette Valley sawmill sales rep said, "Our timbers are in for a decent year. The short and sweet of it is: The first quarter was a good one and our customers all think this summer will be good for their sales."

Mike Herrema of Elk Creek Forest Products, McMinnville, OR, said, "The Doug Fir timber market has heated up over the last 30 to 60 days and it is attributable to several factors. The supply of Doug Fir logs suitable for producing timbers has tightened. Whether it is weather related or simply availability from what is actually being logged from the forest is open to discussion. Mill closures have affected production on specific items as well. There has been a steady rise in construction grade timber pricing with 4" green pricing rising between 20 to 25 percent since the first of the year. Larger timbers (10" thicker x 10" wider), especially in lengths over 26' are difficult to source as well. Take-away has increased at both the mill and the wholesale level. A steady economy and tight supply is making for a very active market. Most wholesalers and retailers are reporting optimistic forecasts heading into summer months."

Sales Manager Leslie Southwick of C & D Lumber Company, Riddle, OR, said, "Here are a few bullet points: first, there has been a higher

Continued on page 40

Midwest Business Trends



By Paul Miller Jr.
Vice President

Sources in Midwestern states like Iowa, South Dakota and Texas are anticipating that business will improve after experiencing a bit of a seasonal lag the first of the year.

A Softwood supplier in South Dakota said that the market is "in an OK place, and it's slowly but surely trending up."

Dealing with Southern Pine, Fir and Cedar, he said that each species is "selling consistently, but there's some room for improvement with Pine." This contact's company has multiple locations in other states in the Midwest, and said that his statement was true for all of the markets they serve.

He mentioned that overall inventory levels are in line with where they normally are at this point in the year. "In the warmer months, things pick up around here, so I feel good with our stock right now," he said.

This contact's customers are a mix of lumber and millwork dealers and distribution centers.

As the year progresses, "I expect pricing to increase some over the next few months, and if it does, it will help offset the slower months we had to start the year," he added.

In Texas, a source said that he is "excited to round the corner and head into summer. That is typically our strongest season and I'm not expecting it to be any different this year."

This contact, who handles Western Red Cedar, Douglas Fir, kiln-dried Fir and

Continued on page 40

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manufacturers have experienced an over-supply of lumber while demand has trailed. Zika explained that the deflated Canadian dollar – whose value recently dropped as much as 30 percent – adversely impacts the lumber industry as well as a decline in log exports and weakened demand from China. Meanwhile, the U.S. dollar continues to remain strong, which hurts exports, Zika said.

One issue that continues to challenge the lumber industry, said Zika, is workplace safety. “This is a big issue,” he said. “We still are seeing serious accidents in mills. People want to work safely, so this must be addressed, as well as how to attract and retain the next generation – The Millennials – to our industry.”

The Millennials are influenced by environmentalist efforts whose views “are anti-wood, extreme and ever-stronger,” Zika explained. “These environmentalist groups work non-stop in Oregon, for example, and they work against such things as ski slopes, the use of approved pesticides and timber harvests from state forests.” He encouraged attendees to promote the lumber industry’s commitment to responsibly managed, and sustainable, forests.

Additionally, WWPA President Kevin Binam presented an economic overview at the meeting. He said that if only the political description of the economy is considered, “then for the most part you feel like the economy is doing pretty poor. The fact is that it really isn’t that bad. Inflation has been pretty good.”

Binam noted that the Federal Reserve typically targets inflation at about 2 percent – the “sweet spot,” said Binam. He added, “If we look at inflation since 2006, and you can see that except for one spot in 2015, we’ve actually been right there in that sweet spot. The Feds actually worry about deflation rather than some sweet spots of inflation.”

Other points highlighted during the economic presentation included:

- “Regarding commercial and industrial loans, demand is weakening in the U.S.,” said Binam. “I find it interesting that banks are pushing money to the economy, and yet we have weakening in demand, and they’re worried about having too many loans and loan amounts out to large developers. They’re also easing up on housing restrictions.”

- “Regarding consumer debt, in particular house and car loans today are at \$2.6 trillion, and \$940 billion is in credit card debt. That’s not really a bad thing; it’s just a little worrisome if it starts to rise too fast,” Binam said.

- “Next are commercial/industrial loans – what we have now in this country stands at about \$2 trillion and it’s with quite a sharp rise in loans. That’s not a bad thing unless it continues to rise sharply,” said Binam, whose report reflected a rise of approximately \$45 billion since last year, including multiple family homes and similar properties.

