

# Weaker Dollar Provides Market Opportunities For IDAHO VENEER

By Terry Miller



Rick Palmiter, Bob Lackey and Joe Malloy presenting 8/4 Idaho White Pine No.1 Furniture.



Rick Palmiter, Joe Malloy and Bob Lackey presenting the end of the piece of 8/4 IWP No.1 Furniture.



Rick Palmiter, Bill Fletcher, Bob Lackey and Joe Malloy in front of Idaho White Pine log decks.

**Post Falls, Idaho**—Idaho Veneer Co. has remained a flexible niche marketer since the inception of operations in 1953. The large log mill in Post Falls, complemented by a small log mill in Samuels, has always sawn for value whether providing cants for the veneer plant or sawing for specialty products for lumber customers.

Value-driven policies and decisions punctuate every phase of Idaho Veneer's operations. Recently, the weaker U.S. dollar has provided an opportunity to export a consistent volume of Idaho White Pine Knotty furniture grade to the Pacific Rim. The volume of Furniture grade exported has allowed Idaho Veneer to expand its offerings in Knotty Furniture grade to Heavy 4/4, 5/4, 6/4, & 8/4 enhancing Idaho Veneer's economies of scope. Though the export business volumes made this possible it has allowed Idaho Veneer Co. to offer these products domestically. Furthermore, the Furniture grade products have reduced pressure on domestic, commodity markets.

Idaho Veneer's new product is offered in a No.1 and No. 2 Knotty Furniture and is pulled rough, dried to 6-8% M.C. It is quoted rough; though, it can also be

offered planed to customer specifications.

"We are predominantly a White Pine producer because White Pine veneer is the specie that we provide to the hardwood plywood industry for Knotty Pine faces," said Rick Palmiter, sales manager for Idaho Veneer. "To coin a fly-fisherman's phrase, our lumber will match the hatch." Idaho Veneer Co. was founded in North Idaho to take advantage of the prevalence of Idaho White Pine timber in the region.

While many mills in the same region are limited to sawing logs of 20-inch diameter or less, Idaho Veneer is able to run logs up to 46 inches in diameter. Idaho Veneer is one of the few mills in the region to offer this large log capacity, further expanding its range of products. Two Western Wood Products Association-certified master lumbermen are on staff at Idaho Veneer.

An additional value-focused decision was the installation of a Lucidyne trimmer optimizer to tailor production totals more accurately with market demands. When value-driven decisions range from heavy cutting to length or "making one disappear," Palmiter said that this equipment's computer-linkage to the trimmer adds an extra marketing edge. In addition, a Diehl

moulder stays busy running profiles, siding and patterns up to 10 inches.

Drying White Pine lumber products demands some of the most meticulous attention to detail of any process in the lumber industry. At Idaho Veneer, the art of drying White Pine with precision is achieved with measurement probes inside the kilns that monitor moisture content throughout the drying process. This results in stock that has an actual median average moisture content within a half-point deviation of the computerized target. This standard of measure lends stability to the company's entire product line, but is particularly critical in Idaho Veneer's Furniture grade products. "Quality and grade recovery all tie back directly to how well the wood has been dried," said Palmiter. "But it becomes hyper-critical when you're getting into products that need to be 6 to 8 percent moisture content, as does most furniture."

Idaho Veneer produces about 25 million board feet of lumber annually and is a member of the North American Wholesale Lumber Association and a charter member of the Traders Market, with Palmiter still serving on that organization's educa-

tion committee. The company's markets stretch across the North American continent and overseas. "For prompt shipment, we keep offsite wood in the Midwest and we're actually considering more points further East. We keep veneer in the Willamette Valley and on the East Coast for distribution into Quebec and the Eastern Seaboard," said Palmiter.

Idaho Veneer is now entering its third generation as a family-owned company. In addition to Palmiter, key employees include John Malloy, president of sales and marketing; Pat Malloy, president of operations; Dan Malloy, president of administration; Joe Malloy, veneer sales representative; and Bob Lackey, lumber sales representative.

For more information, contact Idaho Veneer at 208-773-4511.

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# TRIPP LUMBER Specializes In Log Cabin Siding

By Terry Miller



Tripp Lumber Co., located in Missoula, Mont., is conveniently located near a BNSF rail spur. The company often ships loaded rail cars from its operation.



Ben Tripp, sales representative for Tripp Lumber Co., shows off the company's 1x12 log cabin product.



Dave Tripp, president and owner of Tripp Lumber Co., located in Missoula, Mont., is pictured with his wife Patricia.

**Missoula, Mont.**—It is all about personal relationships, ability to change and finding niche products at Tripp Lumber Co., a 23-year-old remanufacturing plant located here.

