

RETAIL REVIEW

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Nabors Do It Best Home Center Opens In Eupora

Houston, MS—Nabors Do It Best Home Center, headquartered here, recently opened a 12,000-square-foot facility in Eupora, MS. With a full service lumberyard, a greenhouse is scheduled to be added next year. “The hospitality I have experienced has been amazing,” owner Lee Nabors said. “I am excited to be here.”

Nabors Home Center is a member of the Do It Best cooperative, which is the second-largest co-op buying group in the United States. A third-generation hardware store, Nabors Home Center was named Chickasaw County 2010 Business of the year.

For more information visit www.nabors.doitbest.com. ■

R.P. Lumber Purchases Former Kmart Building

Ottawa, IL—R.P. Lumber, a full service building materials business with nearly 50 stores in Illinois and Missouri, recently purchased a former Kmart store here.

R.P. Lumber was founded by Robert L. Plummer in 1977. Since then the company has grown to 46 lumberyard locations and two truss plants. It is a full-service building materials supplier offering lumber, tools, and delivery services with kitchen and bath design.

For more information visit www.rplumber.com. ■

ABC Supply Acquires JB Supply Co.

Flint, MI—Building products distributor ABC Supply Co. recently acquired roofing/siding distributor JB Supply Co., located here.

JB Supply will be ABC Supply's first facility in Flint.

“This acquisition gives us a presence in this part of the Flint/Tri-Cities region of Michigan for the first time,” said ABC Supply's Chief Executive Officer David Luck. “It continues our expansion in Michigan and builds on our acquisition earlier this year of Lee Wholesale Supply and its four locations in the Detroit market area, allowing us to provide more seamless service to contractors throughout this area of the state.”

ABC Supply was founded by Ken and Diane Hendricks in 1982. Headquartered in Beloit, WI, ABC Supply has more than 450 branches in 45 states. The company is a seven-time winner of the Gallup Great Workplace Award. For more information visit www.abcsupply.com. ■

Frattalone's Ace Hardware Opens in Eden Prairie

Eden Prairie, MN—Frattalone's Ace Hardware recently opened an 11,000-square-foot store here.

Based in Arden Hills, MN, the company has a total of 19 stores, with the closest in Minnetonka, MN, and Bloomington, MN.

Frattalone acquired The Find Building in Eden Prairie from LJC Holdings LLC for an estimated \$1 million.

The 13,806-square-foot retail building was built in 1992.

For more information visit www.frattalones.com. ■

Fisher Lumber To Acquire Andale Lumber

Garden Plain, KS—Fisher Lumber, located here, recently agreed to purchase 40-year-old Andale Lumber located in Andale and Andover, KS. Current owner Pat Reichenberger will stay on to manage the Andale yard.

Reichenberger incorporated in 1973 as the Pat Reichenberger Co. and later changed the name to Andale Lumber.

Fisher Lumber has been serving the Wichita, KS, and surrounding area for over 50 years. Along with being a full line lumberyard the company also

manufactures some of the products it sells at their Garden Plain location. For more information visit www.fisherlumber.net. ■

Edward Hines Lumber Celebrates Grand Opening In Wheaton

Wheaton, IL—Edward Hines Lumber recently held a grand opening for its new lumberyard located here. A subsidiary of US LBM Holdings, the company leased the former site of Franklin Emery Wheaton Lumberyard, and opened a full-service building supply center and showroom.

“This new site will benefit the Wheaton area by redeveloping a long-standing property in our community, bring new tax revenue back to the city, as well as offer 20 new employment opportunities,” General Manager Pat Briody said. “I am looking forward to servicing local home builders and contractors again from this location.”

Founded in 1892, Edward Hines Lumber is headquartered in Buffalo Grove, IL. The company operates locations servicing homebuilders and professional remodelers throughout the state of Illinois, lower Wisconsin and Northern Indiana. For more information visit www.hineslumber.com. ■

Davis Lumber Company Celebrates Remodeling

Texarkana, AR—Davis Lumber Company recently celebrated a grand re-opening. Founded by the late Franklin Davis in 1948, the company has remodeled and updated their stores in Texarkana and Malvern, AR, over the past six months.

Davis Lumber carries building supplies and a full line of residential hardware and remodeling supplies. For more information visit www.davislumber.com. ■

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NAWLA NEWS - Continued from page 18

truck transportation providers, reload operators, remanufacturers with a majority of revenues generated by processing wood on account, pre-finishers and importers are also eligible to exhibit, as are certain service affiliates. Last year, there were 249 booths at the show, and a buzz of buying and selling. We expect more this year.

On Friday morning, the Magellan Network breakfast and program are geared toward members looking to expand their business through global trade, focusing on both import and export issues, Softwood and hardwood products. There is much opportunity here for the savvy entrepreneur.

Interactive Edge

The Traders Market is a unique place where people gather, relationships blossom, and commerce for the next year can be established. It offers two receptions to personalize current or new business contacts. It is more important now than ever to connect with others in the same work and to bring the next generation into the heart of our efforts. This gathering is crucial to building new relationships and developing existing ones. You cannot clear the timber alone! Relationships are critical to growth and innovation.

Sales Edge

Traders Market is a working conference, where business is transacted and deals are made—on the tradeshow floor, in networking sessions, in the hallways and in other settings. In an industry where significant deals are still made with a handshake, building trust through personal networking is invaluable.

In many ways, the Traders Market is a microcosm of NAWLA and its role as a vi-

brant, active network, a hands-on educational experience, and a prism looking into a complex but increasingly bright future. It's a marketplace that is full of friends, ideas, new business, and the encouragement of like minds. NAWLA is about connecting and helping you gain the foothold you'll need for another year of growth and prosperity.

This isn't all business, of course. This is, frankly, a fun gathering and a time to renew acquaintances and to make new friends. Humorist Greg Hahn will help us kick-off the gathering at the opening luncheon on Thursday. A favorite on the nationally syndicated Bob and Tom Radio Show, Hahn has appeared on Late Night with Conan O'Brien, Comedy Central, CBS, ABC, FOX, MTV and CMT. He has parlayed his absurdly energetic, all-out style of physical humor, one liners and "crowd work" into a performance of immediate pandemonium and fun!

In keeping with our recent shows, we have scheduled business for Wednesday through Friday, leaving the weekend open if you'd like to plan on staying extra days to enjoy Las Vegas entertainment.

