

# ENGINEEREDWOOD

AUTUMN 2022

## Journal

### RESILIENCE 2022

APA Annual Meeting  
and EWTA Info Fair

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### INNOVATIVE AND AFFORDABLE HOUSING OPTIONS

Engineered wood  
provides solutions

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### 2023 MARKET OUTLOOK

Recession in U.S.  
homebuilding continues

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**EWTA**

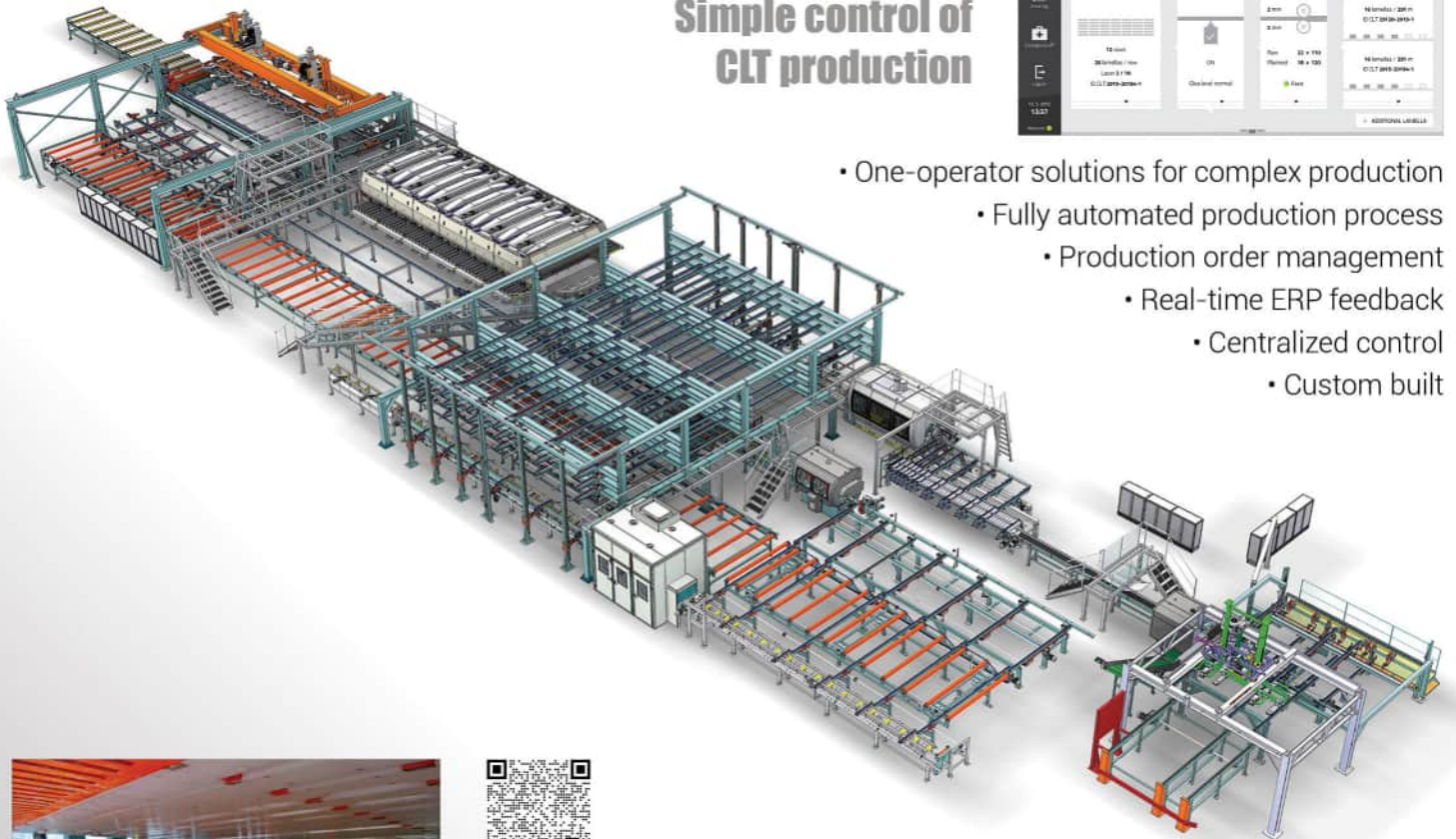
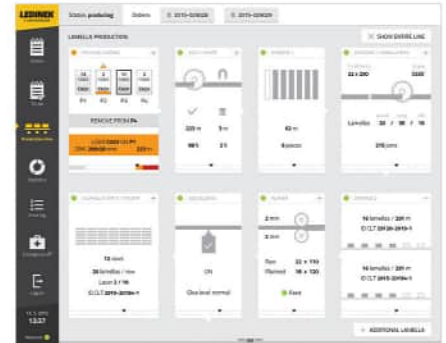
STRENGTH THROUGH  
CONNECTIONS

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# ENGINEEREDWOOD *Journal*

## ENGINEERED WOOD JOURNAL

VOLUME 26, NO. 2,  
AUTUMN 2022

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### ENGINEERED WOOD TECHNOLOGY ASSOCIATION

7011 South 19th Street  
Tacoma, WA 98466  
Phone: 253-620-7483  
www.engineeredwood.org

### PROGRAM MANAGER LaDauna Wilson

### TECHNICAL SERVICES DIRECTOR BJ Yeh



APA and EWTA members will meet in-person once again from Oct.15-18 at the JW Marriott Miami Turnberry Resort & Spa in Aventura, Florida.



**STRENGTH THROUGH CONNECTIONS**

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## IN THIS ISSUE...

It's really happening! The APA Annual Meeting and EWTA Info Fair return this fall as members look forward to connecting once again with engineered wood colleagues. The theme "Resilience 2022" reflects the industry's ability to withstand adversity with flexibility and resourcefulness. Four days of business meetings, sporting events and networking begins Oct. 15 at the JW Marriott Miami Turnberry Resort & Spa in Aventura, Florida. Turn to page 9 for a preview and agenda of events. I want to give a special shout-out to all the Info Fair and sporting event sponsors this year. Thank you for your support!

The recent housing crunch is a nationwide concern, but one community strove to find innovative solutions to remedy four consecutive years of rising homelessness. Check out the case study that starts on page 23 featuring Luna Vista, a modern, inclusive and diverse housing community where strategic planning and prefabricated engineered wood elements provide a creative and cost-effective solution.

Has inflation peaked? That's a question Joe Elling, APA's Market Research Director assesses in his latest outlook for 2023. Turn to page 35 for information.

That's just a snippet of what you'll find in this issue. Read on for additional industry, association and member news.

I look forward to seeing those who attend the upcoming events in Florida this October as we reconnect with industry colleagues and meet new members.

Stay safe and healthy and keep those connections strong.



**LaDauna Wilson**

**EWTA Program Manager**

ladauna.wilson@apawood.org

ewta@engineeredwood.org

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## CODE CHANGE PROPOSALS FOR OSB AND RIM BOARD INCLUDED IN FLORIDA CODE RECOMMENDATIONS

At its June 21 code hearing, the Florida Structural Technical Advisory Committee unanimously recommended the Florida Building Commission accept two APA code change proposals that recognize the use of OSB floor sheathing in the high velocity hurricane zone without the need for special product approvals in Miami-Dade and Broward counties. Four additional APA code change proposals for Rim Boards and updated references to the next (2023) Florida Building Code (FBC) also were unanimously recommended for approval. The structural committee's final hearing is in October before the Florida Building Commission approves the final changes for the 2023 FBC.

---

### Latin America Digital Event Promotes Wood Construction

APA's Latin America program completed its fifth digital event earlier this year, which included information on mass timber, connectors and various applications for structural panels and softwood lumber. The event featured an introduction by Dan Archibald from the Foreign Agricultural Service office in Monterrey, Mexico, and four

keynote presentations by Bell Structural Solutions, Simpson Strong-Tie, Comercializadora Andina from Peru and Tecno Panel from Chile.

Two presentations focused on projects in the U.S., and two showed ways U.S. structural panels, I-joists and softwood lumber are used in both Peru and Chile. Participants

provided positive feedback about changes to program format, which included a stage and video presentations to make it feel more like a live event. The event was streamed directly to the digital platform as well as to Facebook and YouTube. In total, 267 registrants from 15 different countries participated, resulting

*Continued on next column*

in 2,056 page views, six networking appointments and 37 completed surveys. Since the event ended, it has been viewed more than 2,500 times on demand.

## APA Completes Annual SCC, Biennial IAS Audits

APA has just completed its annual accreditation audit as a Certification Body through the Standards Council of Canada (SCC) and its biennial accreditation audit as an Inspection Body and Testing Laboratory through The International Accreditation Service (IAS).

The SCC audit was completed successfully through video

*Continued on next column*

conferencing and file-transfer services. SCC audits APA to verify that the requirements of ISO 17065:2012 are being met. The SCC audit resulted in no findings and no nonconformities.

The on-site IAS audit included auditing the Quality Services and Technical Services Divisions at APA Headquarters in Tacoma, WA, and an on-site audit of a mill inspection. IAS audits APA to verify the requirements of ISO 17020:2012 and ISO 17025:2017 are being met.

The IAS audit resulted in no findings and no nonconformities for both QSD and TSD.

## NEW VIDEO ON IMPORTANCE OF STANDARDS



APA recently released a short video explaining the importance of product standards for structural engineered wood products like OSB, plywood, I-joists and more. The video and accompanying document is available at [www.performancepanels.com](http://www.performancepanels.com)

**VIEW VIDEO ▶**

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# In Memoriam

### **Dave Rogoway**

Dave Rogoway, former president of APA – The Engineered Wood Association, died June 24. Rogoway served APA for 37 years as director of Information Services Division, vice president of marketing and then president before retiring in 2005. Under his leadership, APA expanded export markets for engineered wood products in Europe, South America, Japan and Mexico through partnership with the U.S. Department of Agriculture's Foreign Agricultural Service. Before joining APA, Rogoway worked for Boeing and Weyerhaeuser. He is survived by his wife, Judy.

### **George Weyerhaeuser Sr.**

George Weyerhaeuser Sr., the fourth generation to run the family timber business, died June 11 at the age of 95. Weyerhaeuser, whose father, grandfather and great-grandfather also led the timber company that carries the family name, served as CEO from 1966 to 1991 and board chair until 1999. Weyerhaeuser also served on boards at Boeing, Safeco, the Federal Reserve Bank of San Francisco, the Rand Corporation and Chevron. Before joining the timber business, he served in the Navy in World War II and graduated from Yale University. His wife, Wendy, and his son, George, preceded him in death. He is survived by five other children: Leilee, Sue, Phyllis, David and Merrill.

### **John Rose**

John Rose, former APA – The Engineered Wood Association engineer, died July 11 at age 86. During his 34-year career at APA, he specialized in structural research on earthquake and wind resistant design. He traveled to Florida in the aftermath of Hurricane Andrew, to Kauai following Hurricane Iniki and to California after the Northridge earthquake to assess the damage. Before joining APA, Rose worked for Boeing. He graduated from the University of Michigan's College of Engineering. He was preceded in death by his wife, Sharon. He is survived by his four children.

### **EWTA at TP&EE**

EWTA will be exhibiting at the Timber Processing & Energy Expo, held Sept. 28 – 30 at the Portland Exposition Center in Portland, Oregon. The seventh TP&EE will spotlight 150 machinery and technology exhibiting companies catering to the lumber and engineered wood products sectors. Held every other year, it was cancelled due to the pandemic in 2020.

In addition to the Expo, two conferences will be included: Sawmill Productivity & Efficiency; and From Forest to Frame: Mass Timber Developments.

---

### **Annual Reports Highlight 2021 Participation and Activity**

Earlier this year, the 2021 annual reports for APA and EWTA were published. The individual documents feature annual membership, program and communication information and highlights members of APA and EWTA who provided association leadership through the year. The APA report also includes details on market development and codes, standards and quality assurance advances. The reports are available online.

[APA 2021 Annual Report](#)

[EWTA 2021 Annual Report](#)



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2022  
*Resilience*  
**APA ANNUAL MEETING**

The 2022 APA Annual Meeting and EWTA Info Fair will be held at the JW Marriott Miami Turnberry Resort & Spa in Aventura, Florida.



# APA ANNUAL MEETING AND INFO FAIR PREVIEW

Oct. 15-18, 2022

JW Marriott Miami Turnberry Resort & Spa  
Aventura, Florida

After a long three-year absence, APA and EWTA members are looking forward to gathering in person to connect as an industry once again. This year's APA Annual Meeting is scheduled to take place Oct. 15 – 18 at the JW Marriott Miami Turnberry Resort & Spa in Aventura, Florida. APA's Annual Meeting coincides with EWTA's annual Info Fair supplier exhibition, where members of the engineered wood industry gather for four days of business meetings, sporting events and networking.

Several advisory, marketing and subcommittee meetings, including a meeting of the EWTA Advisory Committee, will initiate the event on Saturday. The day concludes with an EWTA-hosted welcome reception for APA and EWTA members and meeting attendees.

Sunday is full of recreation and networking opportunities, featuring the annual Mike St. John Memorial Golf Tournament at JW Marriott's Soffer Course, home to LPGA and PGA events. The Ole Sorensen Memorial Tennis Tournament will be held at Cañas Tennis, a state-of-the-art facility featuring clay and hard surface courts. Info Fair opens that evening, accompanied by an EWTA-hosted reception.

Monday's General Session will include a keynote address from Cara Brookins, who uses real-life examples from her unconventional home construction site and shares lessons of teamwork, perseverance and overcoming incredible odds. The session also will include "State of the Industry" and "State of the Association" addresses by APA Board of Trustees Chairman Roy O. Martin III and APA President Mark Tibbetts and the presentation of the Bronson J. Lewis Award.

Majestic South Foyer at the JW Marriott Miami Turnberry Resort & Spa, where the Registration Desk will be open Saturday through Monday.



**Cara Brookins**



**Roy O. Martin III**



**Mark Tibbetts**

Following the General Session, a Safety & Health Workshop will include guest speakers and an information-sharing forum to facilitate discussion of best practices and ideas for improving mill safety programs and performance records.

The afternoon Marketing Advisory Committee meeting will feature guest speaker Gene Myers, owner and CSO of Thrive Home Builders in Denver, Colorado. He shares how Thrive's history as an early adopter of high-performance single-family homes reflects the company's culture of adaptability and innovation. The balance of the meeting includes APA's Market Research Director Joe Elling's presentation of his latest market forecast and marketing program highlights from the market coordinators.

The Info Fair supplier exhibition will open at noon on Monday. An Info Fair reception will kick off the evening's dinner and APA Safety Awards recognition. APA members who have made significant advancements in mill safety will be honored, along with winners of EWTA's Supplier of the Year and Innovation Award program.

The APA and EWTA registration desk at the resort open on Saturday at 10 a.m., and registration continues through Monday afternoon. See the schedule of events at right for the meeting agenda as of the date of publication. Check the official APA meeting agenda for the latest schedule.

We are excited to see you in person again!

## **2023 APA ANNUAL MEETING AND EWTA INFO FAIR**

*Save the Date!*

October 14-17, 2023

JW Marriott Desert Springs Resort & Spa  
Palm Desert, CA

# AGENDA

## *Saturday, October 15*

10 am – 5 pm	Registration Desk Open
10:30 – 11:30 am	EWTA Advisory Committee
10:30 am – Noon	International Market Subcommittee <i>(APA Members Only)</i>
11:30 am – Noon	Info Fair Exhibitor Meeting
12:30 – 2:30 pm	Glulam Management Committee <i>(APA Members Only)</i>
3 – 5 pm	I-Joist Management Committee <i>(APA Members Only)</i>
4 – 5:30 pm	Industrial Market Subcommittee <i>(APA Members Only)</i>
5:30 – 7 pm	EWTA Reception

## *Sunday, October 16*

8 am – 1 pm	Mike St. John Memorial Golf Tournament, Soffer Course
8:30 am – 2 pm	Ole Sorensen Memorial Tennis Tournament, Cañas Tennis
11 am – 5 pm	Registration Desk Open
3:30 – 5 pm	Nonresidential Market Subcommittee <i>(APA Members Only)</i>
5 – 7:30 pm	Info Fair and Reception

## *Monday, October 17*

7 – 8:30 am	Buffet Breakfast
8 am – 4 pm	Registration Desk Open
8:30 – 10:15 am	General Session
10:30 – 11:30 am	Roundtable Discussion
10:30 – Noon	Residential Market Subcommittee <i>(APA Members Only)</i>
10:30 am – 4 pm	Safety & Health Workshop
Noon – 1:30 pm	Buffet Lunch and Info Fair
1:30 – 4:00 pm	Marketing Advisory Committee
5:30 – 7 pm	Info Fair and Reception
7 pm	Chairman's Dinner & Safety Awards Recognition

## *Tuesday, October 18*

7 am	Board of Trustees Breakfast <i>(APA Trustees Only)</i>
7:30 – 11 am	APA Board of Trustees <i>(APA Trustees Only)</i>

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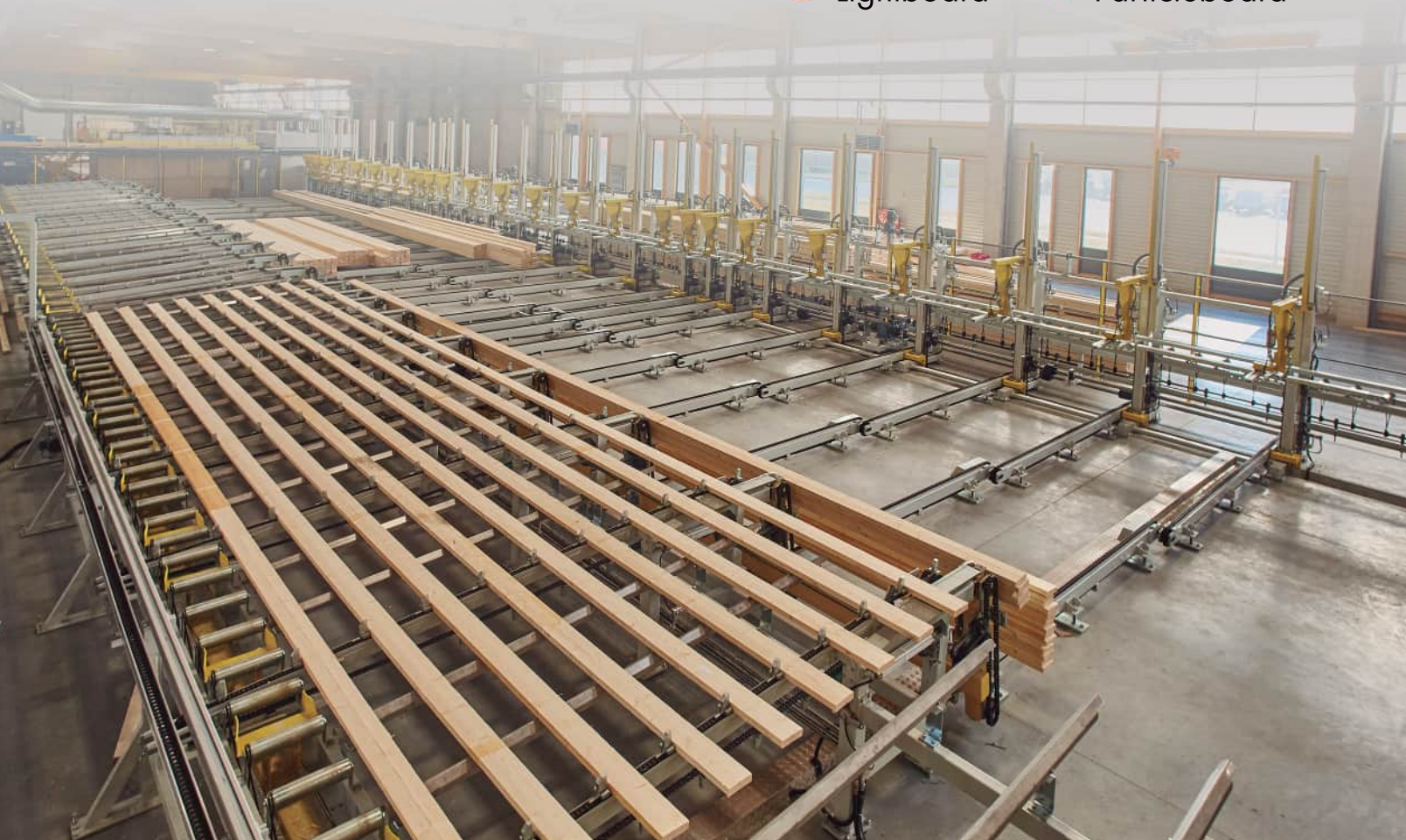


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Luna Vista provides high-quality housing to a diverse community in Mountain View, California.