"At Tripp Lumber, once we get customers onboard with us, we keep them," said Dave Tripp, owner and president. "We value that personal relationship with them. Success in this business hinges on providing quality products and being able to adapt to changes in the industry. But most importantly, it's about service and treating people with respect."

Tripp Lumber's products have evolved through the years, and now the company specializes in several specific items, such as quality log siding.

"We are now one of the top producers of log siding in the industry," Dave said. "I think our ability to change and find niche products to market are keys to our overall success. Through the years we have made and perfected new products that our customers, who are wholesale distributors, appreciate the quality work we do. Also, we offer our customers the most competitive prices and offer added value through various services, and we can do all this while promising a turnaround on the product within two weeks."

The company recently introduced a new log cabin siding, a 1x12 rough texture

board.

"There's a multitude of different patterns that we're doing," Dave said. "One we call our 1x12 chink, which is a gap where they can chink it and then we put different textures on the face. One that we've been doing quite a bit of is the Grizzly Hewn texture, and then we also manufacture a rough and a resawn texture. A smooth channel product is also produced."

The rough texture boards are a product that's pretty unique. It's a random rough texture that the company manufactures through its planer.

"We developed that product originally to use in board-and-batten on the bevel ends to give the customer a rough look," Dave said. "We run vertical and we're still doing that, but we're also doing it now as a siding product, running it horizontal and putting that chink in there."

Chink is what builders use to seal logs in a log home.

"It's kind of a gray or brown color that they place in between the logs," Dave said. "Now with our sidings, people are putting that chink on there to give it an actual log home look. It finishes out the exterior look with a gray strip every 8-inches."

Products manufactured at the company include Grizzly Hewn Log Siding and Timber Siding, which appeals to many of

Tripp Lumber's customers due to its rustic appearance.

"Grizzly Hewn Log and Timber Siding does not look manufactured," said Ben Tripp, sales representative. "We continue to sell a lot of the smooth log siding, but sales of the hand-hewn siding have increased in the last three to four years."

Inland lumber species, such as Lodgepole Pine and Douglas Fir, are used for Grizzly products. However, Tripp Lumber manufactures smaller quantities of siding in White Fir, Cedar and SPF.

The company also offers 2x6 and 2x8 tongue and groove boards for floors and ceilings to complement its log siding.

"We've found these products tend to appeal to customers who are building either log homes or luxury homes," Dave said. "They want a consistent look for their entire home, rather than have just the exterior of the home appear to be a log cabin or home."

Tripp Lumber further enables customers to assimilate the "log cabin look" or a "timber frame look" in their homes by marketing accent items, such as log corners, posts, beams, stair railings and stair treads.

"We have the complete interior and exterior log home and timber frame package," Dave said.

Installation of new equipment in recent

years, including Yates American A20 planers, chop saws, trim saws and a resaw, has facilitated faster production, thus faster deliveries from Tripp Lumber.

Tripp Lumber Co., with customers in nearly every state in the U.S., and the highest concentration in the South, is capable of producing 250,000 board feet per day at its 8-acre facility. It maintains a 5 million board foot inventory in various widths and thicknesses, ranging from 1x4 to 3x10 in Lodgepole Pine, Douglas Fir, Hem-Fir, Ponderosa Pine and Cedar.

Tripp Lumber, which ships via BNSF railroad and independent trucking carriers, offers such value-added services as transport of mixed loads, repackaging, reload/unload and bar coding of yard packs to assist in tracking customers' inventory.

"Our secret to success is simple," Dave said. "We cater to making products that people want, and I'm proud to say that some of my customers have faithfully been with me for more than 37 years."

Tripp Lumber Co. is a member of the North American Wholesale Lumber Assoc. and will be displaying products at the Traders Market in November in Dallas, Texas. **THE BOOTH NUMBER IS 400.**

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# NORTH PACIFIC Celebrates 60 Years



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distributors of wood poles in the U.S., North Pacific's Utility Pole & Construction Group has distributed wood poles and pilings for over 30 years to the utility industry. They also provide construction products like crane and dragline mats, and have recently expanded their offerings to include timber bridge kits, railroad ties, and sign and guard rail posts.

Another North Pacific specialty business is the agricultural and food group that imports and exports a variety of food products from bakery ingredients and

**Portland, Ore.**—In 1948, North Pacific Lumber was founded in Portland, Ore., with 12 employees focused on trading Pine, Fir and clear lumber. Sixty years later, North Pacific, 100 percent employee-owned, does over \$1 billion in sales annually, has 700 employee-owners and 30 U.S. locations. The company has expanded its products and services over time and now sources and distributes lumber, panels, specialty wood products, branded building materials, wood poles, crane mats, pilings, hardwood products, agricultural and food products and much, much more to companies in various industries around the globe.

