

Northeast Business Trends



By Sue Putnam
Editorial Director

Sources in the Northeast are benefitting from a mild winter in the form of a consistent sales market up to this point in the year.

A sales representative in Connecticut said that the market for Eastern White Pine, which he deals with primarily, is “having a good year.” He said that domestically, the demand has

been in line with last year so far, and that exports have picked up some.

He attributed steady sales and adequate supply to the uncharacteristically mild weather the Northeast region endured in the winter and early months of the year. “Availability for logs seems to be good,” he continued, “around this time last year there was a little issue with that, but we haven’t run into that this year.”

“One thing that has helped us so far this year is not only that the housing market is doing okay, but that contractors are also staying busy with renovations and repairs. We benefit from both new builds and interior work,” he said.

A source in Massachusetts made comments in line with that of others in the Northeast. “It’s all pretty steady right now,” he said. “There was no winter rut this year, so that was obviously good for us,” he added.

Dealing with Cedar, Fir, Eastern White Pine and Southern Yellow Pine, this contact said, “We aren’t having any problem having the supply to meet the demand. Inventory is a little up, but that is by design because the demand is there.”

“I’m looking forward to spring. We usually see an uptick going into the summer, and I don’t think it will be any different this year,” he said.

Another contact in the region also used the word “steady” to describe business in his region. He said, “On the sales side of things it’s pretty good, very liquid right now.” He, too, credited that to a mild winter and stable production. The mild winter allowed building to continue steadily through those months which set us up and put us in great shape now.” He added, “I also just think the housing demand in general is up.” He also mentioned that pricing is currently up, over the last 12 months.

This Maine-based sales representative handles Spruce and Eastern White Pine. His company has two mills for each. He said that Eastern White Pine 1x6, 1x8 patterned standard grade are currently doing best.

Regarding inventory, he commented, “Our inventories are in good shape. What we’re producing we’re moving right out the door, so I’d have to say they are average to low at the mill level, in a good way. Our production has not cut back, so low inventory is not a negative by any means.”

This contacts’ customers are a mix of distributors, wholesalers and buying groups.

Looking forward to the rest of the year, he said, “We hope the market goes to the moon, but honestly we just hope to continue the trend of an upward market with good demand.” ■

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dations for floor, wall, and roof systems, diaphragms, shear walls, fire-rated systems, and methods of finishing. The guide can be downloaded free of charge in PDF format or purchased in printed format for \$12 at the APA Resource Library. The on-line offering has been enhanced with this edition to simplify the options for downloading selected chapters of the guide or the complete publication. ■

Inland West Business Trends



By Terry Miller
President

Softwood lumber sales in the Inland West are starting to show signs of improving in comparison with 2015’s oversaturated markets.

“Our sales have been more active, especially in the last 60 days,” said a contact in Idaho. “Prices are up and the volumes that we’re moving are greater in a side-by-side comparison with this time last year. One factor that made 2015 a challenging year was the lack of proportional demand in contrast with the extra production...there just weren’t enough buyers to soak it all up.”

According to the source, nearby mill closures in recent months have lowered the number of competitors in his markets. He offered, “Late last year and early this year we’ve seen several mills in our area shut down. That has led to an increase in our sales as their previous clients trickle over to us. That transfer of customers has helped us solidify additional steady business.”

As a sawmill manufacturing all grades of Douglas Fir and White Fir, as well as Engelmann Spruce and various Pines and Inland Red Cedar, this source is seeing strongest demand in the White Fir and Douglas Fir in No. 2 and Better grades. “We don’t sell to any retailers or big box stores. Our customers are the wholesalers and wholesale distributors. Pine is seeing a strengthening currently, but there is flat to no movement in the No. 3 and 4 Common,” the source said.

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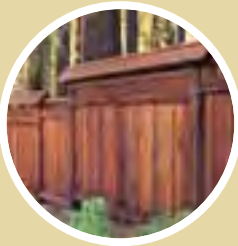


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South/Southeast Business Trends



By Gary Miller
Vice President

Contacts in the Southeast region indicate that dimension lumber is moving well and have a positive outlook on the market as the year progresses.

A wholesale lumber source in Mississippi said, "The market is pretty good right now. The trucking business is kind of bad but the other parts are good. I'd say it's better" than in the last few months.

He noted that one factor affecting the market right now is oversupplied product. "In some parts of the country, there is so much supply right now which is effecting the market, but we're doing fine here."

This source handles Southern Yellow Pine, Eastern White Pine and Red Pine as well as various hardwood species and said that for Pine, "2x4's are doing ok, 2x6's are ok. It's all moving pretty good right now."

This source deals mostly with pallet materials and said "the pallet business seems to be good in some parts of the country but in other parts of the country it's slow."

Looking ahead to the next few months, he said, "We certainly hope it's going to be better, we always want it to be better, but it looks ok right now to me."

A contact in Arkansas commented that the markets he deals with are "doing better" than in the previous months.

This contacts' company has facilities in multiple locations throughout the Southeast and he added that demand seems to be good at all levels for their products.

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Ontario/Quebec Business Trends



By Alex Gillespie
Associate Editor

A mild winter and solid sales are creating a distinct sense of less-guarded optimism throughout much of the Softwood lumber industry as mill owners and wholesale managers alike predict steady growth for the balance of 2016. Even a resurgent Pine Beetle infestation on the West Coast cannot dampen that enthusiasm, as industry professionals foresee a continuation of the solid results of the first quarter.

The sales manager at one Ontario-based mill that sells mostly into the Canadian market said he has experienced "modestly higher" sales thus far in 2016, and added that he has every reason to believe that those trends will continue unabated throughout the year. He said he thinks the United States/Canadian exchange rate, in particular, has helped his company prosper. "It works both ways," he said of the rate. "It's not just selling into the States, but the Canadian vendors buying U.S. Pine as well. They have cut back on that and we've gotten the benefit of that, and the U.S. market has been picking up as well."

His mill, which works primarily with White Pine and Red Pine, along with smaller amounts of Spruce and Jack Pine, has remained relatively unscathed by the Pine Beetle infestation in the western part of the country.

"We've seen a few random prices go up, and the Western Pine has been affected," he said. "But if it is affecting them, we're seeing increases for us; we're filling in the holes in the supply. We're not affected ourselves."

On the wholesale side of the business, one Ontario-based branch manager said

the calmer weather this past winter has had a distinctly positive impact on sales, and added that he too believes that the currency rates between the United States and Canada play a sizable role in the flow of lumber over both sides of the border.

"Obviously, between our two countries, there is the huge impact of the currency rates," he said. "There is a huge impact on the Canadian price, and in the same respect, it has a huge effect on the demand in Canada."

He added that interest rates also have an impact. He noted that the low U.S. interest rates have had a positive effect on the housing market there, and the same is true to the north.

"The interest rate factor in Canada has a huge impact, and it's probably similar in the U.S.; it has an impact on whether people are buying houses or not," he said.

As regards to the beetle infestation, he said there has been little impact in Ontario.

"Production rates in Canada have been in decline for the past 10 years, and the manufacturers have had to deal with the beetle infestation for all that time," he said. "This is not something we see or really see its involvement in our market at all, other than to say that it has reduced the capacity."

When it comes to the future, however, he was a bit hesitant to project too much confidence.

"Where do you see the price of gas going?" he asked rhetorically, adding that in an ever-more interconnected world, worldwide economic fluctuations can send huge ripples through smaller economies. "The demand in Canada and in my market is affected by what is going on globally; if there is uncertainty in the global market, it affects the local market. What's my crystal ball telling me? Everybody's on the cautious side right now; I sense cautious optimism."

That somewhat hopeful tone was also struck by the sales manager at one Quebec mill. "I would say right now it seems a little better," he said. "I don't know if it's going to last, but prices are firming up and there is a bit more of a positive tone in the market."