The fact that attendance at Traders Market continues to grow proves that leaders and entrepreneurs across the industry see the show as the one they cannot afford to miss. Three straight years of growth is almost unheard of in this economic climate. Leaders are recognizing that without the partnerships, connections and trust of others in the industry, even the best of us would fall short of the promise we can now see on the horizon. Through the Traders Market we help the industry grow by helping each other grow. And that provides an undeniable edge.

Complete show information is available at www.nawlatradersmarket.com. ■

SLB NEWS - Continued from page 2

conversation of specifiers; and WoodWorks transforms these conversations into action by working directly with architects, engineers, and developers to convert projects to wood-based building systems. In addition, the SLB supports

The SLB's strategic funding has enabled each program partner to expand its reach and to undertake exciting new initiatives to protect and expand opportunities for using Softwood lumber.

the National Frame Building Association (NFBA) to promote wood in post-frame buildings and low-rise construction. The SLB's strategic funding has enabled each program partner to expand its reach and to undertake exciting new initiatives to protect and expand opportunities for using wood in an increasing array of building types.

One of the SLB's most significant and exciting investments in its first year has been a tall wood building research project, undertaken with noted architecture firm Skidmore, Owings & Merrill LLP. While it is unlikely that tall wood buildings will become the norm in the near term, this research project and a growing, broader interest in tall wood buildings will break down barriers in the minds of regulators, developers, designers, and ultimately the public of what is possible with wood. The existence of tall wood buildings will dismantle traditional assumptions about the strength, combustibility, longevity, and applications of wood products.

A recent report by FPIInnovations indicates that there is a clear opportunity for the wood products industry to grow market share in tall building systems based on economic and environmental benefits and that, as technologies mature and demand grows, wood-based building systems for tall buildings can be cost competitive against incumbent materials. The majority of the volume opportunity in the U.S. is expected to fall within the 5 to 10-story range, though wood buildings as tall as 30 stories are currently being conceived of in Canada,

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SLB NEWS - Continued from page 22

Sweden, and other parts of the world. All told, tall wood buildings create an estimated market opportunity of 3.9 to 7.3 billion board feet of Softwood lumber annually in North America, with the United States alone accounting for up to 280 million square-foot floor area or up to 6 billion board feet.

Beyond its funded projects, the SLB is also working with top research and communications firms to develop messaging and an outreach program to promote the benefits of Softwood lumber directly to consumers and to address barriers to purchase. This effort will benefit all Softwood lumber products but particularly those producing treated wood and other products such as Cedar, Redwood and Pine used in appearance applications. At its July Board meeting, the SLB approved funding towards phase 1 of an education and promotion program for Softwood lumber products used in outdoor living (decks, timbers etc).

During the past year, the SLB has made progress in developing credible, relevant, and transparent metrics on program performance for each individual program in which we invest - a first for industry-funded initiatives. This will enable the SLB to report on both soft and hard metrics for each program, using indicators specifically tailored to a program's unique objectives and target audiences. The SLB's dashboards will continue to be refined and improved as we work toward quantifying the combined impact of all SLB-funded programs by the end of 2013.

All of the SLB's efforts and the dedication of industry professionals are raising wood's profile to a level not seen in decades, particularly among the design community. Wood's competition is taking notice, and now concrete masonry is pursuing a check-off and the metal industry is unveiling new marketing measures to enhance its brand identity.

The SLB and its funded programs are committed to sustaining wood's momentum and pushing wood's agenda forward, including by expanding the reach of our programs and the SLB overall. Why? Because increased awareness of Softwood lumber's value proposition and its role in the modern economy is essential to protecting and growing wood's market share. ■

Hy Mark - Continued from page 4

hinted that more management/administrative employees could be in the cards once the economy improves. "Things were going pretty good until 2008 but the home-building downturn hurt us a bit and we had to scale back."

To deal with the loss of business that came along with the recession, Hy Mark "dug down deep" to find additional customers, according to Bartsch, and in the process also added some new products to its lineup. "We expanded our product mix to meet the needs of those new customers," he said. "The strategy worked out well because now, with business picking up, we have a good mix of existing and new customers to work with."

Hy Mark Wood has also invested in its operations by adding a new Weinig moulder to its manufacturing lineup in September. "Once we got that installed it's now helping us handle a larger volume of highly-specified orders," said Bartsch, "and allowed us to make the specified patterns that some of our customers were asking for."

As a customer service-oriented organization, Hy Mark Wood is known for its innovative shipping methods. For example, the company will combine multiple products in one truckload, specific to customer jobs, projects, or needs. It will ship less than a full truckload and delivers a wide variety of products from a single location.

"We eliminate the need to overstock and over-inventory," said Bartsch. "Our customers appreciate our ability to react to specified orders, ensuring delivery of our premium products in a timely, cost-effective manner."

With their eye on higher sales vol-

umes for the rest of 2013 and beyond, the Bartsch brothers say business is already picking up and economic conditions are improving in the regions that they serve. "Either something good is happening or we've lost competitors - it's one of the two," said Bartsch. "If you listen to the economists, housing starts are making a slow rebound. That will be welcome to the wood business." For more information visit www.hy-mark.net. ■

Pleasant River - Continued from page 6

the company has invested over \$15 million in capital modernizing the facility to increase production and efficiency. This site consists of a wood merchandising facility that processes the raw material into appropriate lengths for the mill, a sawmill facility that produces 90 million board feet of dimension lumber annually, a drying facility with capacity to dry 100 percent of the lumber produced on site, and a planing facility that dresses all of the dimension lumber produced on site. Production on the site has been at or near capacity since extensive modernizations began in 2005. The site also boasts a strong safety record, having achieved several safety awards from state and



A saw filer at Pleasant River's new Sanford, Maine, facility.



SPF lumber ready for prompt shipment from Sanford, Maine.

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Pleasant River - Continued from page 23

federal agencies.

By 2008 Pleasant River purchased a 130-acre site in West Enfield, ME. On the site are a full planer facility and dry kilns. All one-inch boards and some stud grade lumber are transported from the Dover-Foxcroft site to this location to be planed and graded. The site currently planes approximately 14 million board feet annually. Lumber is shipped directly from the site via truck. The owners of the company have designated the site for future expansion given the quality of the property and the access to rail.

