

# We Have Arrived!



Wynndel Lumber Sales has installed what is the industry leading board finishing line. The Flagship of the line is the Superthundermac, a 1000 FPM high speed moulder imparting a sanded like finish on the Premier Board in North America.

- 1x4 thru 1x12 ESLP boards ● 1x4 thru 1x12 ESLP Primed boards ● 1x4 thru 1x10 ESLP Pattern Stock



1-877-898-5266 [www.wynndellumber.com](http://www.wynndellumber.com)





Log suppliers are valued partners in ensuring the best grades for the markets that the J.D. Irving Limited serves.

## IRVING – Dixfield Log Supplier Open House

Every year in early May, Irving Forest Products hosts an open house at its White Pine sawmill in Dixfield, Maine, to show its appreciation to about 125 log suppliers. The quality product the company delivers to its customers begins with its log suppliers. Log suppliers are valued partners in ensuring the best grades for the markets that the company serves.

The focus of the open house is a complete mill tour, usually given in groups of 10. Experienced mill employees serve as tour guides for the event. Irving Forest Products feels that it is very important for its log suppliers to understand what happens to their logs once they get delivered to the mill. Feedback is always positive as suppliers learn and understand the process. In return, the educated suppliers are better able to meet the mill's need for well prepared, quality sawlogs.

Along with the mill tours there are log scaling demonstrations, log preparation demonstrations, lumber product displays, and chainsaw manufacturers who display the latest equipment.

One of the highlights of the day is a barbecue lunch served up by the mill staff.

May 9<sup>th</sup>, 2008 delivered perfect weather for the event. After lunch, numerous door prizes were given out, ending the day.

The open house is a perfect way to bring log suppliers and mill employees together for a day of fun and education. A good time is always had by all.

## A New Cedar Dimension For J.D. IRVING LIMITED

**Saint John, N.B.**—J.D. Irving, Limited purchased the Baker Brook operation from Bowater in 2006. This mill was originally designed and updated to efficiently produce SPF stud lumber in 10-foot and shorter lengths. Facing a softening SPF market and identifying a need to consolidate Cedar production at one location, the company switched over the log inventory and began producing Cedar in April of 2007.

The Baker Brook site, managed by Mario Desjardins, is comprised of a sawmill, planer mill, and dry kiln. The sawmill has a daily output capacity of 90,000 FBM on Cedar. "Our biggest challenge was taking a highly optimized mill set up for high output production and making the necessary changes to produce a product that is graded based on appearance rather than structural integrity," says Desjardins.

The centerpiece of the mill is the Comact DDM 10, which suits the Cedar log sawing patterns well as the species inherently produces logs with lots of sweep. Recovery and capturing grade are made possible in the mill with the Brewco horizontal resaw and 65 bins on the drop sorter. "Our operation is extremely optimized, which allows us to get the best recovery from our log resource and produce the grade needed by the customer," said Desjardins. Once sawn, the Cedar product is passed through the Yates A20 planer, then reggraded, and piled to meet customer demands.

With close to 16,000,000 FBM of forecasted production in 2008, the sales team of John Russell, Sales Manager, and Charlene Ouellette, Open Market Sales, are constantly looking at new products and markets for Cedar. "We began 2008 with a sales plan that has evolved to include many new customers and we have reached into new geographic markets," says Russell. The Cedar business has historically focused primarily on the seasonal products related to fencing and log cabin home components. "With such a large production, we are looking to take some of the seasonality away from our business to ensure a strong fencing market and help diversify our product mix."

Currently, the Baker Brook operation produces 1-inch boards and 2-inch dimensional products aimed at the fencing sector along with 4x4 through 6x8 squares directed to the log home industry. Future plans include developing retail board programs and utilizing lower grade product in value-added applications such as barrels and planters.

"We have a solid, highly motivated team working at the site," says Ouellette (Open Market Sales), "and, with a positive attitude, we have seen continuous improvement in our results and this contributes to success in the long term."

For more information about J.D. Irving Ltd., call (506) 632-7777.

## Superior Prefinish Coatings from the makers of Superdeck®

Our Certified Prefinish Program assures that only the highest quality prefinish coatings are used so that boards arrive at the job site in excellent condition. For more information please call 1-800-825-5382

### Woodperfect® Series Semi-Transparent Coating

12-YEAR PREFINISH WARRANTY



Woodperfect enhances the wood texture on fiber cement siding, allowing the fiber cement siding and composite siding and trim to look like real wood

- ~ 100% acrylic coating
- ~ Transparent oxide pigments
- ~ Powerful mildewcide
- ~ Won't crack, peel or flake
- ~ Unsurpassed scuff and mar resistance
- ~ Unsurpassed beauty & durability

Woodperfect is available in four natural wood tones, plus Emerald and Slate.

#### The Prefinish Process



### SoPro Solid Professional Finish 25-YEAR PREFINISH PAINT/LABOR WARRANTY



Tint-bases are no match for SoPro's Professional Finish colors. Each color is achieved from a factory-ground pigment base meaning:

- ~ Outstanding color retention
- ~ Superior chalk resistance
- ~ Better hiding
- ~ More consistent color from batch to batch
- ~ Unsurpassed scuff and mar resistance
- ~ A block-free finish and shiner-free finish

Specifically designed for fiber cement, composite siding and wood. SoPro uses a high solids formula, a high pigment content and eggshell sheen to provide a hard yet flexible finish. Available in hundreds of rich colors, plus custom matches.



Please Visit Us At Booth No. 622



**TX4-300**  
**Articulated Forklift**



**Capacity 30,000 lbs.**  
**Full Lift Capable in Turns**  
**Full Time Four Wheel Drive**  
**Built for Harsh Environments**

Introducing another exceptional product from the *"Streak of Excellence"* line of TX Series forklifts.

650 North Church Avenue • Louisville MS 39339 • Phone (662) 773-3421 Fax (662) 773-9146 • [taylorbigred.com](http://taylorbigred.com)

## C&D LUMBER Revs Up Marketing Efforts, Values Dedicated Employees



The sales and shipping team at C&D Lumber, located in Riddle, Ore., includes: (from left to right) Tanya Gabbard, Julie Rogers, Lee Greene, Kris Lewis, Leslie Boies. Collectively, they have over 60 years of experience in the lumber industry.



C&D Lumber's Premium Exposed® Rough Timbers are clean and blemish-free. They are anti-stain and anti-fungal treated, then paper-wrapped to preserve their appearance.



A beautifully designed patio cover using C&D Premium Exposed® 2-inch and Timbers is the perfect compliment to any home.

**Riddle, Ore.**—Alfred Johnson established his sawmill in 1890 on the banks of the Coquille River, where Port Orford Cedar was the preferred building material among the area's native Americans and early settlers. Over a century later, Alfred's grandson, Bud Johnson, is the current president of C&D Lumber Co., located here, near the Coos and Douglas County line (hence the name, C&D). Over the years, Bud has continued to build a successful business on the repu-

tation and the company motto of 'Great people, Great products, Great customers.'

Today, C&D Lumber Co., which produces a variety of products from Douglas Fir, Incense Cedar and Port Orford Cedar, is very unique in its business model of not being a sawmill that is manufacturing driven, but is driven more by the market and customer needs. They have also recently started to see the value and long-term benefits in strategic marketing. To help jump-start the market-

ing vision, Leslie Boies, has recently joined the C&D sales team as the marketing/sales manager. Prior to joining C&D Lumber Co., Leslie was a marketing manager for an owner and developer of shopping centers, where she played a key role in the development and implementation of the company's marketing plans. She holds a bachelor's degree in Business Administration and Marketing from Oregon State University. Brad Hatley, general manager of C&D Lumber Co.

said, "We had a strong desire to bring a marketing emphasis to our experienced sales team. Leslie's marketing skills, communications skills and commitment to working successfully with others has already proven to be a great asset to both C&D Lumber Co. and our customers."

According to Leslie, "I am very excited to be a part of the C&D team. I highly value their dedication to mutually beneficial relationships with employees, shareholders, customers, community and suppliers. In my role, my hope is to build stronger relationships with our customers and to help build win-win marketing programs."

With this new approach, C&D can work more effectively with their customers in providing marketing support such as partner advertising, support for contractor shows, sample product displays, website links, reference materials and research support.

C&D Lumber Co. prides itself on the dedication of its employees and it is no different within the sales/shipping team, which is made up of individuals that collectively have over 60 years of experience in the lumber industry. Kris Lewis, product manager, has been in the industry since junior high when her stepfather started Billboard Lumber. Lee Greene, product manager, started in the business right out of high school and loves the fact that he works in one of the last industries where a million dollars of business is done daily on a hand shake, an e-mail, a fax and the integrity of those in the industry. Julie Rogers, sales administrative assistant, has worked at C&D since 1999 and enjoys talking to customers and being a support to the sales team. Tanya Gabbard, shipping coordinator, started at C&D 14 years ago doing clean-up. Today, she enjoys the fast-paced operation of the shipping department and going the extra mile to service their customers.

One of the product lines that C&D is most proud of is its Premium Exposed® Product Line. In 2004, C&D Lumber revised its sawmill to produce blemish-free 2-inch and timbers that are free of dirt, nicks and chain marks. Premium Exposed® rough timbers are anti-stain and anti-mold treated, then paper-wrapped to preserve its blemish-free appearance.

Standard operating procedures at C&D Lumber are designed to meet or exceed guidelines set by the Oregon Forest Practices Act, which includes some of the most comprehensive forest protection regulations in the nation. C&D Lumber certifies its timber suppliers are landowners licensed by the Oregon Department of Forestry (ODF) and requires proof of each suppliers Notification of Operation Number issued by ODF. C&D Lumber also operates with a "no waste" policy. The company utilizes every part of the log, from bark for landscaping material to wood chips for paper products and sawdust and shavings for pressed board products.

For more information about C&D Lumber, visit its website at [www.cd lumber.com](http://www.cd lumber.com) with links for locating C&D's line of products or write: 1182 Pruner Road, P. O. Box 27, Riddle, Ore., 97469. Contact the firm's main office at (541) 874-2281 or the sales office at (541) 874-2241.

Please Visit Us At Booth No. 413



CONSULT • DESIGN • CONSTRUCT

Sunbelt is the LBM industry leader in the design and construction of metal buildings and storage systems.