- In regard to overseas markets, Binam noted, “The concern I have is for the market gyrations offshore. They have all come down because they’re worried and there is a little bit of recovery, but not a lot. China and India are pretty healthy financially; Russia and Brazil have high inflation and high interest rates. In regard to the exchange rates, there is the Canadian loonie and the Chinese yuan – their worth is based on what they are when compared with the U.S. dollar. When there’s more currency per dollar, it means a weakening exchange rate. The trade base with China has increased every year, even with the weakening of the exchange rate.”

In summary regarding housing and the economy, Binam noted that both could improve faster than expected, however, the rest of the world economy could impede the U.S. economy.

The Western Wood Products Association represents Softwood lumber manufac-

turers in 12 Western states and Alaska. WWPA delivers lumber grading, quality control, technical, business information and product support services to sawmills, as well as to those who use Softwood lumber. In 2016, WWPA graded 12 million board feet of lumber and currently has 91 sawmills as members.

Next year’s WWPA meeting will be held in Portland, OR. The date and location will be announced at a later time.

Also at this meeting, the WWPA welcomed the North American Wholesale Lumber Association, which held its 2016 Leadership Summit, which hosted 336 members, a 22 percent increase in attendance for this organization.

For more information about the WWPA, visit online at www.wwpa.org. ■

NAWLA LEADERSHIP –

Continued from page 1

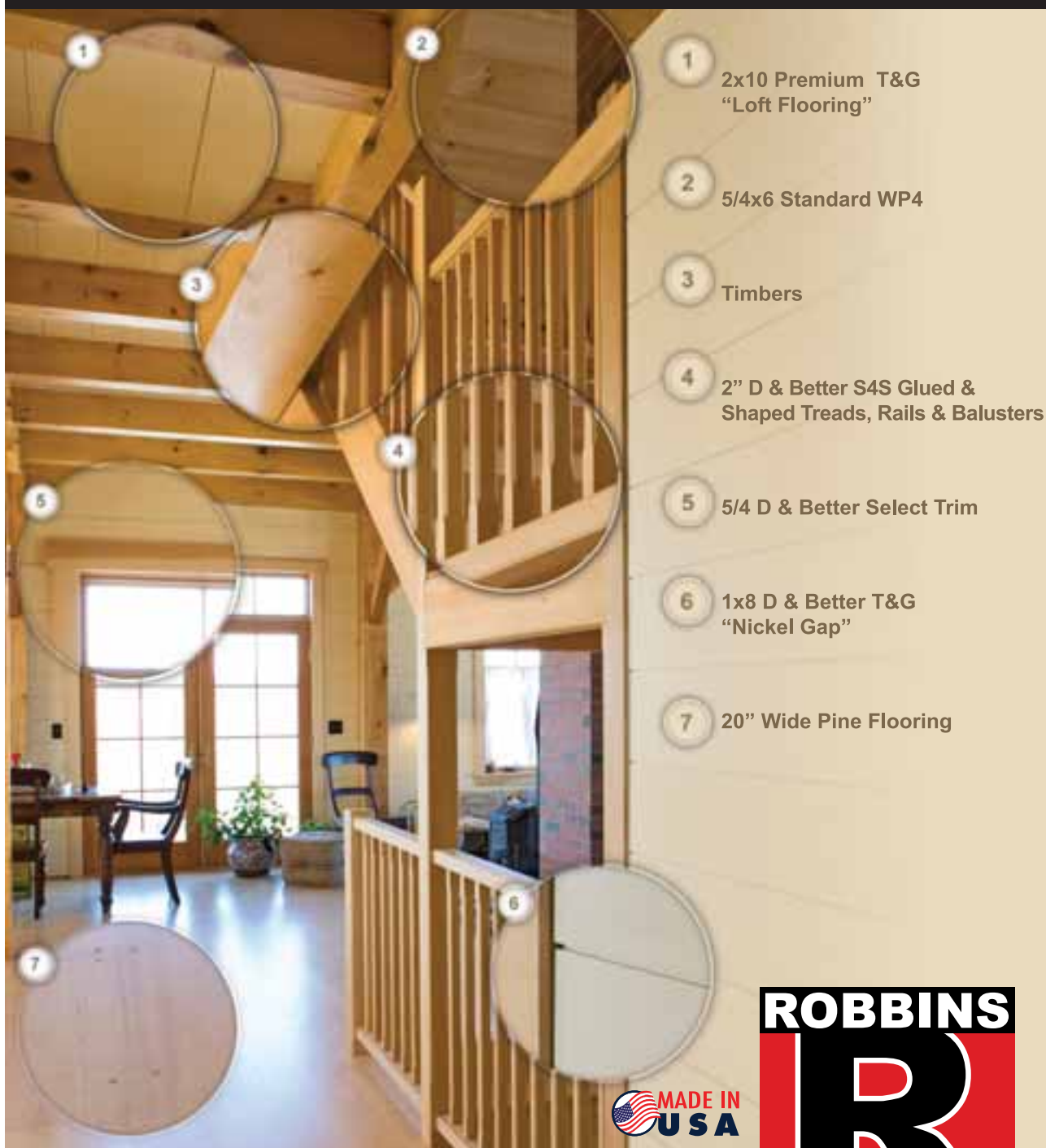
last year. The 2016 NAWLA Leadership Summit welcomed a total of 336 members and guests who represented leading industry decision-makers. Attendees spent three days sharing knowledge of the lumber market, as well as listening to guest speakers provide insight into industry trends.

