

Bulletin

NAWLA - The Global Network of Channel Partners in the Lumber and Building Materials Industry



The March 2007
NAWLA *Bulletin* is
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2007 NAWLA Executive Conference Educational Programs to “Focus on the Future”

You will not want to miss the 2007 NAWLA Executive Conference from May 6-8 at the Desert Springs, JW Marriott Resort & Spa in Palm Desert, California. NAWLA has planned a two-part education program to help you and your company “Focus on the Future.”

In his session, U.S. Economic Outlook for 2007 and 2008, Dr. Stanley F. Duobinis, President of Crystal Ball Economics, will present his economic overview and industry outlook for 2007 and beyond. As the former Director of Forecasting of the National Homebuilders Association (NAHB), Dr. Duobinis specializes in the construction and housing industries. His insightful analysis on job growth, financial conditions, consolidation, regional and national housing outlook and a host of other pertinent industry topics will give NAWLA member decision makers a firm footing on which to chart the course of their future success.

A distinguished Panel Discussing Industry Issues will present their views on consolidation, evolving demands of the builder community and challenges they face in the supply chain. Panelists include the following industry experts: Paul Hylbert, Chief Executive Officer of Pro-Build Holdings, Inc., the nation’s largest pro dealer, along with Walter Foxworth, Chairman of Foxworth-Galbraith Lumber Co., a leading, independent dealer, and John Mikkelson, Senior Vice President of CTX Builder Supply, a Centex Company. NAWLA members will hear first-hand what some of their largest dealer customers will expect from their suppliers in the future and how to position their companies to meet their needs. What is your company’s outlook on the future of the U.S. economy?; What global influences are affecting your business?; and more questions will be addressed.

For further information on the conference, please visit www.nawla.org or call us at 800.527.8258.

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ALSC Establishes new Labeling System Requirements for Finger-Jointed Lumber

Under a new American Lumber Standard Committee (ALSC) policy, finger-jointed lumber joined with qualified heat-resistant adhesives (HRA) will be marked with the designation HRA. The HRA mark indicates that the lumber is suitable for wood frame assemblies where a fire rating is required. Lumber joined with adhesives not qualified as “HRA” will be marked as “Non-HRA”. Mills are expected to add the new marks to all finger-jointed lumber over the next several months.

The ALSC Glued Lumber Policy is available on the ALSC website at: http://www.alsc.org/untreated_gluedlbr_mod.htm

NAW Releases Wholesale Distribution Industry Trends Report

The National Association of Wholesaler-Distributors (NAW), Institute for Distribution Excellence released its flagship industry report *Facing the Forces of Change®: Lead the Way in the Supply Chain*. This all-new report is packed with trends, action ideas and thought-provoking questions for your management team. The report also includes survey data on roughly 1,300 wholesale distribution and manufacturing companies. Every distribution executive should order and read this report and apply it in their businesses.

The report is available for purchase at www.naw.org/ftf07 or by calling 202.872.0885.

Included with this month’s NAWLA *Bulletin*:

- 2007 Temperate Forest Foundation Teachers’ Tours Registration Information
- Temperate Forest Foundation Silent Auction Information
- NAWLA 2007 Executive Conference Flyer

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Industry News

Capital Lumber recently acquired 16 acres in Salt Lake City to include a 48,000 square foot warehouse and a 4,000 square foot office. Occupancy is slated for January, 2008.

International Staple, Nail and Tool Association, (ISANTA) recently elected *Ed Sutt* as chairman of its board of directors and re-elected *Rebecca Kalis* as vice chair and *Mark Kania* as secretary/treasurer.

Stringfellow Lumber Company, LLC has promoted *Rob Steverson* to senior vice president and chief financial officer; *Dwight Patterson* to vice president of plywood sales and purchasing.

The American Forest & Paper Association (AF&PA) has appointed *David Tenny* as its new vice president of forestry and wood products and *Bill Imbergamo* as the forestry issues policy director.

The Pulp and Paper Research Institute of Canada (Paprican); the Forest Engineering Research Institute of Canada (FERIC) and Forintech Canada Corp., will merge effective April 2007 as **FPInnovations**.

Brian Olson has joined **Capital Lumber** as EWP account manager for its Tangent Division.

Snaveley Forest Products will close its San Francisco Industrial Products Division and concentrate resources in other areas of the company. The east coast international division will continue to operate out of Westminster, Maryland.

