

# Bulletin

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

## Rail Traffic Problems Continue

As most NAWLA members are aware, there has been a major transportation problem in getting their product from point A to point B, namely a backup in rail service, for some time now. Production, in many areas of North America, is being slowed due to a short supply of railcars and trucks. Although demand is very high in the market these days, transportation is not allowing the "supply" component to meet that demand.

We polled some NAWLA member company traffic managers about the problem. Their comments; "2004 has definitely been the most 'serious' problem year we've seen in the transportation area for a while," said one member. Another member added, "Any prolonged effect from one major carrier is going to effect all carriers due to interchange service".

"We do not expect the transit delays or or adequate car supply to change until late summer/fall time," a NAWLA member said. Some other changes that we can expect to see in the future include "carriers pushing more responsibility onto shippers" and railroads "getting tight on acceptance on diversion and release instructions," which are vital to a wholesale operation.

Source: NAWLA

**Bulletin 04-04**  
**April 21, 2004**

## Manufacturers Struggle to Find Good Workers

Manufacturers across the USA are having problems finding qualified employees, even though millions of factory workers lost jobs in recent years. The most recent evidence of this came the week of April 5 in a survey of 119 manufacturers in the Mid-Atlantic region. More than half of the 93 firms that hired in the last three months said finding workers with the right skills was difficult, the Federal Reserve Bank of Philadelphia said.

"The manufacturing industry, despite all the changes, is still experiencing a very hard time finding qualified workers," says Phyllis Eisen, head of the education, training and research arm of the National Association of Manufacturers (NAM). One NAM member firm in Chicago recently tried to hire 20 workers but found only five qualified people, she says.

A large part of the skill gap can be attributed to the changing face of manufacturing. Traditional, labor-intensive, assembly line jobs are largely a thing of the past. Employers are looking for workers who are experienced with technology, are analytical and are problem solvers.

Source: USA Today

## Housing Starts Jump Again

Housing construction rebounded with gusto in March, rising by 6.4 percent, the largest increase in 10 months. But production at America's industries fell.

The Commerce Department reported last week that the number of residential projects that builders started last month clocked in at a seasonally adjusted annual rate of 2 million units, representing a 6.4 percent rise from the previous month.

Source: U.S. Commerce Dept.

This month's *NAWLA Bulletin* is a shortened version due to the 2004 NAWLA Spring Conference, to be held April 25-27, 2004 at The Phoenician Resort and Spa in Scottsdale, AZ. Watch for the May *NAWLA Bulletin*, which will feature a full photo recap of the event!

### Included with the April Bulletin:

- 2004 NAWLA Wood Marketing Seminar Brochure
- Health Savings Accounts Article by Bob Larsen, President of Member Services Group and NAWLA Insurance Advisor

## NAWLA Member News

**Capital Lumber Company**, Phoenix, AZ, recently opened a new distribution facility in Boise, ID. *Erica Magalei* and *Jon Kimber, Jr.* recently started as account managers for **Capital's** Tacoma, WA and its Denver, CO locations respectively.

**Intermountain-Orient, Inc.**, Boise, ID, announces the addition of *Brian Kirwan*, *Ken Potter*, and *Mindy Pieper*, all formerly of **K & S Components**, to its new Tigard, OR sales office.

*Rusty Carroll* has been named OSB marketing manager for **LP**.

*Jerry Wood*, formerly of **Teton West Lumber**, has rejoined **Neiman Enterprises**, Hulett, WY.

*Derek Ratchford*, formerly of **International Paper**, has joined the engineered wood products sales staff of **Anthony Forest Products**, El Dorado, AR.

*Joe Capdarest* is retiring from **Logan Lumber Co.**, Tampa, FL, after 30 years with the company.

*Jaques Dalpe* has been named **LP's** OSB sales manager for the Quebec region. His office is in Montreal.

## NAWLA's Mark Palmer Earns Certification

Mark Palmer, NAWLA's Director of Membership and Marketing, recently earned recognition from the American Society of Association Executives (ASAE) by becoming a Certified Association Executive (CAE). This is the highest honor of professional achievement available from the Society.

The CAE designation is administered through an 11-person CAE Commission. Locally-based association executives achieve their designation by an extensive and rigorous qualifying period which may last several years, achieving a high level of association management knowledge, ethics and leadership. Candidates also attend two orientation programs, a multi-week study group with facilitators plus a four-hour exam. ASAE membership totals more than 24,000 representing local, state, regional, national and international trade and professional organizations. Currently, there are only 200 CAE's in the Chicagoland area. Congratulations, Mark!

