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Log Building Industry Association BC

The LBI Newsletter

VOLUME 1, ISSUE 2 — 6 OCTOBER 1998

Highlights of the Quarter

The Second Quarter of the Forest Renewal BC Contract has been completed. Highlights include:

* Drafting of Committee Objectives for Training, Fibre and Marketing;
* Amendment to the FRBC Contract for increased funding to allow for LBI participation in initiatives of the BC Council of Value-Added Wood Processors;
* Drafting of a Training proposal for province-wide Curriculum Development;
* Industry Information Sheet produced;
* Liaison with the Federation of BC Woodlot Owners Associations; spoke at their AGM; they were excited to hear of us;
* Agenda developed and meeting arranged with WCB funding partners;
* AGM planned.

AGM: Time and Place

The Log Building Industry Association of BC has scheduled its Annual General Meeting (AGM) for November 6, 7 and 8, 1998 at the 108 Mile Ranch Resort in the South Cariboo. Please note that this is a different time from what was posted in the last Newsletter.

The AGM is at a different Time from what was posted in the last Newsletter

The "Theme" of this AGM will be "In-Step: an integrated approach to our three main issues of Fibre Supply, Training and Marketing."

The thinking behind this integrated approach is that if any one of these gets out in front of the others, it will falter and have to wait (see story on page three).

The AGM program will consist of information workshops and seminars on Friday, membership business on Saturday morning and a series of speakers on Saturday afternoon with a social on Saturday night. There will be a Directors and Committee meetings on

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AGM DINING AT ITS FINEST AT THE 108 RANCH RESORT

BC Wood Specialties Group

The BC Wood Specialties Group (BCWSG) has arranged two separate Agreements with Forest Renewal BC (FRBC). Both are to deliver services to the Value-Added Sector.

One Agreement is for Value-Added Training and the other is for Value-Added Marketing. BCWSG is well positioned to offer these services and our Training and Marketing Committees are looking

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Committee Progress

The Training, Marketing and WCB Committees have been most active this summer, but progress has also been made by the Fibre and Insurance committees.

The Training committee has met twice this summer and will meet again in mid October. The stated Goal of this committee is to "provide training for the whole log building industry

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Suggested Reading

Normal Front Page lead-in stories	1
Continued stories and TECH TIP	2
Integrated Approach to our three main issues	3
International and Local Market leads from BC Wood Specialties Group	4 and 5

AGM Program and other Neat Stuff

(Continued from page 1)
Sunday.
The Itinerary is enclosed as is a Registration Form.

Friday morning will consist of an overview and Committee Reports. Friday afternoon will comprise three workshops.
One is an "Export Readiness" Workshop targetted for the LBI Members who are prepared, or preparing to develop their export markets. This Workshop will cost $25 and provide an array of detail on market research, strategies and planning as well as pricing, documentation and the role of customs brokers; we need at least 15 registrants for this.

The second and third workshops are targetted for the LBI Members who are preparing to enter the next stage of their growth around Business Planning and E-Mail. There is no extra cost for these workshops. The Business Planning will re-inforce the fundamentals of business organization while the E-Mail workshop will have special value for those preparing to expand their search for fibre, suppliers and market opportunities into the electronic world.

On Friday night, there will be general social and networking time.

Saturday morning will be for Association business and selection of Directors and Committee Members. Saturday afternoon will feature a series of interesting speakers plus an open discussion time. The formal AGM will adjourn in the afternoon.

On Saturday night, the Honourable David Zirnhelt, Minister of Forests and local MLA, is scheduled to join us for dinner.

Other activities include a Raffle, Trade Show and a Tool and Notch cutting demonstration which will be filmed for later inclusion into a promotional video. If the weather

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BC Wood Specialties Group Continued

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to BCWSG for expertise in meeting committee Objectives.