- Increase storage capacity •
- Minimize material damage •
- Lower labor overhead •
- Increase safety •
- Streamline overall operations •

**“Working with Sunbelt was a pleasure. The staff at Sunbelt understood our business and provided the **power bin** solution for our growing needs for efficiency in a demanding market.”**

Ed Brown, Division Manager  
Capital Lumber Company, Chino, CA

**CAPITAL**

**Visit Booth No. 202**

**What can Sunbelt build for you?**



Headquarters:  
8245 Industrial Place  
Alpharetta, GA 30004

Contact: Parrish M. Stapleton (800) 353-0892 ext. 210  
Parrish@SunbeltRacks.com  
[www.SunbeltRacks.com](http://www.SunbeltRacks.com)

West Coast Office:  
37521 North 20th Street  
Phoenix, AZ 85086

**Total solutions for storage problems big and small**

# CELEBRATING 35 YEARS DESCHUTES PINE SALES

Please  
join us  
at  
Booth  
815  
for a  
hand-rolled  
cigar

## Deschutes Pine Sales

*Specializing in ponderosa pine, lodgepole pine,  
inland fir/larch, and hem-fir products.*

Introducing KD hardwoods, dimension, Tiger Ply  
imported hardwood plywood, and high grade West Coast  
softwoods-Douglas fir, western red cedar, and hemlock.



## ISIS's Focus On Secondary Manufacturing And Hardwood Mills Pays Dividends In A Soft Market

For several years ISIS Wood Product Solutions has been one of the leading suppliers of lumber inventory and sales systems to Softwood sawmills and remanufacturers. In the spring of 2006 ISIS made a decision to diversify its market focus to include additional industry segments. The decision was to take advantage of the already strong production aspects of the ISIS system, add some additional functionality, and market to two additional lumber industry market segments that are more production oriented. The industry segments chosen were secondary wood manufacturers and hardwood mills.

Because of these decisions ISIS is having its best year ever in 2008 and is well on its way to doubling its revenue over 2007. Not bad considering the current state of the lumber industry in North America.

In its first four years, 2002 to 2006 ISIS quietly became a leading supplier of Inventory/Sales software to lumber companies. ISIS recently signed its 60th customer. Though ISIS main strength was selling and implementing software to sawmills, ISIS customers also included both Softwood and hardwood sawmills, remanufacturers, moulding and millwork producers, hardwood concentration yards as well as a few exporters/importers and wholesale/distributors.

According to Terry Neal, ISIS Director of Sales, a significant factor in ISIS's success was ISIS didn't try to be all things to all people and instead focused on being the best at supplying inventory/sales systems to production oriented lumber companies. Two years ago ISIS decided to take their production knowledge and software functionality "out for a spin" and started making inroads with wood products companies that do light manufacturing. These secondary wood manufacturers included moulding and millwork producers, cross arm manufacturers, and furniture parts manufacturers. ISIS's background in remanufacturing was instrumental in its success. Equally important was the flexibility of the ISIS software to be easily and inexpensively modified to meet the unique needs of wood product manufacturers.

Some of the wood manufacturing producers implemented by ISIS include moulding/millwork producers, Sunset Moulding of Yuba, California and Cascade Wood Products of Medford, Oregon, as well as cross arm manufacturers DisTran Wood Products of Pineville, Louisiana, and Brooks Manufacturing of Bellingham, Washington.

For manufacturers the motivation to move to ISIS was about finding a modern, easy-to-use system that had wood industry manufacturing capabilities and the flexibility to be re-configured to meet the unique, bill of materials, costing, production scheduling, work order requirements of secondary wood manufacturers.

For the hardwood industry ISIS wrote a

hardwood specific inventory/sales system. ISIS close partnership with a new up and coming hardwood industry handheld supplier eLIMBS was the missing piece that gave ISIS a true hardwood solution. ISIS also hired two senior hardwood industry systems specialists to help develop and implement the ISIS hardwood system. According to Neal "one of our hardwood customers, Matson Lumber Company of Brookville, Pa., after an extensive search and evaluation told me that they felt that ISIS was the only true hardwood inventory, sales and production system available today."

Other ISIS hardwood customers include Cascade Hardwood and Coastal Lumber. Coastal is implementing ISIS at 14 sawmills and concentration yards.

Sawmills are still ISIS's core business. According to Neal "the motivation for sawmills to upgrade their inventory systems has been driven a lot by the cost effectiveness of data collection products such as touch screens, handhelds and tag printers."

The decreasing cost and ease of making a mill wireless is another contributing factor. ISIS sawmill customers like Wynndel Box & Lumber of Wynndel, B.C., have greatly enhanced the control of their inventory by

installing wireless touchscreens and handhelds. Wynndel inexpensively and effectively wired their yard with its own staff.

ISIS is committed to staying current with leading edge Microsoft technology. ISIS is written in Visual Studio2005 and uses the Microsoft SQLServer 2005 database. According to Randy Strutin, ISIS President and Chief Programmer, "Visual Studio2005 allows ISIS to quickly and inexpensively modify our software to fit individual customer's unique requirements." Strutin added, "Our goal is to not force companies to change the way they do business to fit their new inventory system."

ISIS is a member of bob4wood. The bob4wood partnership has brought together some of the leading suppliers of wood product business software. Including InterDyn with Microsoft Great Plains Dynamics and its cross wood industry Business Intelligence software. Other partners include 3Logs and eLIMBS. Bob4wood refers to a cohesive ERP solution for the lumber industry that is comprised of the industries best individual business software suppliers.

For more information about ISIS go to their web site at [www.isiswood.com](http://www.isiswood.com).

**Look up ISIS at the 2008  
NAWLA Traders Market®  
in Chicago  
Booth # 208**



## SOUTHERN PNEUMATICS Opens New Division

**Knoxville, Tenn.**—The history of Southern Pneumatics began in 1958, leading to a solid reputation of design, fabrication and installation of dust collection systems on a national scale.

As indicated by Joe Hill and Charles Owens, design engineers, industrial dust is Southern Pneumatics' specialty, as is turnkey and full service.

"We are capable of providing virtually all brands and models of units, including our custom built Hillco brand of cyclones and baghouses," said Hill.

"We also specialize in customizing our installation schedules to meet our customers' needs," Owens added.

For more than 20 years Southern Pneumatics has remanufactured and refurbished pre-owned equipment, and has significantly expanded this area with acres of baghouses, cyclones, blowers, fans, etc.

This pre-owned line of equipment is complete with all sizes, and includes rebuilt as needed to the level of a finished product, primer and paint. Savings on pre-owned often reaches 50 to 75 percent of a new unit.

Additionally Southern Pneumatics is known throughout the industry for emergency response. Recently they responded to a dust explosion with a repair team in 4 hours, and were able to reduce down time to two-and-a-half days.

Southern Pneumatics is a custom fabricator with a large selection of pipe fittings and accessories on hand, and stocks off the shelf items such as rings, cutoffs, cleanouts, flex hoses, etc. If the dust industry needs it, Southern Pneumatics can obtain and supply that item.

Southern Pneumatics has opened a new division located at 549 West Scott Avenue, across the street from our current location, allowing excellent interaction between the two divisions. Southern Millwright & Mechanical, managed by Mike Cable, gives Southern Pneumatics added strike capability to be doubly effective and efficient for clients and customers, as well as offering cost savings by packaging services.

Cable has more than 15 years experience, and his crew has a total of 150 years experience in everything from crane service to hand tools. The new division offers plant relocation, certified welders, mechanical systems, sheet metal fabrication and installation, steel erections and heavy rigging, concrete forming and finishing, new electrical installation, site excavation, process piping, electrical service and general contracting from remodel to new construction.

Southern Pneumatics' management indicated they have always been in the business of system maintenance and p.m. service. They are a factory direct



This Southern Pneumatics baghouse was installed at a custom cabinet shop in White, Ga.



Southern Pneumatics, located in Knoxville, Tenn., recently installed this MAC baghouse at an architectural moulding plant in Roanoke, Ala.



The company also installed this MAC baghouse at a composite flooring plant in Selma, Ala.

supplier for replacement bags and can provide the most competitive pricing in the industry.

Size of system is not an issue with Southern Pneumatics from "mom & pops" to the largest commercial applications, Southern Pneumatics remains competitive, and the system of choice. These folks can proudly say to their customers that 30 years from now, as in the past 50 years, that Southern Pneumatics will be available to make sure the customer's unit is functionally ready.

Not only does the company handle wood dust of all shapes and sizes, but is capable of most particulate air handling needs. Past clients include battery, ceramic, paint, iron, rock, graphite, plastic, fabric and chemical industry needs.

Southern Pneumatics is dedicated to maintaining a state-of-the-art facility, including CAD/COM design 2006 and CNC plasma cutting computerization. Installation is a specialty at Southern Pneumatics. The firm is routinely able to field multiple crews to various locations, or large crews for speedy install. A fleet of two cranes, tractor trailer with beaver tail, two flatbeds with trailers, a gooseneck float and truck and six complete service bed units completes the compliment of vehicles, plus three delivery pickups. The cranes are also available for rental with or without operators.

Hill, owner of the business, stated, "We do what needs to be done, that's why we are successful—we are capable of handling saw

mills, furniture manufacturers, specialty wood manufacturers and millwork and moulding plants. If you've got dust we will fight it for you. We've been doing it for 50 years. Our special specialty is low-pressure systems-pneumatic systems—that's our name."

The manufacturing plant is setup in the shape of a horseshoe, moving product out of four bay doors. Southern Pneumatics can easily support three to four crews at a time in the field and can fabricate a large job in two to three weeks.

With reliability being key, Southern Pneumatics has 75 years of combined experience just on the design side and two crew chiefs with 20 or more years experience each.

"Got Dust?" Southern Pneumatics can do, fix-it problem solving attitude is the answer for your dust problems.

# Aftermarket Dry Kiln

## MAINTENANCE & REPAIR

### Construct and Install:

- Dry Kiln Protective Coatings
- Dry Kiln & Predryer Roof Systems
- Complete Steam Piping Systems
- Stainless or Steel Heating Coils
- Relocate Dry Kilns
- Door and Carrier Replacement or Repair



### NEW SERVICE!

**A. W. Stiles Contractors  
meets all your Boiler  
needs: Sales, Installation  
& Repairs Through  
AFS Energy Systems.**



**Contact: Tommy Stiles**  
**Phone: 931-668-8768**  
**Fax: 931-668-4565**  
**Cell : 931-808-9214**  
**286 Bass Lane**  
**McMinnville, TN 37110**  
**Email: kilnworkers@blomand.net**



For more than 30 years a company you can depend on

## CABOT Meets Challenges Of New Market

**Minneapolis, Minn.**—Cabot, a marketing leader in woodcare for more than 130 years, continues the mission of manufacturing premium quality paints and stains as part of The Valspar Corporation. “Cabot continues its mission to be the leader in woodcare, marketing premium quality stains and paints throughout North America for Valspar,” according to Matt Pedrone, division manager for Cabot Factory Finish.