## \$210,050 NAWLA Insurance Safety Group Dividend Awarded

*Submitted by Nick Kent, NAWLA President and CEO*

Participants in the NAWLA Safety Group Dividend Plan have just been awarded checks totalling \$210,050. This represents a 10% dividend.

The NAWLA Safety Group Dividend Plan is offered by Pennsylvania Lumbermens Mutual (PLM), NAWLA's recommended and approved insurance company. This is the second consecutive year that we have been pleased to distribute dividend checks. While never guaranteed, dividends are the result of careful underwriting, diligent safety efforts and plan participation by well-managed companies such as those that populate the NAWLA membership.

PLM coverage is available throughout approximately 75% of the U.S. starting from the east. They have prudent plans over time to grow the offering by state and lines of coverage.

If you are interested in participating in the NAWLA Safety Group Dividend Plan, contact information is listed below. PLM has its own sales force but is prepared to work with independent brokers where that is an important part of the equation. Contact: Ellen McGurrin, Pennsylvania Lumbermen's Mutual Insurance Company, at (800) 752-1895.

## 2004 NAWLA Wood Marketing Seminar To Be Held July 17-21

The 2004 NAWLA Wood Marketing Seminar will be held July 17-21 in Moscow, ID. This one-of-a-kind, industry specific program is always popular with NAWLA members. Anyone with a desire to improve their skills and forest products sales experience will benefit from this comprehensive program, the industry's standard in sales and marketing training. Since its inception in 1981, over 1,370 industry professionals have graduated from the NAWLA Wood Marketing Seminar. **See the enclosed brochure for all of the details and call NAWLA at (800) 527-8258 with any questions.**

## **Please Welcome NAWLA's Newest Members!**

### **E.R. Probyn Ltd. (M)**

Suite 500-628 Sixth Ave  
New Westminster, BC V3M 6Z1  
Contact: Peter Fograscher  
Phone: 360-496-5530  
Fax: 604-526-0891  
Website: [www.probynlimited.com](http://www.probynlimited.com)

Recruited by: Brad Johansen, **Welco Lumber Corp.**, Vancouver, BC, and Vince Mast, **Caffall Bros. Forest Products**, Wilsonville, OR.

E.R. Probyn Ltd., a mid sized international forest products company involved in all aspects of the industry from timber management to specialty products manufacturing and distribution.

### **Tubafor Mill, Inc. (M)**

P.O. Box U  
Morton, WA 98356  
Contact: John Watson  
Phone: 604-526-8545  
Fax: 360-496-5975  
Website: [www.tubafor.com](http://www.tubafor.com)

Recruited by: Brad Johansen, **Welco Lumber Corp.**, Vancouver, BC, and Vince Mast, **Caffall Bros. Forest Products**, Wilsonville, OR.

Tubafor Mill, Inc., the leading producer of wood fence products in North America, specializing in Western Red Cedar and RightWood pre-finishing fencing.

### **Raintree Lumber (M)**

Contact: Vince Carnovale  
P.O. Box 3460  
Surrey, BC V3A 4R8  
Phone: 604-574-0444  
Fax: 604-576-8695

Recruited by: Brad Johansen, **Welco Lumber Corp.**, Vancouver, BC, and Vince Mast, **Caffall Bros. Forest Products**, Wilsonville, OR.

Raintree Lumber Ltd., a full service re-manufacturing and planning facility with a 12 mbf per month capacity serving the lower mainland of BC.

### **Woodtone Industries (M)**

Contact: Mike Pidlisecky  
8007 Aitken Rd.  
Chilliwack, BC V2R 4H5  
Phone: 604-792-3680  
Fax: 604-792-3976  
Website: [www.woodtone.com](http://www.woodtone.com)

Woodtone is a value-added wood manufacturer of Real Trim, exterior trim, fascia and post system, from siding and trim to Real Posts and Real Corners.

Recruited by: Bill Reedy, **Gorman Brothers Lumber**, Westbank, BC, and Phil Dodson, **All-Coast Forest Products**, Chino, CA

### **CBC Wood Products (W)**

Contact: Robert Cook  
112 Newton Rd.  
Plainview, NY 11803  
Phone: 516-293-0130  
Fax: 516-293-0135  
Website: [cbcwoodproducts.com](http://cbcwoodproducts.com)

Recruited by: Jim Futter, **Futter Lumber**, Rockville Centre, NY, and Bart Bartholomew & Dan Blizzard, **M.F.P. of Oregon, Inc.**, Lake Oswego, OR.