He noted that construction numbers

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Washington Scene



Warm Winter Inviting Southern Pine Beetles North

The Southern Pine Beetle has traveled North into New England thanks to a mild winter, according to the *New York Times*. The beetle typically dies if temperatures drop to eight degrees Fahrenheit. Despite some cold weather, winter never stayed cold enough in the region to wipe out the beetles. According to the *Times*, this was the warmest winter on records in parts of the Northeast. Scientists are worried about what that means for the beetle's spread next season. New England was once considered too cold for the small beetles to survive, but today, the front line of the beetle's northern exposure is a 200-mile stretch of land between central Long Island, NY, and Cape Cod, MA. A widespread infestation in New England could leave only a few pitch Pines in the region, Matthew Ayres, a Southern Pine Beetle researcher at Dartmouth College, told the *Times*. He said he could imagine the beetles spreading to the Great Lakes and Canada as well.

EPA Improves Recertification Process For RRP Program

The Environmental Protection Agency (EPA) has announced revisions to refresher training requirements for renovators as part of the Renovation, Repair and Painting (RRP) program. The changes allow for online training every other recertification. Renovators who take the online training will be certified for three years; renovators who take the hands-on training will be certified for five years. The National Lumber and Building Material Dealers Association (NLBMDA) is pleased by the EPA's announcement for an online-only refreshing training option as part of the RRP rule. NLBMDA met with officials from the EPA and the Office of Management and Budget (OMB) regarding an online-only option for remodelers seeking recertification, and has maintained that online recertification is sufficient for remodelers who regularly work on homes subject to the RRP rule. As part of the revised rule, once a renovator takes the refresher course without the hands-on component, which is optional, their next refresher training must include a hands-on component. Thus, a renovator will have to complete hands-on recertification at least once every eight years. Certified renovators who were grandfathered under EPA lead-based paint courses, or any offered by the Department of Housing and Urban Development (HUD) before the 2010 adoption of the RRP Rule, are required to attend a refresher course with a hands-on component.

USGBC Announces New Plan To Promote Forest Health

The U.S. Green Building Council (USGBC) recently announced the quarterly addition to the Leadership in Energy and Environmental Design (LEED) green building rating system. It included a new Alternative Compliance Path (ACP) credit that is designed to further advance environmentally responsible forest management and help rid buildings of illegal wood by promoting the use of wood that is verified to be legal. The pilot ACP builds on the robust infrastructure that has been built around responsible wood sourcing and chain of custody to test an approach to prerequisite requirements, which could serve as a model for other building materials. While LEED has always rewarded leadership in materials specification, this new ACP seeks to leverage LEED's unparalleled market power by focusing attention on the significant need for more comprehensive and effective legality verification of building products. It is designed to reward project teams who proactively verify that the wood they are

using is legal. Over the last 15 years, the green building industry has invested a significant amount of resources related to responsible procurement of forest products, which have taken up the vast majority of the debate about raw materials sourcing. The LEED green building certification system is the most widely used program for the design, construction, maintenance and operations of green buildings. Today, there are nearly 75,000 commercial projects participating in LEED across the globe, with 1.85 million square feet of building space becoming LEED-certified every day, according to a press release. Green construction is a large economic driver. According to the 2015 USGBC Green Building Economic Impact Study, green construction will account for more than 3.3 million U.S. jobs and generate \$190.3 billion in labor earnings. The industry's direct contribution to the U.S. gross domestic product (GDP) is also expected to reach \$303.5 billion from 2015-2018. For more information about the LEED credits, visit www.usgbc.org/LEED. ■

SLC – Continued from page 2

tunity to build on this momentum and refresh key messaging in order to reflect current trends and perceptions. reThink Wood understands that for wood's value proposition to resonate and influence purchasing decisions, target audiences must receive compelling, evidenced-based messaging multiple times via multiple channels, and ideally from a respected peer or influencer. As such, reThink Wood uses a combination of web and print-based tools, paid media, continuing education, and targeted tradeshow appearances to reach its audience and create overall awareness, positive interest, and increased desire for Softwood lumber products. It is worth noting that reThink Wood outperforms competitors on social media, news outlets and online forums, where wood captured 39 percent share of voice compared to 32 percent

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for concrete and 30 percent for steel.

More than 11,668 architects and engineers have taken over 20,734 tests and course hours on at least one of reThink Wood's continuing education units (CEUs). reThink Wood published 13 new CEUs in 2015, adding to its online library of courses hosted by BNP Media, Hanley Wood, and AEC Daily.

Cumulatively since its launch, reThink Wood has delivered nearly 57,000 course hours to over 35,000 architects; created 803.7 million impressions through earned, paid, and social media; increased wood's share of voice and outpaced competitors for positive sentiment; and generated more than 24,000 building industry contacts and over 689 sales-ready leads for project conversions to wood.

Taken together, the light commercial, multi-family and non-residential construction sectors offer the single largest growth opportunity for increased consumption of structural Softwood lumber products, and thus are essential to the long-term success of the Softwood lumber industry.

Learn more about reThink Wood at www.rethinkwood.com. ■

AWC – Continued from page 2

with diverse perspectives on construction site fire safety. The end goal was to help address growing concerns about fires during the construction phase, when buildings are at their greatest vulnerability, and provide common best practices. Specific topics covered in the manuals include:

- Basic Fire Precautions During Construction of Large Buildings – Applies to the design and planning stages, as well as the actual construction of buildings. Many hazards can be addressed before they become an issue through the adoption of management best practices.

- Hot Work During Construction of Large Buildings – Describes management best practices of hot work, thought to be the most impactful way to reduce the occurrence of large loss fires for buildings under construction. Hot work activities include cutting, welding, grinding, thermal spraying, thawing pipe, installation of torch-applied roof systems or any other similar activity. Accountability and oversight must be in place to ensure these practices are implemented and working, and that all procedures are being followed.

- Fire Department's Role in Prevention and Suppression of Fires During Construction of Large Buildings – Outlines pre-fire planning for large building projects, and prepares tactics and strategy for a fire if it occurs. Many fire departments have limited experience in the planning and response to fires at complex sites.

Builders, construction managers and other professionals who provide safety training to construction industry employees can use the manuals in several different ways. One way is to combine them into a "field guide" for fire safety practices. Or, they can be kept separate and used individually, but should then include a note on availability of the other two guides in the series.

The supplemental training videos also offer the same vital information in a visual form, covering issues such as how to implement a fire protection plan, maintain a clean, fire-safe construction site, the importance of partnering with your local fire service, and how to implement security measures to monitor safety and access even after working hours. The series can be viewed altogether as one 13-minute video, or as short, individual videos with an introduction and seven chapters. The videos are seen as a training tool for on-site education of construction workers.

While these materials are intended as a resource to guide trained professionals, it is important to note that they are not designed to provide all the information necessary for development of a comprehensive safety training course, as they present issues only pertaining to fire safety.

AWC strongly encourages planners, developers and builders to review these

materials with their employees, staff and subcontractors in order to enhance fire safety at large building construction sites – and thereby significantly reduce the likelihood and impact of such an unfortunate event. You can view the website and download the manuals for free today by visiting www.ConstructionFireSafetyPractices.com. ■

**ONTARIO/QUEBEC
BUSINESS TRENDS -**

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in the United States seem to be headed in the right direction, which gives him some degree of hope for the coming months.

His wholesale counterpart, a sales manager based out of Quebec, was even more bullish on the future, saying that from the perspective of his 29 years in the industry, the United States market is looking extremely solid.

"The demand I am seeing right now is very good. They are decent volumes," he said. "The last three weeks, I've seen the market keep going and going and going, which is normal, with spring. It's all based on housing starts."

At the same time, he said, there is still too much production chasing too little demand. He pegged the cause on both a Canadian surplus on the west coast and dwindling need in China, Japan, and other countries that had been shoring up export demand. The U.S., however, is helping take up that slack.

"Right now we're shipping to the Mississippi River to the east coast; we're seeing it everywhere. Things seem pretty good," he said.

He said he thinks there is another factor in terms of the positive numbers coming out of the first quarter.

"We're always based on weather," he said, pointing to a much weaker winter than the 2014-2015 snowfalls.

"December, January, and February, which are traditionally slower sales, were actually really good; the weather really did help."