Mark Heyboer, vice president of sales & marketing of **North Pacific** in Grand Rapids, Michigan was recently honored by his peers as the recipient of the first-ever 2006 Michigan Lumber and Building Materials Association's (MLBMA) "Supplier of the Year Award."

The U.S. Department of Agriculture announced the appointment of *Abigail Kimbell* as the new Forest Service Chief.

John Emmer, 66, a principal of the **Emmer Brothers Company** in Minneapolis, then a former president of **Viking Forest Products** passed away on February 23, 2007.

Midwest Lumber in Stillwater, Minnesota recently announced the passing of *Mike Charpentier*.

Gary Vitale, president of the **Hager Group** headquartered in Grand Rapids, Michigan has been promoted to the position of chief operating officer.

The **Hager Group** announced the appointment of *Bob Branski* as the company's chief financial officer.

Guerry Dean has joined the **Temperate Forest Foundation** as Development Director

Wood Basics Course Jacksonville Recap

The NAWLA Wood Basics Course was recently held in Jacksonville, Florida February 11-16, 2007 and had 37 participants. According to the attendee reports and their evaluations, the course was excellent.

The four-day program included a mix of classroom study and field trips. Field trips included a tour of the Rayonier forest lands, study of sustainability, tree genetics, planting, a harvesting operation, the Gilman Building Products Sawmill as well as visiting a house under construction. Classroom instruction boasted over 10 different industry instructors and working closely with the University of Florida, a session on forest ecology and silviculture.

The numerous presenters, most of which are from NAWLA member companies, kept the participants engaged throughout the 12 different teaching sessions of the program.

The next Wood Basics Course will be held September 9-13, 2007 in Corvallis, Oregon.

Congratulations go to the Graduates of the Jacksonville Class of 2007:

Graduates Name

Matt Mihelic
Anthony Lockhart
Riley Lemmon IV
Allison Sims
Matthew Leachman
Scott Clark
Barey Schweitzer
Eric Recher
Dennis Crowe
Dennis Allen
Jake Moore
Mark Musgrove
Stacey Wolft
Linda Rowe
Morgan Wellens
John Rinehart
Cameron Schutz
Joe Angelo
Tina Mangieri
Dimitris Bochinis
Dan Basquill
Frank Elsbecker
Wes Franks
Dan Hoagland
Scott Doorlag
Glen Wilson
Robert Bishop
Liisa Heddens
Ritchie Seath
Darren Wisniski
Scott Nunn
John DeYoung
Julie Jones
Charles Bowdoin
Mike McDonald
Tina Skahan
Bobi Manuel

Company

Biewer Lumber
Boone Lumber Company
Conner Industries, Inc.
Epperson Lumber Sales
Gulf Trading LLC
Hager Group
T.W. Hager Lumber Company
T.W. Hager Lumber Company
T.W. Hager Lumber Company
Klumb Lumber Company
Madison Lumber Inc.
Mid-States Wholesale Lumber
NAWLA
NAWLA
Nicholson & Cates Ltd.
North American Forest Products Inc.
Pacific Western Lumber Inc.
Potlatch Corporation
Russin Lumber Corp.
Russin Lumber Corp.
Russin Lumber Corp.
Snaveley Forest Products
Southwood Forest Products, Inc.
Stimson Lumber
Tampa International
Tampa International
Tampa International
Temperate Forest Foundation
Union Pacific Railroad
Union Pacific Railroad
Jim White Lumber Sales
Jim White Lumber Sales
Welco Lumber Corp.
Wholesale Wood Products
Wyatt Marketing Inc.
Yakama Forest Products
Yakama Forest Products

NAWLA Buyers' School Purchasing \ Inventory Management Program December 10-13, 2007

Last year, NAWLA created and offered our first ever Buyers' School. Since then, the NAWLA Education Committee, along with buyers from other member companies, has worked to enhance and expand the program.

The NAWLA Buyer's School program will now include two days on Purchasing Management, and half day sessions on Inventory Management, Inventory Hedging Strategies (for Office Wholesalers), Transportation & Logistics and Ethics. This will increase the program to 3.5 days.

In attendance at the program will be a sitting panel of NAWLA members who, during the course, will relate the material being taught to real life, industry specific examples and scenarios. Industry specific case studies will also be examined.