Guest speakers included: Ted Seraphim, president and CEO of West Fraser; Clarence W. Gooden, president of CSX Corp.; Thomas Mende, president, Klausner Trading USA Inc.; Ashley Boeckholt, director, Koch Pulp & Paper Trading LLC; Geoff Berwick, director, risk management, Sherwood Lumber Corp.; Kevin Binam, president, Western Wood Products Association; Dave Fortin, senior economist, RISI; Brent Grover, managing partner, Evergreen Consulting; Gonzalo Zegers, senior vice president of international and business development, Arauco; Tom Corrick, CEO, Boise Cascade Co.; and Joe Lawrence, president, Dixieline Lumber Co.

The strength of the economy and the

Continued on page 21

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NAWLA LEADERSHIP – Continued from page 20

future of the lumber industry were among topics discussed by the previously mentioned expert speakers. Dave Fortin, with RISI, noted that “the economy is not the market and the market is not the economy.” That distinction is key to thriving in business, and he added, “The U.S. GDP is ahead of the rest of the world. The U.S. employment gains remain robust and wage growth accelerated in 2015.” He reflected on what he referred to as a “housing crisis. (Rental) occupancy rates are higher, and rent and home sale prices are up 5 percent per year over the last couple of years.”

Fortin said that the U.S. should reach 1.29 million housing starts in 2016 and higher in 2017 at 1.5 million. He noted that wood usage in multi-family construction is trending down, and compared this trend to the 1970s and 1980s. Fortin expects this trend to improve over the next three years as demand for lumber strengthens. This is because “we’ll see more older homes being remodeled, thus creating greater uses for wood,” he said.

In regard to the overall lumber industry and economic recovery in the U.S., Fortin said, “This is the slowest recovery we’ve ever seen. Demand will test capacity, and the market will get tighter.”

Among other presenters at the NAWLA Leadership Summit was Tom Corrick, CEO of Boise Cascade Co. He stated that Boise positioned itself years ago for the housing recovery. “We have 4,500 customers and we’ve nearly doubled our sales per housing starts over the last 10 years,” Corrick said, whose company’s primary products are plywood, engineered wood products and distribution.

Corrick outlined Boise Cascade’s strategy, which includes:

- High efficiency and optimization of flow of veneers;
- Provide good supply and good distribution;
- Add locations through acquisitions to better serve customers.

A key to success, said Corrick, is a company’s ability to “integrate your own manufacturing and distribution. Our goal is to be a very focused company on what we do best.”

Corrick offered these key market trends that he has observed:

- In general, consolidation has slowed down, creating market/industry stabilization;
- 80 percent of Pro dealers are small and local;
- The top 10 builders in this country report a decline in business to around 17 percent.
- Relationships in business matter.

On the international front, Corrick noted global exchange rates “have gotten in the way of doing business, and specifically, the slowdown in the Chinese economy have slowed log exports from the U.S.”

Looking to the future, Corrick said embracing diversity will be a key element to business growth. He cited immigration as being responsible for 40 percent of the population growth in this country. “Our future managers and our future customers are a diverse group of people,” Corrick stated. “We have to be able to relate to them.”

In regard to new products that will make a positive impact on the future of the lumber industry, Corrick cited CLT (cross laminated timbers and LVL) among them. “Existing engineered wood products like LVL and I-Joists are well-established and stable,” he said. “Tall buildings are our next best product opportunity. At least one-third of tall buildings should be wood, and CLT over time will get there. Also, mass timber performs very well in fire testing.”