Pleasant River Companies is a member of North American Wholesale Lumber Association, Northeastern Lumber Manufacturers Association and certified by the Forest Stewardship Council. The company employs 170 people between all four locations. For more information visit www.pleasantriverlumber.com. ■

Idaho Forest - Continued from page 7

and dinner at the Bonsai Bistro here. Additionally, guests were invited to tour IFG's Chilco mill, one of five owned and operated by the company. The other four mills are located in Idaho in Grangeville, Laclede, Lewiston and Moyie Springs.

IFG hosts the reception and dinner annually to extend thanks to its loyal customers for their continued support.

Idaho Forest Group's mills produce a combined capacity of more than 800 million board feet. The company offers White Fir, Hemlock Fir, Douglas Fir, Cedar, Larch, SPF-s, Ponderosa Pine, White Pine, Engelmann Spruce and Lodgepole Pine. Wood species are offered in No. 1 and Better, as well as Standard/No. 2 and Better.

For more company information, visit online at www.idahoforestgroup.com. ■

Potlatch - Continued from page 8

opportunity to socially network and share insight about current market issues.

Potlatch Corp., headquartered in Spokane, WA, owns approximately 1.42 million acres of forestland in Arkansas, Idaho and Minnesota. Every acre that the company uses for silviculture is certified under the rigorous standards of the Forest Stewardship Council, and every acre is managed for maximum value.

The company also operates six manufacturing facilities that produce lumber and panel products. Potlatch employs approximately 1,000 people, and also conducts a real estate sales and development business through its taxable REIT subsidiary. Potlatch, a verified forest practices leader, is committed to providing superior returns to stockholders through long-term stewardship of its resources.

Plum Creek Timber Co. is one of the largest geographically diverse private landowners in the U.S., according to the company, with approximately 6.4 million acres in major timber producing regions of the country. The company produces lumber, plywood and medium density fiberboard in its wood products manufacturing facilities in the Northwest. Plum Creek is headquartered in Seattle, WA.

Stimson Lumber Co. is a privately-held forest products and natural resource company in Portland, OR. With its origin dating back to the 1850s, it is one of the older continuously operating forest products companies in the U.S. Stimson Lumber produces high quality lumber and hardboard products that are backed by environmentally certified forests with a customer oriented eye for quality and service. For over 150 years, Stimson has offered a variety of Softwood species and grades of products to meet all its customers' needs. ■

AWFS® Fair - Continued from page 9

tionally, AWFS offered a variety of seminar topics geared toward keeping industry professionals working within the bounds of industry regulations. Seven sessions dealing with dust, sustainability, safety and maintenance were presented under the Safety & Environment and Small Shops Ten & Under education tracks.

The AWFS Fair brings together the entire home and commercial furnishings industry, construction materials and other suppliers to the furniture, cabinet manufacturers and custom woodworkers.

For additional information, contact AWFS at 800-946-2937 at their offices in Anaheim, CA, or visit online at www.awfs.org. ■

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Dawson's True Value Hardware Re-Opens

Beverly, MA—Dawson's True Value Hardware, based here, recently held a grand re-opening to show off its top-to-bottom remodel. The celebration included raffle prizes, a treasure hunt, grilled hot dogs and promotional pricing on many items.

Established in 1960, Dawson's True Value Hardware offers an extensive list of building products. For more information visit

www.dawsontruevalue.com. ■

MIDWEST BUSINESS TRENDS -

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2014.

A contact in Missouri mentioned that while his operation is Forest Stewardship Council certified, they haven't seen an increase in demand for certified products. "In fact, most people that we deal with are not even charging the upcharge anymore. They're basically just asking the customer, 'do you want it FSC or not.' There are many out there that are still charging a 10 percent increase. But many of them are just saying 'okay, fine FSC-I'll put it on the paperwork'."

A supplier in Oklahoma commented, "We've had a lot of weather in this

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Ontario/Quebec Business Trends



By Michelle Keller
Associate Editor

As the summer begins to drift into fall, the Softwood lumber market is offering up mixed results. Some mill and wholesale operators say that the past year has been a solid one with steady, if unremarkable, gains. Others say that 2013 has been a continuing challenge; that the United States mills, especially those in the Northeast, are putting too much downward pressure on a domestic market that is still struggling to regain its footing.

That was the story from the manager of one Ontario mill that focuses on Red and White Pine. He said that an influx of Pine from Canada's southern neighbor has driven his market share downward.

"It's poorer than last year," he said of the overall market. "The imports from the States have not stopped. A lot of White Pine comes across the border from the Northeast states, duty free."

He said the result is a decrease in the demand for Canadian lumber, adding that the only real cure he sees for the market's woes is a rebound in the U.S. housing market.

"The reason they are selling it here is that they cannot sell it at home," he said of the New England mills. "If they were to keep their White Pine domestically, it would free up space they are taking up here by dumping in Canada."

He added that Canadian government policies have also proven problematic in terms of his company remaining competitive with U.S. mills. He cited government regulations that result in a "high cost environment" that he said is detrimental to Canadian mills. At the same time, he said, raw materials are becoming more scarce.

Despite these factors he said he remains optimistic, adding that he sees prices for dimensional lumber beginning to increase, and that housing starts may be starting to pick up.

The owner of an Ontario-based wholesale operation said that he too is seeing substantial competition from the United States.

"I think the demand has dropped for more than one reason," he acknowledged, but added that the primary cause involves a surplus of supply. "There are still a lot of imports coming from those New England states in the U.S. They are tremendously big lumber mills and they can cater to the cottage industry."

He went on to explain that he sees summertime as a cottage-oriented market.

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South/Southeast Business Trends



By Gary Miller
Managing Editor

The Southeast region accounted for spotty Softwood market conditions. "The recession took a toll on many jobs in this industry," one contact in Mississippi said. "As a result we've lost a lot of quality people that we could use now that business has improved. We could be busier if not for the shortage of help."

The source noted overall his operation is experiencing a good year. "I think we'll continue to have a good year and based on signs that I see, it should continue to improve."

An Alabama supplier said his markets are flat. "Six months ago our markets were strong. Demand is okay but there's been an increase in production. Southern Yellow Pine and Spruce are our two best-moving species right now. OSB has slowed down considerably. I think the mills are keeping production moved, but I do think there is more OSB at the plants right now."

As for the prices he's paying, the contact said, "Spruce is about the same and Pine is down but it's coming back up. So it's kind of a mixed bag. Pine has already made a run and Spruce looks like it's starting to get a little run. I think we may see Spruce prices go up a little more. I don't look for a big increase or decrease. I think we'll see a flat playing field for awhile and if anything, it may go up and down between \$20 to \$25, but that's about it."