“Cabot has been challenged in 2008 to meet environmental regulations and the demands of our customers – what’s difficult is that the state regulations are different and vary from region to region, and then there’s California. They have completely different regulations,” stated Pedrone. “We needed more products and expanded distribution just to continue to market Cabot woodcare products for each product category in existing markets with the new VOC laws.”

Cabot products and services have always been rooted in woodcare—to protect and beautify wood, since 1877. “Although new products and alternative materials continue to come to the market, Cabot has remained focused on offering superior products for wood – the latest green building material. We look to meet the needs of the consumer by having the best product available in that region,” Pedrone said.

“We have developed water-based coatings that are environmentally friendly and perform very well,” Pedrone continued. “It’s been a real

factor when certain products cannot be sold, and it looks like Canada is going to enact similar regulations in 2009.”

These regulations and others have affected the types of products used and has increased the demand for Factory Finish™—a unique brand of products developed for coating wood in a factory. The Factory Finish™ product is available with a 25-year warranty on wood. In 2008, Cabot launched Lockzall™, a tannin resistant water-based primer for extractive rich woods like Western Red Cedar and Redwood.



Factory Finish™ is a unique Cabot product specifically developed for coating and protecting wood.



Cabot's Factory Finish product is appealing not only for its durability, but also for its versatility.



Factory Finish is available with a 15-year warranty on wood.

“Most lumber distributors are looking for ways to move more product and add profit to existing inventories, and factory finishing allows them to do just that – saving time and money for builders, that ultimately adds sales and profit dollars to their existing product lines,” Pedrone explained.

In 2008, the company will continue their “Our Performance is Legendary” marketing campaign and sponsorships building the Cabot brand, according to Pedrone. The Valspar Corporation, NYSE-(VAL), is headquartered in Minneapolis, Minn.

**Please Visit Us At  
Booth No. 929**

## WEABER Touts “11 Great Sales Programs”

**Lebanon, Pa.**—Established in 1941 by Walter H. Weaber, Weaber, Inc., headquartered here, has grown to become one of the nation’s leading hardwood lumber specialty manufacturers. The state-of-the-art lumber mill

1 Common and No. 2 Common grades, and is NOFMA certified.

Matt Weaber, president, realized the need for “green” compliance. In 2006, Weaber Inc. took the steps needed to be a proud participant in the



Key executives of Weaber Inc., headquartered in Lebanon, Pa., include Matt Weaber, president; Greg Haupt, vice president of wholesale sales; John Georgelis, vice president of flooring; and Nick Georgelis, executive vice president of sales and marketing.

is located in the heart of the Appalachian hardwood region, and specializes in Appalachian red and white oak, poplar, maple and ash, and produces over 45 million board feet of random length/width lumber per year. With over 19 acres under roof, Galen G. Weaber, chief executive officer, has constantly and dramatically geared his mill to produce quality hardwood. With its continual growth and development, Weaber provides its customers with superior products and service.

Starting in 1985, Weaber has developed “11 Great Sales Programs” including: S4S traditional oak boards; S4S veneered oak boards; S4S C & Better poplar boards; S4S finger joint poplar boards; S4S maple boards; finger joint poplar moulding blanks; solid oak and poplar mouldings; veneered oak mouldings; finger joint poplar mouldings; stair treads and risers; and unfinished red and white oak flooring. It is from these programs that Nick Georgelis, Weaber’s executive vice president of sales and marketing, states, “Our broad spectrum of proven sales programs allows our customers to buy quality hardwood products at reasonable prices, in order to maximize their sales and profits.”

In 2005, Weaber established its 11<sup>th</sup> program, unfinished hardwood flooring, which has become a strong factor in the flooring industry. From the beginning, John Georgelis, vice president of flooring, has directed this product line’s growth. “Because of our consistent quality and service, Weaber Inc., in less than three years, has become a major factor in the unfinished hardwood flooring business,” he said. “Because of this, we look forward to building on our success.”

Going on its third year now, Weaber offers Appalachian red and white oak flooring in 3/4-inch thickness and 2 1/4-inch, 3 1/4-inch, 4 1/4-inch and 5 1/4-inch widths. Weaber also offers its flooring in quarter/rift, select, clear, No.

Sustainable Forestry Initiative (SFI). The SFI program’s premise is that responsible environmental behavior and sound business decisions can co-exist. Program participants practice sustainable forestry on all the lands they manage. They influence millions of additional acres through the training of loggers, foresters and family forest landowners in the best management practices and landowner outreach programs. This commitment to sustainable forestry recognizes that all forest landowners play a critical role in ensuring the long-term health and sustainability of forests. Being proactive, Weaber has taken the necessary steps needed to ensure that there are healthy forestlands in the future. It is Weaber’s guarantee that all of its products will display the SFI logo, and this decision guarantees that Weaber’s customers will continue to come back.

One of Weaber’s latest investments is their state-of-the-art distribution center. This 170,000-square-foot facility houses all of Weaber’s finished products. Greg Haupt, vice president of wholesale sales, said, “Weaber stocks more than 6 million board feet of finished goods, and the distribution center’s efficient procedure for just-in-time delivery makes my job easy.”

It is from this facility that Weaber’s employees prepare all orders for shipment throughout the entire country.

Galen Weaber has made a major investment in his plant and process. However, he considers his number one asset to be his employees.

For more information, contact Weaber Inc. at 800-745-9663, visit [www.weaberlumber.com](http://www.weaberlumber.com) or e-mail [mginder@weaberlumber.com](mailto:mginder@weaberlumber.com).

**Please Visit Us At  
Booth No. 915**



# MARY'S RIVER LUMBER Western Red Cedar, The Naturally Green Choice



Raymond Luther, Don Dye and Rick Ingram comprise the sales team for Mary's River Lumber Co., headquartered in Corvallis, Ore.



The Washington operations for Mary's River Lumber Co. are located at Montesano, where all facets of manufacturing are performed at one location.



The company's Oregon sawmill at Philomath is in the Coast Range west of Corvallis.

**Corvallis, Ore.**—Mary's River Lumber Company has become one of America's leading Western Red Cedar manufacturer's through its commitment to outstanding customer service, product excellence, production innovation, and diverse product availability. It has been said that in comparing building materials, Red Cedar is as distinct as diamonds are to other gemstones, due to its outstanding appearance, durability, dimensional stability and insulation value. For these reasons, manufacturing Red Cedar products is a very hands-on process as compared to producing commodity 2x4's and 2x6's.

Hands-on quality starts with selecting tight-knot, second growth Western Red Cedar logs for specific products and grades in a full range of Red Cedar products. From there, the logs are sawn into lumber at one of two Mary's River fully integrated sawmills situated in the Western Red Cedar region of Coastal Oregon and Washington. The Oregon sawmill at Philomath is in the Coast Range west of Corvallis. Here, the lumber is converted to kiln-dried, rough-cut lumber on state-of-the-art equipment designed specifically to mill Red Cedar for optimum quality. The rough-cut lumber is transported to Mary's River's finishing/shipping facility in Corvallis to be milled into siding, boards, paneling, decking, fencing and dimension in a wide variety of grades and sizes. Shipping operations are located close to Union Pacific's mainline and I-5 for quick shipment by rail or truck. Washington operations are located at Montesano, where all facets of manufacturing are performed at one location. The operations complement each other to provide flexibility in product mix, quick response to customer inventory requirements, optimum efficiency, and competitively provide customers the Western Red Cedar they need with on-time delivery.

Mary's River's skilled craftsmanship and innovation provides the quality and the unique appearance that sets its siding apart from composites that try to copy the appearance of Western Red Cedar. An innovative solution to drying is the custom dry kilns, designed for the optimum conditioning of Red Cedar. "Our computerized dehumidifying kilns allow us to produce superior kiln-dried bevels for markets requiring dry bevel siding," says Don Dye, sales manager. Brad Kirkbride, president, adds, "Our production facilities and procedures are continuously evaluated to manufacture superior Western Red Cedar more efficiently. The result is a top-quality product that is competitively priced."

Mary's River's siding is available in bevel, channel, and tongue & groove patterns. Knotty T & G siding, with its outstanding texture and rustic appearance, is the cornerstone of production. When Western Red Cedar is coated with a solid-finish oil stain, it makes a handsome statement in almost any architectural style. Mary's River siding is ideal for the home center market with end-caps and bundled packaging.

Mary's River offers a full selection of all natural Western Red Cedar decking. Tight-knot, second growth timber is selected to produce the beauty of natural wood decking with stability, durability, and weather resistance. Decking is

available in 5/4 x 4, 5/4 x 6, 2 x 6 with 3/16" radius edge and 2 x 4 and 2 x 6 with eased edges. Decking is available in even lengths only from 6' to 20'.

Western Red Cedar boards and fascia are manufactured with the same attention to quality as Mary's River's other STK and Clear products. Boards and fascia are offered in 1", 5/4" and nominal 2" depths and nominal 4" through 12" widths, with rough sawn or S1S2E finishes. Quality control recognizes that its Standard and Better boards are used in fascia, trim and board and batten where excellent appearance is essential.

In today's surging "green" market, Western Red Cedar is a natural choice. Mary's River WR Cedar comes from fast growing, abundant, second-growth forests where 95% of the tree is used. The branches, the remaining 5 percent, are left on the forest floor to biodegrade into rich compost for the next generation. Compared to concrete composites and plastic substitutes, WR Cedar production has the lowest energy consumption, is non-hazardous to handle, and is totally biodegradable and renewable.

Mary's River is an industry leader in Western Red Cedar due to its commit-

ment to customer satisfaction, innovation to stay on the cutting edge in quality and production, community involvement, and a safe and healthy environment for its employees. For more information, call the sales team Don Dye, Rick Ingram, and Raymond Luther, or visit [www.marysvr.com](http://www.marysvr.com).