CBC Wood Products distributes plywood primarily, along with studs, dimension lumber, doors and mouldings to retail yards.

## **Moreland Joins NAWLA Staff**

Kurt Moreland joined the NAWLA staff in late March, 2004 as Manager of Sales and Sponsorships. Kurt will be responsible for sales of advertising for various NAWLA publications, sponsorships for NAWLA events, and NAWLA Tradeters Market booths.

Kurt's background includes being the Midwest representative for the Northeastern Loggers Association/*Northern Logger Magazine*, as an association liaison with Associations for 9 years for a private communications firm. He also brings several years experience working in the trade show field. Kurt brings to NAWLA over 20 years of combined experience in sales and communications.

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

April 25-27, 2004

### North American Wholesale Lumber Association (NAWLA)

The Phoenician Resort & Spa  
Scottsdale, AZ

(800) 527-8258 [www.nawla.org](http://www.nawla.org)  
2004 Spring Conference

April 26-30, 2004

### Intertribal Timber Council

Quinault Indian Nation Ocean Shores, WA  
(503) 282-4296 [www.itcnet.org](http://www.itcnet.org)  
Annual Timber Symposium

April 30 - May 1, 2004

### Northeastern Loggers Association

Eastern States Exposition Grounds  
West Springfield, MA

(315) 369-3078 [www.nefpexpo.com](http://www.nefpexpo.com)  
Northeastern Forest Products  
Equipment Expo

May 2-5, 2004

### Composite Panel Association & Composite Wood Council

Tucson, AZ

(301) 670-0604 [www.pbmdf.com](http://www.pbmdf.com)  
Annual Meeting

May 3-4, 2004

### Kentucky Lumber and Building Material Dealers Association

Caesars Indiana Resort Elizabeth, IN  
(502) 245-6730 [www.klbmda.org](http://www.klbmda.org)

Convention

May 7-9, 2004

### Quebec Lumber Manufacturers Association

Quebec Convention Centre Quebec City, PQ  
(418) 657-7916 [www.sciage-lumber.qc.ca](http://www.sciage-lumber.qc.ca)

Annual Meeting

May 16-19, 2004

### Kitchen Cabinet Manufacturers Association

The Cloister Sea Island, GA  
(703) 264-1690 [www.kcma.org](http://www.kcma.org)

Annual Convention

May 18-19, 2004

### Structural Board Association

Embassy Suites Hotel Niagara Falls, ON  
(905) 475-1100 [www.osbguide.com](http://www.osbguide.com)  
OSB World and Symposium

May 21-22, 2004

### Canadian Wood Council

Delta Pinnacle Hotel Vancouver, BC  
(613) 747-5544 [www.cwc.ca](http://www.cwc.ca)  
Annual Meeting

June 10-13, 2004

### National Oak Flooring Manufacturers Association (NOFMA)

Ponte Vedra Inn and Resort Ponte Vedra, FL  
(904) 526-5016 [www.nofma.org](http://www.nofma.org)  
Semi Annual Meeting

June 11-12, 2004

### Southern Building Show

Cobb Galleria Centre Atlanta, GA  
(800) 854-7736

[www.southernbuildingshow.com](http://www.southernbuildingshow.com)

June 16-19, 2004

### NAWLA/Temperate Forest Foundation

Hot Springs, AR

(800) 527-8258 [www.nawla.org](http://www.nawla.org)  
South-Central Teacher's Tour

June 27-30, 2004

### Forest Products Society

Amway Grand Plaza Hotel Grand Rapids, MI  
(608) 231-1361 [www.forestprod.org](http://www.forestprod.org)  
Annual Meeting

June 10-12, 2004

### American Institute of Architects

McCormick Place Chicago, IL  
(202) 626-7300 [www.aia.org](http://www.aia.org)

National Convention and Expo

## GOT NEWS?

Contact us at:

### NAWLA

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Rolling Meadows, IL 60008

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Fax: 847-870-0201, Email: [info@nawla.org](mailto:info@nawla.org)

Website Address: [www.nawla.org](http://www.nawla.org)

Editorial ideas go to [bstephens@nawla.org](mailto:bstephens@nawla.org)