North Pacific's primary business continues to be building materials: commodity panels and lumber, specialty wood and branded building products. With sales teams and distribution centers scattered throughout the U.S., North Pacific's Building Products Group services customers with a wide variety of products from siding, decking and roofing to engineered wood, structural panels and hardwood plywood. "We've changed the way we do business," stated Gregg Wilkinson, senior vice president of commodity products. "We've combined five sales offices

into one coordinated sales team with centralized purchasing capabilities. That way we can support our distribution facilities and better service our customers with direct car, truckload or mixed units. We have become a full-service distributor." Centralized purchasing also makes it easier for suppliers to do business with North Pacific. "Dealing with one person is better than coordinating with multiple buyers at each distribution location," explained Wilkinson.

Tom Le Vere, senior vice president of distribution, moved from North Pacific's Midwest distribution region a year ago to run the company's building material distribution centers. "We've centralized purchasing for many of our commodity products, but we continue to be regionally focused with most of our specialty and industrial products," Le Vere said. "Our approach is to represent the leading brand names in each of the markets we serve. A 'cookie cutter' methodology is not going to work with these businesses." North Pacific's focus has always been to match the right product with the right customer together with the right services needed to pull the product through. "We've added a large and growing outside sales force, architectural specifiers and product specialists to accomplish this strategy and it is

working for us," added Le Vere.

Aside from building materials, North Pacific has been sourcing, manufacturing and distributing industrial and hardwood products since the '50s. North Pacific's Hardwood & Industrial Products group oversees five dry kiln mills, located in Missouri and Arkansas, with a total kiln capacity of 1.6 million board feet, and two flooring plants, which produce North Pacific's branded Springcreek Flooring. Available in unfinished and pre-finished, Springcreek Flooring's species include red and white oak, maple and hickory in various widths and grades. Springcreek Flooring is sold primarily in North America, while hardwood lumber coming from their mills is distributed globally. The group also imports a wide range of softwood and hardwood industrial products from various countries around the world including South America, Russia and Indonesia. This business group represents about a quarter of North Pacific's total sales.

What's unique about North Pacific is its diverse businesses. As one of the largest



North Pacific has two flooring plants, which produce the company's Springcreek Flooring brand.

organic oils to peas, lentils and canned goods. Fertilizers, minerals and other agricultural soil amendments are sold to farm services, lawn and garden packagers as well as the golf and turf trade.

After 60 years, North Pacific is still strong and weathering this tough housing market. Their strength is primarily due to the vast array of products and services along with their diverse businesses. But the most important reason for North Pacific's success is the people, the employee-owners of North Pacific, who take care of their suppliers and customers.

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## ROBBINS LUMBER — Drying To Our Customers' Specifications

By Terry Miller

**Searsport, Maine**—Robbins Lumber is a fifth-generation Eastern White Pine manufacturing company that has earned a superior reputation for quality, and Jim Robbins II, who helps head up the business, knows Robbins must stay right on top of things to uphold its good name.

One area in which Robbins goes to great pains is their drying operation to ensure their customers' lumber is dried properly to their specifications.

"We're always trying to improve on efficiency," Robbins said. "We went to a larger pack size. Instead of four units, now we go in three units high inside the dry kiln."

"We're also changing how we control our dry kilns here to a level that most people wouldn't dream of doing. We control to within one degree Fahrenheit."

Robbins says such precision in the dry kilns "makes all the difference in whether your target moisture coming out of the dry kiln is either 10 to 12, or it's 14 to 15 or 8 to 9. That one or two degrees inside that dry kiln makes a huge difference. We're always calibrating those kilns."

"One thing we do a lot," he said, "is check the lumber after it's gone through, right before we condition it. We're always checking the lumber, taking a large sample of that wood to find out what that moisture content is, how many highs we have as well as how many lows. And by doing those moisture-content checks, not only are we keeping that record evidence, proving that that load was dry, but if there's any problems with it as it's going through the planer mill, we can go back and I can check that kiln record to see what happened with it, so we can, in the future, correct that problem so it won't happen again."

Robbins Lumber, located in the southern part of Maine near the Atlantic coast, has about 760,000 board feet a week drying capacity, "which is more than our sawing capacity," Robbins said. That's an advantage, he added. "We can take the extra time in the dry kilns to do it right. We aren't rushed to get the product out because we don't have enough drying capacity. We have excess drying capacity. You take the time, make sure the lumber is dried correctly before you pull it out of the kiln, and still meet our production demands—760,000 board feet a week."

Robbins' package kilns were made by Irvington-Moore. "We also have two American wood-drying kilns which are rail loaded kilns," Robbins said.