**Please Visit Us At Booth No. 415**



**BOISE®**  
Boise Building Materials Distribution



**Milton, FL**  
Boise's newest distribution location



Visit our website at [www.bc.com/bmd](http://www.bc.com/bmd)

# BOISE CASCADE Introduces BC Estimator™ Digitizing/Estimating Software

## Now, Do Whole-house Take-offs In As Little As An Hour

Boise Engineered Wood Products has introduced BC Estimator™, an intuitive, easy-to-use construction takeoff and estimating software program. BC Estimator is a powerful estimating tool giving estimators accurate take-offs in seconds, precisely measuring square footage, pitch and angles with a simple point and click. BC Estimator imports scanned documents, PDF files and AutoCAD DWG files and integrates with Boise's BC Framers®/BC Calc® integrated analysis framing design software. With BC Estimator, the builder's design information can now come back much faster and more accurately.

### Integrate Plans Quickly

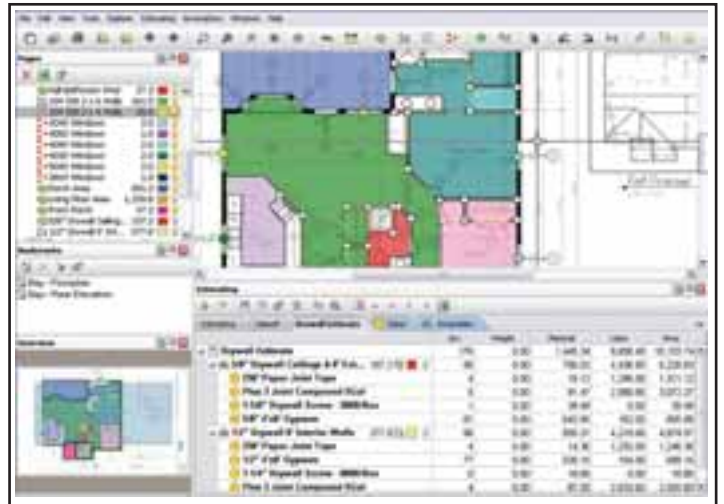
BC Estimator integrates floor framing plans and roof truss plans to reduce the chance of component design error and prevent costly component rebuilds. Getting a tight handle on all dimensions can dramatically reduce the upfront time to estimate project costs. Decreased component design time and increased accuracy mean savings of up to four hours per plan, as well as tighter cycle



Use electronic take-offs for quick, precise material estimates.

times and improved builder profitability. BC Estimator is time saving, easy-to-use software, even for people without prior computer experience. "Material estimates will be faster and much more accurate than ever before," said Matt Prince, Boise Engineered Wood Products software manager. "With BC Estimator, designers can

now



Streamline operations by integrating your design and estimating functions.

import files directly into BC Framers quickly and efficiently," Prince said.

### Work In A Clean, Paperless Design Environment

BC Estimator enables customers who receive scanned or e-mailed electronic images to now work in a modern, paperless environment. The software's powerful assemblies can create estimates faster than ever before using Excel-like formulas, and

are fully customizable. BC Estimator works with all major CAD and image file types including: .TIF, .PDF (Adobe), .DWG, .DXF (AutoCAD), .PLN (Dodge Plan File) and more and a scanner allows digitization of existing paper plans. BC Estimator is very user-friendly, with an intuitive, easy-to-navigate software program that's easy to learn. BC Estimator improves the accuracy of data and saves time because information is input only once.

### Add Speed, Accuracy And Uniformity To The Design Process

Having several estimators all using BC Estimator can add consistency to the dealer's internal working processes. "BC Estimator can add uniformity because everyone creating parts lists is working with the same basic formulas," said Prince. "BC Estimator helps designers work faster and more accurately, and electronic estimates enable dealers to quickly e-mail estimates to their customers with greater confidence that they won't come back to bite them," he added.

"We're excited about what BC Estimator is already doing for our customers in terms of streamlining their operations and handling tasks computers can handle more efficiently," said Denny Huston, Boise Engineered Wood Products sales and marketing manager. "And it can do the whole house: The sticks, the square footage for the underlayment, the roof, siding, flooring, tile, drywall, even down to the tape – everything needed to build the house – can be estimated using BC Estimator, Huston said. Dealers simply plug in their own pre-formatted parts lists of other building materials, and the software generates the complete material list for the project. Then a cut list, accurate to 1/16", is generated by BC Framers, so the job can be estimated accurately and quickly.

### Accommodate Last-Minute Plan Changes Profitably

Another important benefit is that with BC Estimator, builders can finally accommodate last-minute plan changes without fear of losing profitability. The speed of estimating with BC Estimator means that changes can be made at any point and re-estimated accurately and quickly. In the past, when a customer wanted a change late in the process, the builder had two choices: Underbid the cost of the change order to keep the customer happy, with the very real possibility of losing money on the job; or overbid the job to ensure profitability, but likely disappoint the customer and possibly incur ill will. Now, when a change request is made while the job is in process, it can be re-estimated quickly and accurately, helping keep everyone happy and the job progressing on schedule.

BC Estimator is just one of many new electronic services Boise Engineered Wood Products has introduced in recent years that yield higher builder profitability and bring "green" technology to home design and construction. Boise has become a leader in providing new electronic tools to help design and build homes in less time with less waste, in a green way.

For more information check out [www.bc.com/ewp](http://www.bc.com/ewp) or call 800-232-0788.

## NAWLA Traders Market®

November 6-8, 2008  
Hyatt Regency, Chicago, IL

### Schedule of Events

(Subject to Change)

#### Wednesday, November 5

8:00 a.m. – 1:30 p.m.  
2:00 p.m. – 6:00 p.m.  
3:00 p.m. – 5:00 p.m.

NAWLA CME Tour  
Registration Desk Open  
NAWLA Committee Meetings

#### Thursday, November 6

7:00 a.m. – 7:00 p.m.  
8:00 a.m. – 1:30 p.m.  
9:00 a.m. – 10:00 a.m.  
10:30 a.m. – 11:30 p.m.  
11:30 a.m. – 1:00 p.m.

Registration Desk Open  
NAWLA CME Tour 2  
**General Session – Coach Mike Ditka**  
WRCLA Meeting  
**NAWLA Magellan Club Luncheon & Program**  
*Around the World in 45 Minutes*  
Keynote Speakers: Craig Larsen, Softwood Export Council and David Stallcop, Vanport International  
**Education / Business Program**  
Green Building Movement & You  
Presenters: David H. Cohen, Ph.D, The University of British Columbia  
*Green Building in North America*  
Jason Methnick, SFI®, *Nuts & Bolts of SFI® Chain of Custody*  
David Bubser, SMARTWOOD, *Nuts & Bolts of FSC® Chain of Custody*  
Exhibitor Set-up  
**Early Bird Cocktail Reception**



1:00 p.m. – 5:00 p.m.

2:00 p.m. – 9:00 p.m.  
5:30 p.m. – 7:00 p.m.

#### Friday, November 7

7:00 a.m. – 6:00 p.m.  
8:00 a.m. – 11:30 p.m.  
8:30 a.m. – 11:30 a.m.

Registration Desk Open  
Exhibitor Set-up  
**Education / Business Program**  
Global Economic Perspective  
Scotiabank - TBD  
*Canadian Perspective on North American Lumber Markets*  
Brian Wesbury, First Trust Advisors, LP  
*Recession or Not?*  
**Grand Opening Luncheon**  
Comedian: James P. Connolly  
**NAWLA Traders Market® Open Ice Breaker Reception**

11:45 a.m. – 1:15 p.m.

1:30 p.m. – 5:30 p.m.  
5:45 p.m. – 7:00 p.m.

#### Saturday, November 8

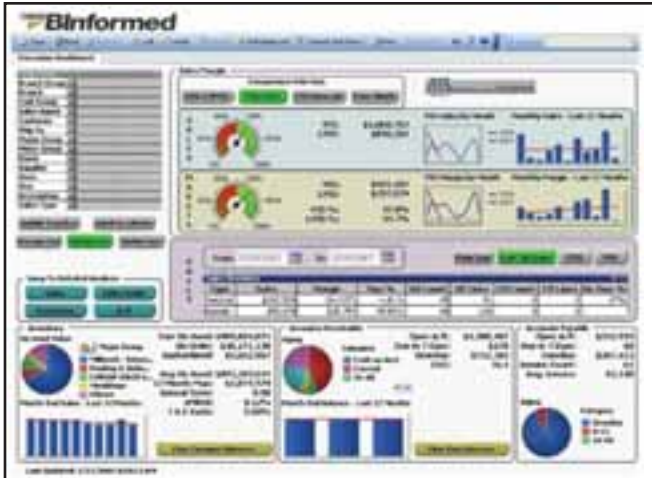
8:00 a.m. – 10:00 a.m.  
8:00 a.m. – 9:00 a.m.  
9:00 a.m. – 1:00 p.m.  
11:00 a.m. – 1:00 p.m.

Registration Desk Open  
**Bloody Mary Breakfast**  
**NAWLA Traders Market® Open Lumber Traders' Happy Hour**



Please Visit Us At  
Booth No. 602

# Why Invest In Technology When the Market Is Down? DMSi Customers Brave Economic Challenges With Strong Technological Base



Binformed, DMSi's flexible, user-friendly business intelligence application, has proven to provide a large return on investment during market downturn.

**Omaha, Neb.**—With many building material businesses struggling in the current market slowdown, it is difficult to think about the benefits of investing in technological change. However, technology has proven to be the key in helping businesses make it and, in some cases, actually thrive during the tough times. Regardless of the market climate, DMSi Software provides their customers the tools needed to operate at peak performance. The efficiencies gained from DMSi's industry specific functionality and business processes, precise decision-making with real-time information, and innovative tools like SaaS (Software as a Service) provide strong incentives to streamline your business now and thrive in the future.

For over 30 years, DMSi Software has helped create the best technology practices for the building material and forest product industry. With a strong industry focus, DMSi's functionality is reflective of the needs of over 12,426 users. When a DMSi customer makes a suggestion, DMSi considers how the upgrade will help the industry needs as a whole. Therefore, Agility has accumulated the most industry specific functionality for building material and forest product businesses over time to create a solid business platform. One of thousands of examples is Agility's EWP cut processing which allows Norman Distribution to set cut parameters to their specifications. The logic enables them to leave good saves with higher sales value; minimizing waste; and provide accurate inventory of stock in the yard. "We decreased our inventory from \$3.2 million in January to \$2.4 million today; running leaner, minimizing waste and establishing better buying patterns," adds Jeff Pons, Norman Distribution system manager. "In only four months using Agility's cut processing, we have reduced our waste 52 percent."