This program is targeted to **Office Wholesalers and Stocking Distributors** as well as Manufacturers who desire to hone their skills in the following areas: Purchasing Management; Hedging; Inventory; Transportation and Logistics. Attendees should be Product Managers, purchasing and supply management professionals who are new to mid-level; traders, sales people and support staff who also buy; and middle management interested in these topics.

As you can see from the above, this course will be a very valuable offering!

Thank yous go to the following people who have worked hard and continue to dedicate themselves to this fantastic program:

Tom LeVere,	North Pacific
Greg Ryback,	Trinity Forest Industries
Bill Baugh,	Snavelly Forest Products
Tim Hiller,	North Pacific
Kip Fotheringham,	Welco Lumber Corp.
Rod Kautz,	All-Coast Forest Products
Mark Kasper,	Amerhart Limited
Mark Palmer,	NAWLA
John McKeller,	McKeller Co Inc.

Place the dates of December 10-13 on your calendar now. Buyers' School brochure, registration materials and information will be available in August.

Wood Basics Course Moves to Oregon September 9-13, 2007

The NAWLA Wood Basics Course is moving to Corvallis, Oregon. The bulk of the program will be held at the Salbagason Suites Hotel in Corvallis. Field trips will be held in the Starker Forest Lands and will include a harvesting operation. Sawmill tours will be held at Rosboro in Springfield, OR. "The mill tours will be excellent in Oregon. They will be touring the dimension plant, engineered wood plant and the plywood plant of Rosboro" says NAWLA Executive Director Mark Palmer who put the program together along with Meetings and Education Manager, Stacey Woltdt.

The Wood Basics Course is a great program for new people in your companies who are new to the industry with up to two years experience.

Program brochure and registration forms will be available in May.

Softwood Export Council Trade Leads

NAWLA is an association member of the Softwood Export Council (SEC). The SEC, funded through dues and funds from the U.S. Department of Agriculture, hosted a booth at the recent Dubai Arab Wood Trade Show in Dubai.

Craig Larson, Softwood Export Council President, visited the show and has provided NAWLA members with a lengthy list of importer contacts for both structural and interior construction applications.

These are "raw" trade leads and neither NAWLA nor SEC can vouch for the integrity of the firms submitting inquiries.

NAWLA's membership in the SEC is a gateway to the wealth of information on export opportunities for U.S. products.

Please go to the NAWLA website at www.nawla.org for a direct link to the trade show leads.

Note: NAWLA has no immediate knowledge of companies making inquiries. It is incumbent upon those contacting these importers to satisfy themselves as to the qualifications of all referrals that NAWLA posts.

NAWLA Partners with Caliper Management Inc. to Offer Webinar Series

Would you like to know how 90 percent of today's Fortune 500 companies are improving the performance of their employees?

And how you can get the same results in your company?

A **"360 Degree Review"** can give your key employees honest and objective insights about how they come across to others in ways that they might not intend to – and solid suggestions for how to improve.

This approach includes candid recommendations for improving their performance from peers, direct reports, and supervisors – along with professional guidance from a trained consultant. Each of your key employees will come away with their own developmental plan to help them:

- improve their professional relationships;
- build upon their strengths;
- address weaknesses; and
- enhance their overall job performance.

Learn more about the benefits of a "360 Degree Review" in a webinar conducted by Caliper, NAWLA's endorsed management consulting firm, on Wednesday, April 18, 2007.

This webinar will be moderated by Patrick Sweeney, Executive Vice President of Caliper and co-author of the best-selling book "How To Hire & Develop Your Next Top Performer." He will interview a consultant who has worked extensively with executives in this 360 degree process, as well as an executive who has all of his key employees assessed this way to improve their performance.

Each NAWLA member who attends this webinar will get a free copy of Caliper's book "How To Hire & Develop your Next Top Performer."

This is the first topic covered in a series of three offered through NAWLA and Caliper. The second webinar, "Succession Planning" is tentatively scheduled for June 20, 2007 with the third in the series, "Leadership for the Next Generation" slated for August 23, 2007.

NAWLA is very excited to work with Caliper to help member companies achieve peak performance by aligning the potential and motivations of individuals with the goals of their business. Registration forms and further information will be emailed to all companies shortly, or visit the NAWLA website at www.nawla.org.

contd. next column....