Sawdust and bark from the sawmill and chips from its planer are burned in a biomass boiler to produce steam for the kilns and to heat the buildings in winter.

The company uses high tech computer technology to monitor the drying process. But it doesn't rely totally on computers. Moisture meters also are employed to check the wood's moisture content.

If Robbins Lumber detects wet pockets in its wood, the product is kept in the kiln to

"put another day on it," Robbins said.

Alden Robbins, who handles sales, said lumber is held to a higher standard these days, making every detail vital. "We are not just competing against other Pine sawmills," he said. "We are competing against other species and substitute products such as composites. This is why moisture content is such an important part of the quality process. In fact, we feel it is the most important part."

"People can be flexible with grade or packaging, but dryness issues typically don't show up until some time later, usually after the product has had labor and materials invested into it," Alden said. "Once the siding is up and painted, or the furniture panel is glued up, that is when moisture problems will rear their ugly heads, and it is when the dollar amounts really add up. We encourage our customers to invest in moisture meters so that they can check their loads and head off potential problems early."

Robbins Lumber was established in 1881. Currently, Jim Robbins II, his brother, Alden Robbins, and their sister, Catherine Robbins-Joliffe, are the company's key officials. Jim oversees day-to-day operations and is absorbing knowledge about all aspects of the business. Alden is sales manager. Catherine is human resource manager. Jim Robbins Sr. is president and owner of Robbins Lumber Inc.

George Weaver, who has been with the company 38 years and is a key employee, represents the company to retail outlets in the state of Maine.

"Each generation has its own separate set of challenges that each generation has to face that the previous one hasn't, so it's quite a challenge," said Jim Robbins II.

Robbins Lumber produces approximately 30 million board feet annually and the workforce is comprised of 130 people.

Robbins Lumber manufactures Eastern White Pine, producing 4/4 and 5/4 with some 8/4 products, along with all NeLMA patterns. "We even do a lot of specialty patterns as well," Robbins said.

Robbins Lumber owns and manages 30,000 acres of forests and procures logs from more than 150 independent loggers. It is one of the few lumber companies in the U.S. to offer ISO 9001-2000 certified Eastern White Pine products. The procurement program is SFI-certified and runs about 85 percent gatewood.

The company is a member of the North American Wholesale Lumber Assoc. (NAWLA) and markets their products through wholesalers and wholesale distributors.

For more information on Robbins Lumber, go to [www.rlco.com](http://www.rlco.com).



James A. Robbins, vice president of Robbins Lumber Co., headquartered in Searsport, Maine, meters several stacks of lumber.



Key executives include John F. Benjamin, lumber sales; Alden Robbins, sales manager; and Jim Robbins, president.



Jim Robbins, a fourth generation lumberman, stands next to an Eastern White Pine tree.

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## ZIP-O-LOG MILLS Continues To Produce Quality Products

By Wayne Miller

**Eugene, Ore.**—Zip-O-Log Mills, Inc. specializes in carefully crafted, high-quality timbers available in an impressive range of stock and custom sizes. The company's products may be found in high-end custom homes, ski lodges, country clubs, restaurants and even a 40,000-square-foot horse barn.

Zip-O-Log Mills was founded in 1944, and today is run by the third generation, Karl and Jim Hallstrom, who are co-

want," Hallstrom said. "However, we recently had an order for several 12x18x48-foot. That's a big log and a large stick of wood. We went out to the log yard and hand picked the correct logs, had the order out in one day and shipped it to the customer. We definitely go the extra mile to get what our customers need."



Brian Jones, sales; Mark Grube, sales manager; and Joe Honochick, general manager, make up the team at Zip-O-Log Mills, headquartered in Eugene, Ore.

owners of the company. Commonly known as "Zip-O," the firm promotes itself as a long-length cutting mill that manufactures Douglas Fir timbers, clears, dimension and specialties.

The company can produce timbers up to 52-feet in length, and is equipped to saw to size any dimension for specialty and custom orders. Recently, Zip-O-Log began producing kiln-dried timbers in 3x6 through 12x12. In order to produce the highest quality KD timber, Zip-O-Log pre-sorts the timbers that they dry. By doing this, they generate a dry timber that will be more suitable for saw sizing or surfacing. Zip-O-Log offers rough dry, surfaced, and saw sized timbers.

"We can do whatever the customer asks for," said Karl Hallstrom, adding that all cuttings are clear-end sealed with a wax-based seal. There are additional options on surfaced products, including bottom boards for added protection during shipping and handling as well as stickering each layer with lath or kiln sticks. The company also provides paper wrapping.

"We pride ourselves on accurate tallies, on-time shipments and quality that meets or exceeds our customer's expectations," Hallstrom said.