"Trucking is difficult right now," a Softwood supplier in North Carolina mentioned. "They put new laws into place a few months back, shortening their hours. It's made it harder for them to make money so we're going to see less availability of trucks as they get into other fields. The steel industry is still going pretty good, which places more demand on trucks and there are less of them."

He noted his treating plant customers are experiencing stable business conditions. "Business is steady for them but they're not seeing any increases. We were seeing a fair amount of demand for certified products two years ago, but it seems like it has fallen off quite a bit. We're not a manufacturer but we can buy it; we're just not seeing the inquiries like we were. At one point we were getting two or three requests a month but now I don't think I've seen a LEED request in six months."

When asked about the remainder of 2013 he said, "I don't know what's going to happen next week. There are so many factors involved. I think the market will

Continued on page 33



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Western Business Trends



By Terry Miller
Associate Editor

Softwood suppliers in the Western region indicated market conditions are down from recent months. A Montana source explained, "I think we've got too much supply on the framing side of the business. We've also experienced some bad weather across the U.S., which is dampening supply and demand."

He continued, "Ponderosa Pine boards are moving well and Fir Larch and Whitewood studs are starting to slow down."

The contact also noted he is concerned about danger of fire impacting log supply in the future.

"Mill inventories are about the same as they have been in recent months," he continued. "My sense is that field inventories may be a little higher due to the weather issues. Our prices are up on boards and weakening a little bit on framing items. I think we'll have our normal seasonal cycle that will cause prices to increase a bit this fall."

An Idaho Softwood supplier commented, "Trucking remains tight in our market. Prices aren't terrible for trucking—there's just a problem finding the trucks to go." The source said he attributes the shortage mostly to the recent changes in regulations this year. "They changed the amount of hours the drivers can put in and that changed the amount of money they were making. If it takes a driver three to four hours to unload that's now half of his day and he's not making any money. So ultimately many of them are moving on to other things as fast as they can, which adds to the shortage in truck drivers."

He said his customers are carrying a little more inventory than usual. "Everybody is kind of at the end of the season right now. Mixed with weather conditions, it kind of slows everything down."

As for the next six months he said, "I'm optimistic that we will see some stronger prices and a little stronger demand as we move into fall."

In Arizona, a source noted overall improved market conditions. "People have more confidence in the market today than they did last year," he said. "Ponderosa Pine is doing well here. Things have slowed down in the last few weeks, but that's expected with people recouping finances from summer vacations and getting their kids back to school."

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Northeast Business Trends



By Sue Putnam
Editorial Director

Sources in the Northeast region reported mostly mixed business conditions. In Maine, an Eastern White Pine supplier said, "Aside from the normal late season slow down, business has been decent. Customers are still leery about taking position on inventory. With orders coming in on a hand-to-mouth basis, that puts a lot of pressure on us to get orders

out promptly. We don't have a lot of inventory so that is also providing a challenge because we've sold more than we normally do for this time of year. As soon as we ship an order there is a follow up almost the next day. That tells me that they're getting it and flipping it because none of my distributors are taking any depth position on inventory. I don't think they are completely convinced that things have turned for the better yet. We've had to force lead times out because we don't have the available wood and the order file is pretty good. So they've had to add extra time in their planning and they're not doing it willingly but that's where we're at."

A Massachusetts Softwood supplier said trucking has become a very large concern. "There was a rail accident in Canada, which resulted in a closure of that rail line. That has basically cut off mills to the northern part of the state's ability to use rail to ship some of their wood. So they are turning to trucking, which is taking an already strained infrastructure and putting even more pressure on it. We also had a couple of solid trucking operations that went out of business during the downturn. So we're still dealing with shortages. It ebbs and flows; some weeks you do okay and some weeks you're pulling teeth trying to source trucks."

A Connecticut source noted his inventory levels are low. "We're basically going from log to mill in about two weeks and then it's out the door. Our inventory levels are depleted. We deal with a lot of wholesalers who stock and wholesale our products and they comment that the sell through is good right now. Everybody seems to be replenishing. My take on it is that the banks are controlling a lot of what is going on because they are watching both the independent yards and wholesale distributors very closely. They are making sure that they don't violate their terms as far as what they carry for inventory evaluation versus actual sales. Despite the improved economy the banks still seem to have a strangle hold on some of that because it's all tied to sales. So it does handicap some of the ability

Continued on page 33

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Washington Scene



American Wood Council Responds To President Obama's Climate Strategy

American Wood Council President and CEO Robert Glowinski recently issued the following statement regarding President Obama's climate change strategy. "While President Obama raised many climate issues in releasing his Climate Action Plan, one issue that deserves greater attention is for the U.S. Environmental Protection Agency (EPA) to continue recognizing the carbon neutrality of the biomass energy produced by wood products manufacturers.

"The agency is poised to issue a world-leading framework for measuring the carbon impacts of biomass energy. By investing in highly efficient biomass energy, wood products facilities have continually reduced greenhouse gas (GHG) emissions by displacing fossil fuels with woody residues that would have decayed anyway.

"Even some of the greatest critics of carbon neutrality have recognized that the use of biomass residues for energy should be treated as carbon neutral, and we hope that EPA will do the same in its upcoming accounting framework and GHG regulations.

"Further, the president called for cuts in what he called carbon pollution, and greater use of wood products provides just such an opportunity. Their manufacture is steeped in the use of biomass energy, and wood sequesters a considerable amount of carbon not only in forests (as recognized in the plan) but also in finished products."

For more information visit www.awc.org.

Board of Natural Resources Approves Management Fee Increase

The Board of Natural Resources recently voted to approve a management fee increase. This increase in the fee retained by the Department of Natural Resources (DNR) from timber sale receipts will bring the Resource Management Cost Account Fund to 29 percent and the Forest Development Account Fund to 25 percent. It is anticipated that this will generate approximately \$10.1 million in additional revenue for DNR management funds. These funds will be used for silvicultural activities, access acquisition to trust lands, strategic investment in data (LiDAR, inventory, etc.) and capital investments (agriculture, commercial real estate, etc). Additionally, those funds will be used to help with the Marbled Murrelet

Long-term Conservation Strategy, Sustainable Harvest Calculations and the Olympic Experimental State Forest Plan.