Caliper Management Inc., based in Princeton, NJ is a recommended and approved NAWLA service provider of human resources consulting and psychological testing.

Recently Completed University of Industrial Distribution (UID) a Huge Success with 475 Attendees!

Sold out for the fourth consecutive year, the 2007 University of Industrial Distribution (UID) was a huge success with 475 participants from 28 associations. Hosted by Indiana University and Purdue University, NAWLA members in attendance report great value in the many UID offerings and plan on participating again next year. The four-day event, held March 4-7, 2007 is a concentrated educational program focused on the needs of those in the industrial wholesale distribution industry. It is known worldwide and is sponsored by several leading distribution associations such as NAWLA. The beauty of the UID is the offering of three different concurrent tracks enabling participants to return year after year depending upon their level of expertise. If you're looking to attend next year, sign up early as the show sells out quickly!

Save the Dates!

NAWLA Traders Market®

November 15-17, 2007
North American Wholesale Lumber Association
Hilton Anatole Hotel Dallas, TX
214.761.7500 www.nawla.org

Temperate Forest Foundation Teachers' Tours Approaching

The 2007 Temperate Forest Foundation Teachers' Tours are quickly approaching. The Teachers' Tours are three-day intensive mill and forest tours for 3rd-8th grade science teachers. Tours are held in several regions of the country over the course of each summer. Normally, there is no shortage of teachers who sign up for the events. However, sometimes it is difficult to find sponsors for all interested teachers. Many NAWLA members are dedicated to assisting in this area each year. Please see the enclosed flyer for more information. You can also contact NAWLA at 800.527.8258 if you would like additional information on sponsoring a teacher.

Please Welcome NAWLA's Newest Members!

Bertling Logistics (SA)

15500 Vickery Dr
Houston TX 77032
Contact: Keith Lincoln
Phone: (281) 774-2300
Fax: (281) 449-8747

Recruited by: *Barry Hendler, American Lumber*

Bertling Logistics is engaged in handling logistics for wholesalers and project forwarding and logistics, working with ocean carriers, air carriers and various domestic transport companies.

Century Aluminum Products (M)

5020-143 Avenue
Edmonton AB T5A 4R8
Contact: Ted Whitehouse
Phone: (780) 944-9800
Fax: (780) 944-9899

Website: www.centuryaluminuminc.com

Recruited by: *Don Priebe, Lake States Lumber, Inc.* and *Ron Gorman, Gorman Brothers Lumber*

Century Aluminum Products is a manufacturer of maintenance free aluminum railings.

Great Southern Wood Preserving (M)

P.O. Box 610
Abbeville AL 36310
Contact: Robert Worfel
Phone: (334) 585-2253
Fax: (334) 585-1716

Recruited by: *Mike Hans, Birmingham International* and *Bill Fisher, Stringfellow*

Great Southern Wood Preserving manufactures pressure treated wood products and sell through distribution.

Greenland Composites (M)

P.O. Box 3647
Fayetteville AR 72702
Contact: Alan Wagner
Phone: (479) 718-7753
Fax: (479) 443-5473

Website: www.greenlandcomposites.com

Recruited by: *Dusty Hammock, Arrowhead Lumber Sales* and *Jim Precht, A.E.R.T.*

Greenland Composites is a manufacturer of wood plastic composite deck lumber from 100% recycled/recovered raw material.

Neiman Reed Lumber (W)

7875 Willis Ave
Panorama City CA 91402
Contact: Ed Langley
Phone: (818) 781-3466
Fax: (818) 781-2835

Website: www.neimanreed.com

Neiman Reed Lumber is a Los Angeles based wholesaler distributor of softwood and hardwood forest products serving the Southwest U.S. region.

North Pacific - Building Materials West (WD)

10200 S.W. Greenberg #400
Portland, OR 97223
Contact: Gregg Wilkenson
Phone: (909) 581-1612
Fax: (909) 484-5871

Website: www.north-pacific.com

North Pacific - Building Materials West is a wholesale division of North Pacific.

OWL Distribution (W)

P.O. Box 937
Woodstock ON N45 8A3
Contact: Harvey Hunt
Phone: (519) 539-8115
Fax: (519) 539-0878

Website: www.owldistribution.com

OWL Distribution is a stocking distributor, importer and exporter of a large variety of building materials.