The NAWLA Leadership Summit concluded with a board of directors meeting.

Next year, the Summit will be held March 12-14 at Westin La Paloma Resort & Spa in Tucson, AZ.

More information about NAWLA events is available at www.nawla.org.

MONTREAL WOOD – Continued from page 1

educational presentations, and among them were the following: “The Hardwood International Market,” by Michael Snow, AHEC; the “Wood Products Market Outlook – Impacts of the Global Economy and from the Housing Sector,” by Brendan Lowney, Forest Economic Advisors LLC; “Softwood Lumber Trade: Is The Past Prologue?,” Carl Grenier, Laval University professor and consultant.

Additionally, serving as keynote speaker was Earle G. Hall, a public speaker on human behavior, who addressed the economy, markets and marketing during an industry seminar moderated by Ian de la Roche, PhD., who was named interim president and CEO of the Canadian Wood Council in 2009, and remains actively involved in the forest sector as principal of Delaroche Consultancy, adjunct professor at the University of British Columbia and business associate of Timwood AB, a consultancy that specializes in identifying strategic opportunities for the wood products sector.

Also, a technical seminar with examples from leading suppliers of equipment and services to the wood products industry was held during the MWC.

To learn more about the Montreal Wood Convention, visit online at www.montrealwoodconvention.com.

WHO’S WHO – Johnson – Continued from page 2

1991 the company constructed a second facility in White City, OR. With continuous growth over the years, Allweather Wood now operates lumber treating facilities in Coos Bay, OR; Fort Collins, CO; and Loveland, CO, as well as distribution locations in Ferndale, WA; Fontana, CA; and Woodland, CA.

Johnson has worked in the forest products industry for 16 years. His first position

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RETAIL REVIEW

U.S. Lumber Group To Expand

Atlanta, GA—U.S. Lumber Group recently announced that it has agreed to merge with Boston Cedar, a building materials distributor based in Mansfield, MA. Rob Anker, founder and principal of Boston Cedar, has agreed to become a partner at U.S. Lumber and will take a seat on the board of directors.

U.S. Lumber will have controlling interest in the combined company and will manage the business from its Atlanta headquarters.

U.S. Lumber Group also recently expanded its regional distribution center in Aberdeen, MD, to Joppa, MD, company officials said.

The company recently signed a lease for 258,000 square feet of space in a warehouse that was formerly occupied by Proctor & Gamble at 1805 Fashion Court in Joppa.

That site, located off of Interstate 95 in Harford County, is populated with commercial and industrial warehouse space.

Proctor & Gamble had occupied the warehouse for a cosmetics and fragrance distribution center since the mid-1990s. The company sold the warehouse in 2014 for \$11.65 million and moved out at the end of 2015 as part of a consolidation effort with other P&G warehouse space in nearby Belcamp.

U.S. Lumber Group had outgrown its current facility in Aberdeen and moved at the end of March.

U.S. Lumber operates nine distribution centers and supplies lumber and

millwork to contractors in 21 states across the South and mid-Atlantic.

For more information, visit www.uslumber.com. ■

Lowe's To Acquire Rona Inc.

Mooreville, NC—Lowe's Companies Inc. recently announced that they have entered into an agreement to acquire all of the issued and outstanding common shares of Rona, a home improvement and construction products retailer headquartered in Boucherville, QC, for C\$24 per share, and all issued and outstanding preferred shares for C\$20. The total transaction value is \$2.3 billion. Together, Lowe's Canada and Rona stores will create Canada's leading home improvement retailer with 2015 pro forma revenues from Canadian operations of approximately C\$5.6 billion.

The transaction has been unanimously approved by the boards of directors of Lowe's and Rona and is supported by the management teams of both companies. "We are very excited about this transaction as it leverages the strengths of two great companies, positioning us for continued success in Canada's over \$45 billion and growing home improvement industry," said Lowe's Chairman, President and CEO Robert Niblock.

Lowe's has agreed to headquarter the Canadian business in Boucherville, QC, according to details stated in the press release.

For more information, visit www.lowes.com. ■

OrePac Purchases Montana Wholesaler

Wilsonville, OR—OrePac Building Products, located here, has acquired building product wholesaler Bridger Forest Products located in Belgrade, MT.