The LBI Training Committee's long term goals include Industry-wide curriculum development and ongoing delivery of training, perhaps through the Apprenticeship Branch. In the meantime, BCWSG worked in concert with FRBC staff from the Thompson/Okanagan (T/O) region, to hold a consultation meeting in Vernon during July to identify what existing value-added courses are priorities that can be delivered this fall. Other regions are also holding these meetings. None of these courses are developed for log building, however, some of the 20 courses identified in the T/O will have some relevance for those builders who wish to increase their

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Committee Progress Continued

(Continued from page 1)
for all levels of skill development leading to Master Builder Certification." This committee has formally requested designation as a certifiable trade from the apprenticeship Branch for the ongoing delivery of training and has also drafted a proposal to fund the development of a curriculum suitable for the Industry as a whole.

The Marketing committee

(Continued on page 3)

TECH TiP

Courtesy of Ed Shure of Timmerhus Log Building in Colorado and passed on to me by Jean Steinbrecher, Architect and LBI supporter from Washington State. Both are on the Board of Directors of the Canadian/ American Log Building Industry Association (C/ALBIA).

The "Tip" allows for the pre-curing of the North and East walls of a building by siting these walls for a South and West aspect during the original construction in the yard. This way they get some sun. When the building is taken apart and shipped on-site for installation, those North and South walls have received the benefit of drying in some direct sun light and thusly curing a bit while in the initial construction stage.

This Tip represents a Scandanavian technique and has special significance for the more northerly builders..

Another "Tip", this one from Wayne Sparshu in a talk on Yard Efficiency to the C/ALBIA at Whistler last spring. "Sharp tools add to your efficiency. A sharp chain and a shorter bar can add 40 linear feet in your day's production."

MARKETING ISSUE

Exports to the German market are currently subject to restrictions from the German authorities over the issue of the Pinewood Nematode. The Nematode is a microscopic organism that is carried into the wood by a beetle. The Nematode itself cannot be seen, but the beetle's bore holes are easily visible. The German stance is that where there are beetles, there are Nematodes.

Current access to the German market depends on acquiring a certificate of Heat Treatment from Agriculture Canada. This adds time and expense to any shipment.

A representative from Agriculture Canada addressed your Board of Directors in September. He explained this is an unresolved and changing international trade issue which is larger than our province or industry. He indicated that more information is forthcoming and he will keep us informed.

ADVERTISING PAGE

Please take a moment to appreciate the advertisers in our Newsletter. Aside from the salesmanship involved, most are in it to help us along. Also, we are a good deal.

Integrated Approach to Main Issues

The objectives of the Training, Marketing and Fibre committees are being developed to work together, to enhance each other's goals. These goals are currently in draft form are ready for discussion.

Training Goal: "provide training for the whole Log Building industry for all levels of skill development leading to a Master Craftsman Certification".

Marketing Goal: "provide a diversified, association level approach, to global markets through targetted market plans".

Fibre Supply Goal: "provide a consistent source of house logs for our membership".

The goal of the Training Committee is meant to dovetail with the the long term objectives of the Marketing and Fibre Committees. Long term Marketing objectives include demonstrating a quality assured product. One way to do this is by developing a Certifiable Trade to provide consistently qualified personnel for the Industry. This will lead to the Industry being able to assure consistent quality products across several markets. The success of these two objectives will serve to demonstrate the viability of our Industry and increase the market we create for house logs. Strengthening our Industry's demand for house logs will lend credence to our initiatives to diversify our supplies of logs and thereby support the objectives of the Fibre Committee.

A synchronized, integrated approach to these issues will assure that no one of them gets out in front or falls behind. The last thing we want to have happen are to produce trainees but not jobs, or to have orders that we can't fill. Or worse yet, not be able to utilize the wood if we had it. If we can use the wood and create jobs with it, then we are in a strong position to negotiate further access to fibre.

AGM Activities Continued

(Continued from page 2)

looks promising, bring your golf clubs or fishing gear. The golf course and two canoes are available free of charge to our registrants. The riding stables are also expected to be open with an hourly charge of $18.00 per horse. The Registration costs are $195 per member.

Please fill out the Registration Form and return (with a Cheque made out to the Log Building Industry Association of BC) to Peter Mutrie at Box 521, Smithers BC. V0J 2N0 by October 23, 1998. Also Please book your rooms at the same time. The numbers are on your Registration Form.