According to the American Forest Resource Council, these three major planning activities are currently ongoing simultaneously and the increase in revenue to the management funds should help with the challenges created by running these at the same time.

AWC and CWC Release Two New Environmental Product Declarations

The American Wood Council (AWC) and Canadian Wood Council (CWC) recently announced the release of four new environmental product declarations (EPD's) for North American wood products including Softwood lumber, plywood, oriented strandboard and glue-laminated lumber.

EPD's are standardized tools that provide information about the environmental footprint of the products they cover. The North American wood products industry has taken its EPD's one step further by obtaining third-party verification from the Underwriters Laboratories Environment (UL), an independent certifier of products and their sustainability.

"Our industry has long been committed to transparency regarding the environmental impact of its products and encourages other building material producers to do the same," said AWC President & CEO Robert Glowinski. "For the first time, users have a science-based and third-party verified tool to understand and weigh what environmental factors are important to them when making their product selections."

According to AWC business-purchasing decisions will likely require the kind of environmental information provided by EPDs in the future to account for factors such as carbon footprint. By choosing wood, builders can reduce carbon footprints from materials used during construction, contributing to a reduction in global warming. According to the Intergovernmental Panel on Climate Change, "Wood products can displace more fossil-fuel intensive construction materials such as concrete, steel, aluminum and plastics, which can result in significant emission reductions."

Secretary Vilsack Announces Steps to Conserve 1-Million Acre Forest

United States Department of Agriculture (USDA) Secretary Tom Vilsack recently outlined a series of actions by the U.S. Forest Service and U.S. Department of Agriculture (USDA) to conserve the old-growth forests of the Tongass National Forest. The actions will focus on speeding the transition to management of second-growth (previously harvested) forests.

At 17 million acres, the Tongass is the largest national forest in the United States. It contains large stands of old-growth rainforest, and provides world-class recreation and fishing while supporting local communities through a variety of

Continued on page 33



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MIDWEST BUSINESS TRENDS - Continued from page 24

area. So surprisingly enough we're having stable business trends. There is a shortage of housing in this area. Both new and used homes are selling. So it's certainly not a runaway market but it is consistent. The banks have let up on some tighter credit requirements. Of course the interest rates going up almost a full point made the fence sitters get in the market."

Handling mostly Douglas Fir, he continued, "When the market moves up like it has in the last couple of months you need your relationships so that you can get products covered fairly easily. Our inventory levels are actually a little lower with the recent increased sales. Prices are down and I look for a flat market in the last quarter. I don't see a downside or a runaway market. We may see some corrections for fall buying. Transportation is a little slow and that's an ongoing problem. You've got to plan at least two weeks in advance." ■

WEST COAST BUSINESS TRENDS - Continued from page 20

over heated and there followed a cooling off period allowing inventories to match demand, and now things seem to be a little bit more in balance.

"Right now logging is an issue because of the very dry conditions we have in the woods. We are at level 3 with severely limited logging. Level 4 may be coming and that means no logging. We have more than 80,000 acres burning in Oregon right now, with no real relief expected until rains come in October. Our log inventory is okay at the moment, but current conditions are iffy. Currently our sales are up quite a bit over last year in sales volume and in dollars. We expect demand to be healthy through October and then we expect the normal November and December lull."

Dave Halsey, a partner in Patrick Lumber, Portland, OR, said, "We continue to lose capacity on the supply side with fewer sawmills, plants and kilns operating. That is a bottle neck for us. There will continue to be less investment in wood products production until prices for finished products become more profitable. Business for our company is better this year than last and we will see double digit increases overall, but it will not be all that we expected. Shortages in several items have developed. We are seeing another run up in dimension prices. There are supply-demand issues; it is spotty and not fluid on the supply-demand side. Overall our business is definitely on an upswing and we see this continuing for the next couple of years."

Darren Duchi, sales manager for Siskiyou Forest Products, Anderson, CA, said, "We are sold out. We are quoting six to eight weeks out on most of our products now. With our products, everything is made to order. Inventories were thin on the buyers' side and it takes time to build them up. Redwood has come back in a strong way and currently taking up more of our mill time than Western Red Cedar. Both are seeing an upswing in demand. Our products include products

that are ready for installation and final painting the moment it reaches the buyer." He said the company makes furniture parts, finger joint dimension, edge-glued products, fencing, cut to size lumber, turning squares, siding, fascia and other high end products.

Duchi said that recently his company has expanded by purchasing a second location just seven miles away in Cottonwood, CA. "We have about 14 acres there that was previously Thunderbird Molding Company. Starting in September we begin operations there which will initially add 20 to 30 percent to our production levels with the potential for adding more. Obviously we are investing in our future and we are optimistic for the rest of this year."

Kevin Caughron, purchasing manager for Wood Ply Forest Products, Chico, CA, said, "We have three distribution locations—in Chico, Anderson and Susanville, CA. Lumber is very tight and lead times for orders have been pushed out. There is no room for crisis buying; you have to plan ahead. We have been able to fill all our needs and stock up for our retail customers. Retail sales have increased across the board, but mainly through DIY sales and remodels and additions instead of new home building. We will see an increase over last year and we think next year will be better than this one—at all three of our locations."

James Haas, business development manager for The California Redwood Co., Eureka, CA, commented, "I believe sales volumes have increased on most items and we are now working on development of some new grades and products that should enhance our performance going forward. The company is also transitioning from being known as a "Decking Company" to a "Redwood Lumber Company." Log Inventory had been slightly below plan, but now approaching balance on plan. We had a wet spring and this did hamper supply early on. Pricing is stable to increasing as the overall US Building/housing market re-kindles. 2013 has been a better year than 2012, and most domestically expect 2014 to be better than this year. Internationally, certain markets are still active, the MidEast and Asia for example. European markets are not healthy.

"I believe most domestically will reduce inventory levels as fall and winter approach, I don't see this trend changing. Over the past five years, distribution has done a good job pushing more challenging supply metrics back onto the mills, and most mills (as we have) have stepped up their game."