Zip-O-Log's production is mostly No. 1 and Better FOHC, rough, full sawn, Douglas Fir cuttings. The firm offers posts and timbers in stock FOHC cuttings in 6x6 to 6x16, 8x8 to 8x16, 10x10 and wider and 12x12 and wider.

In dimension, stock items include 2-inch rough fascia in a wide variety of sizes. The family owned company also produces about 300,000 board feet per month of industrial and export Clear products.

The entire facility is paved, which makes for cleaner and better working conditions. The majority of finished products are stored inside of a 55,000-square-foot shed.

"In the log yard, we inventory our logs by grade and diameter, so it makes it easy to go out and shop, just like being at a supermarket. You pick the logs you

The Zip-O-Log mill encompasses nearly eight acres of mill site and a nine-acre log yard, located two miles away. Pennington Crossam Co., a sister company, has three state-of-the-art dehumidification kilns and a modern planer mill and timber sizer.

Efforts to establish long-term customer relationships have been successful, according to sales manager Mark Grube, who said some customers have been buying from the mill for over 40 years. He added that the company is willing to go the extra mile to give customers what they want, and in a timely fashion — even if it means producing a custom order that it's never tackled before.

"In addition to regular everyday timbers, we've become very proficient at putting together piece orders and doing special cuttings for our customers," said Joe Honochick, general manager. Zip-O-Log is a member of the North American Wholesale Lumber Assoc. (NAWLA) and the Pacific Lumber Inspection Bureau (PLIB). To ensure quality control — both during production and shipping — the company relies on quality standards instituted by its founders and carried on by successive generations.

"We all work towards a common goal of producing the highest quality products and to always meet or exceed our customer's expectations," Hallstrom said.

The owners of the company believe that keeping up with the latest technology is a big part of Zip-O-Log Mills' long-term success, and the company has consistently reinvested in new equipment, tweaking product flow to find new and better methods of improving production, all to provide the best quality and service to its customers.

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# ELDER WOOD Builds On 30 Year Success



At Elder Wood Preserving Co., in Mansura, La., this load of beautiful D Grade Southern Yellow Pine is fresh from the dry kilns and has been treated with Nature Wood.

**Mansura, La.**—In January of 1977, Elder Wood Preserving Co. Inc., located here, opened its doors to customers for the first time. Back then, the wood treating process was performed manually within the firm's 6-foot-x-54-foot treating plant.

Five people comprised Elder Wood's workforce, which was highly productive. During any given 8-hour workshift, the staff produced 80,000 board feet of lumber.

The quality of the work offered at Elder Wood attracted customers, who spread the word that this little firm in Mansura are experts in treated Southern Yellow Pine (SYP). Within a few years, Elder Wood's good reputation had spread swiftly, enabling the company to expand and upgrade to its current 28-acre site, which houses state-of-the-art automation within a computerized treating facility. Primarily relying on the engineering capability of Woodtech, Elder Wood can now treat approximately 200,000 board feet of SYP and plywood every eight

hours. The facility is equipped with a covered drip pad, which is complete with a liner and a leak detection system that exceeds standards set by the Environmental Protection Agency.

The company also has the capability to fully meet its customers' needs. According to company President Joe

Elder Jr., "We have a moulder and a planer that we use to produce custom patterns and we also have steam kilns at our facility to dry our products, so we can provide our customers service they need each step of the way."

Elder Wood's array of products is vast and includes Micropro Smart Sense preserved SYP for above ground and ground contact use. The company stocks 1x4 through 1x12, 5/4x6 radius edge decking, 2x4 through 2x12, 4x4, 4x6 and 6x6—all available in lengths that range from 8 feet to 20 feet. At Elder Wood, customers can select from C & Btr, D, Nos. 1 and 2, 5/4x6 RED available in Standard and Premium grades, all material available wet or kiln-dried. Ample inventory is typically kept onsite, and it usually peaks at 14,000,000 board feet during the busiest time of the year.

Elder noted that his operation also offers treated SYP plywood, siding, lattice, deck accessories, center match porch flooring, landscape timbers and fence boards. The majority of these

items are available kiln-dried after treatment.

Additionally, Elder Wood markets kiln-dried Cypress in grades that include No. 2 Common, Select and Pecky. Customers will find 1x4-through-12 in stock in random lengths, and thickness of 4/4, 6/4 and 8/4 in random widths and lengths.

In 2006, Elder Wood treated approximately 65,000,000 board feet of SYP at Mansura, the company's single facility. Elder Wood Preserving Co. also has an export sales department that services such countries as Mexico, England, China, and the West Indies, and last year exported to the tune of 3,500,000 board feet of untreated SYP, and 2,500,000 board feet of treated SYP.