To make the best out of tough market conditions also requires knowing exactly where you stand with respect to customer sales and inventory. Binformed, DMSi's flexible, user-friendly business intelligence application, provides an especially large return on investment during a market downturn. Many DMSi customers have found Binformed's robust tools vital in supporting quick decision-making throughout their building material organizations. As one of the largest distributors of building products in the United States, North Pacific uses DMSi's Binformed to interactively zero-in on answers to business performance questions, instantly detect business trends, and strategically respond to the ever changing events occurring in distribution. "Information is critical in today's market conditions. By helping you efficiently find customer trend information, Binformed gives the information needed for winning sales," explains Scott White, North Pacific IT Manager, Business Process and Enterprise Systems. "Some users are in it all day while others use it for month end reports. But, its biggest value is in weekly or monthly sales analysis."

Binformed Sales Analysis provides decision-making data (including sales, margin and margin percentages) in the hands of sales representatives and sales managers. This detailed performance information allows for sales strategy modifications that maximize sales opportunities. Additionally, sales professionals can find additional opportunities by drilling down to view top performing products and trends, or sales performance by branch, customer, agent, or specific date selection.



For over 30 years, DMSi software has helped create the best technology practices for the building material and forest product industry.

Innovation breeds possibility and DMSi's Agility SaaS (Software as a Service) does just that. Requiring only an internet connection; SaaS greatly simplifies technology, allows IT costs to fluctuate up or down with your needs, and frees resources to focus on core business initiatives. Using Agility's SaaS model, customers like Stark Lumber eliminate waste and cut costs by outsourcing the complexity of managing server and communication hardware, software, updates, backups and disaster recovery. The flexibility of SaaS allows Stark Lumber

to run Agility with a PC and reliable Internet connection from anywhere in the world. "With Agility SaaS, I can access information anywhere – from home, when traveling, or even at Starbucks," says Stark Lumber President, Jim Michas. "We're not computer guys, we're lumber guys. DMSi's Agility SaaS works well for our business."

In sum, DMSi has the proven industry specific tools to help your business weather the storm and come out on top when the market turns. For more information about DMSi software, call 402-330-6620 or visit [www.dmsi.com](http://www.dmsi.com).



Nearly 400 of North America's top lumber and other building products suppliers use DMSi software to manage daily activities in 1,500 distribution yards, shops, warehouses and offices.

### About DMSi Software

For over 30 years, DMSi has been the leading business management solution for distributors of building material and forest products. Nearly 400 of North America's top lumber and other building product suppliers use DMSi software to efficiently manage daily activities in 1,500 distribution yards, shops, warehouses and offices.

Visit Us At Booth No. 604

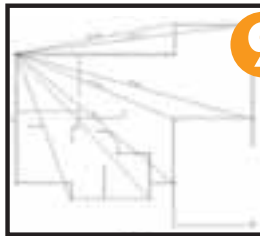
## 5 MORE WAYS TO ATTRACT BUILDERS:



1

### USE ELECTRONIC TAKE-OFFS FOR PRECISE MATERIAL ESTIMATES:

Boise BC Estimator™ imports plans, converts them into accurate material estimates, and shares information for Boise floor framing plans with wall framing and roof truss layout plans. It reduces up-front time to estimate project costs and produce shop drawings. Information is entered only once. [www.bc.com/wood/ewp/bcplansSwift.jsp](http://www.bc.com/wood/ewp/bcplansSwift.jsp)



9

### START BUILDERS OFF ON THE RIGHT FOOT WITH BOISE SQUARING DIAGRAMS:

Boise squaring diagrams can locate foundation and sill plates with precise lineal and diagonal dimensions so they're square and accurate. It takes only a few minutes to get these dimensions correct so the home is laid out level, flat and plumb for faster framing and faster finishing. [www.bc.com/wood/ewp/FramerCalc.pdf](http://www.bc.com/wood/ewp/FramerCalc.pdf)

### TELL BUILDERS YOUR STORY WITH THE BOISE LOCAL MARKETING KIT.

The new Boise Local Marketing Kit contains builder-targeted "17 ways you can build more profitably today" plus ads, direct mail pieces and DVDs to help you get the word out. For more information visit [www.bc.com/ewp](http://www.bc.com/ewp), call 800-232-0788, or talk to your Boise Area Manager today.



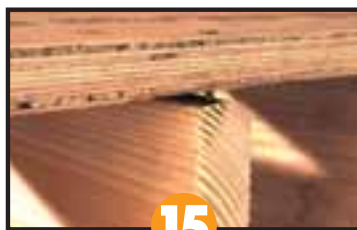
© 2008 Boise Building Solutions Manufacturing, L.L.C. Boise, BC Framer and BC Estimator are trademarks of Boise Cascade, LLC or its affiliates.



6

### HELP ASSURE ALL TEAM MEMBERS ARE ALWAYS WORKING FROM CURRENT PLANS:

With Boise® Plans Room all team members – you, the designer, builder, subcontractors, product vendors or homeowner have instant, anytime access to view current plans. Changes are made immediately, re-posted and team members notified by email. [www.bc.com/wood/ewp/bcplans.jsp](http://www.bc.com/wood/ewp/bcplans.jsp)



15

### HELP MOVE BUILDERS TO BOISE EWP AND END DIMENSION LUMBER-RELATED CALLBACKS:

Squeaks are often caused by a dimension lumber joist that dried to shorter depth between two full-depth ones. When the sub floor doesn't snug down to the middle joist, the nail can push in and out as people walk by. [www.bc.com/wood/ewp/simpleFraming.jsp](http://www.bc.com/wood/ewp/simpleFraming.jsp)

### GIVE BUILDERS PRECISE CUT LISTS TO ELIMINATE CUTTING ERRORS:

10

Instead of the time-consuming and error-prone process of pulling a tape for every cut, BC Framer® gives you exact cut lists accurate to 1/16". You'll build better homes in less time. [www.bc.com/wood/ewp/FramerCalc.pdf](http://www.bc.com/wood/ewp/FramerCalc.pdf)



Great products are only the beginning.

# RICHARDSON TIMBERS: Specializing In Custom Timbers

By Terry Miller



Key employees at Richardson Timbers, headquartered in Dallas, Texas, include (front row, from left) Grant Vaughan, inventory control; Durae Miller, inside sales coordinator; Bobby Crowley, general manager; (back row, from left) Jamie Hursh, sales; and Stephen Rogers, sales.



Lucio Martinez, a craftsman who has been with Richardson Timbers for over 20 years, performs some architectural work on some Douglas Fir corbels.



Richardson employees are shown surfacing all four sides (S4S) of a 2x12 Douglas Fir timber.

**Dallas, Texas**—Richardson Timbers, located here, has been serving the construction industry for almost 60 years, and is one of the leaders in custom millwork and manufacturing of customized timbers. Richardson has the capabilities of delivering products throughout the United States. "We serve wholesale distribution yards

throughout Texas, Missouri, Kansas, Arizona, New Mexico, Oklahoma, Louisiana, Arkansas, Florida and the Carolinas," said Bobby Crowley, general manager at Richardson Timbers. "We have the facilities, expertise and experience to meet the needs of any stocking distributor in North America. In addition, we do a lot of reman work for whole-

salers and wholesale distributors. We are very specialized, because we don't want to be someone who just sells timbers. Richardson Timbers is able to offer wholesale products with unparalleled service and quality."

Richardson is a stocking distributor of Tru-Dry® Fir FOHC for Texas, Oklahoma and Louisiana. In addition,

the company offers custom patterns, rafter tails, trailer flooring, corbels, surfacing, resaw boards and dimension, rip board and dimension, most SYP patterns, precision end trimming and saw texture. Richardson stocks No. 1 and Better green Douglas Fir in sizes up to 20x20 and lengths up to 40 feet; No. 1 and Better Appearance Western Red Cedar in 16x16 and lengths up to 32 feet; and oak timbers up to 12x12 and in lengths up to 20 feet. The firm is also able to provide larger sizes if requested.

Richardson Timbers is a member of the Lumbermen's Assoc. of Texas. The company provides products to a variety of custom design and fabrication companies. Richardson will send both raw materials and finished products for custom homes, commercial buildings, restaurants and many other applications.

Forest Grove Lumber Co. Inc. has taken pride in its products over the past half-century the company has been in operation, and part of that pride comes from the patented drying process — the trademarked Tru-Dry®. Recently, Richardson Timbers, another trusted name in the lumber industry, became the first exclusive stocking distributor in Texas, Oklahoma and Louisiana of the radio frequency vacuum kiln-dried timbers manufactured by Forest Grove Lumber.

According to Eddie Smalling, a sales representative at Forest Grove Lumber, the Tru-Dry process enables Forest Grove to dry large-sized timbers — up to 40 feet in length — with exceptional quality and appearance, as well as sound structural integrity. The process of using radio frequency vacuum kilns dries beams evenly, to the core, to minimize drying defects, such as checking, cupping and twisting.

"We are drying 19 percent or less all the way to the center of the beam with a balanced moisture content," Smalling explained. "We get less than 2 percent differential from the core moisture to the shell moisture, so the beam is evenly dried and very stable."

The Tru-Dry products are marketed for use in various ways, including commercial and residential building.

"Tru-Dry timbers are used in high-end architectural applications, such as timber frame trusses, custom homes and commercial applications where they are highly visible and extremely stable," Smalling said.

Forest Grove Lumber Co. Inc. is headquartered in McMinnville, Ore., where the company has a 25-acre wholesale operation, with 12 million board feet of inventory, and moves approximately 8 million board feet per month. The company dries 350,000 to 400,000 board feet of large Coastal Douglas Fir timbers per month as well. The McMinnville facility has six kiln chambers producing the Tru-Dry timbers, in addition to one kiln at the location in Goose Creek, B.C.

**CLEAN, SMOOTH, BEAUTIFUL.  
(THE LUMBER. NOT US.)**

OUR YELLOW PINE'S BEEN ALL OF THE ABOVE,  
BUT THAT DOESN'T MEAN WE HAVE TO  
"DRESS UP" TO THOSE STANDARDS.