Rendering courtesy Van Meter Williams Pollack





# ENGINEERED WOOD PROVIDES INNOVATIVE AND AFFORDABLE HOUSING SOLUTIONS

Luna Vista offers a modern, inclusive and diverse community where residents can thrive

By Aleeta Dene, P.E., Engineered Wood Specialist,  
APA – The Engineered Wood Association

A housing crunch was mounting in the City of Mountain View, California. Faced with four consecutive years of burgeoning homelessness, the city was determined to find a solution. They developed an innovative approach to help address the issue affecting their community, including funding basic hygiene services, outreach to assess community needs, connecting residents to local services and partnering with local nonprofit organizations to facilitate affordable housing solutions. One local nonprofit stepped in with an approach to the problem.

Alta Housing, a community-based nonprofit specializing in affordable housing development, came powered by a mission to create stronger, more diverse communities by providing and maintaining high-quality affordable housing where residents can thrive.

Alta Housing worked closely with the city to formulate a strategic plan to help address the situation and provide high-quality housing for low-income individuals and those with developmental disabilities within the Mountain View community.

Plans were drawn, bids submitted and Luna Vista was born.

The 71-unit, 100% affordable housing community offers affordable housing to single- and two-person low-income households. Fifteen of the units are designated for adults with developmental disabilities.

# PROJECT SPOTLIGHT



Rendering courtesy Van Meter Williams Pollack

**Project Name:**

Luna Vista

**Location:**

950 W El Camino Real,  
Mountain View, California

**Completed:** Fall 2021

**Type:** Multi-family

**Size:** 48,200 total  
square feet

**Developer:**

Alta Housing

**Architect:**

Van Meter Williams  
Pollack

**Structural Engineer:**

Murphy Burr Curry

**Contractor:**

Nibbi Brothers General  
Contractors

**I-Joist Manufacturer:**

Boise Cascade  
Company

**Plywood Manufacturer:**

Boise Cascade Company

**Glulam Manufacturer:**

Rosboro

**LVL Manufacturers:**

Boise Cascade Company  
& Murphy Company

Centrally located, the housing community is within walking distance to public transit, shopping and dining options, activities and a public library.

For the housing complex, the design team set out to create a plan that reflected the community, and at the same time, develop a community where the residents could exercise personal independence, make new connections and thrive.

The design for Luna Vista unifies contemporary, modern elements while paying homage to the area's unique historical architecture.

Lilly Wellington, architect with Van Meter Williams Pollack (VMWP), explained that "one of the main inspirations for the project was the historical car shops and gas stations from the '50s that were in the area."

The City of Mountain View was involved early in the design process to ensure contemporary elements were included to reflect their modern vision for the developing El Camino Real area. "It was absolutely a collaborative process," said Wellington.

The floor plan incorporates shared balconies, a community room, an open roof deck and a communal lounge on each floor to encourage residents to get to know each other.

“The design we’ve created really fosters a sense of community with the residents, where you actually get to know your neighbor and they’re not just the person next door,” said Wellington.

Alta Housing will also be providing on-site support to help residents thrive, including case management, job counseling, educational assistance, health and wellness programs, financial planning and help accessing community resources.

“The services offered will assist tenants in achieving their goals,” said Diane Dittmar, Alta Housing project manager. “Many of our residents with developmental disabilities will be living on their own for the first time.”

## ENGINEERING SOLUTIONS WITH ENGINEERED WOOD

With a total budget of \$30.5 million, it was crucial the production team found creative building solutions to minimize construction costs.

“One of the things that’s really important to us is being able to keep the costs low and have each dollar go further so we can house more people while also providing high-quality housing,” said Dittmar.



Prefabricated floor cassettes and laminated veneer lumber were used as a cost-effective solution throughout the structure.

The prefabricated engineered wood elements specified for the project provided an innovative and cost-effective solution.

Floor cassettes constructed by Nobles Construction Components Inc. from plywood structural panels, laminated veneer lumber (LVL) and I-joists from APA member Boise Cascade were used as the main floor components throughout the structure. Panelized walls and prefabricated stairs were also incorporated to further accelerate construction times.

“We were able to set all the floors in just six days by using the floor cassettes,” said Shibata. “Each floor of the complex we could construct in about two weeks.”

LVL from APA members Murphy Company and Boise Cascade proved to be a cost-effective solution for multiple demanding design challenges. The weight of the rooftop amenities created a substantial load, but the savvy design team found a simple solution. LVL framing provided the needed strength and support while keeping the budget in check. LVL and parallel strand lumber (PSL) were also used as a cost-effective solution for headers, and LVL was used in areas where the walls did not align floor to floor.

The floor cassettes not only helped Alta Housing stay within their tight budget, but the prefabricated elements also delivered numerous benefits for the construction team.

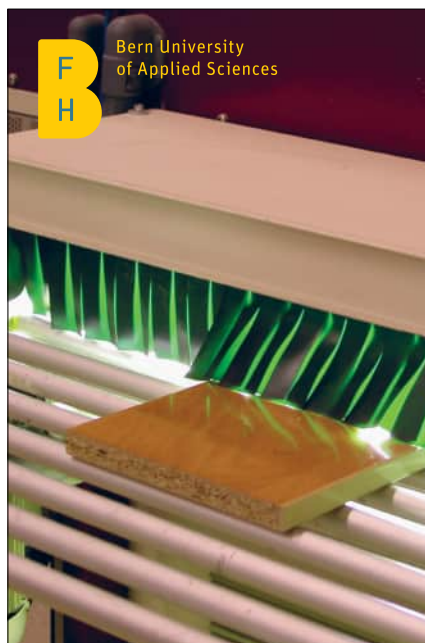
## Gilded With Glulam



Exposed glued laminated beams (glulam) from APA member Rosboro were specifically selected for the rooftop trellis due to their beauty and natural wood appeal. “They were essential in creating this beautiful space,” said Wellington, the architect.

“We really wanted the space to look nice and be enjoyable, and we wanted to bring in that same wood feel that was already incorporated throughout the structure,” said Wellington. “The glulam beams are really stunning; they look nice, and they’re incredibly structurally sound so they can span the longer distance.”

Glulam was also incorporated structurally throughout the building, which further helped to keep costs down. “The glulam was much more affordable than steel,” said Dittmar.



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“By using the prefabricated components, we were able to cut the framing time in half and keep labor costs low.”

— Jeff Shibata  
Vice Senior Project Manager  
Nibbi Brothers General Contractors

PHOTO COURTESY NIBBI BROTHERS

A combination of engineered wood components and a prompt just-in-time delivery strategy saw the construction team through their challenges.

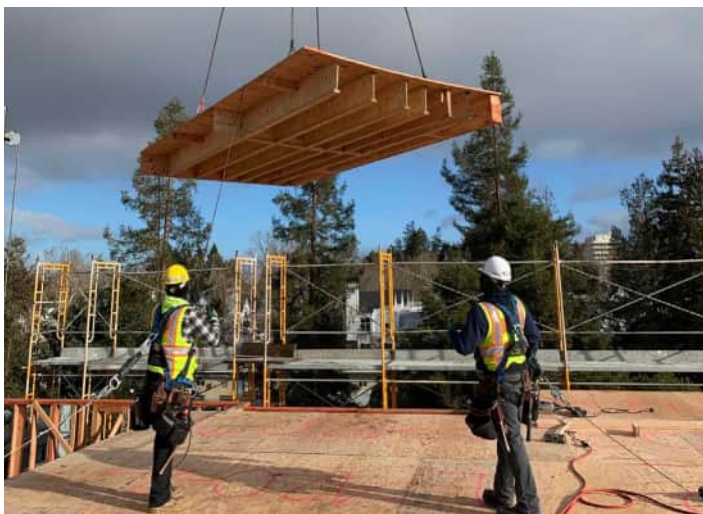
Photo courtesy Nibbi Brothers



Laminated veneer lumber from APA member Boise Cascade.

“Using the floor cassettes greatly improved safety for my crew,” said Shibata. “Instead of the guys having to walk on the upper floors, rolling joists and constructing the floors in place, we were able to easily set a floor cassette, use that to tie off of and continue working from there—you’re always tied off.”

Working in downtown Mountain View, the construction team faced another challenge—a compact construction site with very limited on-site storage. Working within the confined area in the middle of busy traffic, the prefabricated components and promptly coordinated deliveries proved to be critical.



Construction crew setting a floor cassette.

Photo courtesy Nibbi Brothers



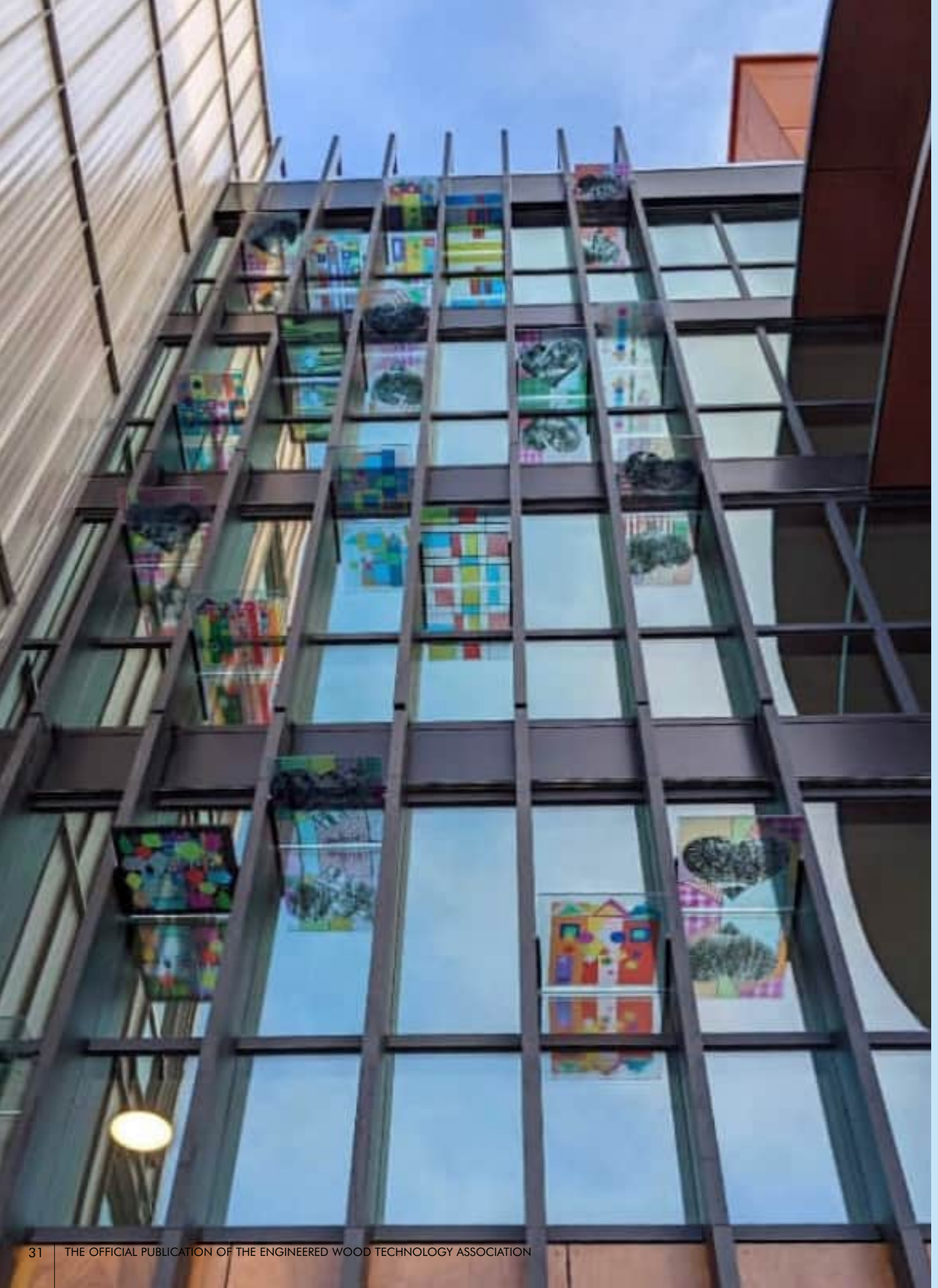
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# SHINING LIGHT ON AN INCLUSIVE COMMUNITY

Stained glass panels were installed between the running vertical fins on the front of the building. The panels feature original artwork created by locals who are a part of the Morgan Autism Center, a community nonprofit working with individuals with autism and other developmental disabilities. The artwork on the panels is projected into the lobby and lounges on each floor as the sun shines through them. “We feel really lucky to be able to work with a local organization,” said Anna Cole, associate project manager at Alta Housing. “It’s such a great way to connect with the community.”

*Photos courtesy Nibbi Brothers*



“We were getting about one trailer of building materials per day, and since all the components for the walls and floors came prefabricated, we were able to set everything that was delivered in the same day,” said Shibata. “All the walls we could lift and set exactly where they needed to be.”

The prefabricated materials allowed the construction team to limit the amount of building materials stored on-site and significantly reduce construction debris and cleanup.

“With the floor cassettes, everything was coordinated ahead of time; we didn’t have any issues,” said Wellington. “The floor installation went very smoothly.”

This was only the second project that Shibata had worked with prefabricated engineered wood products. With a history of concrete-focused construction, Nibbi is exploring integrating all parts of the construction process, including framework, to become fully self-performing.

“We’re definitely going to continue to use engineered wood products as we expand this side of the business—all the engineers are on board for it as well,” said Shibata. “Instead of dimension lumber, which can often come with inconsistencies, the reliability of the engineered wood products is there—they have confidence in the product.”

Combining innovative design, ingenuity and the creative use of engineered wood products, this team united with the community to build affordable housing for the residents of Mountain View and cost-effectively build a community that offers a sense of independence, connection and well-being to the residents at Luna Vista.

*Aleeta Dene is an Engineered Wood Specialist for APA – The Engineered Wood Association*



# BOSTIK

## Are you looking to:

- Increase operational efficiencies and productivity?
- Enhance your ability to meet building codes and industry requirements?
- Improve overall performance?

**Bostik's ISOSET™ adhesives are the answer!**

**Designed specifically for engineered wood applications, these adhesives:**

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- Can be tailor-formulated for your various process speeds
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- Offer the ability to cure at various temperatures
- Tolerate a great range of wood moisture content
- Meet all stringent industry standards
- Offer a neutral, wood colored bond line

**ISOSET adhesives give you the high strength and performance you need for all your engineered wood products!**

Additionally, by working with Bostik, you'll receive 1:1, extensive technical support with our in-house wood lab testing, troubleshooting and process optimization capabilities.

**What are you waiting for? Get ISOSET today and improve your engineered wood applications tomorrow!**

Bostik is a proud gold sponsor of the EWTA Info Fair  
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Bostik Inc.  
Adhesive solutions by **ARKEMA**





# RECESSION IN U.S. HOMEBUILDING CONTINUES IN 2023

By Joe K. Elling

Policymakers at the Federal Reserve have stuck to their guns and aggressively tightened monetary policy through the first eight months of 2022. In turn, the rate on a 30-year fixed-rate mortgage has surged from 3% at the start of 2022 to 5.5%. The deterioration in the ability to purchase a new home led to a sharp drop in sales through the first half of 2022. Second quarter sales averaged a seasonally adjusted annual rate of 612,000 homes, down 21% from the first quarter and off 37% from the peak for this cycle that occurred in the third quarter of 2020. (See Figure 1.)

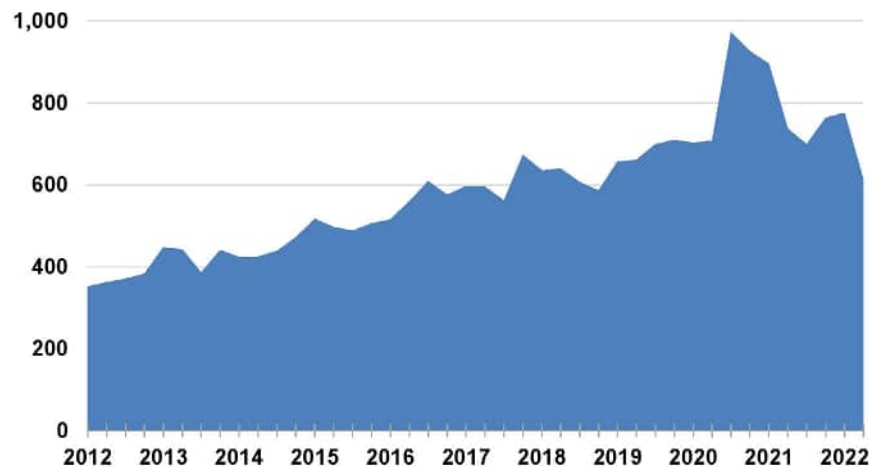


Figure 1. New Home Sales – Thousands, Seasonally Adjusted Annual Rate  
Source: Census Bureau.

## HAS INFLATION PEAKED?

The sense of urgency to tighten monetary policy has been driven by the sustained upward path of the inflation rate. A year ago, Federal Reserve officials said they believed the rise in the inflation rate was transitory due to supply chain disruptions driven by the

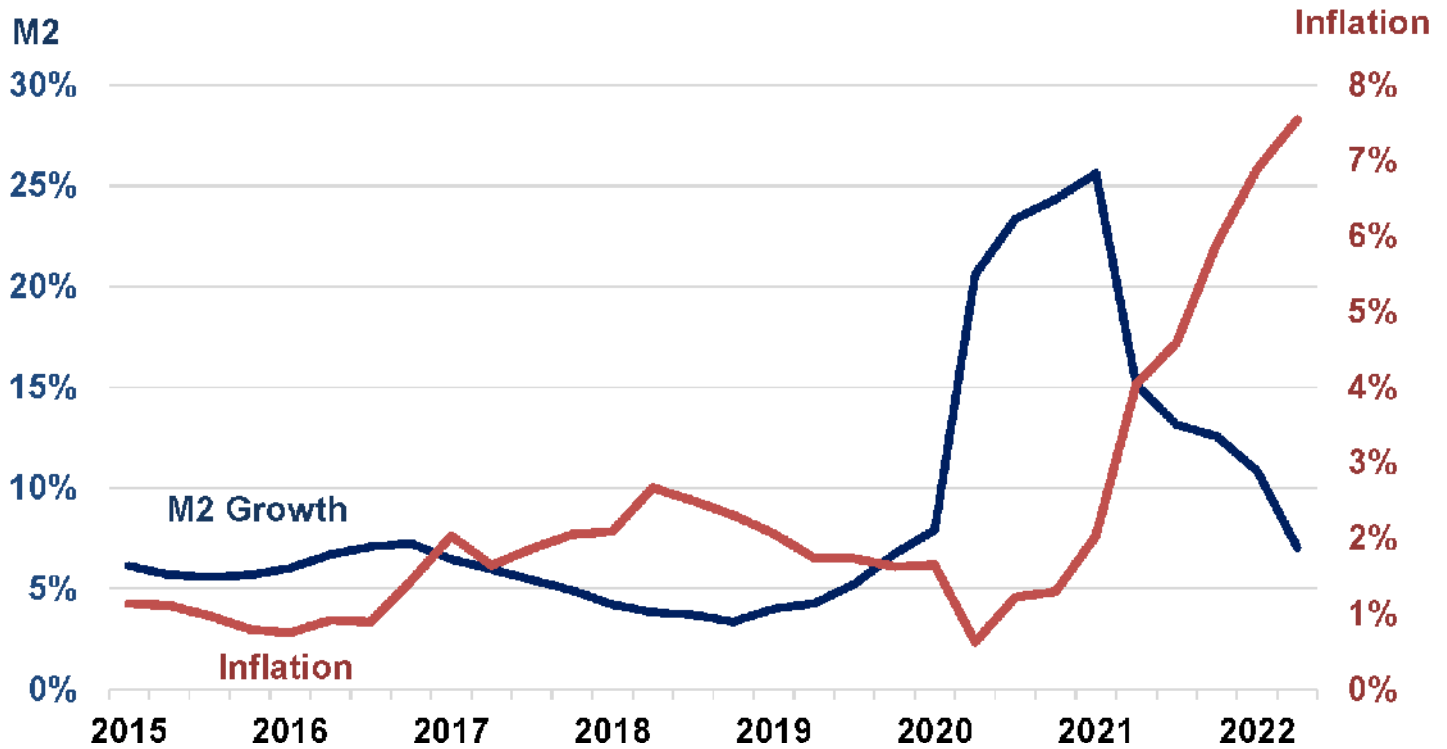


Figure 2. Money Supply Growth, M2 Growth vs Inflation, GDP Deflator Percent Change Year Ago Quarter  
 Source: Federal Reserve, Bureau of Economic Analysis

global outbreak of the coronavirus. However, given the accommodation on the part of the Federal Reserve to help finance the measures taken to support demand through massive fiscal stimulus, money supply growth surged. With a lag, that surge in money supply growth has been visible in the sustained rise in the inflation rate to 7.5% on a year ago quarter basis in the second quarter. (See Figure 2.)