If we are to grow as an Industry, we need to get involved. We need to muster our talents. **We need you to come out for our first AGM.**

More Committee Progress

(Continued from page 2)

have had some informal discussion around Marketing Objectives and an initiative for building a display booth. This committee currently has two members and will look to recruit others at the AGM.

The WCB Committee has been working closely with a WCB officer and other funding partners to advance a proposal for developing a specific safety program around regula-

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BCWSG International Marketing Leads

The BC Wood Specialties Group have representatives in Japan who report that the Japanese market is still alive. At their recent AGM, it was reported that Canada holds 42% of the packaged home market in Japan and 70% of the inquiries they receive are for direct imports. BCWSG has shared several of these inquiries (listed below) with us. LBI members are invited to make direct contact with the following:

* Mr. Shiro Watabe, Mgr of Watabe Kenchiku Sekkei Office, 95-3 Horinouchi Oaza Horinouchi Machi, Kita Uonuma gun, Niigata, JAPAN. Mr Watabe is an Architect with plans to build 15-20 log homes of their design and want BC hand craft partners. Mr. Watabe would like to see brochures, catalouges, price lists and company profiles from BC log builders. He invites direct contact at:
Tel: 02579-4-4033;
Fax: 12579-4-4244

* Mr. Ryuji Nagata, Chief of Materials Team A, Machinery & Materials Dept. UNICOOP Japan, 1-1-12 Uchikanda, Chiyoda-ku, Tokyo, 101-8505, JAPAN. Unicoop is about to enter the import house business want contact with Canadian suppliers. They request brochures etc from makers of log buildings, cabinets and packaged housing. Contact directly:
Tel: 03-3296-8875;
Fax: 03-3219-1465; E-mail: nagata@unicoop.co.jp

* Mr. Kazumi Shimazaki, Section Chief of Second House Div., Mokumoko Corp., 2-15-16 Shinkiba, Koto-ku, Tokyo, 136-0082 JAPAN. Mokumoko Corp builds summer homes, sheds, carports and are developing a log home business. Their favourite species is Red Cedar. Mr. Shimazaki requests brochures etc from BC builders. Contact directly:
Tel: 03-3522-0622;
Fax: 03-3522-0603.

* Century Homes, Kita 877-1, Chuo-ku, Saku-shi, Nagano, 385-0011 This company starts 20 homes a year and is looking for "hand hewn" log home contacts. Please mail brochures and/or product and company information directly.

Still More Committee Progress

(Continued from page 3)
tions for our Industry. The committee has developed an agenda and set a date for meeting with funding partners and subsequently, the WCB Adjudication Panel.
The Fibre Committee has held informal discussions this summer and are drafting a set of Objectives as well as working to create liaison with Woodlot Owners, develop some recommendations towards the Small Business Forest Enterprise Program and support a couple of new Log Yard initiatives.
The Insurance Committee collected two more quotes for coverage and is currently working to decide what best serves member needs.

All of the Committee members have been busy during the summer season. Most are looking forward to having some new energy recruited at the AGM and to creating some focus time during the coming winter.

Members: Please consider joining a committee.

BC Wood Specialties Group Continued

(Continued from page 2)
efficiencies or develop their people to the next level. For instance, for builders considering an expansion, BCWSG has courses on supervisory skills so that existing people can grow into lead hands.
These courses are organized to be delivered first in the Thompson/Okanagan Region but will be soon be coming to a region near you.

See side bar on page 4

BCWSG Courses

The following BCWSG value-added courses are planned for delivery this fall and winter. They have been suggested from the 20 courses identified in Vernon last summer. These listed below are thought to have relevance for Log Builders. Costs for the courses are shared with FRBC who will contribute 75% and the student or company will contribute 25%.

Better Supervision 1&2: prepares new supervisors

Management Training: prepare managers to deal with growth and change

Business Planning: Entrpreneuriship series with a focus for starting and operating a value-added business

Essentials for Quality 2: prepares workers with quality control knowledge and skills

Safety Training: promtes safety awareness and WCB requirements

These courses are available first in the Thompson/Okanagan Region. Watch for them, and other courses to be coming to your region.
Contact your friendly LBI Coordinator for more information.