**BEAUTIFUL LUMBER  
BEAUTIFUL ★ PRICES  
★★★★ CALL 252-771-2497 ★★★★★**



J.W. JONES LUMBER CO., INC.

WHOLESALE & EXPORT

Southern Yellow Pine  
Chip Mill

1443 Northside Road

Elizabeth City, NC 27909

www.jwjoneslumber.com



# Strength and Beauty. It runs in the family.

Find both strength and beauty in our Premium Exposed® line and then be sure to put our 2" Premium Exposed® Douglas Fir at the top of your list for patio covers, fascia board, trellises, pergolas and trelliswork.



Whether you need 2" Premium Exposed®, or your project calls for larger sized timbers, you can count on our dedication to superior quality. Here are just a few of the extra steps we take to make our Premium Exposed® Product Line worthy of your project—and the tree they came from:

- All Premium Exposed® products are graded to a stringent in-house grade rule which greatly exceeds WWPA's standards for pitch, shake and wane.
- All our products are anti-fungal treated, anti-stain treated and paper-wrapped, guaranteeing superior quality and clean blemish free appearance.
- We certify that we meet or exceed the rigorous regulations set forth by the Oregon Forest Practices Act.

Whether it's custom cutting up to 26 feet, fulfilling special orders, or providing you with mixed loads, at C&D we want to work with you to make every project a success.

**2 INCH LINE  
AVAILABLE IN  
THREE TEXTURES:**



**BAND SAWN**  
AVAIL. SIZES: 2x4 – 2x12



**COMBED**  
AVAIL. SIZES: 2x4 – 2x12



**CIRCLE SAWN**  
AVAIL. SIZES: 2x4 & 2x6



At C&D Lumber Co. we certify that we meet or exceed the rigorous and comprehensive regulations set forth by the Oregon Forest Practices Act.



**GREAT PEOPLE. GREAT PRODUCTS. GREAT CUSTOMERS.**

*For more information about ordering our Doug Fir Premium® Exposed Products, please give us a call at (541) 874.2241 or visit us online at [www.cdLumber.com](http://www.cdLumber.com)*

**Come see us at the NAWLA Traders Market Booth #413**

2007 NAWLA TRADERS MARKET® PHOTO RECAP



Don Dorazio, West Bay Forest Products & Manufacturing Ltd., Langley, B.C.; Tim Knox, Midwest Lumber Minnesota, Inc., Stillwater, Minn.; Chad Findlay, West Bay Forest Products & Mfg. Ltd.; Ryan Furtado, Sawarne Lumber Co. Ltd., Richmond, B.C.; and Corey Hiebert and Kyle Jones, West Bay Forest Products & Mfg. Ltd.



Gregg Wilkinson, Brian Smith, and Jack Henderson, North Pacific, Portland, Ore.; and Rich Schaberg, North Pacific, Lansing, Mich.



Patrick Hanulak, PPG Machine Applied Coatings, Pittsburgh, Pa.; Jason Adams, PPG, Westfield, Mass.; Rindy Learn, PPG, Pittsburgh, Pa.; Chris Andrews, PPG, Silvas, Ill.; David Jeffers, PPG, Raleigh, N.C.; and Craig Combs, PPG, Medford, Ore.



Bill Artigliere, Mid-State Lumber Corp., Branchburg, N.J.; Win Smith Jr., Limington Lumber Co., East Baldwin, Maine; and Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.



Lance Hubener, Tri-Pro™ Forest Products, Orofino, Idaho; Toni Carter, Idaho Forest Group, Sandpoint, Idaho; and Bob Bootay, Babcock Lumber Co., Pittsburgh, Pa.



Michael Corsello, Nash Lumber Merchandising Corp., Bayshore, N.Y.; Marc Moore, Northeastern Lumber Manufacturers Assoc., Cumberland, Maine; and Tom Jenkins, Old Town Lumber Co. Inc., Kenduskeag, Maine



Brock Lenon and Dennis Badesheim, Idaho Timber Corp., Boise, Idaho; Michelle Patterson, Forest Products Stock Exc.com, Memphis, Tenn.; and Ted Ellis, Idaho Timber Corp.



Greg Ryback, Trinity Forest Industries Inc., Hurst, Texas; Thom Wright, All-Coast Forest Products Inc., Cloverdale, Calif.; and Keith Cortez, Trinity Forest Industries



Dick Jones and Jody Boates, The Teal-Jones Group, Surrey, B.C.; Rose Ann Loranger, Goodfellow Inc., Delson, Que.; John Evans, Web Cedar, Ruskin, B.C.; and James O'Grady, Goodfellow Inc.



Ronda McDonald, Forest Grove Lumber Co. Inc., McMinnville, Ore.; Roger Culbertson, Timberline Forest Products, LLC, Keller, Texas; and Dennis McWhirter, Exterior Wood Inc., Washougal, Wash.



Pat Murphy, Pacific Western Lumber, Lake Oswego, Ore.; and Jeff Moore, Carter Stinton, Lea Eastman, Steve Cole, and T. R. Cauthorn, Hampton Lumber Sales Co., Portland, Ore.



Jim Futter, Futter Lumber Corp., Rockville Centre, N.Y.; and Mark Mitchell, Shawn Hummer and Marshall Lauch, Stimson Lumber Co., Portland, Ore.



Joe MacKay, RoyOMartin Lumber Co. LLC, Alexandria, La.; Brock Descant and Ronald Tassin, Elder Wood Preserving Co., Inc., Mansura, La.; and Lori Byrd and Roy Martin, RoyOMartin Lumber Co. LLC



Donald Zwisler, Ply-Trim, Inc., Youngstown, Ohio; Steve Rhone and Dave Gambell, Weston Forest Group, Mississauga, Ont.; and Clyde Wolfgang, Ply-Trim, Inc.



Brett Anderson, J.D. Irving Ltd., St-John, N.B.; and Tom Ryker, T.W. Hager Lumber Co. Inc., Grand Rapids, Mich.



Mark Carroll and Roger Champagne, Capital Forest Products, Annapolis, Md.; Matt Pedrone, Cabot, Newburyport, Mass.; and Jim Tittle, Cabot, Normal, Ill.



Charles Quarles, McShan Lumber Co. Inc., McShan, Ala.; Sandi Held, Cecco Trading Co., Milwaukee, Wis.; Mark Junkins, McShan Lumber Co. Inc.; and Mike Redwine, East Coast Lumber Co., Climax, N.C.



Calvin Biddix and Carl McKenzie, U.S. Lumber Group, Duluth, Ga.; Michael Wigen, Dirk Kunze, and Chris Schofer, Wynndel Lumber Sales Ltd., Wynndel, B.C.; and Lawrence Newton, U.S. Lumber Group



Paul Owen, Vanport International, Inc., Boring, Ore.; and Kory Timmons, Tom Scott, and Paul Erickson, Roseburg Forest Products Co., Roseburg, Ore.



Mike Pidlisecky and Brett Collins, Woodtone Building Products, Chilliwack, B.C.; James O'Grady, Goodfellow Inc., Delson, Que.; and Brian Makins, Woodtone Building Products



Ron LeMaitre, Haida Forest Products Ltd., Burnaby, B.C.; Dick Gukeisen and Steve Sprenger, Sprenger Midwest, Inc., Sioux Falls, S.D.; and Gary Arthur, Haida Forest Products Ltd.



Karl Hallstrom and Brian Jones, Zip-O-Log Mills, Inc., Eugene, Ore.; Pete Lauridsen, All-Coast Forest Products Inc., Englewood, Colo.; and Joe Honochick, Zip-O-Log Mills, Inc.



Joseph Haggerty IV and Shepard Haggerty, Williams Lumber Co. of NC, Inc., Rocky Mount, N.C.; and Ryan Morrison, Arrowhead Lumber Sales, Inc., Okalahoma City, Okla.



Carlos Furtado, Sawarne Lumber Co. Ltd., Richmond, B.C.; Susan Zick, Mid-America Cedar, Osseo, Minn.; Ryan Furtado, Sawarne Lumber Co. Ltd.; Rick Fischer, Mid-America Cedar; and Bill Hurst, Mid-America Cedar, Matthews, N.C.

Additional photos on page 36



# The **RED** Bag Solution

*We wrapped it in red to make a statement: The quality of our Maine-grown white pine and our passion for doing whatever it takes to meet your needs and specifications set an unsurpassed standard. Make your own statement with Eastern White Pine from Hancock Lumber.*

- World renowned Eastern White Pine
- Expansive Pattern Selection
- Premium Quality
- Unmatched Product Flexibility
- Unrivaled Service
- Superior Product Performance



**QUALITY & SERVICE WORLDWIDE**

Sales Contact: 207-627-7605  
[www.hancocklumber.com](http://www.hancocklumber.com)



2007 NAWLA TRADERS MARKET® PHOTO RECAP – Continued from page 34



Aubra Anthony, Anthony Forest Products Co., El Dorado, Ark.; Suzanne Gosselin, Scoopsoft/BCE Business Solutions, Montreal, Que.; Russ Anthony, Anthony Forest Products Co.; and Jean-Pierre Halle, Scoopsoft/BCE Business Solutions



Steve Hirst and Julie Anderson, Tri-Pro™ Cedar Products, Oldtown, Idaho; Meg Malloy, Malloy Lumber Co. Inc., Kingston, Idaho; and Terry Baker, Tri-Pro™ Cedar Products



Josh Kaye and Richie Paci, American Lumber Co., Walden, N.Y.; John Vavrosky, Potlatch Corp., Spokane, Wash.; Allen Gaylord, Potlatch Corp., Lewiston, Idaho; and Joe Angelo, Potlatch Corp., Spokane, Wash.



Ken Teneffoss, RISI, Bedford, Mass.; Gary Zauner, RISI, Weslyn, Ore.; Bob Phippen Jr. and Sidney Walker, J.W. Jones Lumber Co., Elizabeth City, N.C.



Carl Seidler, Roberts and Dybdahl, Des Moines, Iowa; Andy Dunham, Idaho Forest Group, Coeur d'Alene, Idaho; Al Cron, Boise Cascade, Dallas, Texas; Jim Scharnhorst, Idaho Forest Group; and Chris Brooks, Roberts and Dybdahl, Mitchell, Ill.



Rich Sager and John Branstetter, Vaagen Brothers Lumber Inc., Colville, Wash.; and Carey Elder, New World Forest Products Inc., Crowley, La.