Mike Holm, of Oregon-Canadian Forest Products, North Plains, OR, said, "The high end Douglas Fir and Hemlock market has been slow. Volumes have been similar to the middle of 2009. There are not as many high-end homes being built, and we don't expect that to change over the next few months. The timber cutting market has been very busy and mills are building good order files. However, we believe this is mostly due to the closing of DR Johnson and Seattle Snohomish's two mills that had the ability to produce larger volumes of timbers, as opposed to the market being that hot. Over all, there is still only 900,000-plus housing starts and most of them are not high-end homes. Until that improves, we expect to see the same new normal for awhile." ■

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Ontario/Quebec Business Trends- Continued from page 25

Rather than focusing on new construction, he argued, homeowners are looking to do repairs, or perhaps add a small structure, such as a gazebo, to their properties.

"Where the Pine is used more than anywhere else is in the rural areas, and the rural areas are just not as prosperous as the city areas," he said. "Cottage lots are not available, and cottage owners have too many big taxes to pay; they can hardly afford to fix up their old cottages, and the ones that are being sold through real estate, the prices have gotten way out of hand."

He also lamented that when these cottage owners do decide to make repairs, they are more likely to turn to the big box discounters rather than the smaller stores. Those bigger stores, he added, are often stocked with lumber from the large New England mills.

"Those mills can supply the Home Depots with their varied sizes and amounts," he said, adding that such operations can offer 10 different sizes of cut lumber in as many different grades. "We're not big enough to cater to that kind of marketing."

In an effort to keep his company competitive, he said he has had to work with a higher percentage of hardwood than in the past.

"Normally I saw White Pine for four months in the winter. Now I saw White Pine for two months in the winter," he said. "The hardwoods have taken off very noticeably; people who had hard maple logs and hard oak logs have had a better year."

He said he remains hopeful that the U.S. market will improve, prompting their domestic lumber production to remain within their own borders.

"If they have a better market at home, more and more people will have to buy our lumber," he reflected, adding that not everything is gloom and doom.

A lumber salesman at a Quebec mill shared that guarded optimism. He said the mill he works for is doing much better this year than last for one primary reason: last year, the mill was shuttered for eight months.

"It's better," he said, estimating that market activity had climbed between 15 percent and 20 percent over last year. "The price is better this year. We were closed a lot last year, but I think the market is better."

He pegged the improved prospects to a slight rise in U.S. housing starts, but added that he believes the overall economy is growing as well, providing a stronger base, hopefully for a long-term recovery in the market. He also pointed to a more robust export market.

"The Chinese are starting to buy a little bit more lumber," he said of U.S. suppliers. "When they ship some, for us it's good; it gives me the space in the U.S. market and reduces the volume on the market."

The lumber and flooring sales manager at one Quebec wholesale operation echoed that hopeful view of the near future, but linked the improvement to smaller, rather than larger, scale projects. He said his company, which works with Douglas Fir, Eastern White Pine, and Western Red Pine, is seeing improvement thanks to a rise in the renovation market.

"It is better now than a year ago; not so much from new housing, but from additions to homes and renovation," he said. "There is some commercial building going on to help out as well."

His company, which sells mostly to timber framers and lumberyards, is maintaining higher inventories so that it can meet any demand as it emerges. At the same time, he said, it is difficult to know just how long the improvement will last.

"There seems to be a little additional activity going on," he said. "There is some New England building, but it is hard to pinpoint." ■

South/Southeastern Business Trends- Continued from page 25

teeter-totter for the rest of the year. It will go back up in the fall and we'll see what happens in the spring." ■

WESTERN BUSINESS TRENDS - Continued from page 26

When asked about availability he also said transportation is an issue. "We can get the product, that's not the problem. The real problem is getting it where it needs to go in the time frame that the customer needs. Trucking is tight and we don't expect it to open up anytime soon."

As for the months ahead he expects business to remain about the same. "I think inventory levels will remain tight and demand pressures will keep inventory in check. I don't see us having any opportunity to really build inventory until late fall or early winter at this point." ■

NORTHEAST BUSINESS TRENDS - Continued from page 26

to build products that they sell all the time and would like to carry more of, but they can't because they have to carefully allocate their inventory dollars to cover all of their product lines." ■

Washington Scene - Continued from page 27

economic activities.

"The Tongass National Forest is a national treasure. I am outlining a series of actions by USDA and the Forest Service that will protect the old-growth forests of the Tongass while preserving forest jobs in southeast Alaska," said Secretary Vilsack. "I am asking for the Forest Service to immediately begin planning for the transition to harvesting second growth timber while reducing old-growth harvest-

Continued on page 34



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Washington Scene - Continued from page 33

ing over time."

As part of the actions announced, Secretary Vilsack noted USDA's commitment to achieving this flexibility. Additional actions announced include:

- Allocating Forest Service staff and financial resources to development of second growth sales.
 - Developing a new work plan for the Tongass that includes a growing mix of second growth projects.
 - Supporting research into second growth management and market development.
 - Working with USDA's Rural Development mission to facilitate retooling of the forest industry so that second growth timber can be harvested and processed economically.
 - Approval for establishment of a Federal Advisory Committee to provide stakeholder input on the transition to second growth.
- For more information visit www.ocio.usda.gov. ■

TRADETALK

John Vavrosky Joins Simpson Lumber

Tacoma, WA—Simpson Lumber Co. LLC, located here, recently announced the addition of John Vavrosky to its sales team.

Vavrosky has been involved in the forest products industry for 26 years. Previous experience includes sales and purchasing at Georgia Pacific, Potlatch and Plum Creek. He obtained a Bachelor of Science degree in Business Management at the University of Portland, Portland, OR. With one daughter, one son and one grandson, he enjoys golfing, running, hiking and the outdoors in his spare time. Simpson Lumber Co. LLC owns production facilities in Tacoma, Shelton and Longview, WA; Meldrim, GA; and Georgetown, SC, where it converts logs into dimension lumber. The company offers kiln-dried Douglas and Hemlock Fir lumber and studs in 2x4 through 2x12x8-24 foot and green Douglas Fir studs from 2x4 and 2x6, up to 10 foot. For more information visit www.simpson.com. ■

Insurers ILM and PLM Join Forces

New York, NY—Indiana Lumbermens Mutual Insurance Company and Pennsylvania Lumbermens Mutual Insurance Company recently announced they have executed agreements to affiliate their respective companies. Once effective, the affiliation will result in common management, shared services and pooled reinsurance. The headquarters of the newly affiliated group will be in Philadelphia, PA, with significant operations to be performed in Indianapolis, IN.

John F. Wolf, who currently serves as president and CEO of Indiana Lumbermen's Mutual, will retire from that position and become a member of the board of directors of both companies.