The company's sales force primarily focuses on the southeastern region of the United States, however, its 20-plus fleet of trucks can reach out to all of the lower 48 states.

Elder noted, "We are located in a perfect area so that we can get our product to any of the major ports along the Gulf Coast within days. We offer our customers mixed truckloads of any of the products we stock, and we are able to provide just-in-time deliveries, not to mention route trucks."

Key personnel at the firm, in addition to Joe Elder Jr., include: Brock Descant,



A fresh load of C Grade Southern Yellow Pine arrives at Elder Wood and awaits being treated and kiln-dried.

vice president; Lisa Piazza, secretary/treasurer; Greg Gagnard, plant manager; Ronald Tassin, sales manager; Mike Ducote, export sales; and Thomas Descant, shipping/receiving manager.

More expansion plans are on the horizon at Elder Wood Preserving. Soon a new office building will be constructed.

From a small outfit with only five employees to the computerized, efficient operation it is today, Elder Wood Preserving Co. has thrived thanks to good management and good employees.

"Our reputation rests on the work of the people we employ. We pride ourselves on the finished product and on hiring the best in the industry to do that work," noted Elder of the 70 staff members who now comprise his company's workforce.



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# SPEARFISH FOREST PRODUCTS Joins NEIMAN ENTERPRISES' Family of Companies



**Hulett, Wyo.**—Nearly 150 years of combined experience joined arms on May 1, 2008, when Neiman Enterprises acquired the Spearfish, S.D., operations of Pope and Talbot, Inc., now Spearfish Forest Products. The acquisition doubled Neiman's production capacity, bringing their total output to nearly 200 million board feet annually. Neiman Enterprises, who also owns Devils Tower Forest Products, located here, and Rushmore Forest Products in Hill City, S.D., is a steady supplier of Ponderosa Pine to the forest products industry.

With the acquisition, Neiman has retained key staff with exceptional familiarity of the forest products industry. Jim Neiman, vice president and CEO of Neiman Enterprises said, "Through this purchase, we will cultivate the knowledge of the employees in Spearfish to achieve a greater

understanding of our industry and the forces that affect it."

Jim also added, "This is an exciting venture for us and will allow us to significantly increase our production of high quality Ponderosa Pine products." Neiman Enterprises believes that consistent customer service and high quality is important, along with increasing efficiency in the manufacturing process. They accomplish this by focusing on efficient manufacturing processes and implementing technological advancements that create products which stand out in the marketplace.

Through its three sawmills, Neiman Enterprises offers a variety of 4/4 products from 1x4 to 1x12 and produces all grades from C & Better to 5 Common, they also



Through its three sawmills, Neiman Enterprises, headquartered in Hulett, Wyo., offers a variety of Ponderosa Pine 4/4 products from 1x4 to 1x12 and produce all grades from C & Better to No. 5 Common. They also produce 5/4 and 6/4 shop.



Neiman's recent acquisition of Pope and Talbot's Spearfish, S.D., operation doubles Neiman's production capacity to nearly 200 million board feet annually.

produce 5/4 and 6/4 shop. Since the mills are located within 100 miles of each other, Neiman Enterprises implements a log sort that improves the efficiency of each mill. The acquisition has also allowed Neiman to expand their animal bedding business and enter the renewable energy wood pellet market.

Sales for all three mills are handled by the corporate office in Hulett by the sales manager, Mike Stevens, and a team consisting of Bill McGrath, Wes Bush, Jerry Wood, John McPartland, and Wayne Jordan. Each member of the team provides significant product knowledge, years of experience and dedicated customer

service.

All of the products offered from Neiman Enterprises are produced under the Sustainable Forest Initiative Program's practices. Neiman Enterprises has been an active participant in the SFI program since 2000, and is committed to maintaining the principles and practices that promote healthy forests and surrounding environments. For more information about Neiman Enterprises and their products visit [www.Neimanenterprises.com](http://www.Neimanenterprises.com) or call 1-866-466-5254.

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# Merger: Former Competitors RILEY CREEK, BENNETT Unite



With the merger of Riley Creek and Bennett Forest Industries to form Idaho Forest Group LLC, the firm's mills have a combined capacity of over 800 million board feet. Bennett opened this world-class sawmill in Grangeville in 2006, and it produces a million feet per day.

also figured in. "The competition today keeps growing stronger and can come from unexpected places. We're now in a much better position to succeed."

The new company's strengths are an asset for employees, the ownership and the region they represent, Brinkmeyer says. "But it's mostly about our customers. You have to create progress in all areas, from product quality to service and support."

### A story of shared values

If desire to add value drove the impulse to merge, shared values made the merger possible.