MARKETING INITIATIVES

The Marketing Committee's long term objectives include developing enough construction flexibility at the Industry level so we can shift marketing focus from market to market as global economies ebb and flow.

A short term focus can be the American market because of the favorable exchange rate and its vigour (although, Asia is still active; see story on marketing leads).

Short term goals include a promotional video and a Display Booth. Both for the Trade Show Circuit and both to promote the BC Industry to the World.

We are planning to film some tool demonstartions and notch styles at the AGM for future inclusion in a video.

Theo Weiring of The Log People has offered to supply some log shorts, so don't be shy, bring some work clothes and volunteer to cut a notch or a groove for the benefit of all.

More International Marketing Leads

* Mr. Wakasugi is a businessman who owns a log home and has a friend interested in buying one. Mr. Wakasugi would like to see brochures etc. Contact Directly at:
Asuku Co. Ltd. Shuwa Nihonbashi Hakozakicho Residence #705, Tokyo To, Chuo ku, Nihonbashi Hakozaki cho 32-3
JAPAN 103-0015
Tel: 81 3 3664 6720
Fax: 81 3 3664 6721

* Mr. Tatsuo Nakashiba, Overseas Purchasing Division, Ichiken Co., Ltd.
2 - 5 - 5 Shiba Daimon, Minato-ku, Tokyo,
105 JAPAN
Mr. Nakashiba is looking for one log house at the moment. Their main business is commercial construction and indications are there is potential for more business, especially flooring and molding opportunities.
Tel: 03 - 3437 -8947
Fax: 03 - 3437 - 8949

* Mr. Sean C.S. Chen Vice-Chairman, and Mr. Donald S. C. Liang, Spec Asst to the Gen'l Mgr. at Pucha Builder & Developer Corp. and Sunrise Gen'l Contractor Corp.
9F, #184, Sec.4, Hain-Yi Road, Taipei, Taiwan.
This is a large compay with a quality reputation. They are developing a 134 Ha site over 10 yrs. They are considering a log home area on this site and request information from builders. They specify red cedar only. They expect the quality to last for several generations in spite of humidity, worms, earthquakes and typhoons. They recognise that technical support will be needed during the early stages of the project. Pucha and Sunrise are looking for a long term relationship rather than just a purchase agreement. Please forward brochures and lists of exporters/distributors directly to Mr. Chen and Mr. Liang in Chinese or English.
Tel: 886-2-2700-1167
Fax: 886-2-2702-7062

For more information on these leads contact Rob Mitchell at BCWSG at (604) 583-8786

NEW WOOD INITIATIVE TAKING POSITIVE STEPS

Efforts are under way to advance the status of wood into a "material of first choice" for commercial and public buildings. The National Wood Use Pilot Project was launched in August/98 by the Canadian Wood Council and funded by a group of Industry partners. The pilot project, which aims to create a "build with wood" culture, is centred in the Prince George region. The Project will create this culture by launching an awareness campaign for politicians, government ministries, municipal governments, business leaders, architects, engineers and builders. The Project will also provide technical support such as design assistance, demonstration projects and training through seminars and courses.
A key component of WOOD WORKS! is a demo project to feature cost-competitive and innovative use wood design and construction. A committee will select a project with public appeal that can showcase the structural uses of wood on a cost-competitive basis; *"engineered for strength and style"*.

Contact: Roseline Ferre
Project Consultant
WOOD WORKS!
Tel: (250) 562-0357
Fax: (250) 562-0323
Email: rferre@pgonline.com

WESTERN WILDERNESS LEGACY PROJECT

BC Parks has partnered with Forest Renewal BC to design and build three "green theme" structures meant to display BC wood products and lead to an eventual revenue stre[illegible] for Parks. Up to 1,000 units are envisioned in parks across the province. The first stage is to inventory the interested builders with respect to a draft design and then BCWSG would extend the "invitations to quote". Once the first three are built, the rest will be a commercial venture. Contact BCWSG at:
Tel: (604) 583-8786

Website: www.capriintercity.com
Email: service@capriintercity.com
Toll Free: 1-800-670-1877

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