He also noted that the recovery in the

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NAWLA News

Gain A Competitive Edge With Upcoming NAWLA Educational Opportunities

In a time of economic recovery, staying relevant and qualified is the only way to maintain and even grow a business. The North American Wholesale Lumber Association (NAWLA) understands this very well and works year-round to give its members an advantage over the competition. A unique benefit to NAWLA membership is not only access to the latest news about cutting edge technologies and best practices in the lumber industry, but also networking events and educational opportunities.

Statistics from the U.S. Department of Commerce's Bureau of Economic Analysis show that employment in the forest products industry dropped 29 percent as a result of the recession. This decrease gives rise to the need for advanced and continued education to ensure that forest products professionals stay current and competitive in the field. Many newcomers to the forest products industry are coming from established careers in other fields and are in search of programs that will help them apply past education and training to a new industry. They're looking specifically for programs that focus on real-world applications of information gained through years of industry experience and research.

But those aren't the only people who could benefit from NAWLA courses. 2016 programs serve professionals at each stage of their careers – from entry level to executive leaders.

Wood Basics

The Wood Basics Course is a four-day immersion class specifically for employees who are new to the industry that includes a blend of classroom training, field experience and university resources. The curriculum addresses the full spectrum of the forest products industry, from seedling to tree all the way through to production and sales. Attendees learn practices and standards from industry experts in classes designed to cultivate success in all operations.

"Seeing the forest thinning and the mill was really helpful in understanding the steps it takes to turn a tree into the materials we sell at our distribution locations," added classmate Shea Stone of U.S. Lumber Group. "Being in sales, I think the negotiation session is what I will use most in my future in the industry. It will really help keep me on my toes when trying to deal with customers."

Traditionally, Wood Basics is offered twice annually, with a spring course at Mississippi State University and a fall course at Oregon State University (OSU). Due to the popularity of this course in recent years, a third course was added for 2016 at OSU this summer. Registration for both the summer course, July 25-28, and the fall course, Sept. 19-22, is now available, and enrollment is limited.

Wood Masters

Immediately preceding this year's Traders Market in Las Vegas, NAWLA will again be offering Wood Masters, an innovative course for those with more than three years of industry experience. Taking place Oct. 24-26, 2016, at The Mirage, the two-day course will use informative case studies, panel discussions and presentations to build advanced selling and negotiation skills and instruct attendees

about enhancing assertive communication, identifying and eliminating flaws in their negotiation profiles, and increasing the efficiency of their prospecting and time management efforts.

Of his 2015 experience, Philip Herman of Allweather Wood/Humboldt Redwood said, "Negotiation is a skill like any other that needs to be practiced to become proficient. I think this is a great area to review. I will certainly apply the information in my daily work."

"All areas were beneficial," agreed Dean Hartnell of Sherwood Lumber Company. "(Wood Masters) helped me identify the different types of customers and how to ask better questions."

Because this unique training takes place immediately before Traders Market, NAWLA encourages sales professionals, traders, and other lumber professionals with three or more years of experience to attend this course to maximize their development opportunities.

Executive Management Institute (EMI)

Experienced managers are invited to register for the Executive Management Institute (EMI), which will take place Sept. 19-22, 2016, at OSU alongside Wood Basics. Participants of this four-day course will learn about their role as an executive and how to manage legal issues, customers, inventory, sales and marketing. In an effort to showcase the real-world applicability of this course, each participant is encouraged to bring key issues and first-hand experiences to discuss throughout the course. Industry experts and experienced instructors will be on hand, guiding participants through courses that detail every aspect of running a successful company—from establishing the right company culture and philosophy and practice of leadership, to contract and HR law, EMI covers everything a manager would need to know to keep a business thriving.

2015 EMI attendee, Dan Semsak of Pacific Woodtech Corporation, said, "The financial training will help me to better prepare for board meeting discussions and financial analysis of investments in operations. I will also be working toward better supply chain management. Those areas were most helpful."

Registration is limited for these courses, so NAWLA members are encouraged to sign up as soon as possible at www.nawla.org for these unique learning opportunities. ■

ONTARIO/QUEBEC BUSINESS TRENDS - Continued from page 28

United States is occurring at a much more sustainable rate than it did in the buildup to the 2008 economic crash, providing him with a greater sense of certainty that it can be maintained.

"I think the U.S. economy is growing at a steady pace. It's going up slowly, not like the last time, which is good," he said. "At the same time, the eastern mills have not increased their output by a whole lot, so I don't think the prices will go down a lot."

In fact, he said he believes the rest of the year will prove to be one of the strongest in recent memory.

"I think 2016 looks pretty solid," he said. ■

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MASS TIMBER PHOTOS - Continued from page 15



Emma D'Errico, Graduate Student, Mississippi State University, Starkville, MS; and Marcus Kauffman, Oregon Department of Forestry, Springfield, OR



Daryl Patterson, Lend Lease, Sydney, Australia; and Steve Marshall, U.S. Forest Service, Washington, DC



Mike Jostrom, Weyerhaeuser, Seattle, WA; Leda Chahim, Forterra, Seattle, WA; and Dave Atkins, Forest Business Network, Missoula, MT



Elias Fahssi, DIRT Environmental Solutions, Calgary, AB; and Steve Shrader, Hundegger USA, Park City, UT



Nathan Bergen, Ralph Austin and Eric Wood, Seagate Structures Inc., Vancouver, BC



Mike Hurt and Jeremy Goebel, Con-Vey Keystone Inc., Roseburg, OR



Deepa George and Scott Springmeier, Forest Products Society, Atlanta, GA



Paul Toussaint, Forest Business Network, Missoula, MT; and Sam Pope, USNR, Woodland, WA



Autumn Peterson, Heritage Natural Finishes LLC, Escalante, UT; and Kai Korinth, FraserWood Industries, Squamish, BC

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Laura Whitehurst, Walter P. Moore, San Francisco, CA; Erin Kueht, Walter P. Moore, Houston, TX; and Bill Parsons, WoodWorks, Boise, ID



Brett Layne, StructureCraft Builders, Vancouver, BC; and Brian Woudstra, StructureCraft Builders, Delta, BC



Ethan Martin, WoodWorks, Portland, OR; Andrew Harmsworth, GHL Consultants Ltd., Vancouver, BC; Eric McDonnell, KPFF Consulting Engineers, Portland, OR; and Doug Sheets, Lever Architecture, Portland, OR



Bailey Thompson and Laryssa Winne, Edelman, Seattle, WA; and Lisa Podesto, WoodWorks, Santa Cruz, CA



Dean Pollock and Jamie Trenter, Ward Insurance, Portland, OR; and Mike Phillips, Hampton Lumber Sales, Portland, OR



Yogesh Sakharkar and Mike Rogers, Shelter Products Inc., Portland, OR; and Todd Davis, Roseburg, Dillard, OR



Jeff Morrison, Rosboro, Springfield, OR; and Bob Kellington, Hexion Inc., Tacoma, WA



Chris Claflin, Oregon Health Department, Coos Bay, OR; Norma Santiago, Catalytic Connections, South Lake Tahoe, CA; and Chris Carbone, Bensonwood, Walpole, NH



Katherine Eves, Tim Hunt, Triana Crane and Todd Black, D.R. Johnson Lumber Co., Riddle, OR

Additional photos on page 35





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MASS TIMBER PHOTOS - Continued from page 34



David Croteau, Nordic Structures, Montreal, QC; and Art Schmon, Forest Economic Advisors, Littleton, MA



Eric Ortiz and Bob Maeda, Freres Lumber Co. Inc., Lyons, OR



Thomas F. Robinson, Lever Architecture, Portland, OR; and Aaron Blake, Reworks Inc., Portland, OR

NAWLA PORTLAND PHOTOS - Continued from page 11



JT Taylor, Roseburg, Roseburg, OR; Steve Killgore, Roseburg, Dillard, OR; and Wayne Miller, The Softwood Forest Products Buyer, Memphis, TN



Joey Sayegh, Saydina LLC, Palm Beach, FL; Dean Johnson, Collins, Wilsonville, OR; and John Grove, Oregon-Canadian Forest Products, North Plains, OR



Kevin Dodds, Collins, Wilsonville, OR; Maria Frigo, NAWLA, Chicago, IL; and Joe Buttice, Bennett Lumber Products Inc., Princeton, ID



Kevin Monette, Idaho Pacific Lumber Co., Boise, ID; Loren Wohlge-muth and Mario Alfonse, LWO Corp./Woodway Products, Portland, OR; and Scott Sunday, Idaho Pacific Lumber Co.