Money supply growth has slowed and was down to 7% in the second quarter of 2022. At 7%, this is approaching the pre-pandemic growth rate when inflation was running in the 1% to 2% range. However, there are other factors at work that could inhibit a slowdown in the inflation rate as assumed by Federal Reserve officials. Domestic oil and natural gas production is running below pre-pandemic levels, which is likely to put a floor under how far these prices

could fall. Domestic oil refining capacity at the start of 2022 was down 6% from two years ago and the industry is not likely to add capacity, given the negative feelings toward the industry from a variety of sources. Food prices are likely to remain relatively high due to supply-side disruptions, including the continued Russian invasion of Ukraine. There is no slack in the labor market with the unemployment rate at 3.5%. This means wage increases are unlikely to slow from the current rate of 5.5% based on data from the Bureau of Labor Statistics.

Given the sense of urgency on the part of Federal Reserve policymakers to stem the inflation tide, they will continue to drive up the target range for the federal funds rate, meaning higher short-term interest rates. Federal Reserve Chair Jerome Powell made this clear in his August 26 speech. The Federal Reserve also

plans to reduce its holding of U.S. Treasury bonds and mortgage-backed securities. This will put upward pressure on long-term interest rates through 2023. (See Figure 3.)

## HOUSING STARTS DROP TO NEAR 1.30 MILLION IN 2023

The drop in new home sales has led to a sharp increase in the number of new homes available for sale. On a months of supply basis, the inventory stood at 11 months at the end of July, well above the desired level of 5 to 6 months. There are also roughly 825,000 single-family homes under construction. Given this mix of events, homebuilders are slowing production. They are also reportedly cutting prices and offering other incentives to sell homes. We should anticipate this to continue in 2023. This points to single-family starts falling to 785,000 units in 2023, down from near 1 million units in 2022.

The supply-demand balance in rental housing remains tight. With more households likely to delay buying a home, multifamily demand is expected to remain relatively strong. However, multifamily construction is unlikely to avoid the impact of higher interest rates and survey data points to a tightening of lending standards for multifamily construction loans. The forecast calls for multifamily starts to total 500,000 units in 2023, down from 540,000 in 2022.

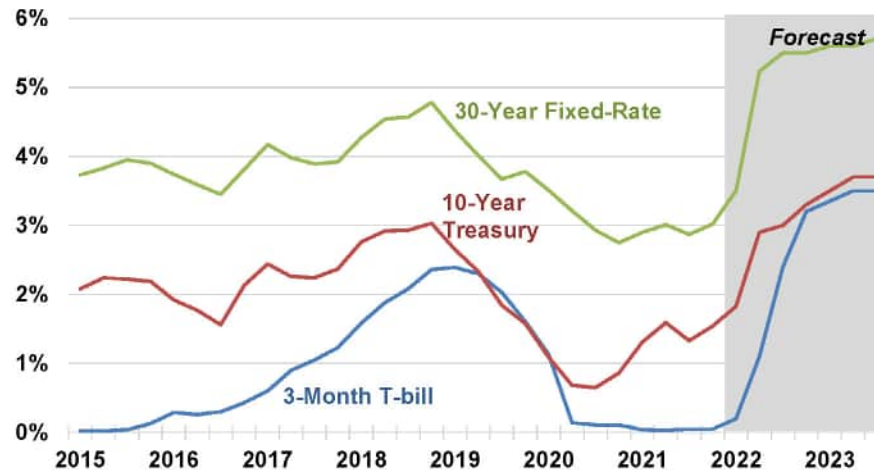


Figure 3. U.S. Interest Rates  
Source: Federal Reserve, APA Forecast

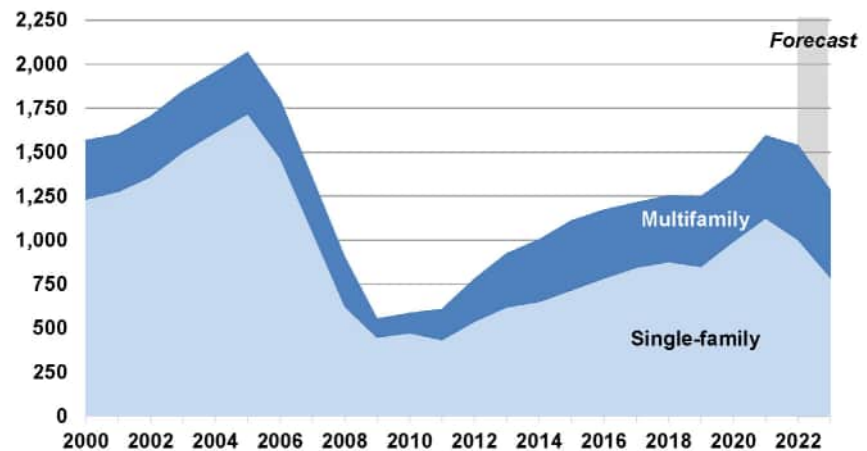


Figure 4. U.S. Housing Starts (Thousands)  
Source: Census Bureau, APA Forecast.

In total then, housing starts in 2023 are projected at 1.28 million units, down from 1.54 million units in 2022. (Figure 4.) This level of construction means there will be no progress in reducing the shortfall in the housing stock estimated to be in the 1.5 million to 4 million unit range.

*Joe K. Elling is Director of Market Research for APA – The Engineered Wood Association.*



# 2022 SUPPLIER AWARDS

## In-Person Annual Recognition for Innovation and Excellence Returns

After a two-year pause due to COVID restrictions, EWTA members will once again be recognized for innovative practices and excellence in service at the 2022 APA Annual Meeting and EWTA Info Fair.

The Supplier Awards, including the Supplier of the Year awards and Innovation of the Year award, will be presented during the Oct. 17 awards dinner during the Annual Meeting in Aventura, Florida. The winners will also be published in the Spring 2023 issue of the Engineered Wood Journal. Winners from 2020 and 2021 will also be recognized.

Supplier of the Year award winners are determined by a vote of APA members via email ballot before the annual meeting. Votes are cast based on quality, service, delivery, and innovation. Additional information about the awards program is available on EWTA's Supplier Awards webpage at [www.engineeredwood.org/awards](http://www.engineeredwood.org/awards).

## 2021 SUPPLIER AWARD WINNERS

### Supplier Of The Year:

Equipment and Tooling:  
**Con-Vey**

Materials and Supplies:  
**Willamette Valley Co.**

Consulting and Service:  
**CMA engineering**

### Innovation Of The Year:

**Arclin – Performance Applied**

Click below for more information on last year's winners.

[VIEW WINNERS ►](#)



## Supplier of the Year Award Candidates

APA members will choose Supplier of the Year winners in three categories (Consulting/Services, Equipment/Tooling and Materials/Supplies) based on quality, service and delivery. Below is a list of candidates, which includes all EWTA members.

To recognize the outstanding service of so many members, the EWTA Advisory Committee implemented a new rule in 2019 that no member is eligible to win two consecutive years. The 2021 Supplier of the Year winners are highlighted below.

### CONSULTING AND SERVICES

BMI Contractors, Inc.

**CMA engineering Inc.\***

Evergreen Engineering, Inc.

Hansen-Rice, Inc.

Hunt, Guillot & Associates LLC

KTC Industrial Engineering Ltd.

Mid-South Engineering

Nondestructive Inspection  
Service

Panel World Magazine /  
Hatton-Brown Publishers, Inc.

Union Pacific Railroad

University of Tennessee, Center  
for Renewable Carbon

### EQUIPMENT AND TOOLING

A-Lert Construction Services

Altec Integrated Solutions Ltd.

ANDRITZ Inc.

Argos Solutions LLC

Baumer Inspection GmbH

BETE Fog Nozzle, Inc.

BID Group

Biele USA LLC

Brunette Machinery Company  
Inc.

CECO Environmental:  
Adwest Technologies, Fisher-  
Klosterman, HEE-Duall

Clarke's Industries, Inc.

Coil Manufacturing, Ltd.

Connexus Industries Inc.

**Con-Vey\***

COSTA Sanders LLC

Dieffenbacher Customer  
Support, LLC

DO2 Industriel

Dürr Systems, Inc.

Electronic Wood Systems, N.A.

Fagus GreCon, Inc.

Flamex, Inc.

FROMM Packaging Systems

Globe Machine Manufacturing  
Company

Grenzebach Corporation

Guardian Chemicals Inc.

HASHIMOTO DENKI Co., Ltd

HAWE Hydraulik

H.B. Fuller

HexArmor

Hexion Inc.

IBC, International Bar Coding  
Systems & Consulting Inc.

IMAL-PAL Group

IMEAS Inc.

Itipack Systems (A & H Custom  
Machine)

Kadant Carmanah Design

Kimwood Machinery, Inc.

Knight Material Technologies  
(Koch Knight, LLC )

LIMAB North America

LDX Solutions (Dustex \  
Lundberg)

LEDINEK

Matthews Marking Systems

Meinan Machinery Works, Inc.

Mereen-Johnson LLC

Mill Machinery LLC

MINDA North America, LLC

MSK Covertch, Inc.

NESTEC, Inc.

Nextwire

Nicholson Manufacturing Ltd.

Radian Robotics

Raute

REA JET

Samuel Packaging Systems  
Group

Siempelkamp LP

Signode Packaging Systems

SMARTECH (TIP)

SonicAire

SparTek Industries

Spraying Systems Co.

Stiles Machinery

Sweed Machinery, Inc.

Taihei Machinery Works Ltd.

TSI (Teal Sales Inc.)

USNR

Venango Machine Company, Inc.

Veneer Services, LLC

Westmill Industries USA Corp.

### MATERIALS AND SUPPLIES

Albany International

Arclin - Performance Applied

Arxada (Lonza Wood  
Protection)

ATCO Wood Products Ltd.

AvenEx Coating Technologies

Axalta Coating Systems

Bakelite Synthetics (previously  
Georgia-Pacific Chemicals LLC)

BASF - We create chemistry

Bates and Company, Inc

Bostik (formerly Ashland  
Specialty Ingredients)

Chem-Trend LP

Clarke Veneers and Plywood

Coastland Wood Industries Ltd.

Covestro LLC

Dominion Chemical Company,  
Inc.

Evertree North America Inc.

Franklin Adhesives & Polymers

Fusoni

Henkel

Huntsman Polyurethanes

Idemitsu Lubricants America  
Corporation

Intertape Polymer Group

JAX, Inc.

McLube Release Agents &  
Lubricants

Münzinger

Northwest Adhesives, Inc

OCI Melamine Americas

Owens Corning - InterWrap

Paneltech

Sansin Corporation (The)

SASCO - Polymer Solutions  
Group, LLC

Siemer Milling

Stratachem Solutions Group LP

Walker Emulsions

Wanhua Chemical (America)  
Co., Ltd.

**Willamette Valley Company\***

Wood Care Systems

\*2021 Supplier of the Year Winners

# 2022 EWTA MEMBERS

The Engineered Wood Technology Association (EWTA), the related nonprofit supplier organization of APA – The Engineered Wood Association, serves as a networking and information facilitator between North America’s engineered wood product manufacturers and their product, equipment and service providers.

**EWTA membership falls under four categories:**

- Consulting and Services
- Equipment and Tooling
- Materials and Supplies
- APA Member Manufactures (all members of APA are automatically members of EWTA)

The following directory provides a list of 2022 EWTA members organized by category and includes company descriptions and contact information. Visit [www.engineeredwood.org/member-directory-contacts](http://www.engineeredwood.org/member-directory-contacts) for the online directory and additional filter options. It’s just one of many tools designed to help members connect with each other and the industry.

For more information about the benefits of membership or for a membership application, visit [www.engineeredwood.org/-about](http://www.engineeredwood.org/-about) or contact LaDauna Wilson at [ladauna.wilson@apawood.org](mailto:ladauna.wilson@apawood.org).



## CONSULTING AND SERVICES

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EWTA members in the Consulting and Services category provide support in one or more of the following subcategories: Energy Management; Engineering Services; Industrial Construction and Installation; Industry Communication/Research; Maintenance/Inspection; On-Time Performance Systems; Plant Design and Construction; Project Management; Recruiting and Staffing; Software/Computing/IT; Specialty Services; Value-Added Services/Treating/Embossing. [Go to the online Consulting and Services directory](#)

### **BMI Contractors, Inc.**

BMI Contractors Inc, is a machinery installation contractor specializing in the wood products industry for nearly 40 years. We operate across North America and have installed complete plywood, OSB, LVL and I-Joist facilities. We have replaced, rebuilt or modernized individual machinery lines including over 100 veneer dryers and a significant number of plywood presses, LVL presses and OSB presses. We pride ourselves in innovation and are responsible for completing three veneer dryers that were rolled into place after their construction. Our crews are ready to assist you in achieving your goals for timely, efficient, safe and cost-effective plant improvement projects.

**Contact:**

David Brown - President  
Phone: 503-375-2222  
Email: [dbrown@bmicontractors.com](mailto:dbrown@bmicontractors.com)  
4375 Turner Rd. SE, Salem, OR 97317  
[www.bmicontractors.com](http://www.bmicontractors.com)

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### **CMA engineering Inc.**

Since 1986, CMA engineering Inc. has accomplished a number of projects in the manufacturing end of the forest products industry, including the conceptual design, budget preparation, process engineering, detail engineering (mechanical, electrical, civil and structural), equipment procurement, project management, construction management, PLC/HMI programming and start-up of board plants (OSB, particleboard and MDF), plywood and veneer mills, bioenergy plants, engineered wood product plants and sawmills

*CMA engineering Inc. continued:*

**Contact:**

Claude Malette - P. Eng.  
Phone: 705-360-5525  
Email: [cma@cmaeng.com](mailto:cma@cmaeng.com)  
60 Wilson Avenue, Suite 101  
Timmins, ON P4N 2S7 Canada  
[www.cmaeng.com](http://www.cmaeng.com)

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### **Evergreen Engineering, Inc.**

Evergreen is a multi-discipline (mechanical, electrical, civil/structural and environmental) engineering firm. From project planning and feasibility studies through detailed engineering, construction management, maintenance and process consulting, to start-up and commissioning support, Evergreen can handle any project in your mill. Our wood products experience includes OSB, LVL, I-Joist, Particleboard, MDF, Hardboard, WPC, Pulp & Paper, Lumber, Plywood, Chemical and Resin plants. "Our mission is to provide customized support to move our client's vision to reality by delivering practical engineering solutions, displaying project leadership and contributing technical expertise."

**Contact:**

Aaron Edwards - Director, Industrial Business Development  
Phone: 541-484-4771  
Email: [aedwards@eeeug.com](mailto:aedwards@eeeug.com)  
1740 Willow Creek Circle, Eugene, OR 97402-9152  
[www.evergreenengineering.com](http://www.evergreenengineering.com)



## Hansen-Rice, Inc.

Start with the end in mind. Total facility design to enhance operational efficiency. Ensure that your site, equipment, process, and building envelope seamlessly function as a complete system to optimize employee welfare and maximize throughput. Hansen-Rice, Inc. (HRI) leads in high-performance solutions that optimize operational efficiency and positively impact the Owner's IRR and ROI. HRI's approach is rooted in lean manufacturing and lean construction principles. Our subject matter experts leverage extensive mill operations, process engineering, project planning, and fast-track construction experience to plan and deliver solutions in context with the entire system and your business goals.

### Contact:

Terry Kerwood - Marketing Director  
Phone: 208-442-4208  
Email: tkerwood@hansen-rice.com  
1717 E. Chisholm Drive, Nampa, ID 83687  
www.hansen-rice.com

## Hunt, Guillot & Associates LLC

Hunt, Guillot & Associates, LLC (HGA) is a multi-disciplined project management and engineering design firm. HGA has been serving the forest products industry since the firm's founding in 1997. HGA continues to provide expertise to the Engineered Wood Products, LVL, I-Joist, OSB, Plywood, Particleboard, Glue Lam and Lumber industries. Services provided include project management, feasibility studies, preliminary engineering, detailed design engineering and on-site technical support services.

*Hunt, Guillot & Associates LLC continued:*

### Contact:

Sam Costanza - Vice President  
Phone: 318-255-6825  
Email: scostanza@hga-llc.com  
603 Reynolds Drive (PO Box 580), Ruston, LA 71270  
www.hga-llc.com



## KTC Industrial Engineering Ltd.

"Great projects start here." Expertise, experience, and proven track record second to none. Our staff has designed 24 greenfield plants and completed over 600 projects in the engineered wood industry over the past 30 years. KTC utilizes proven methodology to design machinery and processes while supporting the project management team with accurate budgets and schedules. We are now taking the risks out of projects with Dynamic Process Modeling and Advanced Project Tracking technology.

### Contact:

Jan Karnik - President  
Phone: 604-592-3123 Ext. 305  
Email: jan.karnik@ktceng.ca  
#218-12877 76th Avenue, Surrey, BC V3W 1E6 Canada  
www.panelboard.net



## Mid-South Engineering

Mid-South Engineering is a full service, consulting engineering firm that provides a broad range of professional engineering services. Our multi-disciplined staff has served industrial, government, and commercial clients since 1969 with a particular expertise within the forest products industry. With offices in Arkansas, North Carolina, Maine, and British Columbia, Mid-South can serve clients across all North America. Our services include Engineering, Project Development, Project Management, and Construction Support. We welcome projects from small troubleshooting efforts to large greenfield plant installations, as Owner's Engineer or as part of a turn-key project.

### Contact:

Mike Solano, PE - Group Lead - Panel Products  
Phone: 919-481-1084  
Email: [mike.solano@mseco.com](mailto:mike.solano@mseco.com)  
200 Mackenan Drive, Cary, NC 27511  
[www.mseco.com](http://www.mseco.com)

## Nondestructive Inspection Service

Nondestructive Inspection Service (N.I.S.) was incorporated in 1960. Since that time, we have taken preventative maintenance to higher levels of predictive maintenance while saving our customers costly unpredictable down time, on all types of process equipment along the entire production line. We are the established leader in applying our knowledge of NDT and perfecting inspection procedures to exceed industry standards. In the case of wood processing and construction board plants, over the last 30 years we have developed, tested and implemented significant innovations on the standard inspection techniques to shrink costly inspection downtime and overcome the issues of inspecting difficult-to-reach parts of the equipment.

*Nondestructive Inspection Service continued:*

### Contact:

Ed Hauldren - VP of Operations  
Phone: 304-562-6835  
Email: [ed@nisforndt.com](mailto:ed@nisforndt.com)  
2825 US Route 60 East, Hurricane, WV 25526  
[www.nisforndt.com](http://www.nisforndt.com)



## Panel World Magazine / Hatton-Brown Publishers, Inc.

Panel World publishes six issues per year for domestic and international readership with emphasis on mill project startup articles. Product coverage includes structural and non-structural wood products. Panel World also hosts the biennial Panel & Engineered Lumber International Conference & Expo (PELICE).

### Contact:

Rich Donnell - Editor  
Phone: 334-834-1170  
Email: [rich@hattonbrown.com](mailto:rich@hattonbrown.com)  
225 Hanrick Street (PO Box 2268)  
Montgomery, AL 36104  
[www.panelworldmag.com](http://www.panelworldmag.com)

## Union Pacific Railroad

Union Pacific Railroad delivers the goods families and businesses use every day with safe, reliable and efficient service. Operating in 23 western states, the company connects its customers and communities to the global economy. Trains are the most environmentally responsible way to move freight, helping Union Pacific protect future generations. More information about Union Pacific is available at [www.up.com](http://www.up.com).

*Union Pacific Railroad continued:*

**Contact:**

Cori Bumgardner - Manager, Marketing | Industrial  
Phone: 402-544-4984; 402-671-4651  
Email: cabumgar@up.com

Carey Wilcox - Manager, Marketing | Industrial  
Phone: 402-544-4635; 402-212-2271  
Email: cawilcox@up.com  
1400 Douglas St. Stop 1210, Omaha, NE 68179  
www.up.com

## University of Tennessee, Center for Renewable Carbon

The Center for Renewable Carbon is a state-of-art research facility at The University of Tennessee. The CRC has nine faculty conducting research on forest products, sustainable biomaterials and bioenergy, <http://renewablecarbon.tennessee.edu/>. The laboratories include wood composite laboratory steam-injected presses, destructive testing lab, conditioning chambers, dry kiln laboratory and new laboratory capabilities for sustainable biomaterials preprocessing, pretreatment research, thermochemical and biochemical conversion, and product analysis. Also, unique analytical capabilities for nanotechnology sustainable biomaterials are available. The CRC has M.S. and Ph.D. concentrations in Sustainable Biomaterials and Wood Science Technology. The CRC provides world-class industry training programs in SPC/Lean, DOE, and data mining.