"The parent companies have real similarities," says Dick Bennett, who owned Bennett Forest Industries, and is now an Idaho Forest Group director. "At Bennett we have incredible industry heritage, as did Marc's family. Riley Creek is known for leading edge, computer-assisted technology. And at Bennett, we opened a world-class sawmill in 2006, at Grangeville, Idaho, that can produce a million feet per day."

"Most importantly, both companies shared closely held values: dedication to quality products, to the customer, to our work force and the environment, through sustainable forestry. So we knew that a merged company would start off with a strong foundation of shared values. And that made merging, and the opportunities it presented, more viable."

Company President Scott Atkison echoes that thought. "Bennett and Riley Creek both had a great reputation for delivering the highest quality. By joining forces, we saw an opportunity not just to add to our effectiveness, but to multiply it."

### Promoting Inland Northwest quality

While Idaho Forest Group calls the merger "a joining of equals," the new entity will



Woodstacks of Doug Fir 2850F bear the firm's new logo - Idaho Forest Group LLC.

enjoy a whole new level of marketing power.

"We're huge believers in what our customers tell us - that Inland Northwest lumber is the best on the market. As the undisputed leader in Idaho lumber, we're in a unique position to grow its reputation. And that's what we plan to do," says Atkison. "We want end-users, contractors and all types of suppliers to specify 'Idaho-quality' for their projects. A lot of them already do - and that's before the merger."

"There's only one Idaho, only one place that provides the world's best lumber. We want to represent it with integrity and pride, promote it with enthusiasm and grow its value for the entire industry here."

### The right products, at the right time

While enhancing the reputation of Idaho lumber is a priority, Idaho Forest Group realizes that marketing isn't all about promotion. It's also about delivering the right products, at the right time.

With greater resources and a deep talent pool, they now have the production strength to supply today's largest customers.

"It's something no independent Idaho supplier had the capacity to do before. We hope to deliver high-quality Idaho product to important market sectors that were pre-



Idaho Forest Group has a diversified product mix, including Doug Fir/Larch, Doug Fir, White Fir, Hem Fir, SPF-s, Inland Red Cedar, ESLP and Ponderosa Pine.

viously beyond our reach," says Atkison. "With all our capacity, talent and industry-leading technology, we can respond faster than ever before to customer needs. We have a much greater ability to anticipate market trends."

"We can solve any problem, big or small. We think customers will be pleased."

Idaho Forest Group has a broad and diversified product mix. Species include Doug Fir/Larch, Doug Fir, White Fir, Hem Fir, SPF-s, Inland Red Cedar, ESLP and Ponderosa Pine. Products include 2x3 through 2x12 dimension lumber in 8/20 ft lengths, 2x3, 2x4 & 2x6 - 8 & 9 ft studs, and 1x4 through 1x8 PP and ESLP Eased Edge boards.

Special products include FSC and SFI certified lumber, lam stock, MSR, Premium Doug Fir boards, Premium dimension, Premium studs, no-wane Select Structural, Japanese lam stock and Cedar specialty products.

Special services include private labeling and end branding, end-waxed studs, mixed loadings, half packs, BN and UP rail at all mills and destination pricing.

For more information, call (208) 263-1551 or visit [www.IdahoForestGroup.com](http://www.IdahoForestGroup.com).

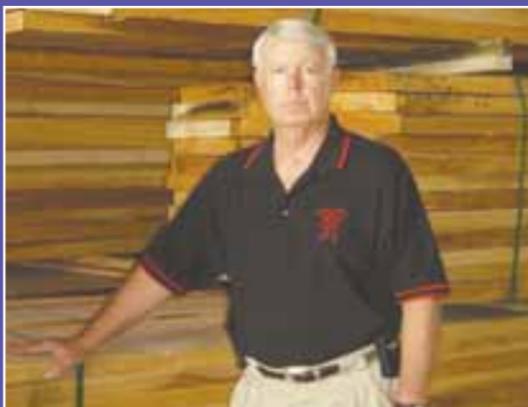
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## Landry Lumber Co. - a Division of Elder Wood Preserving Co. Inc.

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- 6/4 - in Select/Better
- 8/4 - in Select/Better
- 4/4 - No. 1 Pecky

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In Mansura, La., Richard Landry oversees sales for Landry Lumber Co., a division of Elder Wood Preserving Co. Inc.



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# ROSEBURG Provides Excellent Products, Service For NAWLA Members

**Dillard, Ore.**—Roseburg Forest Products Co., headquartered here, is a

the United States.