John K. Smith, president and CEO of Pennsylvania Lumbermens Mutual, will serve as CEO of the integrated organization. He remarked, "This combination is an opportunity to capitalize on the strengths of each organization for the benefit of all. It will allow us to offer a broader and financially stronger market for the insureds of both companies, and a more casualty insurance marketplace for wood products and building material businesses in the United States."

Wolf noted, "Together we're better for stakeholders of both companies, and so I look forward to working with John and his team to make sure we do this right and maximize this opportunity. The potential for a new service center is something that I am particularly excited about, since it will capitalize on many of the workforce strengths that we have here in Indianapolis."

The affiliation agreements are subject to approval by the applicable departments of insurance, a process that management expects will be successfully completed by year's end. Management has consulted with the A.M. Best Company, and anticipates that the affiliated group and its members will be assigned a Financial Strength Rating of A-

Indiana Lumbermens Mutual Insurance Company is headquartered in Indianapolis, and was founded in 1897 to provide an alternative source of fire insurance for the state's lumberyards. It has since grown to offer a range of intelligent insurance solutions to the building materials and forest product industries. For additional information visit www.ilmgroup.com.

Pennsylvania Lumbermens Mutual Insurance Company, based in Philadelphia, was established in 1895, and deals solely in providing property and casualty insurance to the wood products and building material industries. For additional information visit www.plmins.com. ■

Sherwood Lumber Increases Distribution With New Rail Spur

Palmer, MA—After receiving a grant from the State Department of Transportation's industrial access program to support a rail spur project at their Palmer, MA, location, Sherwood Lumber furthered the project by allocating its own resources to the campaign. The project will improve the main New England Central Railroad line, which runs from the Vermont and Quebec border to New London, CT, improving transportation not only to Sherwood Lumber, but also to all business neighboring the rail line.

Sherwood Lumber currently operates on a shared railroad line; however, with the grant they can now build their own rail spur that will be able to accommodate up to 20 rail cars. "The accommodation of more rail cars will enable Sherwood Lumber to increase efficiency and productivity and most importantly, improve distribution," said Brian Nunes, operations director at Sherwood Lumber. "We've made a

Continued on page 35

TRADE TALK - Continued from page 34

promise to be there for our customers, and that promise also means being there for our community. We are honored to share our success with those who have made us what we are today."

Sherwood Lumber is currently finalizing their plan and agreement with the State of Massachusetts and hopes to begin construction by early fall.

Sherwood Lumber is a national leader and innovator in the lumber and building materials industries, specializing in lumber and panel products. For more information visit www.sherwoodlumber.com. ■

Interfor Agrees to Acquire Keadle Lumber Enterprises

Vancouver, BC—International Forest Products Ltd. (Interfor) recently agreed to acquire the assets of Keadle Lumber Enterprises, located in Thomaston, GA. Founded in 1947, Keadle produces 80 million board feet of Southern Yellow Pine lumber per shift. According to sources, Interfor plans to increase the mill's kiln capacity and add a second shift as market conditions improve, boosting annual production to 160 million board feet.

The Keadle operation is located about 75 miles west of Interfor's mill in Eatonton, GA.

Interfor is a global lumber supplier with an annual capacity of more than 2.2 billion board feet. The company has operations across North America and is headquartered in Vancouver, BC. For more information visit www.interfor.com. ■

Killgore Elected To EWTA Committee

Dillard, OR—Roseburg Forest Products' Vice President Steve Killgore was recently elected to the Engineered Wood Technology Association's (EWTA) advisory committee.

Killgore will replace Barry Nelson who has retired. Joining Roseburg Forest Products in the fall of 2011, Killgore has served on the Board of Trustees for APA-The Engineered Wood Association and Western Wood Products Association, as well as several industry, civic and educational organizations. He has a degree in management from Linfield College, in McMinnville, OR, as well as post-graduate work at The Darden School of Business in Virginia and The Wharton School of Business in Pennsylvania.

Roseburg Forest Products is a family owned manufacturer of engineered wood products, lumber, plywood, particleboard and specialty panels. The company owns and manages over 600,000 acres of timberlands in the Western and Southern regions of the country. Roseburg employs over 3,000 workers located in more than 80 communities throughout the United States and markets the broadest mix of products to customers throughout North America. For more information visit www.roseburg.com. ■

Cedar Creek Buyout in Springfield And Purchases All-Coast Forest Products

Oklahoma City, OK—Cedar Creek Wholesale Lumber, based here, recently completed a buyout of its financial partners at their Springfield, MO, location. CEO D. Wayne Trousdale said, "We are pleased to finalize this transaction as we continue to look for ways to grow our footprint across the U.S."

Cedar Creek also recently agreed to purchase the assets of All-Coast Forest Products' distribution location in Denver, CO.

A leading wholesale building material distribution company, Cedar Creek has 14 locations covering 20 states in the Mid-South, Midwest and Southeast.

For more information visit www.cedarcreek.com. ■

Swanson Group Announces Changes In Personnel

Glendale, OR—Swanson Group Inc., headquartered here, recently announced three personnel changes. Brian Johnson, formerly with Enyeart Trading Group, Portland, OR, is now the dimension sales manager. Ken Munyon, who was previous plant manager at the company's Springfield, OR, mill, is the new plywood sales manager. Matt Campbell was promoted to stud sales manager.

Swanson Group Inc. is a privately held forest products company based in Southern Oregon. Since 1951 the Swanson family has been engaged in the manufacturing of Douglas Fir dimension lumber, plywood, veneer and studs. For more information visit www.swansongroupinc.com. ■

Canfor Agrees To Acquire Scotch Gulf Lumber

Vancouver, BC—Canfor Corporation, headquartered here, recently agreed to acquire Scotch Gulf Lumber, Mobile, AL. The purchase will be carried out in phases over the next three years for \$80 million, according to sources.

Expected to close this quarter, the deal provides Canfor with 25 percent ownership for the first 18 months, increasing to 50 percent and, at the end of year three, 100 percent.

Scotch Gulf has an annual capacity of 440 million board feet of Southern Yellow Pine at its three sawmills in Mobile, Fulton and Jackson, AL. ■

Sprenger Midwest Inc. To Build New Office

Sioux Falls, SD—Sprenger Midwest Inc., based here, recently announced plans to build a larger, modern office, which will house its sales and support staff.