**Contact:**

Timothy Young - Ph.D. - Professor  
Phone: 865-946-1119  
Email: tmyoung1@utk.edu  
2506 Jacob Drive, Knoxville, TN 37996-4570  
www.spc4lean.com

**Go to the online Consulting and Services directory for additional details.**

## EWTA ON LINKEDIN



More people are turning to social media, and EWTA is adding resources to connect with members and others in the engineered wood industry. Look for EWTA on LinkedIn!

**FOLLOW ►**

### Stay connected now

Sign up for the EWTA *Connections* e-newsletter or you can access any issue anytime on our website.

**VIEW NEWSLETTERS ►**

## APA ON SOCIAL MEDIA

Follow APA to stay up to date on the latest research, publications, webinars and more at [www.apawood.org](http://www.apawood.org)



## EQUIPMENT AND TOOLING

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EWTA members in the Equipment and Tooling category provide products and support in one or more of the following subcategories: Accessory Tools/Equipment; Controls/Electronics/Optimization/Automation; Custom Equipment/Tooling; Dryer Systems; Environmental; Fastening/Fasteners/Hardware; Finishing Line Systems; Grading/Scanning; Hydraulics/Hydraulic Systems; Labeling/Marking/Bar Coding; LVL, Laminate & Other EWP Equipment; Material Handling Equipment; Panel Handling Equipment; Panel Production Equipment; Panel Repair/Patching; Presses and Press Lines; Primary Processing Equipment; Quality Control Equipment and Systems; Resin Application Equipment/Spray Lines; Safety Equipment and Supplies; Sanding and Finishing Equipment; Strand/ers/Debarkers/Logging; Support Equipment; Veneer Processing and Drying; Wax/Material Application Systems; Wrapping, Strapping and Packaging. [Go to the online Equipment and Tooling directory.](#)

### A-Lert Construction Services

A-Lert Construction Services was established in 1979 and specializes in design, manufacturing and installation of equipment in the wood and grain industries. We offer everything from single and triple-pass rotary dryer drums, flash tube and steam tube dryers with the ability to process both organic and inorganic materials across a wide variety of manufacturing industries. We also offer the process piping, trommel screening, conveying and Cleanaire systems often needed with these systems as well. A-Lert serves as a specialty fabricator and replacement parts supplier for all existing M-E-C systems.

**Contact:**

Jordan Stewart - Sales Manager  
Phone: 620-607-4035  
Email: [jstewart@centurionind.com](mailto:jstewart@centurionind.com)  
120 West Madison, Fredonia, KS 66736  
[www.alertconstructionservices.com](http://www.alertconstructionservices.com)

*Altec Integrated Solutions continued:*

drawn from decades of experience and smart use of technology, is proposed. Improvement solutions are provided which include items such as heavy-duty precision equipment (including complete lathes, back up rolls, chargers, scanners, diverters, stackers, robotics) and enhanced control systems for all sections. Services include full CNC machine shop, testing, engineering, and field service. Locations in Texas and British Columbia allow Altec to supply, service, and support customers across North America and around the world.

**Contact:**

Paul Lupton - Sales Manager, Manufacturing  
Phone: 604-529-1991  
Email: [plupton@alteconline.com](mailto:plupton@alteconline.com)  
# 120 - 185 Golden Drive  
Coquitlam, BC V3K 6T1 Canada  
[www.alteconline.com](http://www.alteconline.com)



### Altec Integrated Solutions

Altec works closely with plywood and veneer operations to improve all sections of the green end to increase production, quality, uptime, and recovery. After gaining a thorough understanding of each customer application, an improvement solution,

### ANDRITZ Inc.

With a comprehensive range of technically advanced products and more than half a century of experience, ANDRITZ Wood Processing Global Product Group can supply a customized system for all the stages of your log handling, debarking and wood and bark processing operations worldwide. ANDRITZ is specialized in supplying complete systems including

*Andritz continued:*

total project management, all relevant process equipment and control/automation systems. Our range covers all sizes of plants. Our globally organized project group can take responsibility for all stages of your project: Design, Manufacturing, Transportation, Erection, Commissioning, Start-Up, Staff Training. The level of each project service can be structured to match your specific project requirements.

**Contact:**

Mel Griffin - Business Development Manager,  
Wood Processing RNA  
Phone: 813-792-3764  
Cell: 813-468-0178  
Email: mel.griffin@andritz.com  
200 Scarlet Blvd., Oldsmar, FL 34677  
www.andritz.com

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## Argos Solutions LLC

Argos offers a full range of optical inspection and process control systems that replaces manual grading and patching of wood products. With more than 25 years of experience and installations in more than 30 countries, Argos provides the latest technology of vision-based scanning systems for the plywood, composite and furniture industry. Argos is a single source supplier for inspection and grading after the press, sander, cut-to-size, including edge inspection systems, and automatic patching systems for plywood and parquet panels.

**Contact:**

Richard Lepine - General Manager  
Phone: 919-428-1262  
Email: richard.lepine@argossolutions.no  
2013 Castleburg Drive, Apex, NC 27523  
www.argossolutions.no

## Baumer Inspection GmbH

Baumer Inspection GmbH specializes in optical surface inspection systems. In over 35 years of quality service, we have installed more than 750 systems world-wide and are a leader in scanners for fully automatic inspection and process control. Baumer Inspection offers inspection systems for particle boards, wood fiber boards (MDF, HDF), paper, film and foils, flooring and surfaces of furniture panels as well as edge inspection systems. Our highly skilled and motivated team always pushes the limit of what is possible to bring you the newest innovation in vision technology for the wood working industry.

**Contact:**

Stefan Eisenkohl - Head of Sales & Engineering  
Phone: +49 7531 9943-31  
Email: seisenkohl@baumer.com  
Lohnerhofstrasse 6, Konstanz, 78467, Germany  
www.baumerinspection.com

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## BETE Fog Nozzle, Inc.

BETE's FlexFlow® Spray Systems and Electric HydroPulse® Automatic Spray Nozzles provide solution confidence for precise applications of resin, wax, water, and release agents during engineered wood production. Addresses problems involving overspray or under-spray to ensure production efficiency for chips, mats, cauls, or belts.

**Contact:**

David Adams - National Sales Manager  
Phone: 413-834-4302  
Email: dadams@BETE.com  
50 Greenfield St., Greenfield, MA 01301  
www.bete.com



## BID Group

The privately-owned BID Group has over 35 years of experience in providing industry-leading solutions for its highly valued customers in the wood processing industry. As one of the largest integrated suppliers to the wood processing industry and the North American leader in the field, BID Group is your one-stop source for comprehensive and innovative solutions that exceed our customer expectations. The ability to provide a complete, smart connected, turnkey manufacturing facilities that includes engineering, project management, installation, startup, and after sales service furthers the BID Group companies' strategic value to its customers.

### Contact:

Steven Hofer - EVP of Business Development and Strategy  
Phone: 843-563-7070  
Email: [steven.hofer@bidgroup.ca](mailto:steven.hofer@bidgroup.ca)  
5154 Highway 78, St. George, SC 29477  
[www.bidgroup.ca](http://www.bidgroup.ca)

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## Biele Group

Since 1973 Biele Group is a global manufacturer of customized equipment and turnkey solutions for plywood, particle board, OSB and solid wood applications. The solutions developed by Biele include veneer handling up to the final packaging lines, going through automatic lay-up systems, press lines and finishing processes, including fully automatic solutions for Hardwood Veneer Press lines. Biele's expertise includes advanced data management and complete plant development from concept and design to installation and commissioning. Headquartered in Spain with local sales & technical support facilities in Atlanta, Georgia, USA, Biele provides full service for projects developed in America.

*Biele Group continued:*

### Contact:

Paul Gavin - Sales Area Manager  
Phone: +34-619-21-9-22  
Email: [biele@biele.com](mailto:biele@biele.com)

### US Sales Contact

Juan Flores  
Phone: 706-537-2336  
Biele USA LLC, 2030 Powers Ferry Road, Suite 228,  
Atlanta, GA 30339  
[www.biele.com](http://www.biele.com)

## Brunette Machinery Company Inc.

Specializing in wood processing machinery and material handling systems for the Forestry and Biomass industries: CBI Grizzly Mill, BioSizer®, Chippers for Pulp-chips or Micro-Chips, Electric Log Sweeps, Log Decks, Log Singulators, Rotary Debarkers, Vibrating Conveyors. Custom engineered solutions to take control of your fiber supply and get more from your mill.

### Contact:

Kristy Hammond  
Phone: 604-522-3977  
Email: [kristy@brunnettemc.com](mailto:kristy@brunnettemc.com)  
8717 132nd St., Unit 21 - 4444 Eastgate Parkway,  
Surrey, BC V3W 4P1, Canada  
[www.brunnettemc.com](http://www.brunnettemc.com)

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## CECO Environmental: Adwest Technologies, Fisher-Klosterman, HEE-Duall

Adwest Technologies provides high efficiency Regenerative Thermal and Catalytic Oxidizers (RTOs and RCOs) for engineered wood, OSB, MDF, laminating, veneer drying, and resin VOC abatement. Adwest can provide compact 2 chamber RETOX RTOs as well as multi chamber RTOs up to 400,000 SCFM flow rates. Our Fisher-Klosterman, Inc (FKI) division provides ultra-high efficiency cyclones and venturi scrubbers for boiler and wood manufacturing applications, while HEE-Duall provides Bioreaction

*CECO Environmental: Adwest Technologies, Fisher-Klosterman, HEE-Duall continued:*

biofilter and scrubber systems for VOC abatement. We also service, rebuild and relocate RTOs, RCOs, Biofilters and scrubbers for the wood products markets including Smith, Pro-Environmental and all other brands.

**Contact:**

Jeff Yerkes - Key Account Manager, Adwest  
Phone: 714-632-9801

Email: [jyerkes@onececo.com](mailto:jyerkes@onececo.com)  
680 Langsdorf Drive, Fullerton, CA 92831  
[www.cecoenviro.com](http://www.cecoenviro.com)

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### Clarke's Industries, Inc.

Clarke's provides a broad range of products for the Panel Board Industry. The products include Material Storage and Metering Bins, PyroGuard Spark Detection and Extinguishment System, Hi Speed Abort Gates, Back draft Dampers and Explosion Venting, Waste Wood Processors, Rotary Screens and Classifiers, Rotary Airlocks/Feeders, Fans, Dust Collection and Pneumatic Conveying Systems.

**Contact:**

Andy Clarke - President  
Phone: 541-343-3395  
Email: [andyc@clarkes-ind.com](mailto:andyc@clarkes-ind.com)  
660 Conger Street (PO Box 2428), Eugene, OR 97402  
[www.clarkes-ind.com](http://www.clarkes-ind.com)

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### Coil Manufacturing Ltd.

Coil Manufacturing is the leading manufacturer of rotary drum blenders and spinning disc atomizers for resin application in the engineered wood industry.

**Contact:**

Mike Coil - General Manager  
Phone: 604-596-7578  
Emails: [mdc57@telus.net](mailto:mdc57@telus.net) or  
[mike@coilmanufacturing.com](mailto:mike@coilmanufacturing.com)  
8269 - 130th Street, Surrey, B.C., V3W 7X4 Canada  
[www.coilmanufacturing.com](http://www.coilmanufacturing.com)

### Connexus Industries Inc.

Connexus Industries Inc. manufactures and distributes specialized chain, attachments and sprockets for OSB manufacturing plants. We also are manufacturers of Laharco Laser Diodes and Rens-Metal Shark Metal Detectors. Locations in Atlanta, Quebec, Portland and Vancouver. Formerly Viking Chains, I'ANCO Products and Lacey Harmer Inc.

**Contact:**

Cliff Lane - President & General Manager  
Phone: 604-882-1602  
Email: [clane@cnxsind.com](mailto:clane@cnxsind.com)  
27474 Gloucester Way, Langley,  
BC V4W4A1 Canada  
[www.connexusindustries.com](http://www.connexusindustries.com)

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### Con-Vey

Con-Vey is a leading manufacturer of material handling equipment and a proven, high-quality supplier offering innovative solutions to customers in nearly 20 countries. Con-Vey designs and manufactures complete systems for automated material handling, wood panel processing, packaging, and laminating, including feeders, stackers, and conveyors. Con-Vey also specializes in beam presses, robotics, and PLC control systems. For more information on Con-Vey's innovative solutions, visit [CON-VEY.COM](http://CON-VEY.COM) or contact Product Manager for Panel Products, Brent Hensley, at [brent.hensley@con-vey.com](mailto:brent.hensley@con-vey.com).

**Contact:**

Brent Hensley - Product Manager, Panel Products  
Phone: 541-672-5506  
Email: [brent.hensley@con-vey.com](mailto:brent.hensley@con-vey.com)  
526 NE Chestnut Ave, Roseburg, OR 97470  
[www.con-vey.com](http://www.con-vey.com)

## COSTA Sanders LLC

Building on 60+ years of experience manufacturing industrial calibrating, sanding and polishing equipment, Costa's large panel series machines continue a tradition of rugged world-class machinery that made Costa an industry leader in the field of industrial sanding-calibrating equipment. These "super duty" solutions are engineered and manufactured to the highest quality standards, in modular frames, with the right combination of working units, motors, and feed speeds that best fits the industrial process of today and tomorrow. Costa Sanders offers machine solutions engineered expressly to fit each client's own manufacturing environment and production needs - whether particleboard, fiberboard, plywood, OSB, or CLT. Our sanding systems are capable of processing up to 145-inch-wide panels with thicknesses up to 13 inches.

### Contact:

Eric Johnston - Sales Director, Panel Division  
Phone: 336-434-6644  
Email: eric.johnston@costasanders.com  
107 Seminole Drive, Archdale, NC 27263  
www.costasanders.com

## Dieffenbacher Customer Support, LLC

Dieffenbacher is an international group of companies specializing in the manufacturer of press systems and complete production systems for the wood, automobile and supplier industries. As an independent fifth generation family company, we have stood for continuity, tradition and reliability for over 140 years. Our Wood business unit plans and implements complete solutions for the manufacture of wood-based panels, such as particleboard, MDF, OSB and LVL plants.

### Contact:

Cole Martin - Sales Manager, Capital Sales and Modernizations  
Phone: 678-325-5782  
Email: cole.martin@dieffenbacher.com  
1345 Ridgeland Parkway, Suite 100,  
Alpharetta, GA 30004  
www.dieffenbacher.com

## DO2 Industriel

The DO2 Rapid Wrapper Automatic Panel packaging system offers outstanding performance. The wrapping machine's electrical, mechanical and pneumatic components, its design, the programming structure and tactile interface have all been designed for easy use and no-hassle operations. All of the wrapper's components are robust and maintenance-free. Built with durability and efficiency in mind, the wrapper will optimize your plant's production on a daily basis.

### Contact:

Patrick Sasseville - Director of International Development  
Phone: 1-888-276-0554  
Email: psasseville@do2.ca  
303 8th Avenue, Dolbeau Mistassini,  
Quebec G8L 1Z6, Canada  
www.do2.ca



## Dürr Systems, Inc.

Dürr Systems, Inc. offers multi-pollutant clean-air solutions to the engineered wood products industry that meet stringent emissions regulations: wet scrubbers and wet electrostatic precipitators for high-efficiency particulate, blue haze and condensed salts removal for dryers and press vents; ultra-high-efficiency RTO/RCO systems for VOC abatement, and SNCR systems for NOx control. The Dürr Systems aftermarket group also provides upgrades, parts, and service for every make of air pollution control equipment for the engineered wood products industry.

### Contact:

Rodney Schwartz - Vice President CTS  
Phone: 920-337-1461  
Email: durrmegtecinquries@durrusa.com  
830 Prosper Street, De Pere, WI 54115  
www.durr-megtec.com

## Electronic Wood Systems, N.A.

EWS North America was founded in 1993. We are a leading supplier of quality control measuring systems for the wood composite panel board industry, including: Thickness Gauges, Blow Detection, Press Protection Devices, Spark Detection & Extinguishment Systems, Mass (WPUA) Measuring, non-contact Weigh Scales and Density Profile Measuring Systems.

**Contact:**

Steven Mays - Partner  
Phone: 503-643-6305  
Email: [steve@ews-usa.com](mailto:steve@ews-usa.com)  
3720 SW 141st Ave #206, Beaverton, OR 97005-2349  
[www.ews-usa.com](http://www.ews-usa.com)

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## Fagus GreCon, Inc.

Since 1911, Innovation is Our Tradition. MEASURING SYSTEMS: Improves your bottom line. Check out the full range of in-line measuring systems: thickness gauges, blow & delamination detector, moisture meters, raw density profile. Weight per unit area across the whole production width at the mat former and after the press. Detect surface defects on décor panels and flooring. SPARK DETECTION & EXTINGUISHING SYSTEMS: Provides safety for your production. Detect sparks and extinguish them before the filter. Detect heat buildup in silos, bag houses and storage bins. Outlined in NFPA 69, 654 and 664 standards. Factory Mutual Approved.

**Contact:**

Todd Havican  
Phone: 704-912-0000  
Email: [sales@grecon.us](mailto:sales@grecon.us)  
648-A Griffith Road, Charlotte, NC 28218  
[www.fagus-grecon.us](http://www.fagus-grecon.us)

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## Flamex, Inc.

Flamex Inc. is a leading supplier of customized industrial process fire prevention and protection equipment. We specialize in the protection of facilities that handle combustible dusts that utilize pneumatic dust collection and air filtration systems. To address the process fire hazard inherent in various industrial applications, our company pioneered the utilization of a new technology in North America by introducing the FLAMEX Spark Detection and Extinguishing System in 1977 and the MINIFOG PressProtect System in 1997 for the protection of Industrial Presses. The flexibility of these systems allows their use in other hazardous areas such as Thermal and Hydraulic oil rooms where AFFF Foam Fire Fighting systems can be utilized for further protection.

**Contact:**

Ed Pridgen - Vice President  
Phone: 336-299-2933  
Email: [epridgen@sparkdetection.com](mailto:epridgen@sparkdetection.com)  
4365 Federal Drive, Greensboro, NC 27410-8116  
[www.sparkdetection.com](http://www.sparkdetection.com)

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## FROMM Packaging Systems

FROMM Packaging Systems for the Lumber Industry consists of heavy-duty machinery. Our equipment covers all packaging solutions for the forestry industry (timber, plywood, MDF, HDF, chipboard etc) with strapping machines, wrapping and waterproof machines. We develop and produce a wide variety of systems for unitizing and palletizing goods for transport: strapping machines and systems, pallet stretch wrapping machines, together with all necessary consumables. Established in 1947, the Swiss company pursues a policy of logical vertical integration while upholding traditional values such as proximity to customers, quality consciousness, continuity, independence and environmental awareness, which are the reasons for decades of success.

*FROMM Packaging Systems continued:*

**Contact:**

Francesco Belloni - Equipment Manager  
Phone: 917-698-2052  
Email: francesco.belloni@airpadusa.com  
85 Fulton St, Unit #4, Boonton, NJ 7005  
www.frommstrappingsystems.com

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## **Globe Machine Manufacturing Company**

Globe Machine offers single machine centers along with complete systems to the following industries: OSB, MDF, particleboard, plywood, strawboard, moulded door skins, membrane presses, siding, LVL, laminate flooring and sheet plastics. Globe Machine is the leader in the supply of automated I-joist assembly systems and has achieved a leadership role in the cement fiberboard industry and moulded door skin lines. For 100 years Globe Machine has served the forest products industry.

**Contact:**

Paul Phillips - Sales Manager  
Phone: 253-383-2584  
Email: sales@globemachine.com  
701 East "D" Street (PO Box 2274), Tacoma, WA 98421  
www.globemachine.com

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## **Grenzebach Corporation**

Grenzebach is a leading global manufacturer and supplier of drying systems for the veneer and building materials industries with over 400 dryer installations worldwide. Our veneer product line includes jet and longitudinal dryers, infeed and outfeed systems, and veneer grading and stacking systems. Grenzebach has completed extensive rebuilds and upgrades on all makes and models of veneer, allboard, and ceiling tile dryers. Grenzebach Service supplies complete parts and service (on-site and remote) for all building materials drying systems.

