

The Softwood Forest Products Buyer

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Frank Elfering, Boise Cascade Building Materials Distribution, Boise, ID; Rich Viola, Boise Cascade Building Materials Distribution, Billerica, MA; Mitch Wagner, 84 Lumber, Eighty Four, PA; Lisa Trulli, Boise Cascade Building Materials Distribution, Billerica, MA; and Beau Dunkerly, Boise Cascade Engineered Wood Products, Hanover, PA

Additional photos on pages 12, 14 & 16

Manufacturers/Suppliers Gather in Las Vegas for Annual International Builders' Show

Photos by Terry Miller

Las Vegas, NV—Held here at the Las Vegas Convention Center and featuring the co-location of the National Association of Home Builders (NAHB) International Builders' Show (IBS) and National Kitchen & Bath Association's (NKBA) Kitchen & Bath Industry Show, Design & Construction Week® brought together more than 80,000 building industry professionals worldwide.

IBS 2020 registered more than 1,400 leading manufacturers and suppliers from around the globe in 600,000 net square feet of exhibit space, showcasing the latest and most in-demand products and services.

Baseball legend-turned-business leader Alex Rodriguez headlined the Opening Ceremonies at IBS.

IBS attendees also had the opportunity to tour the two official show homes. The New American Home®, located in Henderson, NV, which is distinguished due to incorporating a variety of contemporary-modern de-

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126th LBM Expo Hosted by NRLA

Photos by Terry Miller

Boston, MA—The Northeastern Retail Lumber Association (NRLA) recently produced the 126th LBM Expo at Hynes Convention Center, located here.

The annual gathering is the largest trade show regionally of its kind representing the lumber and building material industry. This year's theme was "Experience the Future."

In addition to a trade show floor full of exhibitors, attendees had the opportunity to listen to the opening and closing session speakers. Zach Williams, founder and CEO of LBM marketing platform Venveo, led the opening session with his presentation. His topic was "eCommerce & Amazon: Understanding and Leveraging Digital Solutions in the LBM Retail Industry." Specifically, he discussed the advantages that eCommerce brings to LBM



Jack Stevenson, Mid-Cape Home Centers, South Dennis, MA; Keith Coleman, Duration, Trenton, NJ; and Hannah Knapp, Robert Torino and Bob Lattanzi, US Lumber Group LLC, Mansfield, MA

business. He taught attendees how to set up their eCommerce and Amazon stores to see results from the first day of onset— a simple formula for growing awareness for business online efforts. He also discussed three LBMs who are seeing results and what strategies they are using, plus advised about the most important metrics for tracking and measuring success.

Daniel Faggella provided the closing session presentation. He is the founder and CEO of Emerji, a research and discovery platform for artificial intelli-

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Jack Dalton, Mid-State Lumber Corp., Branchburg, NJ; John Fijalkowski, Mid-State Lumber Corp., Marlborough, MA; and Lyle Tompkins, Kenny Bernstein and Ray Unick, Mid-State Lumber Corp., Branchburg, NJ

Additional photos on page 16, 18 & 22

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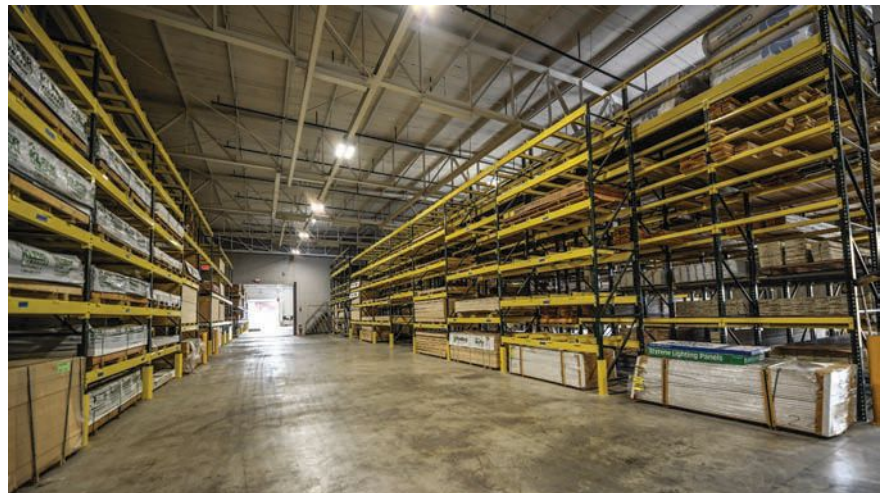
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Getting it Right for Over 100 Years at Kuiken Brothers Company Inc.