Kevin Daugherty, Contact Industries, Portland, OR; Trent Johnson, Blue Book Services Inc., Chicago, IL; and Norm Persons, Freres Lumber Co. Inc., Lyons, OR



Zach Miller, The Softwood Forest Products Buyer, Memphis, TN; Ginger Stinson and Cami Waner, Collins, Wilsonville, OR; and Maria Frigo, NAWLA, Chicago, IL

Additional photos on page 36

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NAWLA PORTLAND PHOTOS - Continued from page 35



Preston Johnson, Patrick Lumber Co., Portland, OR; John Grove, Oregon-Canadian Forest Products, North Plains, OR; and Tyson Sands, Disdero Lumber Co., Clackamas, OR



Wayne Miller, The Softwood Forest Products Buyer, Memphis, TN; Wayne Holm, Oregon-Canadian Forest Products, North Plains, OR; and Bob O'Brien and David Bernstein, Mid-State Lumber Corp., Branchburg, NJ



Jim Adams, Blasen & Blasen Lumber Corp., Portland, OR; Mark Gray, Patrick Lumber Co., Portland, OR; and Dallas Reid and Jason Jacobson, Hampton Lumber Sales, Portland, OR



Timm Locke, Oregon Forest Resources Institute, Portland, OR; Leslie Southwick and Kris Lewis, C&D Lumber Co., Riddle, OR; Jim McGinnis III, McGinnis Lumber Co. Inc., Meridian, MS; and Tom Ficklin, All-ports Forwarding Inc., Portland, OR



Scott Cantonwine, Cascade Warehouse Co., Salem, OR; Mason Virnig and Sean Kilgore, American International Forest Products LLC, Portland, OR; Mary Jo Nyblad, Boise Cascade, Boise, ID; and Bryan Payne, American International Forest Products LLC



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KELLER – Continued from page 4

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Blane Keller pictured in front of a Caterpillar 930K Loader being operated by Bryan Clark.

RIEDER – Continued from page 6

products were similar to Glenn Rieder's. The two companies operate as one entity from a sales standpoint, though operations for Quality Cabinet & Fixture are split between San Diego, CA, and a manufacturing facility in Tijuana, Mexico.

Floyd said, "In a commercial environment we get involved in anything outside of the dry wall." This statement is corroborated by the wide array of custom pieces that have been shipped all across the U.S. to different kinds of companies and institutions. A few well-known hospitality brands that have been serviced by Glenn Rieder and Quality Cabinet & Fixture include Marriott, Hyatt, Ritz-Carlton, Four Seasons, Westin and the Mandarin.

At Eckstein Hall within Marquette University Law School, which was founded in 1892 and is located in Milwaukee, Glenn Rieder manufactured paneling for a large portion of the interior of the facility, including the library, classrooms, open staircases and more. An interior bar and back bar were manufactured and installed at the Cabana Bay Beach Resort at Universal Studios, located in Orlando, FL. And three specialty restaurants, five specialty retail stores, as well as furniture and a complete lounge were custom built by Glenn Rieder for the Wynn Las Vegas H

otel, located in Las Vegas, NV. Current and past projects completed by Glenn Rieder dot the map from as far as Hawaii all the way down to the Caribbean and

Puerto Rico.

Glenn Rieder's main headquarters is a 100,000-square-foot facility in Milwaukee, with a sales office located in Chicago, IL. Additionally, a commercial building in Las Vegas was purchased in 2006, which added 3,000 square feet of office space for a general manager, house project managers and other administrative staff, as well as 9,000 square feet of warehouse space and light assembly area.

"We're unique as a company in that we're made up of experienced, learned specialists," Floyd said. "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."

Since then the number of individuals employed has grown from 40 to 225, with significant growth in annual revenues as well. A total of 100 men and women work out of the Milwaukee location, with the other 125 divided up among the San Diego, Tijuana, Las Vegas and Chicago facilities. Key personnel include: Michael Floyd, CEO; James Caragher, COO/General Counsel; Nicholas P. Willems, CFO; Dan Carey, vice president of preconstruction services; and Pat Murphy, general manager and sales representative.

Glenn Rieder offers assistance throughout the design and manufacturing process to make sure that what the customer envisions is correctly embodied in the completed project. An example of this step-by-step process: if a wood is proposed for a project, yet the team at Glenn Rieder knows about certain shortcomings of that particular specie, then alternate choices are brought before the customer to choose from.

"We're often called upon by our customers and general contractors, designers and architects to be experts on wood, including veneers. They rely on us to give them advice on the materials that are going to best benefit their project and meet their expectations in both design and price," Floyd offered. "It's something that we've always got to stay educated on and be aware of and keep our people sharp on in terms of their industry knowledge and with FSC and LEED and the ever-increasing need to be environmentally responsible with building materials and techniques. We're expected to stay up to date on all of those trends and be a resource for our customer."

Glenn Rieder maintains membership with the Forest Stewardship Council.

Equipment utilized at the Glenn Rieder and Quality Cabinet & Fixture facilities include a Busellato Jet 7000 XXL CNC router, Schelling panel saw, Heesman SD veneer sander with a 64-inch max width, and SCM shapers. At the Milwaukee



For the Eaton Corporation headquarters in Beachwood, OH, Glenn Rieder manufactured cabinetry, millwork and custom finishes.

Continued on page 38

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RIEDER – Continued from page 37

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“It’s important to note that as a specialty sub-contractor we’re not manufacturing any repetitive woodwork or millwork items, we’re manufacturing and installing the unique items that each architect or designer envisions,” said Floyd. “While we have a team of talented millwork detailers and engineers that author our shop drawings on CAD or AutoCAD, they are simply taking the designer’s drawings and elevating them to a greater level of detail, showing the customer exactly how we are going to build the wall paneling, or the construction of the casework, along with highlighting other joinery details.”

According to Floyd business remains strong. “We’re working in roughly 15 states; our footprint is very much national. We continue to grow in both revenue and in terms of our human resources.”

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

NAWLA PORTLAND – Continued from page 11

Book Services and Union Pacific. About 140 people attended the meeting, which was hosted by Kevin Dodds, Grant Phillips and Aly Kingsley of Collins, Wilsonville, OR. Dodds led the meeting and introduced NAWLA Chairman Scott Elston, with Forest City Trading Group, of Portland, OR, who gave an update on NAWLA activities and the organization’s plans for the new year. Elston said, “Volunteers are what make NAWLA so successful.” The opportunity to network regularly with peers was also cited as one of the major values of the organization.

NAWLA Executive Director Marc Saracco, of Chicago, IL, said that this year’s Portland meeting topped last year’s attendance by 30 percent. “There are three educational programs offered this year,” he said. One was held at Mississippi State at the end of February, and two will be at Oregon State in Corvallis, OR – one in July and one in September. He noted that the course at the end of February was completely full.

The main event on the agenda was a panel discussion by three recognized industry leaders—Mark Porter, of Hampton Sales, Portland, OR, Steve Killgore, of Roseburg, Springfield, OR, and Eric Schooler of Collins, Wilsonville, OR. Grant Phillips asked each of the three panelists three questions and gave them each ample time to answer. The first question was: “What are the major hurdles to a U.S. housing recovery?” Answers included lack of jobs, the uncertainty in the stock market, a scarcity of reasonably priced land, too much paperwork and expensive permits for building. It was noted that the world-wide economy is floundering, which is also adding to uncertainty and a general unwillingness to invest capital.

Another question regarded finding younger professionals to replace the aging

and retiring leaders of today. Solutions included recruiting at local universities for accountants, industrial engineers, foresters and business graduates. It was noted that many of the younger people coming into the industry are from families whose careers have been in the forest industry in prior generations. One panelist said, “We look for someone from a lumber family, someone who likes to win, and type A people. We have developed a mentorship program and we have advertised. We look for ambitious people and we pay them well in our apprentice program.”