*Grenzebach Corporation continued:*

**Contact:**

Terry Weeks - Sales Manager,  
Building Materials Division  
Phone: 770-254-3128  
Email: terry.weeks@grenzebach.com  
15 82nd Drive, Suite 30, Gladstone, OR 97027  
www.grenzebach.com

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## **Guardian Chemicals Inc.**

Providing solutions, results and meaningful service has earned Guardian Chemicals Inc. the enviable industry reputation as the "go to" people for chemical technology and services. Our extensive research and development group, in house ISO 14001 certified manufacturing and products like our revolutionary patented RESSGUARD series release agent technology for MDI resins in continuous and multi-opening presses, keep us at the forefront of the engineered wood industry. From W.E.S.P. and Scrubber treatment technology, process chemicals and defoamers to maintenance chemicals, odor control and corrosion prevention, Guardian's wood group provides our partner clients with a complete package along with the flexibility to adapt products to the specific needs of each individual application and customer.

**Contact:**

Greg Pecharsky - Vice President of Sales (Canada)  
Phone: 780-998-3771; 800-661-6544, Ext. 211  
Email: gpecharsky@guardianchem.ca  
155 - 55202 SH 825 Surgeon Industrial Park,  
Sturgeon County, AB T8L 5C1, Canada  
www.guardianchem.com

## HASHIMOTO DENKI Co., Ltd.

Hashimoto Denki Company, Ltd was established in 1946 in Nagoya, Japan, the Japanese woodworking machinery capital. Our company specializes in manufacturing machinery for high-efficient and value-added plywood and veneer production, ranging from veneer lathe lines to panel sizing lines. We offer machinery for total plant operation of veneer, plywood and LVL, serving the worldwide marketplace.

**Contact:**

George Mori - General Manager

Phone: +81-566-53-6902

Email: mori-j@hdk-co.com

5-1-17 Shinden-cho, Takahama-City, Aichi Pref.

44-1301, JAPAN

[www.hdk-co.com/english](http://www.hdk-co.com/english)

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## HAWE Hydraulik

HAWE Hydraulik is a well-respected, worldwide, German based company with offices in over 20 countries. HAWE's primary business is providing high quality hydraulic components through modular design and energy efficient solutions. HAWE offers a full range of products from high pressure valving to custom hydraulic units and manifolds to complete hydraulic systems including motion controls. We are a complete solutions provider.

**Contact:**

Steve Kathan - Industrial Group Manager

Phone: 503-222-3295

Email: s.kathan@hawe.com

12990 SE Highway 212, Clackamas, OR 97015

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

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## H.B. Fuller

Our fast setting, strong bonding tapes and glues deliver near zero waste veneers. Zero waste = more profit. Our patented rotary applicators are designed to increase production uptime and eliminates costly and ineffective chillers. Our wood team has over 50+ years of market experience to ensure the right solution for hardwood and softwood veneer in the plywood, parquet and LVL markets. Our industry first Dry & Green Welding tapes are a next generation solution for eliminating laps and gaps while further maximizing drier efficiency. Our goal is simple – help you make more money and build better wood products.

**Contact:**

Adam Brennan - Global Market Manager

Phone: 503-437-8652

Email: [adam.brennan@hbfuller.com](mailto:adam.brennan@hbfuller.com)

417 NW 136th Street, Vancouver, WA 98685

[www.hbfuller.com/adhesive-coated-solutions](http://www.hbfuller.com/adhesive-coated-solutions)

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## HexArmor

HexArmor is a global PPE (personal protective equipment) manufacturer that uses innovative technologies to build high performing hand protection, arm/body protection and eyewear. At HexArmor, we understand the daily challenges faced by safety teams in the wood products industry. Working to meet growth and operational expectations while keeping employees safe on the job can be a tough balancing act. Injuries are costly. Down time and lost productivity damage company reputations and slow growth. Let HexArmor help you build a PPE program that keeps you operationally efficient while giving your employees the best opportunity to go home safely to their families.

**Contact:**

Patrick Beadling - Director of Strategic Accounts

Phone: 616-459-4144 Ext. 100; 616

Email: [patrick@hexarmor.com](mailto:patrick@hexarmor.com)

2000 Oak Industrial Drive, Grand Rapids, MI 49505

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

## Hexion Inc.

Hexion Inc. is a leading global source for adhesives, resins, formaldehyde, melamine and derivatives serving a broad range of markets including the forest products, foundry, automotive, construction, composites, electronics and oilfield industries, operating 34 manufacturing plants in North America, Latin America, Europe and Asia/Pacific. The Forest Products division of Hexion Inc. is the global leader in supplying resins, adhesives, wax emulsions and ancillary products to the forest products industry. Customers use our materials to manufacture a wide range of composite and engineered wood products including plywood, particleboard, oriented strandboard, medium density fiberboard, structural beams, cross laminated timber, furniture, mouldings and millwork.

### Contact:

Steve Banick - Senior Director NA Forest Products, Resins  
Phone: 541-741-6650  
Email: [steve.banick@hexion.com](mailto:steve.banick@hexion.com)  
180 East Broad Street, Columbus, OH 43215  
[www.hexion.com](http://www.hexion.com)

## IBC, International Bar Coding Systems & Consulting Inc.

IBC, International Bar Coding Systems & Consulting Inc. - An integrated manufacturer of individual piece wood product specific printer applicators. Complete solutions for finished or in-process packs we offer Automated Package labelers (AutoLabeler) for Veneer, OSB, MDF, Plywood, Lumber and EWP. We manufacture tags and labels for any labeling system and are a single source provider for turnkey solutions. We offer Vendor Managed Inventory of consumables and integrated data collection systems across North America. We provide full design, build, onsite service, preventative maintenance, training and consulting on a system wide or mill by mill basis.

*IBC, International Bar Coding Systems & Consulting Inc. continued:*

### Contact:

Chris Pedersen - President  
Phone: 250-493-3201  
Email: [cpedersen@ibcworld.net](mailto:cpedersen@ibcworld.net)  
160 Satikw Crossing, Penticton, BC V2A 6J7 Canada  
[www.ibcworld.net](http://www.ibcworld.net)

## IMAL-PAL Group

Established in the 1970's, the Group is a world leader in the manufacture and supply of equipment and systems. It's extensive production program is able to supply complete turnkey plants for the treatment and processing of fresh and recycled wood, in both the wet and dry areas, for production and processing of particleboard, MDF, OSB, Plywood, Pellets, Pallet Blocks and pressed wood-based products in general. IMAL is a leading manufacturer of glue dosing and blending systems and supplies the most innovative on-line and laboratory quality control devices that are found in virtually all the production plants around the world.

### Contact:

Andrew Jowett - President  
Phone: 509-855-3411  
Email: [andrew.jowett@imalpal.com](mailto:andrew.jowett@imalpal.com)  
PO Box 870949, Stone Mountain, GA 30087  
[www.imalpal.com](http://www.imalpal.com)



## IMEAS Inc.

IMEAS is a world leader in surface finishing solutions, with over 3,000 machines operating worldwide. 2021 marked IMEAS's 55th Anniversary of Innovation and Service to the Wood Products Industry. IMEAS sanding and grinding machines are used to achieve precise surface finish and thickness on a wide variety of products such as plywood, LVL, CLT, Glulam,

*IMEAS Inc. continued:*

composite wood panels, decorative laminates, flooring and other solid surface products. IMEAS specializes in extra wide 12 ft (3.6 m) machines, with a portfolio that includes cross-belt and four-sided sanding systems.

**Contact:**

Bryan Wolowiecki - President  
Phone: 678-364-1900  
Email: b.wolowiecki@imeas.net  
1125 Commerce Drive, Suite 200  
Peachtree City, GA 30269  
www.imeasinc.com



### Itipack Systems

Itipack Systems is a world leader in integrated automated strapping solutions since 1970. Each one of our systems shares in our firm commitment towards high value, optimum performance, and long-lasting results. We provide custom solutions to industries with specific and unique manufacturing requirements.

**Contact:**

Kyle Jager - Sales Manager  
Phone: 905-220-0551  
Email: kjager@itipacksystems.com  
919 Zelco Drive, Burlington, ON L7L 4Y2, Canada  
www.itipacksystems.com

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# KADANT

## Carmanah

### Kadant Carmanah Design

Kadant Carmanah provides leading edge technology and equipment to optimize fibre utilization for the production of wood-based panels. Kadant Carmanah's products include SmartRING Stranders, SmartDISC Stranders, Rotary Debarkers, and

*Kadant Carmanah Design continued:*

Conveying/Feeding equipment for the OSB market – all backed by our best-in-class engineering, manufacturing, installation, service, and parts support teams. Recognized as the global leader in stranding technology, Kadant Carmanah holds an impressive 80% of this market share.

**Contact:**

Carlos Vieira - Director, Engineered Wood Sales  
Phone: 604-268-1698  
Email: carlos.vieira@kadant.com  
Unit #8 – 15050 – 54A Avenue,  
Surrey, BC V3S 5X7, Canada  
www.kadantcarmanah.com

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### Kimwood Machinery, Inc.

World's leading producer of new equipment and OEM parts for Kimwood Sanders, Hogs and Handling Equipment, Stetson-Ross Planers and Moulders, Ferrari Resaws and Tri-State Equipment.

**Contact:**

Scott Carle - Forestry Operations Manager  
Phone: 604-835-1045  
Email: scarle@mlpmachine.com  
77684 Highway 99 South, Cottage Grove, OR 97424  
www.kimwood.com

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### Knight Material Technologies

A domestic manufacturer and global leader of ceramic media for Regenerative Thermal Oxidizers (RTO). Our media is designed to work in normal to your most challenging application environments. A mixed bed of our FLEXERAMIC® structured media and LPD® random media offers optimal heat transfer and full bed utilization while our GR (Glazed Resistant Alumina) material is produced for OSB Dryer and other applications for the wood products industry. We manufacture our ceramic media domestically and stock over 100,000 cubic feet at our East Canton, OH.



*Knight Material Technologies continued:*

**Contact:**

Mindy Schmittle or PJ Hacker  
Phone: 330-488-1651  
Email: [mindy.schmittle@knightmaterials.com](mailto:mindy.schmittle@knightmaterials.com) or  
[peter-john.hacker@knightmaterials.com](mailto:peter-john.hacker@knightmaterials.com)  
5385 Orchard View Drive SE, East Canton, OH 44730  
[www.knightmaterials.com](http://www.knightmaterials.com)

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## LIMAB North America

LIMAB is the world leader in non-contact laser measuring systems for composite panels and engineered wood products.

**Contact:**

Tony Godair  
Phone: 704-321-0760  
Email: [tony.godair@limab.com](mailto:tony.godair@limab.com)  
3122 Fincher Farm Rd., Suite 722  
Matthews, NC 28105  
[www.limab.com](http://www.limab.com)

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## LDX Solutions

LDX Solutions is a global supplier of air pollution control systems to process industries including the engineered wood products industry. State-of-the-art systems that include the Geoenergy E-Tube Wet ESP, GeoTherm RTO and GeoCat RCO Oxidizers and Geoenergy Wet Scrubbers. Geoenergy systems have provided environmental compliance to the engineered wood products industry on wood dryers, press vents and boilers since 1984.

**Contact:**

Robert Cox - Sales Manager  
Phone: 770-429-5575  
Email: [rcox@ldxsolutions.com](mailto:rcox@ldxsolutions.com)  
60 Chastain Center Blvd NW, Suite 60,  
Kennesaw, GA 30144  
[www.lundbergllc.com](http://www.lundbergllc.com)

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## LEDINEK

LEDINEK is global leader in Cross Laminated Timber (CLT), Glulam Timber (GLT) and finger jointed Solid Timber technology. Knowledge of mechanical engineering and practical experience in mass timber solutions gained over decades combined with our SOTA equipment, allows us to equip you with individually optimized complete solutions in engineered wood production. From concept and design, to installation, training and commissioning, we provide the leading finger jointing and panel & beam press technology, state of the art planing, moulding, sawing and splitting solutions, material handling equipment, data flow management and excellent aftersales support for you. We cherish our partnerships - Count on us!

**Contact:**

Andrej Holc - Sales Engineer  
Phone: 00386 2 613 00 51  
Email: [andrej.holc@ledinek.com](mailto:andrej.holc@ledinek.com)  
Slivniška cesta 18, HOČE, 2311, Slovenia (EU)  
[www.ledinek.com](http://www.ledinek.com)

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## Matthews Marking Systems

Matthews Marking Systems, established in 1850, is a leading supplier of marking and coding equipment for the engineered wood and building products industries. Matthews supplies ink jet printing solutions for applications including grade marking, nail patterns, traceability and large format logo printing. We also offer a variety of inks, specific to the wood industry, including water based, fast dry and VOC free.

**Contact:**

Bill Ashley - Key Account Manager  
Phone: 704-467-9682  
Email: [bashley@matw.com](mailto:bashley@matw.com)  
3159 Unionville Rd, Suite 500,  
Cranberry Township, PA 16066  
[www.matthewsmarking.com](http://www.matthewsmarking.com)

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## Meinan Machinery Works, Inc.

Established in 1953 in Japan, Meinan develops and manufactures innovative machinery for veneer and plywood production, and holds hundreds of worldwide patents. Meinan's revolutionary "spindleless" lathe drives logs on their circumference with spiked discs instead of spindles, resulting in better veneer quality, higher recovery, and extremely close thickness tolerance. The lathe is part of an automatic veneer peeling line featuring automatic knife changing, automatic stacking, and green composing of random width veneer to save labor costs and increase dryer utilization. Meinan also manufactures scarf composers, grading systems, automatic layup lines, and sanders. Represented in USA by Merritt Machinery, LLC in Lockport, NY.

### Contact:

Jimmy Nakaya - Sales Director

Phone: 716-434-5558

Email: [t.nakaya@meinan.co.jp](mailto:t.nakaya@meinan.co.jp)

### U.S. Representative:

Anna McCann - President

Email: [amccann@merrittmachinery.com](mailto:amccann@merrittmachinery.com)

10 Simonds Street, Lockport, NY 14094

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



## Mereen-Johnson LLC

Mereen-Johnson has been setting the standard for the woodworking and engineered materials industries since 1905 and offers a complete line of Gang Rip Saws, Profiling Machines, Cross Cutting Equipment, Sizing Systems, I-Joist equipment, and related material handling designed for reliable, high speed production with minimal maintenance. Mereen-Johnson also offers a complete line of solid wood processing equipment such as fixed arbor and shifting blade straight line

### *Mereen-Johnson LLC continued:*

multiple Rip Saws, Rough Mill Optimizing and Material Handling, Moulders, Single and Double End Tenoners, CNC controlled Dovetailers, and Box Clamps.

### Contact:

Dave Olson - Corporate Sales Manager

Phone: 612-529-7791

Email: [info@mereen-johnson.com](mailto:info@mereen-johnson.com)

5201 East River Road - Suite 301,

Minneapolis, MN 55421

[www.mereen-johnson.com](http://www.mereen-johnson.com)

## Mill Machinery LLC

Mill Machinery is a provider of new and reconditioned machinery to the veneer and panel industries. Mill Machinery's inventory of production machinery includes veneer lathes, veneer stackers, dryers, plywood presses, sawlines, grade bins, panel feeders, sanders, hogs and related support equipment. Mill Machinery's Magnum line of new machinery includes press loading/unloading systems, press platens, hydraulic units, flying saws, panel feeders, panel stackers and conveyors.

### Contact:

Tim Peterson - President

Phone: 503-720-0540

Email: [tim@millmachinery.net](mailto:tim@millmachinery.net)

31678 South Highway 213, Molalla, OR 97038

[www.millmachinery.net](http://www.millmachinery.net)

## MINDA North America, LLC

MINDA has been meeting customer needs in the engineered wood industry for more than 40 years, providing leading technology for laminated timber processes. Whether the application requires custom press technology, material handling, data flow management, or overall plant development, MINDA provides specific solutions from concept and design to installation and commissioning. MINDA is a global supplier of flexible, high speed presses for Cross Laminated Timber (CLT), Glulam Beam, and LVL Beam

*MINDA North America, LLC continued:*

applications. Headquartered in Minden, Germany, with our latest expansion of a full-service manufacturing facility located in Granite Falls, North Carolina, USA.

**Contact:**

Charles Martin - President & CEO  
Phone: 828-313-0092  
Email: c.martin@minda.com  
10 N. Summit Ave., Granite Falls, NC 28630  
www.minda.com

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## **MSK Coverttech, Inc.**

MSK Coverttech is a systems manufacturer that specializes in a variety of End-of-Line Packaging Systems, which include Pallet/Load Automatic Bagging Systems (Auto-Baggers) that provide 5 sided protection for a variety of Engineered Wood Products. With over 5,100 installations world-wide since 1975, a local North American presence based just outside of Atlanta, GA, and with offices and service locations around the world, MSK is ready to serve your End-of-Line Packaging needs.

**Contact:**

Daniel Grupp - Sales Engineer  
Phone: 770-928-1099  
Email: daniel.grupp@msk.us  
600 Cherokee Parkway, Acworth, GA 30102  
www.mskcoverttech.com

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## **NESTEC, Inc.**

Founded in 1999, NESTEC is a global leader in VOC and HAP emissions control. NESTEC provides innovative pollution management and abatement technologies for a range of industries, including specialty chemicals, wood products, ethanol, and building products. NESTEC's solutions control carbon monoxide, wood dust particulate, condensable organic aerosols, alkali metal containing ash, and water-saturated air streams. NESTEC engineers have treated emissions for over 25 years in plywood, particleboard, oriented strand board (OSB), and wood pellet plants.

*NESTEC, Inc. continued:*

**Contact:**

James L. Nester - President  
Phone: 610-323-7670  
Email: jnester@nestecinc.com  
222 East Main Street, Pen Argyl, PA 18072  
www.nestecinc.com

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## **Nextwire**

Nextwire is a North American company with over 50 years of manufacturing and engineering experience in woven fabrics for the Engineered Wood Industry. Nextwire CleanSheen II caul and press screens have greatly impacted the industry with extended life resulting in lower cost per board foot. Nextwire can provide these screens with attached tow bars which are manufactured from stainless or plain steel. All caul screens, press screens, and tow bars are manufactured to individual mill site specifications. Nextwire also manufactures preheater, intermediate and tray belts as well as a variety of products in stainless steel and synthetic material.

**Contact:**

Charlie Brown - VP of Sales  
Phone: 870-628-6378  
Email: cbrown@next-wire.com  
701 E. Arkansas Ave. (PO Box 159), Star City, AR 71667  
www.next-wire.com

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## **Nicholson Manufacturing Ltd.**

Industry Leader in ring debarking technology since 1948.

**Contact:**

Ron Hait - Director of Business Development  
Phone: 250-655 7533  
Email: ron.hait@nicholsonmfg.com  
PO Box 2128, Sidney, BC V8L 3S6, Canada  
www.debarking.com

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## Radian Robotics

Radian Robotics provides the newest and most advanced robotics and technology for marking, labeling, barcoding, cardboard application, material handling, and other custom solutions in the wood products industry. Radian uses robotics for stenciling sidewall identification as well as end striping and coding. One system for both applications with availability to use multiple colors. Radian's innovative cardboard application system places and staples cardboard on all sides of a package, ensuring your products are well protected. Robots present high reliability and minimal maintenance. Our systems come with a guarantee to perform at over 99% reliability. Let your product stand out from the competition!

### Contact:

Jon Vanspronsen - Corporate Account Manager

Phone: 905-639-7370

Email: [jvanspronsen@radianrobotics.com](mailto:jvanspronsen@radianrobotics.com)

70 Lancing Drive, Hamilton, ON L8W 3A1, Canada

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

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## Raute

At Raute, we have global expertise in wood products manufacturing and we are technology and innovation leaders. Raute invests in advancing the production process of plywood, LVL, and engineered wood products. Raute provides profitable solutions for large mill-wide projects, individual process lines, equipment upgrades, spare parts and service. Raute is your partner in production performance.

### Contact:

Trevor Wendt - Vice President Sales, NAM

Phone: 604-619-0029

Email: [trevor.wendt@raute.com](mailto:trevor.wendt@raute.com)

1633 Cliveden Avenue, Delta, BC V3M 6V5 Canada

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

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## REA JET

REA JET has been a global leader of coding and marking solutions for the engineered wood industry for over 30 years. Whether you're looking to print APA grade stamps, large logos & graphics, 2D scannable barcodes or nail grid patterns, REA JET has flexible and reliable systems designed to run at high speeds and hold up in the harshest environments. Contact REA JET today to learn more about our products and capabilities for all of your traceability needs.

### Contact:

Nicole Richie - Marketing Manager

Phone: 678-205-5962

Email: [sales@reajetus.com](mailto:sales@reajetus.com)

7307 Young Drive, Walton Hills, OH 44146

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

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## Samuel Packaging Systems Group

With over 50 years serving the lumber and forest products industry, Samuel Packaging Systems Group, offers their customers in the Engineered Wood industry a single source supply for all of their strapping, ink jet printing, labeling, and packaging requirements. Samuel's product line includes steel and plastic strapping, pneumatic and manual hand tools, seals, edge protection, fully automated strapping systems. Our industry leading VK-30 strapping head has been used in both new and retrofit applications to convert our customers from steel to polyester strapping. Samuel is a leader in strapping for engineered wood products and had the first AAR approved polyester strapping. The Product Identification Division provides fully automated systems for ink jet printing for grade and marketing requirements, as well as piece and package labeling for identification, tracking and shipping.