By Michelle Keller



Kuiken Brothers buys several million board feet of Softwoods annually, primarily Douglas Fir dimensional lumber.



Kuiken Brothers' newest facility includes a drive-through warehouse and nine loading docks.

Great facilities make great products.



Pictures at Left: The Log
Procurement Team



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Fair Lawn, NJ—Kuiken Brothers Company Inc., headquartered here, is a leading supplier of residential and commercial building materials. The company purchases several million board feet annually of Softwoods, including Douglas Fir dimensional lumber. Products available include doors, windows, trusses, treated products, moulding, plywood, and OSB and other panel products.

"We have strong relationships and partnerships with some of the best mills in the country."

— Matthew Kuiken,
vice president of operations,
Kuiken Brothers Company Inc.

Kuiken Brothers has earned its tagline, "Getting it Right for over 100 Years." With nine locations the company has seen a lot of continued growth since its inception. Most recently the family-owned company added a location in Newark, NJ. Situated on 10 acres, the new site is at the center of a growing distribution hub in the New York and New Jersey Metro market.

Vice President of Operations Matthew Kuiken said, "This is our ninth residential and commercial building materials location. Kuiken Brothers has supplied a wide range of projects in the Hudson, Essex and Union County markets. The Newark location now provides us with even greater access and allows faster delivery into these markets."

Located approximately one mile off exit 15E on the New Jersey turnpike, the new location has allowed the company new partnerships with

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The Newark site is at the center of the ever-growing distribution hub in the New York and New Jersey metro market.



The newest Kuiken Brothers location can receive upwards of 24 railcars of material at once.

builders and remodelers in the greater NYC metro market, Kuiken said.

Utilizing all of its storage capacity, the new facility encompasses a drive-thru warehouse; nine loading docks; auto-racking; windows and doors department; moulding; decking and a full line of panels and commercial materials including drywall and metal studs. “The new center has 115,000 square feet of covered storage and can receive upwards of 24 railcars of material at once,” Kuiken explained.

Other locations in New Jersey are in Fair Lawn, Emerson, Midland Park, Wantage, Roseland, Succasunna and Garfield. There is also an operation in Warwick, NY.

Lumber and building materials are sourced from North American mills. “We have strong relationships and partnerships with some of the best mills in the country,” Kuiken offered. “Our centralized purchasing department procures the lumber for all nine of

our locations. We are also long-time members of the Lumbermens Merchandising Corporation (LMC).”

Delivery capabilities include a fleet of close to 100 vehicles. “Our delivery abilities are unsurpassed with GPS-equipped flatbeds, tractor trailers, moffett and 4-, 6- and 8-story boom trucks,” said Kuiken.

With over 300 building material specialists employed, Kuiken said the company is launching a new Learning Management System through Building Supply Channel. “Keeping our employees up to date on resources and products is a primary focus,” Kuiken explained. “All staff will be introduced to a range of educational content.”

When asked what keeps the operation up front in their sector, Kuiken said, “We rely heavily on digital communication through our website, e-newsletters and social media channels. All of our stores are clean and uniform in their look and feel. Our showrooms are designed with our builder partners in mind to

make product selection easy. This is a significant value-add and a time saver for our customers.”