One speaker noted that West Coast producers are at a disadvantage due to the approximately 70 cents value of the Canadian dollar against the U.S. dollar. Although the U.S. is projecting a 1.2 million number in housing, the U.S. market is off about 25 percent due to price erosion. Imports from Canada and other countries around the world are competing with U.S. production. “What will be the restraint at mill levels so that we do not over produce? That is part of the challenge of overcoming the strong U.S. dollar and competing against imports,” noted one panelist. “Our customers are more and more just-in-time buyers. Any interruption creates a lot of panic. We see profitability at wholesale and pro yard levels, but mills will have a tough time overcoming price swings,” he said. “I believe we will see some serious volatility with rolling curtailments at mill levels. It will be a roller coaster for the year.”

The third main question asked concerned the Softwood Lumber Agreement, which ended in October and whether it will be re-implemented later this year. Offered one panelist, “It doesn’t have to come back until October this year. The former agreement said there was no duty when the market was strong. When the market was poor a tax was added. Slower markets meant curtailment for Canadian mills and other countries importing to the U.S. In my opinion a 15 percent tax on Canadian wood would be a solution.” Another panelist said, “What is different this time is that we have so many Canadian firms with mills in the U.S. I am not sure we will have an agreement. I’m not optimistic for this year. Maybe by 2017 we will see an agreement.”

A question from the floor came regarding the supply of U.S. federal timber. One panelist said, “We have a mill in Central Oregon surrounded by a million acres of Federal timber and no logs are made available. The Forest Service has abandoned the forest in terms of any supply of wood for sawmills.” Another panelist said, “We don’t even consider Federal forests as a possibility for logs in the future. It might happen if we have enough forest fires.” The third panelist agreed: “Federal forests are off the table. We get by on privately owned forest land.”

Another question was, “Who will be carrying the inventory in days ahead?” Most agreed that it will have to be distributors. “Mills have to buy raw material two or three years ahead. Distributors and retailers will all have to share a part of the risk of inventorying.”

There was discussion of Cross Laminated Timber and how important it may become in the near future. “Will it be a savior for the industry? CLT is interesting.”

Continued on page 39

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But where does the money for it get made?”

Another topic was increasing railroad rates. “Railroads have defined our markets. It’s \$35 a thousand from Tacoma to Shanghai. From Portland to Tacoma it’s \$25. Trucking gets you 400 miles away and rail gets you across the country. We let the market forces dictate what we do. If it makes sense dollar-wise, this is what you do.” Another panelist said, “We are all in the wrong business. The truth is we must understand the transportation issues. It is a big part of what we do. Delivered cost can be twice the cost of the products being shipped.”

The speakers agreed that trends indicate that transportation costs and long commutes make people desire to live in apartments or condos (closer to work). Property has become so expensive that it makes single family living too expensive in some areas like Southern California. It looks like multi-unit housing is coming on ever stronger.

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

The event explored current opportunities and obstacles for cross-laminated timber (CLT), nail-laminated timber, glulam panels, laminated veneer lumber and other mass timber construction in North America, and offered insight regarding how to execute projects today.

The conference hosted a full lineup of expert speakers who addressed how the industry can advance the use of CLT, as well as the mass timber industry in North America, and how to increase the use of wood in low-to-mid-rise and tall buildings.

Those in attendance represented a wide range of industries, including: architects, engineers, sawmills, loggers, construction companies, mass timber equipment suppliers, academia, economic developers, land managers and policy makers on both the state and federal levels.

The Mass Timber Conference was co-sponsored by Forest Business Network and WoodWorks™.

The conference agenda provided approximately 50 educational presentations, which included individual guest speakers as well as panel discussions.

Among the guest speakers was Patrick Holmes, senior advisor to the Under Secretary for Natural Resources and Environment, USDA. Holmes reported “tremendous bi-partisan enthusiasm” for the mass timber movement. That enthusiasm was echoed by speaker Michael Green, owner of Michael Green Architecture, who said CLT is a robust and beautiful manner in which to build. Green said, too, that he believes building cores should be wood instead of concrete, and that it is not technically difficult to construct these buildings. He added that in France the goal is to construct 10 mass timber buildings before the end of this decade,

and he is asked weekly to review 10-year projects. He summed up, “The wood industry just needs to deliver the products necessary.”

The question of “How are we going to live sustainably?” was offered by guest speaker Thomas Maness, Oregon State University dean of the College of Forestry and director of the Oregon Forest Research Laboratory. Maness views wood plantations as the future of the industry, which he referred to as “purpose-grown wood.” He added that Douglas Fir is the highest quality wood in the world for building and the Pacific Northwest, specifically western Oregon, is poised to be the prime growing area of timberlands from an environmental perspective. This could increase employment in the Pacific Northwest in timber-dependent rural communities that need more manufacturing jobs. Maness noted, too, that this could impact CO2 levels in the atmosphere, thus increasing conservation values in the region.

“This is about using wood in many ways, not only CLT,” Maness said, “but also in finished products, flooring, etc. It’s about creating a more stable and high-value product from natural, healthy material.”

He summed up that the CLT industry locally “does not have the supply chain, education or workforce yet, and we need to increase competitiveness.”

Idaho Forest Group Chairman of the Board Marc Brinkmeyer also served as a speaker at this event. He spoke about the background behind the establishment of the Bi-National Softwood Lumber Council and the programs that led to the funding of the 42-story Tall Wood Building Research. He also shared the value proposition of the Softwood Lumber Board since its inception in 2011 and the vision for mass timber programs in the future, the goal being to increase the utilization of lumber in multi-story construction.

Russ Vaagen, vice president of Vaagen Bros. Lumber, provided a presentation that focused on forest restoration and the need for CLT. He highlighted the benefits of reducing carbon footprint for the environment as well as rural and urban economies. He noted that reducing wildfires by performing essential fuels reduction projects will create the lumber for the CLT market and reduce carbon emissions from catastrophic wildfires while at the same time maintaining healthy forests. Vaagen quoted architect Andrew Waugh by stating: “We are at the beginning of the timber age. CLT is not going to be new for very long. The success of the European market is helping to drive the movement in North America.”

Among others included on the speakers’ agenda was Valerie Johnson, president and CEO of D.R. Johnson Lumber Co., located in Riddle, OR, who spoke about her company’s journey to become the first certified U.S. manufacturer of structural CLT, the opportunities and challenges ahead, and what CLT supporters can do to move the industry forward. She explained that USNR, of Woodland, WA, created the press her company uses to manufacture CLT.

In addition to the various speaker presentations provided at the Mass Timber Conference, attendees also took advantage of the event’s Portland Mass Timber Building & Construction Tour. Among the buildings toured were:

•**The Framework.** This is an award-winning structure designed by Works Part-

Continued on page 40

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MASS TIMBER – Continued from page 39

nership Architecture around the idea of a “ship in a bottle.” The building replaces historically thick unadorned masonry perimeter walls with a glass curtain wall that reveals the mass timber elements inside.

- Albina Yard.** This is a 16,000-square-foot office building that was under construction at the time of the Mass Timber Conference. Albina Yard is the first building in the U.S. using domestically-fabricated cross-laminated timber as a structural element. D.R. Johnson Lumber Co., of Riddle, OR, is the CLT manufacturer for this project.
- Clay Creative.** Being developed by Killian Pacific of Vancouver, WA, this is a 72,000-square-foot, six-story, wood-framed office building. This project uses Oregon-sourced heavy timbers, built with a mix of glulam beams and flooring assemblies comprised of 2x12s, 2x10s and 2x8s.
- The Radiator.** Which is a five-story office building in Portland by the Kaiser Group, is the first all-timber building of its scale here.