### Contact:

Bob Hadden - North American Forestry Manager

Phone: 800-667-1264

Email: [bob.hadden@samuel.com](mailto:bob.hadden@samuel.com)

2278 - 192nd Street, Unit 109,

Surrey, BC V3Z 0N2, Canada

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

## Siempelkamp LP

Siempelkamp is a systems supplier of complete process equipment for the wood-based-panel industry. In addition to the ContiRoll generation 9 Continuous press, Multi-opening presses, as well as sanding, cut to size and stacking lines for the panel board industry, Siempelkamp provides the full range of process machinery. With its subsidiaries Sicoplan, the engineering company for complete plant engineering; Pallmann for debarking lines, chippers, stranders, and other size reduction machinery; Buettner for energy systems, dust and multi-fuel burners and dryer systems, the complete process machinery portfolio is covered. Siempelkamp LP provides the service support, modernizations and spare parts for North America.

### Contact:

Dirk Koltze - President  
Phone: 704-424-4141  
Email: d.koltze@siempelkamp-usa.com  
200 N. Cobb Pkwy., Suite 302, Marietta, GA 30062  
www.siempelkamp-usa.com

## Signode Packaging Systems

Signode is a global manufacturer of steel and plastic strapping and the application equipment and accessory products for each. Our protective packaging systems for the Lumber and Panel Industries are centered around the material that ultimately secures loads for handling, shipping and storage, plastic or steel strapping. We offer a full range of application tools, equipment and accessories to complete your strapping system. Our Forest Products Industry sales, equipment service, customer service and engineering departments can help you design the optimum protective packaging system for your application.

### Contact:

Claude Gregory - Forest Products Industry Manager  
Phone: 877-744-3673  
Email: cgregory@signode.com  
2107 Chester Ridge Drive, Suite 103,  
High Point, NC 27262  
www.signode.com

## SMARTECH

Smartech is a technology provider offering software solutions and production equipment for dramatically improving manufacturing processes in the engineered wood sector. Smartech connects people, plant and process with the Artificial Intelligence-based Autonomous MaNEWufacturing™ SW Suite. This solution brings autonomy to critical production processes with the Ultimate Operator™ resulting in lower costs, Optimize production speed while maintaining or increasing product quality. Smart MaNEWufacturing™ solutions include advanced in-line systems to reduce wax and resin consumption and expenditure without affecting quality. Smartech is a trusted partner for the world's leading manufacturers in the engineered wood industry.

### Contact:

Hanoch Magid - CEO  
Phone: 972-4-6377757  
Email: hanoch.magid@smartech.com  
7 Chalamish St., Caesarea, 30889, Israel  
www.smartech.com

## SonicAire

SonicAire is a progressive air-engineering firm that eliminates the problems with combustible dust through its line of SonicAire® fans. SonicAire Systems apply our proprietary and innovative BarrierAire™ technology, which delivers enterprise-wide continuous clean through robotic engineering design. Products create high velocity and high mass airflow to create an overhead barrier preventing combustible particles from accumulating on steel structures, pipes, ducts and process equipment. Solutions include an engineered and customized plan for every application since factories AND fugitive particles vary by the materials processed. Contact SonicAire Sales support at 336-712-2437.

### Contact:

Chuck Morrison - Vice President of Sales  
Phone: 336-712-2437  
Email: cmorrison@sonicaire.com  
3831 Kimwell Drive, Winston-Salem, NC 27103  
www.sonicaire.com

## SparTek Industries

SparTek Industries manufactures high quality machinery with the latest cutting edge technology for many industries including Plywood, LVL, Rubber and others. Today's high volume Plywood production Lay-Up Lines place an emphasis on efficiency. SparTek's lay-up lines, Hot and Cold Presses, Loading and Unloading equipment, Glue Application systems and other equipment are designed to meet these demands. Helping customers meet and exceed their production and operating goals is a driving force at SparTek. We are here to help you meet your goals and to do so requires innovative technology and machines designed to work at the highest operating speeds.

**Contact:**

Mike Cook - CEO  
Phone: 503-283-4749  
Email: [mike.cook@spartek.com](mailto:mike.cook@spartek.com)  
2221 North Argyle, Portland, OR 97217  
[www.spartek.com](http://www.spartek.com)

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## Spraying Systems Co.

Spraying Systems Co. is the world's leading manufacturer of spray technology equipment. Our offering includes a family of PanelSpray® systems for applying release agents, moisture, resin, wax or other various chemistries to wood substrate, mats, cauls or belts. These systems ensure the precise volume of fluid is applied even when operating conditions like wood throughput or line speed change. Our line also includes a PanelSpray System for precise nail marking on oriented strand board and the industry's largest selection of spray products for use in humidifying, marking, cleaning and coating operations. We serve our customers around the world from our 12 manufacturing facilities and 90 sales offices.

**Contact:**

Brian Valley - Director - Industrial Solutions  
Phone: 630-517-1283  
Email: [brian.valley@spray.com](mailto:brian.valley@spray.com)  
100 W. Lake Dr., Glendale Heights, IL 60139  
[www.spray.com](http://www.spray.com)

## Stiles Machinery

With world-class machinery backed by the nation's largest team of service and support specialists, an extensive inventory of ready-to-ship parts, and the industry's only nationally accredited workforce training program, Stiles is your solution for any challenge and your partner in every success. Headquartered in Grand Rapids, Michigan, Stiles and has regional offices across North America including High Point, North Carolina; Bristol, Pennsylvania; Coppell, Texas; Rancho Cucamonga, California; and Queretaro, QRO Mexico. Stiles is a proud member of the HOMAG Group, the world's leading provider of integrated solutions for production in the woodworking industry and woodworking shops.

**Contact:**

Ron Schmidt - Vertical Market Manager,  
Composite Panels Industry  
Phone: 616-698-7500  
Email: [rschmidt@stilesmachinery.com](mailto:rschmidt@stilesmachinery.com)  
3965 44th Street SE, Grand Rapids, MI 49512  
[www.stilesmachinery.com](http://www.stilesmachinery.com)

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## Sweed Machinery, Inc.

SWEED is known in the industry as the superior choice for providing full veneer dryer infeed and outfeed systems, dry, green, and random veneer stackers, veneer saws, turners, and hoists. SWEED also specializes in all replacement parts for Raimann and Skoog patchers and manufactures, sharpens, and repairs patcher dies. SWEED provides the latest technology and exceptional craftsmanship, helping processors achieve higher production goals with less downtime. SWEED is based in Oregon, USA, and has served the industry for over 65 years; SWEED continues its legacy in offering unmatched quality, customer service, engineering, and technical support.

*Sweed Machinery, Inc. continued:*

**Contact:**

Kevin Gordon - Sales Director  
Phone: 541-855-1512 Ext. 5926  
Email: kgordon@sweed.com  
653 2nd Avenue (PO Box 228), Gold Hill, OR 97525  
www.sweed.com

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**Taihei Machinery Works Ltd.**

Taihei is a specialized manufacturer of veneer and plywood machinery, fully committed to the development and production of equipment that meets customer needs. We are driven by the goal of providing proprietary machinery that is second to none to our customers around the world. Taihei is the leading manufacturer of automatic knife grinding and honing machines. Other Taihei products include horizontal hot presses up to 140 openings, veneer jet dryers, veneer stackers, glue spreaders, reeling systems, and finger jointing equipment.

**Contact:**

Sam Matsuoka - Sales Department, Export  
Phone: +81-568-73-6421  
Email: h\_matsuoka@taihei-ss.co.jp  
955-8 Miyamae, Komaki, Aichi 4850084, Japan  
www.taihei-ss.co.jp

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**TSI (Teal Sales Inc.)**

TSI designs and manufactures complete panel finishing lines for OSB, particleboard and MDF. This includes saws with such features as automatic position change and adjustable blade exposure. High-speed sorting and stacking of panels is easily achievable with TSI's "primary stacker" solution. TSI also supplies Heat Energy and Drying and Pollution Control Systems for OSB and Particleboard based on Single Pass Recycle technology. The Dryers are proven to increase productivity and reduce emissions compared to other systems. Heat

*TSI (Teal Sales Inc.) continued:*

Energy includes Step Grate Furnaces in conjunction with Sigma Thermal and Pollution Control solutions include Wet ESP and RTO systems developed by TSI to work at optimum efficiency with TSI Dryers.

**Contact:**

Andrew Johnson - Vice President  
Phone: 425-771-1190 Ext. 128  
Email: ajohnson@tsi-inc.net  
20818 44th Avenue West, Lynnwood, WA 98036-7709  
www.tsi-inc.net

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**USNR**

With the addition of Ventek's veneer scanning, grading, and handling solutions to USNR's lathe, dryer, and downstream product portfolio, USNR now offers tightly integrated mechanical and optimization solutions for the plywood industry. USNR products are known to increase recovery, value, and yield, improving mill profitability. USNR also manufactures machinery for beam lamination, finger-jointing, and presses for the composite board industry. Committed to superior customer service, USNR offers OEM parts, training, and 24/7 support around the globe. 800-BUY-USNR.

**Contact:**

Chris Van Ackeren - Sales Manager, Veneer Systems  
Phone: 541-284-5465  
Email: chris.vanackeren@usnr.com

Sam Pope - North American Sales Manager,  
Chop & Rip, and Mass Timber Systems  
Phone: 360-225-8267

Email: sam.pope@usnr.com  
1981 Schurman Way (PO Box 310)  
Woodland, WA 98674  
www.usnr.com

## Venango Machine Company, Inc.

Venango Machine and our sister company, Custom Engineering, are complete platen services providers to the forest products industry. We provide new platens for every make of press in the industry for manufacturing of all board products. Our product line includes small specialty platens for lab applications, intermediate sized platens for particle board, OSB, and LVL in both multiple platen and continuous processes. We also provide complete platen-refurbishing programs that include flow and pressure testing, weld repair and re-machining to original specifications. Our technicians also provide assistance in platen change outs and in-press weld repair. Please contact us for all your platen requirements.

### Contact:

Nyla Vogel - Sales Manager  
 Phone: 814-739-2211  
 Email: [nvogel@venangomachine.com](mailto:nvogel@venangomachine.com)  
 PO Box 239, Wattsburg, PA 16442-0239  
[www.venangomachine.com](http://www.venangomachine.com)

## Veneer Services, LLC

We build profitable machine solutions based upon better engineering. We take pride in the fact that our machines run reliably with minimum operating costs - yielding you the greatest efficiency and profits. Every prototype machine ever built is running today. We were the first and still the only company to build a voice activated veneer bundle grading line. We developed the most accurate debarker/planer system ever built and then we built a fully automated butt flare reducer to go with it. Our veneer chipper is proven to use less energy and produce better chips. Our veneer machine rebuilds have allowed our customers to improve profits while saving them as much as 50% over the price of a new machine.

### Contact:

Dane Floyd - President and CEO  
 Phone: 317-346-0711  
 Email: [dane@veneerservices.com](mailto:dane@veneerservices.com)  
 5851 S. Harding Street, Indianapolis, IN 46217  
[www.veneerservices.com](http://www.veneerservices.com)

## Westmill Industries USA Corp.

For 47 years, WESTMILL® has remained laser-focused on advancing Veneer Dryer design through continuous innovation. After years of effort and determination, WESTMILL® has emerged as the industry leader in this field. Whether you urgently require a custom component for your dryer's infeed or outfeed, or you need us to provide an entire installed 'turn-key' dryer and stacker line, WESTMILL® will respond immediately with your best interest in mind. Always. WESTMILL® has the necessary consulting and engineering services to help solve any problem. To minimize customers' inventory requirements while keeping your dryer operating in tip-top condition, WESTMILL® has replacement parts available for every make and model of board-dryer with inventory at dedicated warehouses in Oregon, Georgia, and Vancouver, B.C. (WESTMILL® is the largest stocking supplier of replacement dryer parts in the world.) Don't put up with slow service, high pricing, and long deliveries. Instead, call the small company focused on delivering competitive value Dryer Technology. When we say "we've got your back" we mean it. Try us out.

### Contact:

Mike Crondahl - President, Owner  
 Phone: 604-607-7010  
 Email: [crondahl@westmill.com](mailto:crondahl@westmill.com)  
 30640 Marshall Road  
 Abbotsford, BC V2T 6J7 Canada  
[www.westmill.com](http://www.westmill.com)

**Go to the online Equipment and Tooling directory for additional details.**



## MATERIALS AND SUPPLIES

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The following EWTA members provide support in one or more of the following subcategories: Adhesives/Resins; Binders/Extenders/Fillers; Chemicals/Additives/Coatings; Lamstock/Lumber; Replacement Parts and Supplies; Specialty Supplies; Strapping and Packaging Supplies; Veneer/Overlays; Wax/Release Agents/Lubricants/Emulsions. [Go to the online Materials and Supplies directory.](#)

### Albany International

Albany International is a global advanced textiles and materials processing company founded in 1895. We are headquartered in Rochester, New Hampshire and employ approximately 5,000 people worldwide. Our 26 manufacturing operations are strategically located in 13 countries to serve our global customers. Albany International's core business is production of custom-designed engineered fabrics and process belts, used to manufacture all grades of paper from lightweight technical paper to heavyweight container board. In its family of emerging businesses, Albany belting technologies process unique materials for engineered wood products particularly for wood forming in OSB, PB and MDF/HDF manufacturing. Visit us [@Albint.com](#).

#### Contact:

Tom Israel - Product Manager-Americas  
Phone: 920-521-4618  
Email: [tom.israel@albint.com](mailto:tom.israel@albint.com)  
3601 Electric City Blvd., Kaukauna, WI 54130  
[www.albint.com](http://www.albint.com)

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### Arclin - Performance Applied

Based in Roswell, Georgia, Arclin is a leading producer of innovative bonding and surfacing solutions for the building and construction, industrial materials and natural resource markets. Arclin provides bonding solutions for a number of applications including structural wood panels, engineered wood, composite wood panels, non-wovens and paper saturation. As a world leader in paper overlays technology, Arclin provides high value surfacing solutions for construction and building products, decorative panels and industrial specialty applications for North American and export markets. For more information please visit [www.arclin.com](http://www.arclin.com).

*Arclin - Performance Applied continued:*

#### Contact:

James Dantzler - Director of Plywood and OSB chemicals  
Phone: 678-781-2980  
Email: [james.dantzler@arclin.com](mailto:james.dantzler@arclin.com)  
1000 Holcomb Woods, Parkway - Suite 342,  
Roswell, GA 30076  
[www.arclin.com](http://www.arclin.com)

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### Arxada

Arxada is a global leader in the development and supply of innovative technologies to improve the performance of wood products, making them resistant to termites, fungi, fire (flamespread and smoke development), mold and moisture. Arxada offers formulations specifically designed for the treatment of engineered wood, including Permatek® glueline treatments designed to work in harmony with resins as well as water repellents and mold prevention treatments to keep EWPs bright. Additional Lonza Arxada products include Wolman® residential preservatives, SillBor® borate treatments, Wolmanac® CCA and Chemonite® ACZA industrial preservatives, Dricon® fire retardants, FrameGuard® mold inhibition, and AntiBlu® anti-sapstain line. With global operations and an unparalleled offering of services and expertise, Lonza Arxada is dedicated to the success of its customers.

#### Contact:

Brian Delbrueck - Head of Business Development,  
Wood Specialties  
Phone: 425-229-3757  
Email: [brian.delbrueck@arxada.com](mailto:brian.delbrueck@arxada.com)  
4501 Somerset Drive SE, Bellevue, WA 98006  
[www.wolmanizedwood.com](http://www.wolmanizedwood.com)

## ATCO Wood Products Ltd.

Located in British Columbia, ATCO Wood Products is a forest management company and a producer of softwood veneer. ATCO specializes in producing custom softwood veneer for plywood and engineered wood products customers in both Canada and the United States.

### Contact:

Mark Semeniuk - Chief Operating Officer

Phone: 250-367-9441

Email: marks@atcwood.com

2073 Hepburn Drive (PO Box 460)

Fruitvale, BC V0G1L0, Canada

www.atcwoodproducts.com

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## AvenEx Coating Technologies

AvenEX Coating Technologies is a high quality, fully integrated, manufacturer of coated woven protective packaging material for the wood products industry. We service our customers through our wholly owned manufacturing facilities located in India and through our manufacturing / distribution operations in North America. AvenEx produces a variety of grades of EWP roll wrap and also offer sewn, fitted, panel covers through our in-house production. We are large enough to be effective and small enough to truly care about your business!

### Contact:

Michael Nielly - Director of Sales

Phone: 678-575-9513

Email: mnielly@avenex.com

2860 Ashley Phosphate Road,

North Charleston, SC, 29418

www.avenex.com

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## Axalta Coating Systems

With a wide range of products and technologies, Axalta Coating Systems is the leader in the Wood Coatings Industry for the Building Products market.

*Axalta Coating Systems continued:*

### Contact:

Craig Lyerly - Director, Sales

Phone: 336-802-4746

Email: craig.lyerly@axaltacs.com

1717 English Rd., High Point, NC 27104

www.axaltacoatingsystems.com

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## Bakelite Synthetics

Bakelite Synthetics offers a portfolio of thermosetting resins for plywood, OSB and LVL applications as well as custom-formulated solutions to meet our customers' specific needs. Our innovative new RESI-BOOST® Gen2 adhesive technology, when used with Bakelite resins, has demonstrated significant advantages in increased throughput, lower applications rates and energy savings while maintaining performance, potentially saving or generating millions of dollars per plant. In addition, our Customer Inventory and Prediction Service offers our customers a means of maximizing operational efficiency by optimizing resin order profiles. The Dynamic Microchamber performs formaldehyde emission testing on panels in plants around the world.

### Contact:

Anna Stamey

Email: anna.stamey@bakelite.com

Phone: 404-652-4322

1040 Crown Pointe Parkway, Atlanta, GA 30338

www.bakelite.com

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## BASF - We create chemistry

BASF - We create chemistry -- Global supplier of MDI to the wood industry with extensive experience in MDI conversions.

### Contact:

Gregory Lonc - Business Manager, Rigid Urethane Chemicals North America

Phone: 732-324-6837

Email: gregory.lonc@basf.com

1609 Biddle Avenue, Wyandotte, MI 48192-3736

www.basf.us

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## Bates and Company, Inc.

Bates & Co. is an industry leader in providing various support products to the forest product industry. Extenders and fillers comprise the majority of sales, especially those customers extending phenol formaldehyde adhesives for use in plywood, LVL, and hardwood. Bates has also expanded its scope and reach by forming a joint venture, Bates-Willamette, LLC, with a strategic partner in the industry.

**Contact:**

Jim Gilliam - President  
Phone: 409-883-0384  
Email: jgilliam@cdbates.com  
707 West Front Ave (PO Box 1328) Orange, TX 77631

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## BOSTIK (formerly Ashland Adhesives)

ISOSET™ adhesives from Bostik have been specially formulated for engineered wood product applications. ISOSET adhesives applied in I-joint, glulam beams and structural finger jointing wood applications provide manufacturers with high-strength, structural bonds. They cure fast, clean up easy and dry in a neutral wood color offering an alternative to traditional phenol-resorcinol-formaldehyde (PRF) - type adhesives. ISOSET adhesives provide excellent resistance to moisture, elevated temperature and creep making them an ideal choice for engineered wood products. Bostik is a part of the Arkema Group, a Global leader in the chemical industry.

**Contact:**

Tom Stewart - Sr. Director, Performance Adhesives Business Unit  
Phone: 614-531-1077  
Email: Thomas.stewart@bostik.com  
11320 W. Watertown Plank Road,  
Wauwatosa, WI 53226  
www.bostik.com

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## Chem-Trend LP

Chem-Trend has long been known as a global leader in the development of release agent technology to the world's industries. Our sealers, release agents and lubricants are rapidly gaining acceptance in the wood composites industry, offering significant productivity improvements including increased through-put, improved output quality and definition, cleaner conditions/environment, greater productivity, less downtime and increased costs savings.

**Contact:**

Gerard Przekop - Director, North American Sales  
Phone: 517-545-7844  
Email: gprzekop@chemtrend.com  
1445 West McPherson Park Drive (PO Box 860)  
Howell, MI 48844-0861  
www.chemtrend.com

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## Clarke Veneers and Plywood

Clarke Veneers and Plywood is an international trading company of wood products, specializing in imports, exports and domestically traded veneers - including hardwood and softwood species for structural panels, in MDO, HDO and other applications requiring clear, sound faces.