A collection of moulding profiles are in-stock exclusively at Kuiken Brothers. The CAD files can be downloaded to generate the customer’s specific architectural millwork elevations. “Specifying these unique stock profiles ensures easy access for installers as they will not be delayed waiting for custom moulding knives to be produced,” Kuiken said. “We ship these mouldings to residential and commercial projects nationwide. There are no minimum quantities and no quantity is too large for us to supply, including hotel and commercial projects.”

Kuiken Brothers also offers a number of tools to assist in the specification of residential and commercial millwork packages. “We have created two different sections on our site where you can download CAD drawings of Kuiken Brothers Classical

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Kuiken Brothers has close to 100 delivery vehicles. Here, a boom truck delivers insulation to an eight-story multi-family project in Hudson County, NJ.

Moulding Collection in DWG, DXF as well as PDF format,” he explained. “We have also created a number of full room combinations for guidance on how you can combine different crown, casing and base mouldings from a particular style and still maintain proper scale and proportion.”

Six different full room packages are available within Kuiken Brothers Moulding Design Guide, which allows the customer to download complete combinations of crown, casing, base moulding and chair rail. These packages were all designed to ensure proper scale and proportion. “These options are designed to save time so that you can easily incorporate the designs into your plans,” Kuiken said.

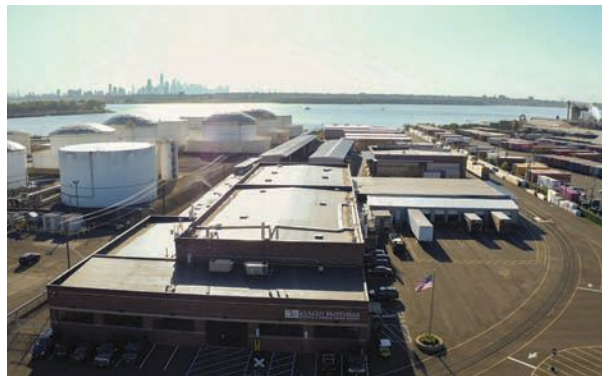
Many of the moulding combinations found within the Moulding Design Guide are created with profiles from the firm's Classical Moulding Collection. These profiles have historic precedent and are based on classical and traditional designs discovered through meticulous research of the Library of Congress's Historic American Building Survey and with the careful oversight of a nationally recognized historic moulding expert. "Our goal is to help simplify the millwork selection process and we know this to be a useful resource for our customers," said Kuiken.



Kuiken Brothers sources its lumber and building materials from North American mills.

Established in 1912,
Kuiken Brothers focuses
on serving the needs of
professional contractors,
architects, designers
and homeowners in the
region.

Besides Matthew Kuiken, key personnel include President Douglas Kuiken, Executive Vice President Henry Kuiken, Vice President of Sales Nicholas Kuiken, Vice President of Commercial



Kuiken Brothers recently opened this 10-acre location in Newark, NJ.

For more information, visit www.kuikenbrothers.com.

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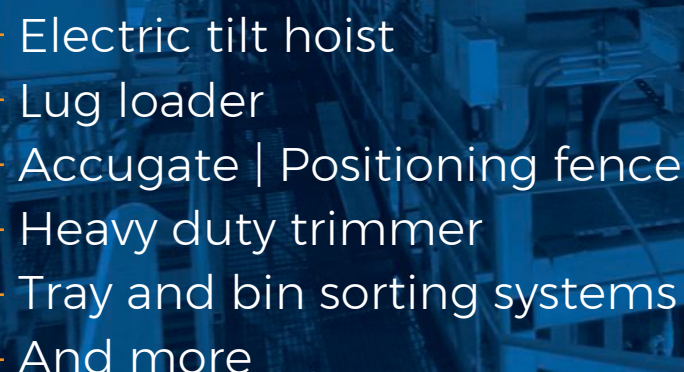
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