For further information about the Mass Timber Conference, visit online at www.masstimberconference.com. ■

SCMA - Continued from page 17

ice as SCMA president and vice president. SCMA’s 2017 Annual Meeting is scheduled for March 22, at the Francis Marion Hotel in Charleston, SC. For more information or to get on board with Cypress promotion, visit www.CypressInfo.org or email member-services@cypressinfo.org. The Southern Cypress Manufacturers Association is a non-profit organization dedicated to the promotion of Cypress building products to trade professionals and consumers. ■

WEST COAST BUSINESS TRENDS - Continued from page 19

demand on surfaced Doug Fir 4” and 6” timbers over the last couple of weeks which has pushed pricing up especially on 4” No. 2 and Better. Cedar demand has been strong and I think there will not be enough supply, which will keep the Cedar pricing moving upwards over the next couple of months. Second, Doug Fir log flow has been steady, but pricing continues to be strong, especially in smaller diameter logs. Cedar flow has been stronger, with increased logging on the Oregon Coast. Finally, customers have been buying steadily for business they have on the books, but they are still cautious about buying too much in advance as prices seem volatile, especially in 2” framing lumber.”

Jim Walsh, sales manager for Rosboro in Springfield, OR, said, “Our company is officially for sale. We moved to Oregon from Arkansas back in the 1940s. Ownership is getting older and it is a natural progression. The company is very healthy, but it may be under new ownership before the end of this year or sooner. “We are seeing about a 10 percent increase in building starts activity so far this year. The first couple of months of this year were terrible for lumber sales, but now things are heating up and we are seeing a more normal lumber market. Buyers are being cautious and keeping inventories as lean as possible, but they are coming back to purchase more often. The Composite Price is up quite a bit from the first two months of the year. Our customers say they are busy. Jobs are getting released. Wood is flowing from the yards out to the jobs. Dealers and builders are busier. I don’t think we will see much change toward a new lumber agreement with Canada until October or later. Suppliers up there have a big advantage with their weaker dollar in sales to U.S. buyers.”

Steve Killgore of Roseburg, Dillard, OR, said, “Most customers report a fairly active and successful first quarter. While demand seems muted compared to our historical perspective, it continues to improve. The customer is spending money and that bodes well for the mass merchandisers in the marketplace. The issue for North American—and in particular U.S. producers—is the supply imbalance due to imports. Significant volumes of plywood continue to dampen both the hardwood and Softwood plywood markets. Lumber by and large is basically the issue around the Softwood Lumber Agreement. Canadian production continues to expand at the expense of the western U.S. producer, where production was off for the quarter.

“Due to our diverse portfolio of products, we had mixed results for the first quarter. Engineered wood products and our composite business did very well and is on plan for the year. Plywood and lumber really struggled in January and February. In March we experienced a distinct turn around, although not enough to meet our plan YTD.

“Looking ahead we are cautious in our outlook. Slow growth in the economy for Q4 of last year and rumors of negative growth in Q1 of 16 starts to sound like a mild recession. We are very focused on controlling costs, staying close to our customers and taking advantage of any market opportunities as they occur.” ■

MIDWEST BUSINESS TRENDS - Continued from page 19

Green Fir, said that “if he had to pick one,” Douglas Fir is currently doing best, but that there is little variation in sales between species. He also mentioned that the price for Fir is up from where it was around this time last year.

As for availability and inventory, he commented, “The availability issues we ran into earlier in the year have eased up. Our inventory is fine.” He added, “Business is moving right along, just not at as quick of a pace as we’d like, but I do expect it to increase.”

Continued on page 41

The Softwood Forest Products Buyer May/June 2016

MIDWEST BUSINESS TRENDS - Continued from page 40

A source in Iowa said that up to this point in the year they have been “unusually busy.” He added that he expects that to continue. “We made it through the months that are historically the roughest for us with less weather hold up than usual, so we’re heading into the warmer months already ahead of where we normally are.”

This contact handles primarily dimension lumber in Pine and Fir. “We aren’t seeing a great deal of difference between the two, it’s all about the same,” he said about which products were selling best.

“The rest of the year is going to depend heavily on two things: the weather and the economy. One will impact us directly, the other obviously indirectly, but both will impact what kind of year we have,” he continued, “I think we’ll do just fine.” ■

One area that hasn’t been an issue is inventoried logs and lumber. “For us logs have never been an issue and never will be. We’re solid in that respect. And lumber inventories are at levels we like to see,” stated the source.

A lumber salesman who has customers in Arizona and other Inland West markets offered similar comments in regards to the steady flow of timber products. He said, “We’re selling to wholesalers, home centers and some remanufacturers, and it seems like they’re staying busy. What we’ve got on the ground is selling without sitting for very long so that’s definitely a plus. We keep a steady inventory of logs so that they never stack up, yet we never run out either.”

Issues that he did relay during the interview were in the areas of low-grade lumber and transportation. “Road restrictions can make it difficult to ensure timely deliveries and low-grade lumber isn’t moving like it used to,” he said. Additional factors everyone is keeping an eye on include the low-swinging Canadian dollar. Multiple sources commented that currency fluctuations have the ability to affect pricing almost overnight.

Having only worked on the sawmill side of the lumber industry since the fall of 2015, the source said his previous experience on the wholesale side hadn’t prepared him with a wealth of experience to compare against. “I’m surrounded by industry veterans here, though, and they’re all saying that these are good markets we’re experiencing now. Even with my limited experience I’m inclined to agree.”

A lumber contact in Wyoming said, “Now that peak construction periods are upon us the market should start to see steadier activity through to the late summer. No one wants to predict further than that of course, but I think that 2016 will be in line to match or exceed 2015.”

Dealing predominantly in all grades of Pine, the source said all products manufactured at his operation’s milling facilities were moving well. “I’ve heard some investor’s comments regarding the lumber markets and they’re saying the lumber business isn’t going to match 2015, but I just don’t think they’re right,” he offered, “I’m hearing from my sources that in some cases better business is being reported to them on the construction side than what is showing up in the economist’s forecasts. I’m not sure if all of that is trustworthy information.”

With orders on his desk through the middle of the summer, the source’s final comment was: “It’s a time to be cautious as always, but I think we’re going to have a strong year.” ■

SOUTH/SOUTHEAST BUSINESS TRENDS - Continued from page 26

Their product mix includes Southern Yellow Pine in grades No. 1, 2 and 3 as well as dimension lumber 2x4 though 2x12. In terms of what is selling best for this contact, he said, “2x12’s are doing great.”

As for the next few months, he said, “I expect it to continue from a demand standpoint, but production will keep up, so prices may level a bit moving forward.”

A source in Alabama said that the market is “definitely better” than it has been over the last few years. “The housing market is showing steady improvements as well as the home renovation industry. Both are major reasons we are doing so well right now,” he said. “As long as new construction is rolling, so are we,” he added. He also mentioned “pricing has remained pretty good, too.”

This contact handles Southern Yellow Pine, Cypress and Cedar, and said that his sales are “steady and fairly strong” for this time of the year. While he said his inventory levels were a little high, he added, “We do expect it to kick up a little heading into the warmer months.”

This supplier said the words he would use to describe his outlook on the rest of the year are “cautiously optimistic.” “This year has the potential to be one of our best since the recession,” he said. “The housing market has been consistent so far, which is something we really depend on, and as long as that holds up, we should have a very positive year. But, with it being an election year, sometimes that can mess with the economy, which then trickles down.” ■

TRADE TALK

Hancock Hires New CFO, Announces Sales Manager Promotion

Casco, ME—Hancock Lumber Co., located here, recently promoted Matt Duprey to sales manager of Hancock Lumber’s sawmill division.

In his new role, Duprey will be taking responsibility for all of Hancock Lumber sawmill division’s sales activities including customer sales, planing, scheduling and logistics. Since joining the company in 1994, Duprey has spent the last 15

Continued on page 42



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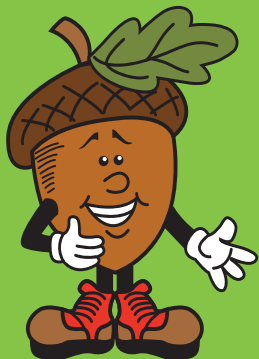


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TRADETALK - Continued from page 41

years in sales. Sawmill Division COO, Kevin Hynes, commented, "Matt truly believes that the most important thing he can do to help his customers is to listen to their needs, delivering products and services that help grow their Pine business. With an undying passion for Eastern White Pine and a drive to see all of Hancock Lumber's customers prosper, I am expecting Matt will be hugely successful in his new role."