**Contact:**

Stuart Clarke - President  
Phone: 601-366-0331  
Email: info@clarkeveneers.com  
3000 Old Canton Road, Suite 335 (PO Box 4876)  
Jackson, MS 39216  
www.clarkeveneers.com

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## Coastland Wood Industries Ltd.

Coastland has grown from a single line veneer mill to a triple line mill with an offsite drying facility, two barge loading facilities, and three log sorts. Our infrastructure continues to grow as our customers' needs have grown with efficiency, and safety as key drivers. Our facilities compliment the other capacity in our region, resulting

*Coastland Wood Industries Ltd. continued:*

in a healthy forest industry that further benefits Coastland and our customers. **Quality:** We strive to deliver quality in every aspect of our business, it touches everything we do; quality is job security. Our reliable grades allow our customers to accurately control the structural properties of their products.

**Contact:**

Doug Pauzé - President  
Phone: 250-762-5995 Ext. 115  
Email: dpauze@coastlandwood.com  
751 Haliburton Street, Nanaimo, BC V9R 4W8 Canada  
www.coastlandwood.com

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### Covestro LLC

Covestro LLC is a world-leading supplier of high-tech polymer materials. Thanks to our global presence and close proximity to our markets, we are the partner of choice for a variety of industries. For manufacturers of composite wood products, consistent product quality and process advantages make Covestro's Mondur® pMDI your natural choice for binding wood composites. Offering extensive R&D and strong technical service, Covestro is your source for binders and binder technology. The excellent property performance of wood composites bonded with Mondur® pMDI products makes them especially suited for use in specialty applications; particleboard, laminated-stranded lumber, moisture-resistant OSB, OSB web-stock and OSB flooring.

**Contact:**

Paul Royba - Director  
Phone: 412-413-2391  
Email: paul.royba@covestro.com  
1 Covestro Circle, Pittsburgh, PA 15205  
www.covestro.com

### Dominion Chemical Company, Inc.

Wax products are our expertise. With over 60 years of experience in the wax business, Dominion Chemical offers rare and valuable working knowledge as well as trust and proven abilities to bring solutions, support and alternatives to provide the exact product you want. With locations in Virginia and Georgia, Dominion Chemical's capacity to blend, package and create specialty wax formulations will meet your unique needs. We offer an exceptional emulsification process, state of the art blending, compounding, packaging and experienced personnel as well as a full service wax lab dedicated to your needs for R&D, QC, and general product evaluation.

**Contact:**

Maclin Ferrell - President  
Phone: 804-733-7628  
Email: maclinferrell@dominionchemical.com

Dan Spurlock - Sales Manager  
Phone: 804-586-2022  
Email: dans@dominionchemical.com

2050 Puddledock Road (PO Box 1069)  
Petersburg, VA 23803  
www.dominionchemical.com

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### Evertree North America Inc.

Evertree North America Inc. is revolutionizing plant – based adhesive solutions for a better and more sustainable way of life. We are the designer, manufacturer and supplier of a family of bio based and renewable adhesive solutions (both unique bio-based adhesive compositions plus innovative application dispensing technology) used in the manufacture of composite wood panels. Green Boost® is a bio-based adhesive additive that enhances the overall performance, processability and economics of the current traditional petrochemical-based resins used today. Green Ultimate® is a unique bio-based adhesive solution that is free of petrochemical derived formaldehyde and isocyanate. Green Ultimate® provides a significant improvement in environmental footprint, via reductions in VOC's & emissions of

*Evertree North America Inc. continued:*

hazardous materials during the manufacture and use of the composite wood product, all while maintaining similar wood composite panel properties.

**Contact:**

Joe Lynch - General Manager, North America  
Phone: 856-650-3660  
Email: joe.lynch@evertree-technologies.com  
727 Norristown Road, Building 3, Suite 105,  
Ambler, PA 19002  
www.evertree-technologies.com

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## Franklin Adhesives & Polymers

Franklin Adhesives & Polymers, a division of Franklin International, manufactures adhesives for the domestic and global wood furniture, millwork and engineered-lamination markets. We have led the way in the innovation of wood adhesives and various types of wood bonds and have developed adhesive solutions for many applications in the wood product manufacturing plant. Under the trusted brand names Titebond, Multibond, ReactTITE and Advantage, our products provide superior performance in wood assembly, solid edge and face gluing, engineered product lamination and finger jointing.

**Contact:**

Joshua Bartlett - Business Development Manager  
Phone: 800-877-4583  
Email: joshbartlett@franklininternational.com  
2020 Bruck Street, Columbus, OH 43207  
www.franklinadhesivesandpolymers.com



## Fusoni

Fusoni develops and manufactures release agents and additives for panel board manufacturing, and also for paper impregnation processes. Our chemicals expertise extends to other industries, such as release applications in bakery, polyurethane systems, and other applications. For almost 40 years we have been serving clients in Europe, Asia, Africa, Australia and the Americas. We add value through chemistry, and work closely with our customers, helping them improve the properties of their products and reducing production cost through excellent release and additive performance. We look forward to working with you to make your products better and your business more profitable.

**Contact:**

Adrian Yovanovich - President  
Phone: 210-712-7803  
Email: ayovanovich@fusoni.us  
422 Mesa Loop, San Antonio, TX 78258  
www.fusoni.net

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## Henkel

Henkel is the world's largest Adhesive company. LOCTITE® PURBOND is a world leading brand in Polyurethane and Polyurethane Hybrid adhesives for engineered wood bonding, offering ductile bond lines, zero Formaldehyde, zero solvents with a wide range of open and set times for Glulam, CLT, Finger jointing, and innovative applications, both cold setting and RF/hot pressing. LOC-TITE HB Xxx2 Purbond is the ONLY 1 component, high roduction adhesive certified to North American Glulam, CLT, Finger Jointing and I-Joist requirements. With a strong North American sales and technical team and a fully equipped wood lab, we can provide the solutions, support and technology to meet the demanding requirements of engineered wood bonding and innovations of the future.

*Henkel continued:*

**Contact:**

Chris Whelan - Business Development Manager  
Phone: 604-880-2361  
Email: [chris.whelan@henkel.com](mailto:chris.whelan@henkel.com)  
3351 Hemlock Crescent,  
Port Coquitlam, BC V3B 4V8, Canada  
[www.purbond.com](http://www.purbond.com)

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## Huntsman Polyurethanes

For more than 30 years, Huntsman has been a global leader in the production of MDI-based resin binders for particleboard, medium-density fiberboard and oriented strand board. Our dedicated Composite Wood Products teams are committed to helping our customers reach their goals in all market conditions. There is no added formaldehyde (NAF) with Huntsman's RUBINATE® resins, and can be qualified as exempt under CARB Standards and EPA TSCA Title VI.

**Contact:**

Richard Tyler - Business Manager  
Phone: 470-303-3605  
Email: [richard\\_tyler@huntsman.com](mailto:richard_tyler@huntsman.com)  
10003 Woodloch Forest Drive  
The Woodlands, TX 77380  
[www.huntsman.com](http://www.huntsman.com)

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## Idemitsu Lubricants

America Corporation IDEMITSU Lubricants America offers engineered wood industry members a full line of proprietary lubricants including high-temperature chain oils, steel belt, rolling rod and bending rod oils approved for use in Siempelkamp ContiRoll®, Küsters/Metso, and Dieffenbacher continuous presses. IDEMITSU also produces PFPE/PTFE grease for high temperature roller bearings, hydraulic, gear, and heat transfer fluids specifically formulated for panelboard presses. IDEMITSU manufactures products in Louisville, KY and has a nation-wide distribution network to serve our customers. IDEMITSU has a team of lubrication and reliability experts that are ready to help improve reliability and reduce lubrication related parts replacement, downtime, and labor costs.

*Idemitsu Lubricants continued:*

**Contact:**

Kevin Muehlman - National Industrial Accounts Engineer  
Phone: 248-727-3738  
Email: [kmuehlman.2072@idemitsu.com](mailto:kmuehlman.2072@idemitsu.com)  
3000 Town Center, Suite 2820, Southfield, MI 48075  
[www.ilacorp.com](http://www.ilacorp.com)

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## Intertape Polymer Group

Intertape Polymer Group® (IPG®) is the market leader in protective fabrics with over 25 years of experience in the wood industry. IPG is an integrated supplier and manufacturer of woven coated lumber wrap. IPG's wrap offers the ability to advertise your corporate logo in up to four colors and increase brand awareness throughout the transportation process. Available in various weave strengths and colors to fit your needs.

**Contact:**

Scott Maw - Director of Sales Woven Packaging, IPG  
Phone: 780-224-6569  
Email: [smaw@itape.com](mailto:smaw@itape.com)  
50 Abbey Avenue, Truro, Nova Scotia B2N6W4 Canada  
[www.itape.com](http://www.itape.com)

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## JAX, INC.

JAX is a specialty lubricant manufacturer with expertise in formulating application-specific lubrication solutions designed to protect and extend the life of critical equipment. At JAX, producing great lubricants is just the beginning. Services such as technical support, used oil analysis, facility audits, onsite training, and local inventory all help increase production efficiency. Contact us today to find out why a growing number of operations trust JAX.

**Contact:**

Jim Cross  
Phone: 262-252-5677  
Email: [jcross@jax.com](mailto:jcross@jax.com)  
W134 N5373 Campbell Drive,  
Menomonee Falls, WI 53051  
[www.jax.com](http://www.jax.com)

## McLube Release Agents & Lubricants

McLube Release Agents & Lubricants is a globally recognized leader in the release and lubrication industries headquartered outside Philadelphia, USA. Founded in 1954, McLube Release Agents & Lubricants has remained at the forefront of the release agent, anti-stick, and lubrication markets by providing quality, tailormade coatings complimented by unparalleled technical assistance and customer service. Our Formulation Chemists have applied their decades of experience in the resin and composites molding industry to develop superior platen sealers and release agents for the tenacious resin binders used in the wood press industry. Contact McLube Release Agents & Lubricants for more information, on-site technical assistance, and samples of our proven formulas. McLube Release Agents & Lubricants is a brand of McGee Industries, Inc.

### Contact:

Evan Silo - Sr. Product Specialist  
Glenn Dublisky - Sr. Product Specialist  
Phone: 610-459-1890  
Email: info@mclube.com  
9 Crozerville Road (PO Box 2425), Aston, PA 19014-0425  
www.mclube.com

## MÜNZING

MÜNZING FENTAK® specialty additives are designed for use in the wood processing industry. The products are used in a number of applications, including decorative and industrial laminates, wood panels and engineered wood. All products are specifically designed to either help enhance the properties or appearance of the final product or improve the production process. Standard products include release agents, wetting agents, resin catalysts and dyes as well as more specialized products such as plasticizers and surface modifiers.

### Contact:

Daron Alcorn, West Coast Sales Representative  
Phone: 503-475-4616  
Email: d.alcorn@munzing.com  
1455 Broad St., Bloomfield, NJ, 07003  
www.munzing.com

## Northwest Adhesives, Inc.

Northwest Adhesives, Inc. offers high performing, cost efficient, "pre-coated" tapes for composing wood veneers, parquet flooring or LVL veneer into durable, continuous full sized sheets. When used with Northwest "spot glues" our PS-tapes provide a continuous, more durable wood assembly and improves lay-up efficiency and reduces cost. Some customers also invest in "Re- Coat" where they use both Spot glue and PS-tape together for best holding power. In the late 1990's Northwest Adhesives, Inc. started manufacturing pre-coated strings and tapes to supply to the plywood industry for veneer composing. Since our beginning we have grown to become a global leader in manufacture, sale and technical service for pre-coated hot melt strings and narrow tapes for veneer composing on Raute, Durand-Raute, Hashimoto, Kuper and PES composers.

### Contact:

Bryan Asbury - General Manager  
Phone: 360-260-1227  
Email: bryan@northwestadhesives.com  
4325 S. Lincoln Street, Washougal, WA 98671  
www.northwestadhesives.com

## OCI Melamine Americas

OCI Melamine is a supplier of melamine. Melamine is used in the manufacture of formaldehyde-based resins commonly found in decorative surfaces, OSB, plywood, MDF boards and others.

### Contact:

Rhonda Pizzolato - Customer Service  
Phone: 800-615-8284  
Email: rhonda.pizzolato@ocimelamine-all.com or  
info.melamine@ocinitrogen.com  
c/o Advanced Louisiana Logistics - ALL  
501 Louisiana Avenue, Suite 201  
Baton Rouge, LA 70802  
www.ocimelamine.com

## Owens Corning® - WeatherPro®

Owens Corning® is the largest supplier of coated woven wrap to the Engineered Wood Industry. It's custom-printed WeatherPro® packaging products are designed to maintain product integrity throughout transportation, inspection and storage of sawn lumber, plywood, OSB, all types of beams, I-Joists and composite wood products. Owens Corning® is a vertically integrated, global manufacturer of innovative coated woven products serving a wide variety of markets. Consistent product quality is achieved by using state-of-the-art equipment along with a strong commitment to partnership with our customers, employees, and suppliers. Owens Corning's global supply chain efficiency is achieved by our strategic manufacturing and distribution centers located throughout North America, Asia & Europe.

### Contact:

Steve Sahaydak - Sales Leader  
Phone: 604-992-3700  
Email: [steve.sahaydak@owenscorning.com](mailto:steve.sahaydak@owenscorning.com)  
2650 Fassitt Road, Bldg. #200  
North Charleston, SC 29406  
[www.weatherpro-wraps.com](http://www.weatherpro-wraps.com)

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## Paneltech

Paneltech is a young and growing, forward-thinking company comprised of people who have common values and share a common goal... providing environmentally responsible leadership in manufacturing the best performing products for industry. Our panel overlays are designed for high performance end uses and superior processability. They are designed to increase the value of the wood products they cover by increasing their durability, enhancing their appearance, and creating uniform surfaces to enhance the product's end use.

### Contact:

David Wentworth - General Manager  
Phone: 360-538-1480  
Email: [dwentworth@paneltechintl.com](mailto:dwentworth@paneltechintl.com)  
2999 John Stevens Way, Hoquiam, WA 98550  
[www.paneltechintl.com](http://www.paneltechintl.com)

## Permapost

Permapost provides custom pressure treating solutions for engineered wood products used throughout the U.S.A. and Asia.

### Contact:

David Bond - Chief Operations Officer  
Phone: 503-648-4156  
Email: [david@permapost.com](mailto:david@permapost.com)  
4066 SE Tualitan Valley Highway (PO Box 100)  
Hillsboro, OR 97123  
[www.permapost.com](http://www.permapost.com)

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## Sansin Corporation (The)

Backed by over 35 years of proven performance with large commercial, residential and mass timber wood buildings and structures, Sansin is the global leader in developing high-performance factory finishes that deliver the color, durability and performance that architects, engineers and builders can count on. From undercoats, treatments and preservatives to finishes and fire retardant coatings, Sansin's Precision Coat products provide wood protection for a variety of substrates and engineered wood products, including cross-laminated timber, siding, OSB, glulam, millwork and timbers - delivering unparalleled beauty and durability in environmentally friendly formulas. New locations in Europe and the United States.

### Contact:

Caroline March-Long - Director, Sales and Marketing  
Phone: 519-245-2001  
Email: [cml@sansin.com](mailto:cml@sansin.com)  
111 MacNab Ave, Strathroy, ON N7G 4J6 Canada  
[www.sansinactoryfinish.com](http://www.sansinactoryfinish.com)



## SASCO Chemical, A PSG Company

Polymer Solutions Group is an innovative manufacturer of proprietary and custom polymer additives, dispersions, and performance chemicals for the rubber, wood, consumer, construction, and medical industries. SASCO's TechKote® Release Agents, Additives, and Platen Conditioners are chemically formulated for all composite and structural panel applications. Together we strive to deliver customer-centric solutions that improve our customers' products, processes and performance.

### Contact:

Clancy Redmond - Director of Sales and Business Development  
Phone: 229-435-8394  
Email: credmond@polymersolutionsgroup.com  
827 Pine Avenue, Albany, GA 31701  
www.polymersolutionsgroup.com

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## Siemer Milling

Siemer Millings produces and markets Glu-X. Glu-X is an All-Natural Chemical Free special glue extender milled from wheat and used expressly as the protein-starch adhesive for the wood panel (plywood) industry. This proprietary product was developed from the trade secret processes with the contributions of plywood manufacturers, master millers, adhesive scientists and cereal chemists.

### Contact:

Jay Wallace - Vice President of Customer Service  
Phone: 271-857-2240  
Email: jwallace@siemermilling.com  
111 W. Main Street, Teutopolis, IL 62467  
www.siemermilling.com

## Stratachem Solutions Group LP

Stratachem Solutions Group LP provides chemical solutions specifically for the wood products industry. With over 50 years of technical wood products experience, and a world class research and development group, we are prepared to take on tough process issues. We specialize in release agents for continuous and multi-opening presses, as well as environmental equipment chemical solutions. WESP water treatment chemistry, to keep WESPs and RTOs running up to design capacities. We are dedicated to customer satisfaction and understand the importance maintaining the highest levels of process efficiency while decreasing the cost of manufacturing.

### Contact:

Mike Larke - General Manager  
Phone: 866-489-9377  
Email: mlarke@stratachemsolutions.com  
#155 513 Memorial Blvd., Springfield, TN 337219  
www.stratachemsolutions.com

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## Walker Emulsions

Walker Emulsions is a supplier of high quality, highly effective emulsions for the wood composite industry. We have a selection of emulsions that will fit the needs of high to low temperature pressing and we can make products specifically to match your process.

### Contact:

Charles Stout - Eastern North America  
Phone: 803-747-0045  
Email: cstout@walkerind.com  
Gregg Hale - Western North America  
Phone: 541-953-5783  
Email: ghale@walkerind.com

### Corporate Office:

2800 Thorold Townline Road,  
Niagara Falls, ON L2E 6S4, Canada  
www.walkerind.com

## Wanhua Chemical (America) Co., Ltd.

Wanhua Chemical is the fastest growing and largest MDI producer globally with best-in-class technology and world-leading state-of-the-art manufacturing sites producing WANNATE® PMDI binder solutions to customers and partners in the Composite Wood Panel industry. Wanhua Chemical is renowned for its high quality WANNATE products and dependable supply chain that Composite Wood Panel producers depend on. Wanhua Chemical has worldwide operations with a local commitment to customers, including ongoing investments in technical resources and infrastructure in North America, further strengthening Wanhua's technical service and supply commitments to the Composite Wood Panel industry.

### Contact:

Jacob Sturgeon - General Manager  
Phone: 613-796-1606  
Email: jacob.sturgeon@us.whchem.com  
3803 West Chester Pike, Newton Square, PA 19073  
www.whchem.com



## The Willamette Valley Company

The Willamette Valley Company manufactures epoxies, putties, and urethanes for upgrading all wood substrates and also makes a wide range of water-based coatings, primers, and sealers. WACO also makes many adhesive fillers and extenders for the wood products industry. PRE-TEC, the company's equipment solutions division, specializes in the design and manufacture of advanced fluid systems and the integration of robotic application systems.

### Contact:

Robert Pitts - Business Manager, NA Wood Products  
Phone: 800-333-9826  
Email: robert.pitts@wilvaco.com  
990 Owen Loop North, Eugene, OR 97402  
www.wilvaco.com

## Wood Care Systems

Wood Care Systems provides Bor8 Rods, a solid preservative inserted into drilled holes. When the moisture content gets high enough in the wood to host decay, the rods dissolve and diffuse through the wood and will diffuse across glue lines. Bor8 Rods are 100% Boron and will arrest and prevent wood rot for 20 years or more. They are very safe to handle used extensively in utility poles railroad structures and have been around since the 1980's. Please contact us for further information.

### Contact:

Jim Renfroe - President  
Phone: 800-827-6000  
Email: jim@ewoodcare.com  
719 Kirkland Avenue, Kirkland, WA 98083  
www.ewoodcare.com

Go to the online **Materials and Supplies** directory for additional details.



# Strength Through Connections

The Engineered Wood Technology Association is the leading North American organization of suppliers to the engineered wood products industry.



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EWTA's Info Fair supplier exhibition, held in conjunction with APA – The Engineered Wood Association's annual meeting, provides face-to-face opportunities with key decision-makers.

*Looking forward to seeing you  
October 15-18, 2022  
at Aventura, FL*



**ADVERTISE**

EWTA's Engineered Wood Journal provides a highly cost-effective method to deliver your advertising message to a target-rich readership of your customers.

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# Next generation grading is here

The Ventek-brand New Vision Green Veneer Scanning System (NV4g) uses the latest machine vision technology to bring you significant recovery and productivity gains. Mills have reported a 1-2% increase in full sheets.

Specialized color cameras and spectrally-specific LED lighting accurately separates good wood by grade, stain, wane, and defect. The NV4g allows for advanced clip strategies and applies grade classifications to clipped veneer based on user defined rules. Off-line analysis lets you fine-tune settings in "what if" scenarios without risking real wood.