Rick Ingram, Mary's River Lumber Co., Corvallis, Ore.; Scott Frank, Lakes State Lumber Inc., Brooklyn Park, Minn.; Raymond Luther and Don Dye, Mary's River Lumber Co., Corvallis, Ore.; and Danny Bachman, Dixie Plywood and Lumber Co., San Antonio, Texas



Dan Paige, Sandy Neck Traders, South Dennis, Mass.; Dan Keiderling, Wheeland Lumber Co. Inc., Liberty, Pa.; Jeff Smith and Roland Lukoschek, L.R. McCoy & Co., Worcester, Mass.



Darren Duchi, Siskiyou Forest Products, Anderson, Calif.; Chris Norris, Hood Distribution, Hattiesburg, Miss.; Monte Acquistapace, Siskiyou Forest Products; and Doug Blonshine, Hood Distribution



Kent Beveridge, Skana Forest Products Ltd., Richmond, B.C.; Dave Jara, Interior Pacific, Bellingham, Wash.; Jim Simmons, Skana Forest Products Ltd.; and Louis Picard, Skana Forest Products Ltd., Montreal, Que.



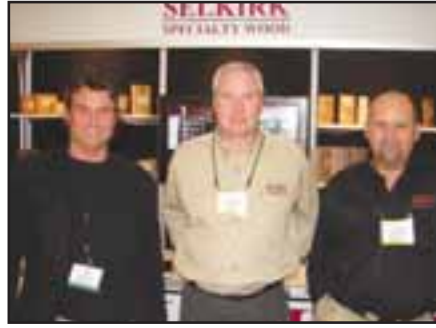
Raymond Long and Janice Long, Wood Lumber Co. Inc., Camden, Ark.; Terry Neal, ISIS, Inc., Langley, B.C.



Robert Beeler, Tree Line Forest Products, Miriam, Ark.; David and Ellen Bernstein, Multisac/Division Workman Packaging Inc., Montreal, Que.; and Ted Roberts, Roberts and Dybdahl, Des Moines, Iowa



E.J. Langley, Anthony Forest Products Co., El Dorado, Ark.; Roy Carroll, Peter Angus Forest Products Ltd., Etobicoke, Ont.; and Donna Allen, Kristi Huffstetler and Hugh MacDonald, Anthony Forest Products Co.



Dan Plouffe, National Forest Products Ltd., London, Ont.; and Scott Stockton and Rob Marusic, Selkirk Specialty Wood, Ltd., Revelstoke, B.C.



Jack Burnard, Forest Grove Lumber Co. Inc., McMinnville, Ore.; Bill McGovern, Pacific Western Lumber Co., Lakewood, Wash.; and Ronda McDonald, Ted Dergousoff, Gene Secco, Ryan Williams, Mark Swinith, and Michael Boone, Forest Grove Lumber Co. Inc.



Doug Barton, Wholesale Lumber Services, Mt. Joy, Pa.; Dave Bond, Cedar Creek Wholesale, Inc., Carrollton, Texas; and Matt Duprey, Hancock Lumber, Casco, Maine



Jeff Kocken, Amerhart Ltd., Green Bay, Wis.; Mary Jo Nybald, Boise Cascade, Boise, Idaho; Mike Graume, Amerhart Ltd.; and Dave Wildeman, Hector Dimas, and Kristi McCurdy, Boise Cascade



Ian Wight, Pacific Western Wood Works, Ltd., Delta, B.C.; Ken Ford, Edmund A. Allen Lumber Co., Mokenca, Ill.; Dennis Wight, Pacific Western Wood Works Ltd.; and Stewart Clark, The Waldun Group, Maple Ridge, B.C.



Rick Palmiter and Joe Malloy, Idaho Veneer Co., Post Falls, Idaho; Frank Johnston, North Pacific, Waynesboro, Miss.; Don Mejia, North Pacific, San Antonio, Texas; and Bob Lackey, Idaho Veneer Co.



Lee Greene Jr., C & D Lumber Co., Riddle, Ore.; Betty Woods and Dan Cherry, Colorado Forest Industries, Denver, Colo.; and Kris Lewis, C & D Lumber Co.



Scott McMonigle, Boise Cascade, Dallas, Texas; Frank Peaslee, Plum Creek, Meridian, Idaho; Russ Hobbs, Plum Creek, Columbia Falls, Mont.; and Robert Nichol, Boise Cascade



Todd Liebman and Eric Churchill, PrimeTECH, Grafton, Mass.; Nick Hobbs, BuilderReady Products, Inc., Canton, Ga.; and Dennis Connelly, PrimeTECH



Greg Carter, Jim Walsh and Cindi Hengstler, Rosboro, Springfield, Ore.; and Jeff Pons and Jeff Norman, Norman Distribution, Inc., Medford, Ore.



Scott Brown, DiPrizio Pine Sales, Middleton, N.H.; Bob Keener, Russin Lumber Corp., Montgomery, N.Y.; and Larry Huot, DiPrizio Pine Sales

Additional photos on page 38



# BLUWOOD Brings Value-Added To A New Level



Charles A. Morando is the president and chief executive officer of the Boca Raton, Fla.-based WoodSmart Solutions Inc., the manufacturer of BLUWOOD, a two component, factory-applied, protective coating system for wood.

Morando said another added benefit is that lumber treated with BLUWOOD can be handled just like untreated lumber, and makes an excellent wood preserving pre-paint or stain primer for fascia and trim board.



This BLUWOOD home at the Tuscan Villas in Carlsbad, Calif., is being highlighted by Scott D. Packard Construction, based in Temecula, Calif.

**By Terry Miller**

buyers are looking for better construction, peace of mind and real value, not just a fancier countertop. The overall additional cost for a complete BLUWOOD structural framing package (framing lumber, wall, floor and roof sheathing and truss) is very reasonable and is typically about \$1.50 to \$2 per square foot of living space. It may be a novelty in some markets to see a BLUWOOD house going up. But, we think five years from now, they'll be asking why isn't it blue, instead of why is it blue."

For more information, contact WoodSmart Solutions Inc. at [info@bluwood.com](mailto:info@bluwood.com) or visit [www.bluwood.com](http://www.bluwood.com).

**Boca Raton, Fla.**—For over 5 years, homebuilders and homeowners alike have gone blue to protect themselves against the threats of mold fungus growth, rot decay, fungi and wood ingesting insects. BLUWOOD, that is.

Marketed by WoodSmart Solutions Inc., BLUWOOD is a two component, factory-applied, protective coating system for wood that provides a lifetime warranty against mold fungus growth, rot fungi and wood ingesting insects, including termites and carpenter ants. The independent laboratory and university-tested product is a LEED and GreenSpec registered product. WoodSmart is looking to be able to announce an additional wood protection feature later this year. At this time, a Class A Rating ASTM E-84 flame spread test is being conducted.

Charles Morando, president and chief executive officer of WoodSmart Solutions, said he came across the need for BLUWOOD almost by accident. "I was investigating an investment opportunity in another coatings company, and out of it, I discovered an untapped market," he said. "At the time, wood component suppliers and builders were looking for ways to protect structural wood framing components and the structure from mold fungi growth. I brought back in an extremely talented group of chemists I had from my other company, and we created BLUWOOD. It's been just one steady charge forward since."

BLUWOOD has definitely garnered attention, receiving coverage in Florida newspapers and television programs from coast to coast, as well as *The Business Journal*, *Real Estate Journal* and *Automated Builder*. Hollywood megastar Brad Pitt was also pictured in front of a home being built with BLUWOOD in New Orleans, La., for *People* magazine.


However, BLUWOOD has gained the most exposure through ABC's "Extreme Makeover: Home Edition" program. The show's builders first used BLUWOOD when constructing a home for a mother and six children, following her husband's death at 35, who was unknowingly allergic to mold in their home. WoodSmart and ABC have since partnered on several more homes.

Morando said the main attraction to BLUWOOD is that it provides added value and peace of mind to the homebuilders as well as the homeowners. "BLUWOOD provides added protection from surface moisture and has a lifetime, transferable warranty against mold fungus growth, rot decay fungi and wood ingesting insects," he said. "That means that the lumber is protected from the time it leaves the licensed coating facility, when at the retail/contractor yard, during construction, and most importantly thereafter."

Mold and wood ingesting insects plague on construction defects, especially if moisture seeps into the home. "In many situations, the damaging effects go unnoticed for sometime because it is occurring between the walls," Morando said. "As the EPA (Environmental Protection Agency) says, 'if you control the moisture, you control the mold.'"

Pressure treated lumber is a great product, but it's heavy, hard to saw and hard to nail," he said. "With BLUWOOD, you have none of those limitations. BLUWOOD hardly adds any weight to a truckload of lumber, and won't cause you to take one board off of a load."

Morando said the color of the wood instantly attracts buyers, but the added value and protection it offers is what truly sells. "In the public's eyes, wood is wood," he said. "Once it's blue, it becomes a new product. We created a new product category in the lumber industry, and it's getting everybody's attention in the supply chain. But, home-




## Potlatch Environmentally Certified Wood Products

Green building practices have always been important to Potlatch. We understand that our livelihood depends on how we manage our natural resources. In fact, Potlatch is so committed to environmentally-sound practices, all 1.5 million acres of our North American forestlands have been certified under the strict certification guidelines of the Forest Stewardship Council (FSC). That also means builders who build with Potlatch products may earn LEED credits toward their Green Building efforts and projects.