Additionally, after an extensive, nationwide search, Hancock Lumber Co. is proud to announce the hiring of Chief Financial Officer Paul Wainman. Wainman has extensive experience in both finance and management with market leading brands, including Hallmark/William Arthur and Kleinfeld Paper.

"I am really excited to have Paul join our team. Paul brings a lot of finance and leadership experience from high quality manufacturing and distribution companies.

It is always healthy to add fresh eyes and perspective to our company. Most importantly, Paul's business values are a great match," said Kevin Hancock, president of Hancock Lumber.

Wainman and his family live in Kennebunkport, ME, and he is highly involved in his community, serving on several boards for area foundations and non-profits.

Established in 1848, Hancock Lumber

Company is a 6th generation, family-owned business operating a timberland company, a sawmill division and a network of retail lumber yards and home design showrooms across Maine and New Hampshire.

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

BID Group Awarded Contract By Biewer Lumber

Newton, MS—BID Group, headquartered in Vanderhoof, BC, was selected by Biewer Lumber to deliver a state-of-the-art, turnkey mill at its facility here. Construction was scheduled to begin this quarter of 2016 and will continue throughout the year with mill production scheduled for the second quarter of 2017.

The Newton sawmill will feature state-of-the-art technology specifically designed, supplied and installed by BID Group including a Comact optimized log bucking system, a Comact saw line with profiling systems and a fully automated mill outfeed. The planer mill will be equipped with the all-new Miller high speed planer, a Comact GradExpert™ and a fully automated mill outfeed specialized in cut-in-two handling. Lumber drying will utilize continuous kiln technology provided through two Deltech dual path kilns.

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. ■

Staff Changes At Durgin & Crowell Announced

Springfield, NH—Durgin & Crowell Lumber Co., located here, recently announced that EJ Durgin, who has been with the mill for 24 years, has moved to a specialized role where he can focus on his passion of maintaining and improving



EJ Durgin and Chris Farrens

all the moving parts of the sawmill. His knowledge of how the mill works is second to none and he will have a positive impact on the mill in his new, more focused position, according to a company press release.

They also recently announced the addition of Chris Farrens. Farrens and his family recently moved cross-country from Washington, where he was the mill supervisor at Interfor. "We are looking forward to having a fresh set of eyes on our Pine," the company press release stated. Farrens has been in the mill business since he was 18 years old and brings a great deal of knowledge and experience when it comes to the process in sawmills. Durgin will be working hand-in-hand with Farrens for the time being.

Durgin & Crowell Lumber Company is an Eastern White Pine sawmill. Since its founding in 1976, Durgin & Crowell has grown to become one of New England's largest manufacturers of kiln-dried Eastern White Pine lumber, annually producing up to 30 million board feet.

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



Matt Duprey



Kevin Hancock



Paul Wainman

Continued on page 43

DMSi Announces New App

Omaha, NE—DMSi Software recently announced its new proof of delivery app, Agility I POD. This mobile app provides customers and drivers with live status updates, electronic signature capture, real-time order information and much more.

Agility I POD gives businesses an edge by improving service quality, according to a company release. Contacts receive email notifications when an order is en route or delivered. Instead of paper forms, drivers can use their mobile devices to capture a signature from the recipient and take pictures of the delivery site.

Agility I POD is integrated with the Agility ERP system. This means there's no need to call drivers with updates, because changes made in Agility immediately show in the app. Signatures and delivery photos automatically upload to Agility. When the driver uses the app to mark an order as "delivered," Agility automatically begins the invoicing process.

To learn more about DMSi's integrated mobile, CRM and e-Commerce solutions, contact Reed Rediger at rrediger@dmsi.com. ■



Pictured is the logo for DMSi's new app, Agility I POD.

PHL Launches YouTube Channel And Building Of Part Of A Sawmill

Saint-Éphrem de Beauce, QC—PHL Equipment Inc., located here, recently launched a new YouTube channel. Search YouTube for PHL Sawmill Equipment to access the channel and see videos of the various equipment that PHL manufactures, from material handling equipment to primary breakdown machinery to sorting and stacking lines. PHL also recently launched a new website.

Additionally, the company recently announced that it is building part of a \$78 million Softwood sawmill given to their parent company, Comact, in Mississippi.

PHL is an equipment manufacturer that strives to optimize the production performance of sawmill, planing mill and wood handling operations by offering innovative and simple turnkey solutions to meet specific needs, along with high quality installation and after-sale services, according to a company source.

For more information, visit www.phlinc.ca. ■

Patrick Lumber Receives \$20 Million Loan

Portland, OR—Patrick Lumber Co., a lumber exporter and secondary manufacturer, recently closed on a \$20 million loan from U.S. Bank to support its growth and provide working capital.

Patrick Lumber, founded in 1915, sells high-grade Softwood products and alder to distributors around the world in truckload, container and railcar volumes. The company also has a subsidiary, Wood Source, which sells to residential and commercial contractors in the Denver metro area.

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

Collins Announces New Sales And Marketing Addition

Wilsonville, OR—Collins recently announced the addition of Larry Broadfoot to lead Collins Sales and Marketing.

Broadfoot joins Collins from Tolko Industries, a family-owned Western Canadian forest products manufacturer, where he held several management roles over the years including divisional controller, planer mill superintendent, sawmill superintendent, lumber superintendent, North American sales manager and his most recent position as general manager of lumber and plywood sales.

In addition to his long and varied years in production, he obtained a diploma with honors in accounting from Cariboo College in 1987 and went on to obtain his Certified General Accountant (CGA) designation in 1990 while working for Weldwood of Canada — Houston Forest Products as an accountant.

Broadfoot and his wife, Chris, recently relocated to Oregon in early March. He will be based at the Collins Corporate office. Larry and Chris have three adult daughters that live throughout Canada. They are looking forward to exploring the State of Oregon on the weekends.

Collins has been family-owned since 1855, and produces high quality wood products including: Softwoods, hardwoods, millwork, Pine particleboard, veneer logs, and engineered wood siding and trim. A champion of sustainable practices and protecting the integrity of the total forest ecosystem on their landholdings, which cover more than 311,000 acres, Collins upholds their long-standing commitment to land and resource stewardship.

Manufacturing facilities are located in: Chester, CA, Boardman, Lakeview, and Klamath Falls, OR, Kane, PA, and Richwood, WV.

For more information, visit www.CollinsWood.com or call 800-329-1219. ■



Larry Broadfoot

Continued on page 45

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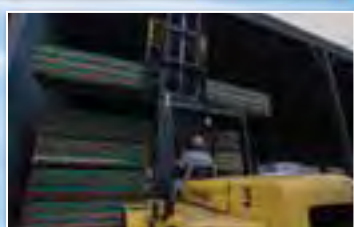
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- **Product Purchaser** – You help maintain a steady supply of material through solid connections with lumber yards to stay ahead of sales and market demands.

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SOFTWOOD CALENDAR

MAY

North American Wholesale Lumber Association (NAWLA), Regional Meeting, Hilton Garden Inn Toronto Airport West/Mississauga, ON. For more information: www.nawla.org. May 10.

Western Red Cedar Lumber Association, Cedar Summit, Victoria, BC. For more information: www.realcedar.com. May 10-12.

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

JUNE

Maritime Lumber Bureau, 77th Annual Meeting, Halifax Marriott Harbourfront Hotel, Halifax, NS. For more information: www.mlb.ca. June 7-9.

JULY

Inland Lumber Producers, Golf Tournament, Coeur D'Alene, ID. For more information: www.idfg.com. July 13-15.

Southeastern Lumber Manufacturers Association, Annual Conference, The Belmond Charleston Place, Charleston, SC. For more information: www.slma.org. July 20-23.

AUGUST

International Woodworking Fair 2016, Georgia World Congress Center, Atlanta, GA. For more information: www.iwfatlanta.com. Aug. 24-27.

SEPTEMBER

Global Buyers Mission 2016, Whistler Conference Center, Whistler, BC. For more information: www.bcwood.com. Sept. 8-10.