Bridger Forest Products, founded in 1995, supplies the Montana, South Dakota and Wyoming markets. OrePac has been serving much of that territory, short of Rapid City, SD, from its surrounding distribution centers in Spokane, WA, Boise, ID, and Denver, CO, but thought it could improve and expand service by having a physical base in the area, according to Vice President of Sales and Marketing Mike Betz.

This acquisition makes OrePac's eleventh distribution center and will, for now, retain the Bridger name. Former owners Mike Hull and Steve Comer will stay on. Kyle Keeling, general manager for OrePac in Spokane, will also assume oversight of the new branch.

OrePac is a wholesale building material distributor serving retail lumberyards, home centers, door shops and manufactured home plants.

For more details, visit www.orepac.com. ■

Huttig Building Products Reaches Deal With Maibec

St. Louis, MO—Huttig Building Products, headquartered here, recently announced a multi-year deal with Canadian siding and shingle producer Maibec, located in Levis, QC, to be the exclusive distributor of the complete line of Maibec Cedar siding and shingles in the Northeastern U.S.

Involved in the wood products sector since 1946, Maibec is one of the largest producers of Eastern White Cedar shingles in North America and one of the leading Canadian manufacturers of solid wood siding as well as Cedar mulch in Canada.

Continued on page 23



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RETAIL REVIEW - CONTINUED FROM PAGE 22

Maibec also owns two Softwood sawmills located in Masardis, ME, and St-Pamphile, QC.

Huttig is currently in its 131st year of business and is one of the largest domestic distributors of millwork, building materials and wood products used in new residential construction and in home improvement, remodeling and repair work. Huttig distributes its products through 26 distribution centers serving 41 states.

For more details on these companies, visit www.maibec.us and www.huttig.com. ■

84 Lumber Expanding Westward

Eighty Four, PA—84 Lumber, a privately held building materials and services supplier located here, recently announced that it will establish a new office in Phoenix, AZ and plans to open at least a dozen new stores and manufacturing facilities in the Western U.S. within the next few months.

The new Phoenix office will serve as the company's Western headquarters and will give both new and existing stores in the region greater access to 84 Lumber services and support. Mark Mollico, a 30 year 84 Lumber veteran will relocate to Phoenix to open the new office.

The company's expansion plans will almost double its footprint in the West, where they already operate 19 stores across six states.

Founded in 1956, 84 Lumber now operates over 250 stores, component manufacturing plants, custom door shops, custom millwork shops and engineered wood product centers in 30 states.

For more information on 84 Lumber, visit www.84lumber.com. ■

Henery Do It Best Hardware Expands

Port Townsend, WA—Henery Do It Best Hardware, located here, has agreed to purchase Sebo's Do It Best Hardware and Rentals located in Anacortes, WA.

Matthew Henery expects to retain the Sebo's name for the short term, but may later transition it to Henery Hardware. To make the new location more in line with the others, he anticipates beefing up Sebo's lawn and garden department.

Henery Do It Best Hardware offers lumber in various species and sizes, as well as millwork and wooden doors and cabinets.

For more information, visit www.henery.doitbest.com. ■

BIP Forms Homewood Holdings LLC

Sacramento, CA—Building Industry Partners LLC (BIP), a building products industry-focused investment firm, has formed Homewood Holding LLC (Homewood) in partnership with Jim Stockman, a West Coast pro dealer industry veteran. He and BIP formed Homewood to recapitalize Homewood Building Supply (HBS or Homewood Lumber) and build a regional lumber and building materials pro dealer organization in California and the Pacific Northwest.

Homewood has completed its inaugural investment, recapitalizing Homewood Lumber in partnership with its founders. HBS was founded in 1990 by the Noorani family and is a growing, independent, three-location lumber and building material pro dealer, serving local, regional and national contractors and builders, as well as do-it-yourself customers throughout the greater

Sacramento area. The business is headquartered in Loomis, CA, northeast of Sacramento, with a nearby door-hanging facility and a roof and floor truss manufacturing facility in nearby Yuba City, CA. ■

New Director Of Operations At Alpine Cedar

Sandpoint, ID—Taylor Bradish has been promoted to director of operations at Alpine Cedar, located here. He previously handled resource acquisition for the company.

Alpine Cedar, doing business as Outdoor Gourmet and Wildwood Grilling Outlet, is a family-owned and operated manufacturer and wholesaler of grilling planks and other Cedar products.