<p><b>LUMBER</b></p> <p><b>Warner and Prescott, Arkansas</b></p> <ul style="list-style-type: none"> <li>▶ Loblolly Pine and Shortleaf Pine Framing Lumber 2 x 4 to 2 x 12</li> </ul> <p><b>St. Maries, Idaho</b></p> <ul style="list-style-type: none"> <li>▶ Douglas Fir and Larch Framing Lumber 2 x 4 and 2 x 6</li> <li>▶ Hem Fir Framing Lumber 2 x 4 and 2 x 6</li> <li>▶ Inland Red Cedar Decking and Boards</li> </ul>	<p><b>Lewiston, Idaho</b></p> <ul style="list-style-type: none"> <li>▶ Hem Fir Framing Lumber 2 x 4 to 2 x 12</li> <li>▶ Inland Red Cedar Decking, Boards, Siding and Finger-Jointed</li> </ul> <p><b>Doraville, Minnesota</b></p> <ul style="list-style-type: none"> <li>▶ Spruce, Pine Fir Framing Lumber 2 x 4 and 2 x 6</li> </ul>	<p><b>PLYWOOD</b></p> <p><b>St. Maries, Idaho</b></p> <ul style="list-style-type: none"> <li>▶ Douglas Fir plywood</li> <li>▶ White Fir plywood – sanded, industrial and sheathing</li> </ul>
--	--	---

Potlatch Forest Products Corporation  
Wood Products Division  
601 West First Avenue Suite  
1000 Spokane, WA 99201  
Tel: (509) 325-8200 / Fax: (509) 327-9450

The FSC logo identifies products which consist of wood from well-managed forests certified to standards with the intent of the Forest Stewardship Council. The Global Standard for Responsible Forest Management. FSC logo mark ©1996 Forest Stewardship Council A.C. SCS PM/Doc. 000119. 010 PM/DOC. 1010



WWW.POTLATCHDEP.COM

**2007 NAWLA TRADERS MARKET® PHOTO RECAP** – Continued from page 36



Rick Stout, Jeff Shaffer, Sunbelt, Alpharetta, Ga.; and Gary Vitale, T.W. Hager Lumber Co. Inc., Grand Rapids, Mich.



John Cooper, Joe Albert, and Jason Friend, Duckback Products Inc., Chico, Calif.



John Georgelis and Greg Haupt, Weaber, Inc., Lebanon, Pa.



Kim Hipps, Chris and Cindy Robertson, Wood Priming Products LLC, Oakwood, Ga.



Ted Mick, LWO Corp., Portland, Ore.; and Monte Jensen, Dane Tyler and Jason Bolstad, DMSI, Omaha, Neb.



Joe Galvin Jr., Horstmeier Lumber Co. Inc., Baltimore, Md.; and Matt Duprey and Kevin Hynes, Hancock Lumber, Casco, Maine



Ken Ford, Edmund A. Allen Lumber Co., Mokence, Ill.; Allen Gaylord, Pottlatch Corp., Lewiston, Idaho; Dave Bolgren, Weekes Forest Products Inc., St. Paul, Minn.; and Bob Mai, Pottlatch Corp., Spokane, Wash.



Wally Walcott, Olympic Industries Inc., North Vancouver, B.C.; Jim Stuckey, Wholesale Wood Products, Dothan, Ala.; Ron Gorman, Gorman Bros. Lumber Ltd., Westbank, B.C.; and Doug Keller, Hood Distribution/McQuesten Group, North Billerica, Mass.



Patrick Taleghani, Progressive Solutions Inc., Richmond, B.C.; David Tucker, C.M. Tucker Lumber Companies LLC, Pageland, S.C.; and Tim Elbers, Progressive Solutions Inc.



John Winiarski, Conner Industries, Inc., Fort Worth, Texas; Meg Malloy, Malloy Lumber Co., Inc., Priest River, Idaho; and Mike Stevens and John McPartland, Neiman Enterprises, Inc., Hulett, Wyo.



Robert Deneefe, Blue Water Lumber LLC., Daphne, Ala.; Tom Lister, Lister Distribution Inc., Knoxville, Tenn.; Chuck Gaede and B Manning, Durgin & Crowell Lumber Co. Inc., New London, N.H.; and John Sullivan, Lister Distribution Inc.



Chris Beveridge, Ray Pauwels, Christian Owens, Diane Tutush, Will Trant and Tony Darling, Skana Forest Products Ltd., Richmond, B.C.



Dan Paige, Sandy Neck Traders, South Dennis, Mass.; Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; and Anthony Baroni, Sandy Neck Traders



Scott Watson, Jody Sims and Bill Haskin, Patriot Timber Products International Inc., Greensboro, N.C.



Dave Tripp, Tripp Lumber Co., Missoula, Mont.; Eric Bennett, Shamrock Building Materials Inc., Bend, Ore.; Ben Tripp, Tripp Lumber Co.; and David Stallcop, Vanpert Int'l. Inc., Boring, Ore.



Todd Fox, Lazy S Lumber Inc., Beavercreek, Ore.; Chris Retherford, Columbia Cedar, Kettle Falls, Wash.; Larry Petree, Lazy S Lumber Inc.; Dave Duncan, Lazy S Lumber Inc.; and Ralph Schmidt, and Merry Schmidt, Panel Crafters, Inc., White City, Ore.



Al Gedroez, The Collins Companies, Portland, Ore.; Richard Bell, LowGrade Lumber, North Ridgeland Hills, Texas; and Wade Mosby, The Collins Companies



Ralph and Merry Schmidt and Mike Pomerton, Panel Crafters Inc., White City, Ore.



Omar Derkach and Al Fortune, Mid-Valley Lumber Specialties Ltd., Aldergrove, B.C.



Andy Carr and Cameron Cook, Gorman Bros. Lumber Ltd., Westbank, B.C.; and Alan Lazauskas, Skana Forest Products Ltd., Richmond, B.C.



## Have Your Customers Choose Any Color For Their Siding. Let Us Do The Rest.

### **Cabot Factory Finish™**

- Fade-Resistant, Nature Inspired Colors
- Applied in Factory-Controlled Conditions
- Saves Time and Eliminates Weather Delays
- Available with 5-year, 15-year or 25-Year Warranty

To Learn More, visit [CabotFactoryFinish.com](http://CabotFactoryFinish.com)  
or call 1-800-US-STAIN



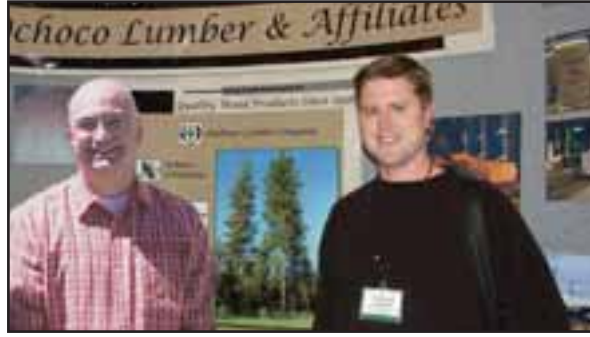
OUR PERFORMANCE IS LEGENDARY.™



**2007 NAWLA TRADERS MARKET® PHOTO RECAP** – Continued from page 38



Fred Hodnik and Dan Semsak, Pacific Woodtech Corp., Burlington, Wash.; and Nick Kent and Mark Palmer, North American Wholesale Lumber Association, Rolling Meadows, Ill.



Matt McCoun, Deschutes Pine Sales, Bend, Ore.; and Douglas Barton, Wholesale Lumber Services, Mt. Joy, Pa.



Ben Meachen, Stewart Clark, Kirk Nagy and Curtis Walker, The Waldun Group, Maple Ridge, B.C.



Billy Gunn, Colville Indian Plywood & Veneer, Omak, Wash.; Kristi Lamke, Boise Cascade, Boise, Idaho; and Terry Johnson, Colville Indian Plywood & Veneer



Rick Palmiter, Idaho Veneer Co., Post Falls, Idaho; Larry Hoguin, All-Coast Forest Products, Chino, Calif.; and Bob Lackey, Idaho Veneer Co.



Lee Richardson, The Collins Companies, Portland, Ore.; and Mike Phillips, Hampton Lumber Sales, Portland, Ore.



Dave Worthington and Andrew Hess, North Pacific, Lansing, Mich.; Monique Bauer, North Pacific, Portland, Ore.; Mark Herms, Herms Lumber Sales Inc., Fullerton, Calif.; and Terry Johnson, Colville Indian Plywood & Veneer, Omak, Wash.



Steve Rhone and Steve Ekstein, Weston Forest Group, Mississauga, Ont.; and Doug Knowles, Wolf River Lumber, Peterborough, Ont.



Frank Feldmann, Western Forest Products, Vancouver, B.C.; Ian Wight, Pacific Western Wood Works Ltd., Delta, B.C.; Jon Taylor, Western Forest Products; Terry Baker, Tri-Pro™ Cedar Products, Oldtown, Idaho; and Raymond Luther, Mary's River Lumber Co., Corvallis, Ore.



Don Dye, Mary's River Lumber Co., Corvallis, Ore.; Vince Carnovale, Probyn Group, New Westminster, B.C.; Randy Brown and Gary Knight, R.B. Lumber Co., Oregon City, Ore.



Ken Ford, Edmund A. Allen Lumber, Mokenca, Ill.; Janet Wheeler, Interfor, Maple Ridge, B.C.; Rick Slaco, Interfor, Vancouver, B.C.; Al Lazauskas, Skana Forest Products, Richmond, B.C.; and John Reed, Enyeart Cedar Products, Tigard, Ore.



Wayne Miller, Softwood Forest Products Buyer, Memphis, Tenn.; Ralph Schmidt, Panel Crafters, Inc., White City, Ore.; and Brent Stuart, Russin Lumber Co., Montgomery, N.Y.



Doug Knowles, Wolf River Lumber, Peterborough, Ont.; Chris Beveridge, Skana Forest Products Ltd., Richmond, B.C.; and Peter Lang, Western Red Cedar Lumber Association (WRCLA), Vancouver, B.C.



Joe Guerra, Cedar Creek Wholesale Inc., Carrollton, Texas; Paul Clasby, Reilly Industrial Lumber, Vancouver, B.C.; and Surinder Ghog, Mill & Timber Products, Surrey, B.C.



Mike Wilson, Cedar Creek Wholesale Inc., Little Rock, Ark.; Bobby Crowley, Richardson Timbers, Dallas, Texas; Don Dickey, Gator Joist LLC, Fort Smith, Ark.; and Kevin McGaughey, Cedar Creek Wholesale Inc., Milan, Tenn.



Clark Spitzer, Snaveley Forest Products Inc., Westminster, Md.; Kevin Hynes, Hancock Lumber Co., Casco, Maine; and Jim Robbins, Robbins Lumber Inc., Searsmont, Maine



Alden Robbins, Robbins Lumber Inc., Searsmont, Maine; Steve Snaveley, Snaveley Forest Products Inc., Pittsburgh, Pa.; Win Smith Jr., Limington Lumber, East Baldwin, Maine; and Jim Coll, Snaveley Forest Products Inc., Smithton, Pa.



Kerlin Drake, Anthony Forest Products Co., El Dorado, Ark.; Susan Fitzsimmons, Snaveley Forest Products Inc., Pittsburgh, Pa.; and Aubra Anthony and Russ Anthony, Anthony Forest Products Co.