It's our most powerful grading system serviced with industry standard parts shared in common with the GSc2000 Dry Veneer Scanner. *Contact us to learn more.*

# 2021 APA SAFETY AND HEALTH AWARD WINNERS ANNOUNCED

## APA SHAC MEMBERS

**Sam Newbill, Vice-Chairman**  
Hood Industries, Inc.

**John Myers, Vice-Chair**  
Roseburg Forest Products Company

**Terry Evans**  
Boise Cascade Company

**Chris Fowler**  
Canoe Forest Products Limited

**Dave McGowin**  
LP

**Brent Way**  
Murphy Company

**Stanza Donald**  
PotlatchDeltic Corporation

**Steve Mckenney**  
Roseburg Forest Products Company

**Terry Secret**  
RoyO'Martin

**Derek Bauchman**  
Structurlam Mass Timber Corporation

**Fred Chinn**  
Tolko Industries Ltd.

**Marsha Bell**  
Tolko Industries Ltd.

**Johnny Sauls**  
West Fraser

**Charles Hartke**  
APA – The Engineered Wood Association

## Program Honors Manufacturers' Dedication to Workplace Safety and Operational Excellence

APA – The Engineered Wood Association recently announced the winners of its 2021 Safety and Health Awards. The APA Safety and Health Awards Program is the premier safety award program for the engineered wood products industry in North America. It encourages and recognizes operational excellence with the goal of reducing injury and illness rates.

Sixty-nine APA-member structural wood panel and engineered wood product facilities in the U.S., Canada and abroad participated in the 2021 program. A total of 16 facilities representing seven APA member companies earned awards in various competition categories. Some mills were multiple award winners. While the program awards are limited to APA members, data is collected from both member and non-member mills to provide a broad-based industry performance benchmark. A total of 80 mills reported data for 2021.

Resolute Engineered Wood and West Fraser won Safest Company Awards in their respective categories, while the coveted Innovation in Safety Award went to two winners: Tolko Industries

Ltd. of Athabasca, Alberta, for the Equipment-Based Innovation Award, and Tolko Industries Ltd. of Armstrong, British Columbia, for the Jeff Wagner Process-Based Innovation Award.

Besides the Safest Company and Innovation in Safety awards, other competition categories include Safety Improvement Award (2019-2021), Annual Safety and Health Award and 3-Year Safety Award. The annual award, three-year average and safety improvement categories are divided into three divisions based on the type of product manufactured at the mill (plywood; OSB; and glulam, CLT, I-joist, LVL and SCL).

The Equipment-Based Innovation in Safety Award went to Tolko Industries Ltd. in Athabasca, Alberta, for its innovation “The Pink Panther.” The masterminds behind the invention were a small team of maintenance employees at Tolko’s Athabasca OSB plant driven to develop a safer solution for testing hydraulic cylinders. This new testing bench consists of a platform, frame and cap whereby a cylinder is hoisted onto the bench and the cap is pinned in place. The cylinder is then pressurized with a portable hydraulic ENERPAC to test seal integrity. Once built, the team asked their supervisor what color the bench should be painted. The supervisor said, “I don’t have a preference..you can paint it pink if you want!” The team decided pink was the perfect color and the bench earned the name “The Pink Panther.” Since implementation, The Pink Panther has reduced the frequency of seal failures, hydraulic oil fires and subsequent injury risks associated with removing and rebuilding press cylinders.

The Jeff Wagner Process-Based Innovation winner was Tolko Industries Ltd. in Armstrong, British Columbia, for its Area Based Lockout

## INNOVATION IN SAFETY AWARD

### Equipment-Based Innovation Winner

Tolko Industries Ltd.  
Athabasca, Alberta, Canada  
“The Pink Panther”

### Jeff Wagner Process-Based Innovation Winner

Tolko Industries Ltd.  
Armstrong, British Columbia, Canada  
“Area Based Lockout Matrices”

## SAFEST COMPANY AWARD

### Three or fewer member mills

Resolute Engineered Wood

### Four or more member mills

West Fraser

## ANNUAL SAFETY & HEALTH AWARD

### Division I – Plywood

#### 1ST PLACE

RoyOMartin - Chopin, Louisiana

#### 2ND PLACE

Boise Cascade Company - Chester, South Carolina

### Division II – OSB

#### 1ST PLACE

LP Brasil - Ponta Grossa, Brazil

#### 2ND PLACE

RoyOMartin - Oakdale, Louisiana

### Division III – Glulam, CLT, I-Joist, LVL and SCL

#### 1ST PLACE

Roseburg Forest Products Company - Chester, South Carolina

#### 2ND PLACE

Resolute Engineered Wood - St. Prime, Quebec, Canada

## 3-YEAR SAFETY AWARD (2019 – 2021)

### Division I – Plywood

RoyOMartin - Chopin, Louisiana

### Division II – OSB

West Fraser - Nacogdoches, Texas

### Division III – Glulam, CLT, I-Joist, LVL and SCL

Boise Cascade Company - White City, Oregon

## SAFETY IMPROVEMENT AWARD (2019 – 2021)

### Division I – Plywood

Boise Cascade Company - Oakdale, Louisiana

38.1% Improvement

### Division II – OSB

LP Brasil - Ponta Grossa, Brazil

100% Improvement

### Division III – Glulam, CLT, I-Joist, LVL and SCL

Boise Cascade Company - Homedale, Idaho

97.5% Improvement

## INCIDENT FREE HONOR SOCIETY

### Company/Location

LP - Swan Valley | Minitonas, Manitoba, Canada

LP - Dawson Creek, British Columbia, Canada

LP - Newberry, Michigan

LP Brasil - Ponta Grossa, Brazil

LP - Tomahawk, Wisconsin

Resolute Engineered Wood - Larouche, Quebec, Canada

Resolute Engineered Wood - St. Prime, Quebec, Canada

Roseburg Forest Products Company - Chester, South Carolina

RoyOMartin- Oakdale, Louisiana

Tolko Industries Ltd. - Meadow Lake, Saskatchewan, Canada

West Fraser - Bemidji, Minnesota

West Fraser - Joanna | Kinards, South Carolina

West Fraser - Nacogdoches, Texas

Matrices. The idea for the innovation came after employee concerns grew over discretionary lockouts and inconsistent lockout training and practices. The Armstrong Plywood Joint Health and Safety Committee identified an opportunity to improve lockout training, spearheading the idea to create an entirely new lockout system. The final lockout system is an area-based lockout matrix that includes four different elements: a schematic of the equipment with color-coded lockout areas, a legend to locate isolation points, procedures for de-energizing and re-energizing equipment and isolations necessary to safely work in color-coded areas. The program defined a clear lockout standard and system to guide the company's training and competency program. As a result of the new training, workers developed a thorough understanding of equipment components, energy sources and isolation devices. The new system also eliminated subjectivity and discretion from worker lockouts.

Since 1982, the APA awards program honors managers and employees of companies and mills with the lowest Weighted Incident Rate (WIR), which is calculated using the number and severity of recordable incidents reported on the mill's annual OSHA (Occupational Safety and Health Administration) 300A report. As 2008 was the first year that WIR was used, awards and reports for 2009 through 2020 continue to show Total Incident Rate (TIR), the measure used in previous years.

The 2021 average Weighted Incident Rate (WIR) for our industry was 10.15, a step back from last year's WIR of 7.14. The 2021 average Total Incident Rate (TIR) was 1.73, an increase over last year's stellar TIR of 1.25. The WIR is calculated using both the number and the severity of recordable incidents.



The 2021 Safety and Health Awards program was the 14th year of the program under a revitalized safety effort spearheaded by the APA Safety and Health Advisory Committee comprised of several APA member company safety professionals. Under the committee's guidance, three main goals were established: make the APA program the premier safety awards program in the industry, encourage the sharing of best practices to improve the industry's safety culture and programs and, most importantly, improve the industry's overall safety performance.

APA is proud of industry progress to develop and implement systems and processes that continue to decrease incidents and improve worker safety. More information on the APA Safety and Health Awards Program can be found on the Association's website at [www.apawood.org](http://www.apawood.org).



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The advertisement features a large green diagonal graphic that divides the background image. The background image shows an automated material handling system on the left and a welder working on a metal structure on the right. The text 'MOVING FORWARD' is in large white letters on the green background. The 'CON-VEY' logo, which includes a globe icon, is in green. At the bottom, contact information and booth details are provided in white text.



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# INTRODUCTION TO GOOGLE SEARCH ADS

By Robin West

Would your business benefit from using Google Search ads? Here's a quick tutorial on how they work.

Google processes approximately 8.5 billion searches per day. That equates to nearly 100,000 searches every second.

With an average click-through rate (CTR) of 2%, Google Search ads can be beneficial for driving traffic to a website. Using Google Search ads places your ad in front of the eyes of qualified customers, or those that have shown interest in what you're offering by initiating the search. With a Search ad, your business could appear on the search results page at just the right moment. You also control how much you want to spend on each ad. You can set a monthly budget to ensure you don't go over an allotted amount and can pause the campaign at any point.

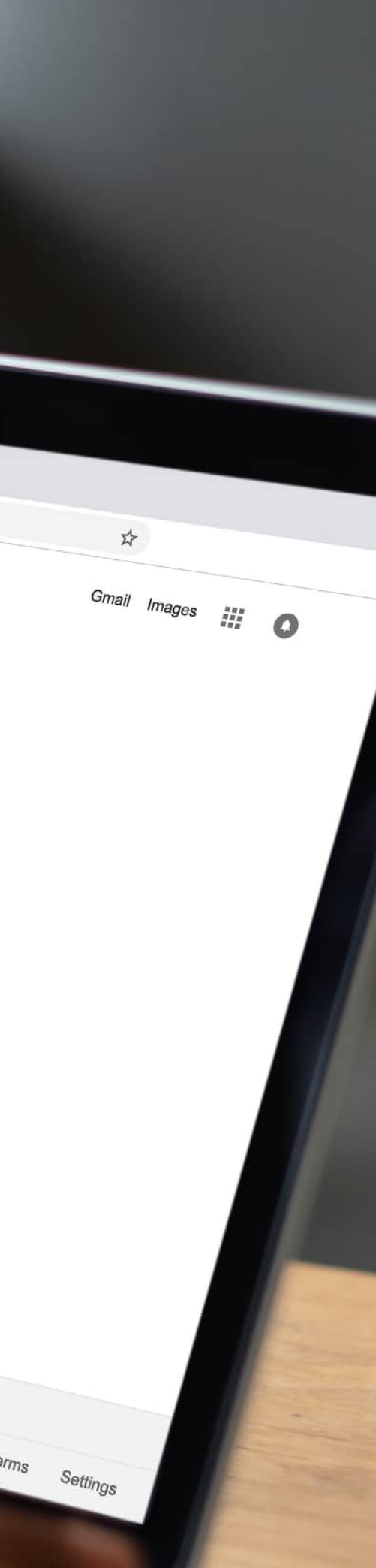
In addition to Search ads, Google also offers a variety of other digital campaign formats, including display ads, video ads, shopping ads and mobile app ads.

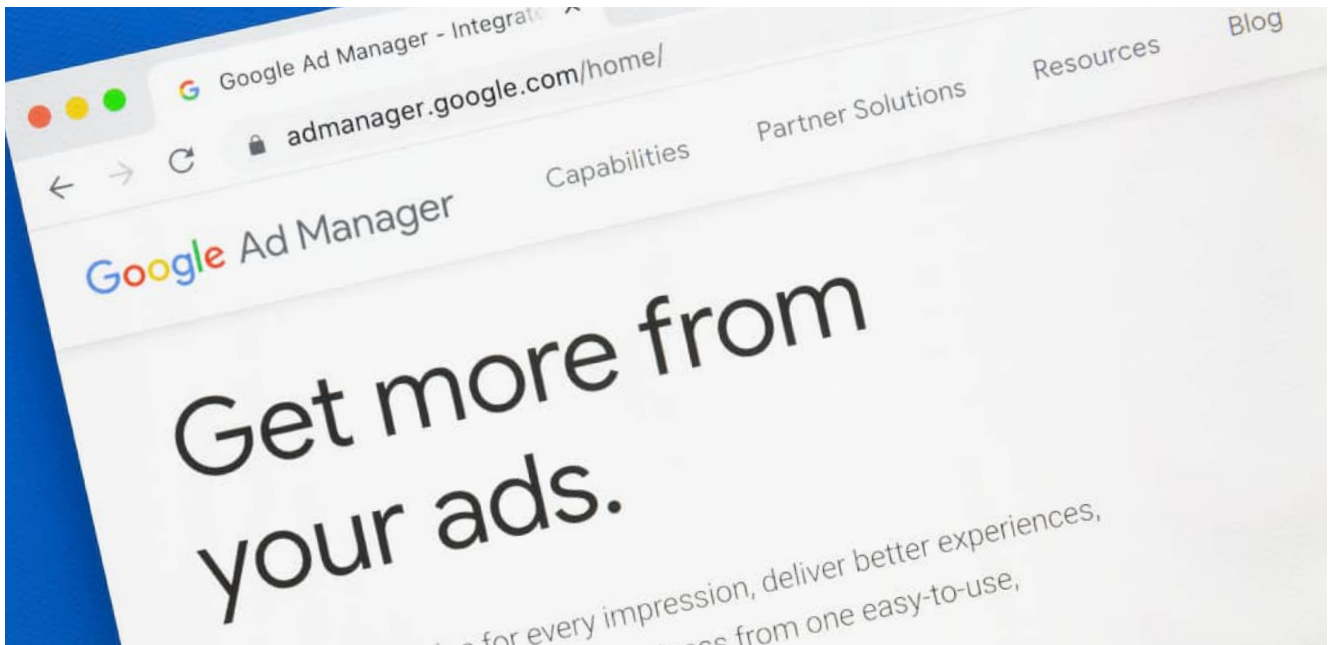
## HOW DO GOOGLE SEARCH ADS WORK?

**PPC.** PPC refers to pay-per-click. This is the model that Google Search ads are based on. With PPC ads, as the name implies, you only pay when someone clicks on your ad.

**Bidding.** Google Ads work on an auction and bidding system. You (and competitors) define a maximum amount that you are willing to pay for every ad click, or cost-per-click (CPC). The higher your bid, the better placement your ad receives, although additional factors contribute to ad placement.

**Quality Score.** Your Quality Score is how Google measures the quality of your Search ad. Your Quality Score is based on how often users click on your ad, the quality of your landing page





Google is the largest search engine, visited by billions of people a day. These visitors are searching for an answer, solution, good or service.

and the relevance of your selected keywords. A strong click-through rate is a good indication that your ad is matching user intent, or that your ads are attracting the right audience and that you've chosen relevant keywords.

**AdRank.** Your AdRank is determined by multiplying your maximum bid by your Quality Score. Your AdRank determines where your ad will be shown on the search results page. The better your AdRank, the higher up your ad will be shown and the better chance you have of a user clicking on your ad.

**Tip: Add these to your negative keyword list so your ad will not be served when those keywords are searched.**

## BEST PRACTICES FOR USING GOOGLE SEARCH ADS

**Niche down.** It's best to avoid broad search terms. When you cast too wide of a net, you'll likely not catch the fish you were hoping for. Narrowing in on specific, niche and relevant keywords helps get your Search ad in front of the right audience, in front of users looking for

what you're offering. So instead of bidding on a keyword like "adhesives," bidding on long-tail keywords like "adhesives for engineered wood manufacturing" will likely result in better ad performance.

**Monitor keywords and search terms.** Check on your ad weekly to keep abreast of what keywords are generating a strong CTR. Low-performing keywords can be paused or removed. It's also important to check out the search terms that are triggering your ad. This can be helpful to monitor to find relevant keywords you may have missed or to find terms that are triggering your ad but are not generating clicks.

Google Search ads can take some trial and error to perfect. Both you and Google are learning what works best for your target audience. Monitor search terms, tweak keywords and test until you find a good mix.

**Keep it relevant.** For a strong ad and a better Quality Score, it's critical that the keywords you select to bid on correlate to keywords incorporated throughout your landing page. These keywords should be woven throughout your ad's headlines and descriptions as well. A lower Quality Score will result in a higher cost-per-click and fewer clicks to your website.

It's also important to keep the customer in mind. If your ad doesn't match what's on your website, what they are looking for when they typed in their search and what they expected when clicking on your ad, the user is likely to click off your website immediately upon entry. This still counts as a click. And remember PPC? You will still pay for that click, but it's likely not going to result in your desired outcome.

**Land customers with an optimized landing page.** Not only should the keywords in your ad match keywords on your landing page, but it's also important to make sure the landing page is set up to solve customer pain points, answer their search query and lead them to make a desired action (learn more, sign up, download, purchase, etc.). It's important to keep in mind what problem you are solving or question you are answering when a user types in a search and clicks on your ad. What are they expecting? Does your landing page fulfill this?

If you're looking to advertise your business and drive traffic to your website, Google Search ads might serve as part of your paid strategy.

*Robin West is the Advertising and PR Specialist at APA – The Engineered Wood Association*



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### The Willamette Valley Company Announces Retirement and New North American Business Manager

After more than 50 years with The Willamette Valley Company, Tony Vuksich will retire Oct. 1. Tony has been instrumental in leading and growing business within the wood products arena for the past five decades and will be missed as he embarks on the next chapter of his life. Tony and Anita are planning to enjoy their family, friends and the Oregon coast.



**Tony Vuksich**



**Jason McIntosh**

Congratulations, Tony! We wish you nothing but the best.

Jason McIntosh is joining The Willamette Valley Company as the new North American Business Manager-Global Wood Division. McIntosh has spent his career in the wood products industry in plywood, OSB and project management with two engineering leaders (Hunt Guillot and Associates and Hansen-Rice Inc.).

### NESTEC Announces Canadian Market Expansion

Diego Castillo recently joined the NESTEC team as Director of Canadian Applications and Sales. He will lead NESTEC's expansion into the Canadian market to integrate and tailor products and services to meet NESTEC client needs.



**Diego Castillo**

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Prior to joining NESTEC, Castillo worked with a global manufacturer of industrial valves in Alberta and a multinational environmental services company in Calgary.

## Raute Corporation Announces Start Date for New President and CEO

Raute recently announced that Mika Saariaho will assume the role of President and CEO of Raute Corporation Oct. 1. Petri Strengell, who has acted as the company's interim President and CEO since May 1, will continue in his role as the company's Chief Operating Officer (COO) and member of the Executive Board.



**Petri Strengell**



**Mika Saariaho**

ability to support customers' needs around the globe and work closely with them to understand their evolving needs and formulate solutions designed to make it easier to accomplish their goals and address tomorrow's problems today.

## Bakelite Synthetics Completes Acquisition of Georgia-Pacific Chemicals



With this acquisition, and after over 100 years of development through legacy companies as a global phenolics leader, Bakelite Synthetics adds to its strong portfolio of products, brand and customers, as well as building on its growth strategy of delivering innovative solutions to customers in a sustainable manner. Georgia-Pacific Chemicals brings with it complementary resin and formaldehyde technology and end markets in the building materials, transportation, industrial, chemical intermediate and specialty resins space. This acquisition includes 11 chemical facilities

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## Bostik finalizes Integration of Ashland's Performance Adhesive



Four months after completing the acquisition of Ashland's Performance Adhesive activities, Bostik, the adhesive solutions segment of Arkema, has finalized the integration of these activities inside its organization.

This acquisition includes Ashland's portfolio of high-performance adhesives, 330 people and six North American production plants. In addition, it expands Bostik's

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employing approximately 600 people in the U.S. and South America.

The company's new headquarters will be based in Atlanta, Georgia, and the combined company will consist of approximately 1,500 associates and 21 manufacturing sites operating in 10 countries.

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## BASF Announces Construction Start for Demonstration Plant

On Sept. 1, BASF and partners SABIC and Linde Engineering celebrated the construction start of the world's first demonstration plant for large-scale electrically heated steam cracker furnaces. By using electricity from renewable sources, this fundamentally new technology has the potential to significantly reduce CO<sub>2</sub> emissions of one of the most energy-intensive production processes in the chemical industry.

## Arclin Announces New Senior Business Director – International Overlays

Arclin has named Brian Adams as the Senior Business Director – International Overlays. The newly created position will leverage Adams' industry and leadership expertise to drive Arclin's expansion and presence in international markets outside of North America. Adams joins the company after serving as President and Managing Director of Surfactor North America. He brings more than 25 years' experience in the wood products industry with a heavy focus on sales, marketing and production of surface overlay materials. He will be responsible for the strategic direction and growth of Arclin's international overlays business.



**Brian Adams**

## READER SERVICES

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Chris Van Ackeren – Sales Manager, Veneer Systems  
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