Pittsburgh Logistics Systems, Inc. (SA)

The Quad Center
Rochester PA 15074
Contact: Gregg Troian
Phone: (724) 709-2203
Fax: (724) 770-2612

Website: www.pghlogistics.com

Recruited by: *John Stockhausen, Snavelly Forest Products*
Pittsburgh Logistics Systems, Inc. is a third party logistics provider to the lumber and building materials industry.

Shamrock Plank Flooring (M)

P.O. Box 16929
Memphis TN 38186
Contact: Jim Duke
Phone: (662) 280-6110
Fax: (662) 393-2063

Website: www.shamrockplankflooring.com

Recruited by: *Dennis Crawley, Weiner, Crawley and St. John* and *Bill O'Brien, Nutmeg Forest Products*

Shamrock Plank Flooring is a solid plank flooring manufacturer producing walnut, hickory, cherry, red and white oak flooring.

Timber Treatment Technologies LLC (M)

P.O. Box 13520
Woodbridge VA 22191
Contact: Greg Christy
Phone: (757) 572-0627
Fax: (864) 277-0455

Website: www.timbersilwood.com

Recruited by: *John Hall, East Coast Lumber* and *Lee Ferguson, Bloch Lumber Co.*

Timber Treatment Technologies LLC manufactures engineered whole wood product called TimberSil. The application of TimberSil is boat docks, gazebos, decks and piers.

Don't Forget To Mark Your Calendars For These Upcoming Industry Events

March 20, 2007

North American Wholesale Lumber Association

The Meritage Resort at Napa - *Napa, CA*
(800) 527-8258 www.nawla.org
NAWLA Regional Meeting

March 21-24, 2007

Softwood Export Council - *Shanghai, China*

(503) 248-0406 www.softwood.org
WoodMac China

March 24-26, 2007

Hardwood Plywood & Veneer Association

Westin Resort Hilton Head Island - *Hilton Head, SC*
(703) 435-2900 www.hpva.org
Spring Convention

March 25, 2007

American Forest & Paper Association

The Waldorf Astoria Hotel - *New York, NY*
(800) 878-8878 www.afandpa.org
Paper Week

March 27-30, 2007

Softwood Export Council - *Guangzhou, China*

(503) 248-0406 www.softwood.org
Interzum China

March 28-30, 2007

International Wood Products Association

Loews Coronado Bay - *San Diego, CA*
(703) 820-6696 www.iwpawood.org
Annual Convention

March 28-31, 2007

Northeastern Lumber Manufacturers Association

Fairmont Copley Plaza - *Boston, MA*
(207) 829-6901 www.nelma.org
Annual Spring Conference

March 29-31, 2007

Lumbermen's Association of Texas

Henry B. Gonzalez Convention Center - *San Antonio, TX*
(514) 472-1194 www.lat.org
Convention & Buying Show

April 12-13, 2007

Council of Forest Industries

Prince George Civic Center - *Prince George, BC*
(604) 684-0211 www.cofi.org
Annual Convention

April 12-13, 2007

Wood Machinery Manufacturers of America

Fort Washington Expo Center - *Fort Washington, PA*
(215) 564-3484 www.wmma.org
Mid-Atlantic Industrial Woodworking Expo

April 16-18, 2007

National Lumber & Building Material Dealers Association

Ritz-Carlton - *Washington, DC*
(202) 547-2230 www.dealer.org
Legislative Conference

April 25-27, 2007

Ontario Lumber Manufacturers Association

Fairmont Royal York - *Toronto, ON*
(416) 367-9717 www.olma.ca
Annual Meeting

April 26-27, 2007

Kentucky Lumber & Building Materials Dealers Association

Galt House Hotel & Suites - *Louisville, KY*
(502) 245-6730 www.klbmda.org
Annual Convention

NAWLA Bulletin Sponsorship Opportunities

Looking for some additional exposure? Consider sponsoring the *NAWLA Bulletin*. The *Bulletin* is an excellent way to increase both name and brand recognition. Sponsorship includes a banner on the top front page with your company information. Please contact Susan Skorich at: sskorich@nawla.org if you are interested.

Quote of the month

*If you would know strength and patience,
welcome the company of trees." - Hal Borland*

Keep The News Coming!

Contact us at:

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Rolling Meadows, IL 60008

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lrowe@nawla.org