To view their products, visit www.outdoorgourmet.com. ■

Mary's River Lumber Co. Closing

Corvallis, OR—After 42 years in the Cedar lumber business, Mary's River Lumber Co. has made the decision to cease operations. The limited availability of suitable Cedar logs led them to make the decision after ample analysis and evaluation, the company stated in a press release. They will operate in a limited capacity in the coming months to wind down and will finish and sell their entire inventory. ■

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WHO'S WHO - Johnson - Continued from page 21

was with Coos Head Forest Products, located in North Bend, OR. Coos Head Forest Products was later acquired by Allweather Wood. Johnson's current responsibilities include export sales to the Pacific Rim region (South Pacific Islands).

In his spare time, Johnson enjoys golf, hunting, fishing, and spending time with his family.

For more information visit www.allweatherwood.com. ■

WHO'S WHO - Ebersberger - Continued from page 2

cated in Carrollton, GA. She has worked at Universal Forest Products since October of 2011 and her current responsibilities include procurement of import building materials, in addition to working alongside the sales and management teams to assist in developing and growing sales. Ebersberger is also the FSC chain of custody administrator for Universal Forest Products.

Universal Forest Products is a member of the North American Wholesale Lumber Association (NAWLA). Ebersberger is a member of the NAWLA membership committee, as well as the GenNext Group at NAWLA.

In her spare time Ebersberger enjoys meals with friends, cycling (competing in races), backpacking (she was a backpacking guide for six years prior to joining Universal Forest Products).

For more information visit www.ufpi.com. ■

WHO'S WHO - Chaney - Continued from page 2

Vertical integration between Boise Cascade's manufacturing and distribution businesses ensures access to quality products.

Chaney graduated from Washington State University, located in Pullman, WA, in 2004 with a Master's degree in Business, Management, Marketing and Related Support Services. He has worked in his current position since 2006. "Growing up in Southern Oregon, Boise Cascade was known as the best company you could work for. I am very proud to be a member of the sales group here," Chaney stated.

Chaney's first position in the forest products industry was pulling lumber on a green chain at WTD Industries during the summer while attending college. Other past work has included working on the spreader crew at Timber Products and driving a forklift for Georgia-Pacific.

Boise Cascade Co. is a member of the North American Wholesale Lumber Association.

In his spare time, Chaney enjoys remodeling houses.

For more information visit www.bc.com. ■

WHO'S WHO - Pellham - Continued from page 2

The company offers a full line of fence pickets and has the ability to offer mixed loads for trucks, vans, containers, boxcars and A-frames.

Pellham graduated from Snohomish High School, located in Snohomish, WA, in 1972. His first position in the forest products industry was in 1974 on a logging crew. He felled and bucked trees in the position of timber faller, also called a cutter. Other positions he has held include green chain lumber puller, trimmer operator on the hula saws, plainer feeder and grader, forklift driver, forklift and truck mechanic and swing shift resaw supervisor. In his current position as national account manager he serves as a single point of contact for customers across the United States. As a member of the sales team he sells all products from all four of the company's sawmills. He is also the main inventory control contact for the company's Shelton, WA, sawmill.

Alta Forest Products is a member of the American Fence Association (AFA) and

the North American Wholesale Lumber Association. The company received the manufacturer of the year award from the AFA in 2015.

In his spare time, Pellham enjoys family vacations to the Oregon sand dunes, as well as camping trips to the state parks in Oregon and Washington. He also enjoys gardening and landscaping with his wife, Jodi. The couple has been married for 34 years and they have two sons, one grandson and one granddaughter.

For more information visit www.altafp.com. ■

WHO'S WHO - Hanas - Continued from page 2

today they are widely recognized in the industry as a cornerstone for the engineered wood products business.

Hanas spent the next four years with TrimJoist Corp. located in Columbus, MS, as the business development manager for the Midwest as well as the Eastern seaboard. Upon being recruited by Louisiana-Pacific Corp. based in Nashville, TN, Hanas spent the next eight years developing and managing a seven state territory in the Midwest and central U.S.

In his free time Hanas enjoys golf and spending time with his family. He has been married to his wife, Amy, for 26 years. They have two children and three dogs.

For more information visit www.nordic.ca. ■

WHO'S WHO - Roch - Continued from page 2

Industries for one year. His career in the forest products industry started in 2010 when he worked as a consultant for GR Innov8ion Inc., headquartered in Sainte-Thérèse, QC.

In his spare time, Roch enjoys hunting and fishing.

For more information visit www.ppg.com. ■

APA NEWS - Continued from page 2

structural composite lumber, typical specifications, and design recommen-

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