Northeastern Lumber Manufacturers Association, Fall Golf and Board of Directors Meeting, Harraseeket Inn, Freeport, ME. Contact: 207-829-6901. Sept. 22-23.

OCTOBER

2016 NAWLA Traders Market, The Mirage, Las Vegas, NV. For more information: www.nawla.org. Oct. 26-28. ■



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Boise Cascade Announces Appointments

Boise, ID—Boise Cascade Company (Boise Cascade) recently announced that CEO Thomas Corrick was elected to its Board of Directors. The company also announced four officer appointments: Richard Viola as a senior vice president of sales and marketing for building materials distribution; Mike Brown as vice president of operations for wood products; Mary Jo Nyblad as vice president of commodity sales and marketing for wood products; and Nate Jorgenson as vice president of engineered wood products.

Corrick serves as the chief executive officer of Boise Cascade and over the past 32 years has served as the company's chief operating officer, senior vice president of both wood products manufacturing and engineered wood products and has held various management and financial positions with the company. He was elected to fill a newly created director position and, as a management director, will not serve on any board committees.

Viola joined Boise Cascade via an acquisition in 1999 and most recently served as the vice president of sales and marketing for building materials distribution. He has a bachelor of science in marketing from Northeastern University.

Brown has served as operations manager for wood products manufacturing at Boise Cascade since 2014 after serving as the Southeastern region manager in 2013. Since joining the company as a silvicultural manager in 1999, Brown has also served as general manager of Boise Cascade's operations in Brazil and as the Southern region manager. Brown received a bachelor of science in forestry from the Australian National University and masters of business administration from Cranfield University in England.

Since joining the distribution side of the company in 1982, Nyblad has held numerous positions in wood product sales and became the commodity sales and marketing director in wood products in 2014. Nyblad received a bachelor of arts from Whitman College in psychology and a master of business administration from Idaho State University.

Jorgenson joined Boise Cascade in 2015 as the company's engineered wood products marketing manager. Prior to joining Boise Cascade, he held various senior management positions with The Weyerhaeuser Company and has almost 30 years of experience in the design, manufacture and distribution of engineered wood products. Jorgenson received a bachelor of science in civil and environmental engineering from the University of Wisconsin.

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

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

Weyerhaeuser And Plum Creek Complete Merger

Seattle, WA—Weyerhaeuser recently announced the completion of the merger with Plum Creek Timber Company Inc. Shareholders of both companies approved the transaction at separate meetings earlier this year. The combined company retains the Weyerhaeuser name and continues to be traded under the WY ticker symbol on the New York Stock Exchange.

The combined company owns more than 13 million acres of diverse and productive timberlands and operates 38 wood products manufacturing facilities across the U.S. The total worth of the combined companies is \$23 billion based on share prices.

Weyerhaeuser also announced the members of the combined company's board of directors. The 13-person board includes eight directors from the pre-closing Weyerhaeuser and five directors from the pre-closing Plum Creek board. The directors include: Rick Holley (nonexecutive chairman), David Bozeman, Mark Emmert, Sara Grootwassink Lewis, John Kieckhefer, John Morgan Sr., Nicole Piasecki, Marc Racicot, Lawrence Selzer, Doyle Simons, Michael Steuert, Kim Williams and Charles Williamson.

The company also recently sold its headquarters in Federal Way, WA, to move to Seattle, WA. Its researchers will remain on the Federal Way campus, leasing from the new owners.

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

Snaveley Forest Products Announces New Hires

Pittsburgh, PA—At a recent Snaveley Forest Products Board of Directors meeting, Clark Spitzer and John DiGnazio were nominated and unanimously elected to the positions of Chief Operating Officer and Vice President respectively.

Spitzer will have the added responsibilities of the Corporate Operating Officer. He will oversee the North Carolina, Maryland, Pennsylvania, Colorado and Dallas sales and operating divisions.

DiGnazio's responsibilities as general manager of the Snaveley Forest Products Pittsburgh facility will remain intact. His attention to sales, customer support and product development are still key factors to the division's success.

"With their combined 70 years in the building material manufacturing, sales and distribution business, Spitzer and DiGnazio bring a unique combination of hands-on skill, excellent communication and superior customer service/support skills, making them the perfect choices for these positions," stated Stephen Snaveley, chairman and chief executive officer of Snaveley Forest Products.

Snaveley also recently announced the addition of Mike Treadwell as the engineered wood product market development manager.



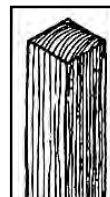
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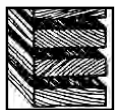
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The company's North Carolina division recently named Rick Renshaw its new general manager and James Watts as the operations manager.

Renshaw has been a top performer for Snavelly Forest Products in North Carolina for the last 17 years and his knowledge of the market and products is unparalleled, according to a company press release. "Rick's broad and deep exposure to the regional market and customers will ensure his success," said Stephen Snavelly.

Additionally, the Maryland division of Snavelly Forest Products recently announced that Bill Georgelis has joined the company as senior sales and marketing manager.

Georgelis spent the last 20 years in building material product manufacturing, wholesale distribution and retail.

Founded in 1902, Snavelly Forest Products is a leader in the wholesale lumber and building products industry.

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

OBITUARY

William Dwight Harrigan II

William Dwight Harrigan II of Fulton, AL, recently passed away in his home at age 78.

Harrigan spent his childhood in Fulton, AL, then attended Georgetown Preparatory School in Maryland. After a year at the University of Alabama he transferred to the University of Southern Mississippi, where he graduated with a degree in business in 1963. The same year, he was employed by Scotch Lumber Co. of Fulton, AL, his family's business.

Following in his father and grandfathers' footsteps, he became mill manager, then president and CEO. He played a key part in the expansion of the company, first with the addition of Scotch Plywood, then Scotch Forestry and Land Management, and later his personal company Harrigan Lumber Co. in Monroeville, AL.

His commitment to the forest industry led to years of volunteer service in many trade associations. He was president and treasurer of the Alabama Forestry Association as well as the recipient of its Lifetime Achievement Award and Alabama Forest Business Leader of the Year. He served as chairman of the Southern Forest Products Association, and a director of the Southeastern Lumber Manufacturers Association. He was on the Forest Industries Council of Valuation and Taxation, National Forest Products Association Board and Auburn Forestry Advisory Committee.

He loved the outdoors and was an avid hunter, fisherman and conservationist. He will be remembered by those that knew him for his wit, humility, generosity and kindness to so many.

He was preceded in death by his parents William Dennis Harrigan and Dorine Reid Harrigan. He is survived by his beloved wife of 50 years, Virginia Sojourner Harrigan; their three sons, William Dwight Harrigan III (Susan), of Grove Hill, AL, Jeffery Boyd Harrigan of Grove Hill, John Patrick Carrigan (Michelle) of Monroeville, AL; and five grandchildren, Andrew Boyd Harrigan, Caitlin Elizabeth Harrigan, William McClinton Harrigan, Virginia Ann Harrigan and Elle Michael Harrigan. ■

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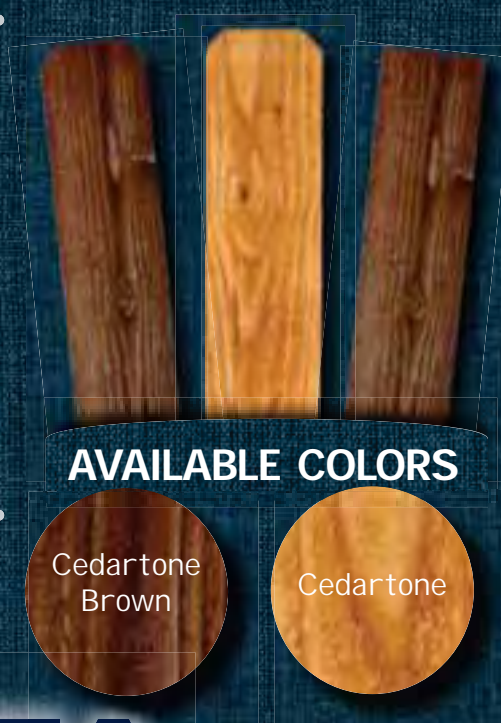


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