According to sources, the new two-story, wood-frame office will feature twice the floor space and showcase many of the wood and composite products Sprenger Midwest sells. It will sit at the opposite end of its yard allowing the present office to remain in use until its replacement is completed sometime in 2014.

Sprenger Midwest Inc. was formed in 1979 for wholesale distribution of lumber, plywood and other forest products to the retail lumber dealers and industrial accounts of the upper Midwest. Today the business has grown with lumberyards in Sioux Falls, SD, and Lincoln, NE. For more information visit www.sprenger.com. ■

Continued on page 37



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SOFTWOOD CALENDAR

SEPTEMBER

Global Buyers Mission (BC Wood), 10th Annual Meeting and Wood First Conference, Whistler Conference Center, Whistler, BC. Contact: gbm@bcwood.com. Sept. 5-7.

Western Red Cedar Lumber Association, Cedar Summit Business Meeting, Whistler Conference Center, Whistler, BC. For more information: www.bcwood.com. Sept. 4-5.

Northeastern Lumber Manufacturers Association, Golf Outing/Board Meeting Economic Forest, Nonantum Resort, Kennebunkport, ME. Sept. 19-20.

OCTOBER

Northeastern Retail Lumber Association, 2013 Annual Meeting, The Otesaga Resort Hotel, Cooperstown, NY. Contact: mhenzel@nrla.org. Oct. 11-12.

North American Wholesale Lumber Association, NAWLA Traders Market, The Mirage Resort & Casino, Las Vegas, NV. For more information: www.nawla.org. Oct. 23-25.

NOVEMBER

The APA-Engineered Wood Association annual meeting and Info Fair, Ritz-Carlton, Amelia Island, FL. Contact: kim.sivertsen@apawood.org. Nov. 10-12. ■

TRADE TALK - Continued from page 35

www.sprengermidwest.com. ■

Snively Forest Products Announces Staff Additions

Pittsburgh, PA—Snively Forest Products, headquartered here, recently announced the addition of building products industry veteran Dan Taylor to their team.

Taylor possesses over 25 years of wholesale distribution experience in sales, marketing, and management. "Dan is sure to bring value to the Greensboro team and Snively as a whole," a Snively representative said.

Snively Forest Products is one of the nation's oldest and most experienced specialty building products distribution companies. Corporate headquarters are located in Pittsburgh, PA. Sales and distribution facilities are located in Pittsburgh, PA; Westminster, MD; Dallas, TX; Denver, CO; Greensboro, NC and Snively International, located in Westminster, MD. ■

Anthony Forest Products Co. Introduces Smart Phone App

Eldorado, AR—Anthony Forest Products Co., headquartered here, recently introduced a new 'Powerful Solutions™' tool, a lumber span calculator Google Android App to help designers and specifiers with the transition to the new Southern Pine design values and spans which were effective earlier this year.

Anthony Forest Products Company is an integrated forest products business that began in 1916. The company operates a Southern Pine lumber producing mill in Urbana, AR; and wood chip mills in Plain Dealing, LA and Troup, TX. For more information visit www.anthonyforest.com. ■

Cox Industries Named 2013 SC Family Business Of The Year

Orangeburg, SC—Cox Industries Inc., located here, was recently named 2013 South Carolina Family Business of the Year by the U.S. Small Business Administration.

Cox is a third-generation family-owned and operated business with 14 facilities in 10 states.

Founded in 1954 by brothers W.B. and E.J. Cox, the business has grown in the last 59 years from a single facility operating on a few acres to a multi-facility provider of wood products throughout the Southeast.

For more information visit www.coxwood.com. ■

APA NEWS - Continued from page 2

Hardman has been the APA President since November, 2005. He will turn over the reins at the Association's annual meeting in Huntington Beach, CA, Nov. 2-5. ■

Obituaries

Charles 'Carey' Elder, 53, died recently. Elder was a native of Opelousas, LA, and lived in Sulphur, LA, since 1976. He attended Our Lady of Prompt Succor Catholic Church. He was a member of the Krewe of Cosmos, and the Kappa Sigma Fraternity. He enjoyed golfing, cooking, and following football for the McNeese Cowboys and the New Orleans Saints. He owned and operated New World Forest Products in Crowley, LA.

He is survived by his wife of 31 years, Janna Burton Elder; father, Donald Elder of Opelousas; daughters, Kaye Elizabeth Elder of Sulphur, and Andrea Catherine Elder of Sulphur; brothers, Mark Elder of Lafayette, LA, and Paul Elder of Opelousas; sisters, Rachel Elder of New Orleans, LA, and Amie Elder Huber and husband Todd of Tampa, FL; his father and mother-in-law, James and Judie Burton; numerous nephews and nieces.

He is preceded in death by his mother, Clara Jean 'B.B.' Elder.

The family is requesting that in lieu of flowers donations be made to a charity that was close to Carey's heart: Bienvenu Counseling Service, 6 Flagg Place Suite B Lafayette, LA 70508. ■

C.E. 'Buddy' Klumb, Jr. born August 19, 1927, in Jackson, MS, and a 27-year resident of Point Clear, AL, passed away at his home recently.

He was preceded in death by his father, Charles Elroy Klumb Sr., and his mother Oma Klumb. He is survived by his wife, Virginia Ann Klumb; daughters Vicki Klumb O'Neill (Stewart), Laura Klumb Corso; son James Roy Klumb; stepson Steven Harris Funchess (Lynn); and grandchildren Richard, Annie Laurie, Emily and Steven O'Neill, Charlie and Sarah Ellen Klumb, and Carlie Funchess. Buddy is also survived by his sister Kathryn Kay 'Betty' Izard (Henry).

Buddy attended Crystal Springs, MS consolidated school and graduated from Mississippi State University with a B.S. degree in chemical engineering.

Upon graduation from college, Klumb worked as a lumber salesman with Hood Lumber Company in Jackson, MS, from 1951-1953, at which time he went to work for his father Roy at Klumb Lumber Company. After Roy's death in 1957, Buddy became president of Klumb Lumber Company. At that time, the company had an office in Crystal Springs, MS, with two employees. Today the company has five distribution yards throughout the Southeast, plus import/export and direct wholesale divisions. The company employs over 100 people. He served as president of many lumber associations, most notably the North American Wholesale Lumber Association. He was also a recipient of the Mulrooney Award, one of the industry's highest honors.

In lieu of flowers, the family requests memorials to be made to Trinity Presbyterian Church, Corinth, MS, or the Boy Scouts of America. ■



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