Roseburg's manufacturing facilities



Roseburg's Engineered Wood Products (EWP) plant is one of North America's largest facilities producing RFPI Joists with laminated veneer lumber (LVL) and solid-sawn flange, and RigidLam LVL. The plant covers nearly 70 acres, with over 750,000 square feet of manufacturing space.

privately-owned manufacturer and marketer of a diverse line of wood products that includes engineered wood products, lumber, Softwood plywood, composite and hardwood panels, decorative melamine, and other value-added panel products. With lands and facilities in the Northwest and Southeast, the company markets products to customers throughout North America.

Roseburg owns approximately 800,000 acres of sustainably managed timberlands, including FSC certified timberlands in California. The ability to rely on its own forests as its primary source of logs gives Roseburg the flexibility to match its resources to its product mix. Roseburg's timberland ownership also gives the firm stability in price and supply of logs.

Roseburg employs over 4,000 talented and experienced workers located in more than 80 communities throughout

include: a medium density fiberboard plant in Holly Hill, S.C., with an annual capacity of 100 million board feet; a sawmill in Dillard, Ore., producing 400 million board feet of stud lumber annually; three plywood plants in Dillard, Coquille and Riddle, Ore., that are rated for over a billion square

feet (3/8-inch basis) annually of Softwood plywood and 150 million feet of hardwood plywood; six particleboard plants located in Dillard, Ore., Missoula, Mont., Louisville and Taylorsville, Miss., Vienna, Ga., and Russellville, S.C., with a combined capacity of 1.3 billion board feet; an engineered wood products plant in Riddle, Ore., with the capacity to produce 160 million linear feet of I-Joists and 7.2 million cubic feet of laminated veneer lumber annually; four decorative thermally-fused melamine facilities located in Oxford, Miss., Missoula, Mont., Orangeburg, S.C., and Dillard, Ore., with a combined capacity of over 500 million board feet annually; three pre-finished panel facilities located in Dillard, Ore., Missoula, Mont., and Orangeburg, S.C.; and four panel cut-to-size facilities located in Eupora and Oxford, Miss., Dillard, Ore., and Orangeburg, S.C.

Roseburg Forest Products manufac-

tures Softwood plywood (sanded, industrial, medium density overlaid and construction grade panels, siding); lumber



(studs, small timbers); engineered wood products (LVL and solid sawn I joists, LVL laminated veneer lumber); composite panels (particleboard, medium density fiberboard); hardwood panels (exotics and standard species, pre-finished panels); pre-finished panels (light or low basis weight paper overlaid and vinyl overlaid panels, UV clear-coated and painted); thermally fused melamine (15 exclusive designs, national design collection, design-to-match program, regional design collection); shelving and components (RediShelf and DuraShelf); and green build products (NAUF or no added urea formaldehyde raw panels, SkyBlend FSC particleboard and MDF core, SkyPly FSC veneer and FSC CFC veneer core, SkyPly FSC Basswood veneer core).

NAUF (no added urea formaldehyde) products include: duramine, thermally fused melamine panels (SkyBlend FSC particleboard core, SkyBlend MDF core, SkyPly FSC CFC veneer core); hardwood panels (SkyBlend MDF core, SkyPly FSC CFC veneer core, SkyPly FSC veneer core, SkyPly FSC Basswood veneer core, SkyBlend FSC particleboard core); UltraFinish vinyl, paper, UV clear-coated or UV painted overlaid panels (SkyBlend FSC particleboard core, SkyBlend MDF core, SkyPly

FSC CFC veneer core, SkyPly FSC veneer core, SkyPly FSC Basswood veneer core); sanded plywood panels (SkyPly FSC certisand); industrial panels (SkyPly FSC AB marine, SkyPly FSC BoatPly, SkyPly FSC CCP&TS, SkyPly FSC CCX, RigidPly); medium density overlay panels (SkyPly FSC Duragard general purpose, SkyPly FSC PourMor concrete forming); construction grade panels (SkyPly FSC sheathing, SkyPly FSC

RigidFloor underlayment, SkyPly FSC BBOES and SkyPly FSC PourMor concrete forming); siding panels (Breckenridge, SkyPly FSC Douglas Fir, DuraTemp); shelving (DuraShelf shelving with SkyBlend FSC particleboard core); and engineered wood products (RFPI joist, RigidLam LVL, RigidRim rimboard).

Roseburg provides NAWLA members with mixed product shipment availability; integrated manufacturing facilities; a single source producer; flexible sales and marketing; dependable supply of quality products; forest management practices certified by third-party verification; efficient, low-cost production; quality products that meet or exceed industry standards; skilled & knowledgeable customer service; broadest product mix from one source; broadest mix of Green Build wood products; and FSC certified and NAUF products.

For more information, contact a Roseburg territory sales manager at 1-800-245-1115 or visit [www.roseburg.com](http://www.roseburg.com).

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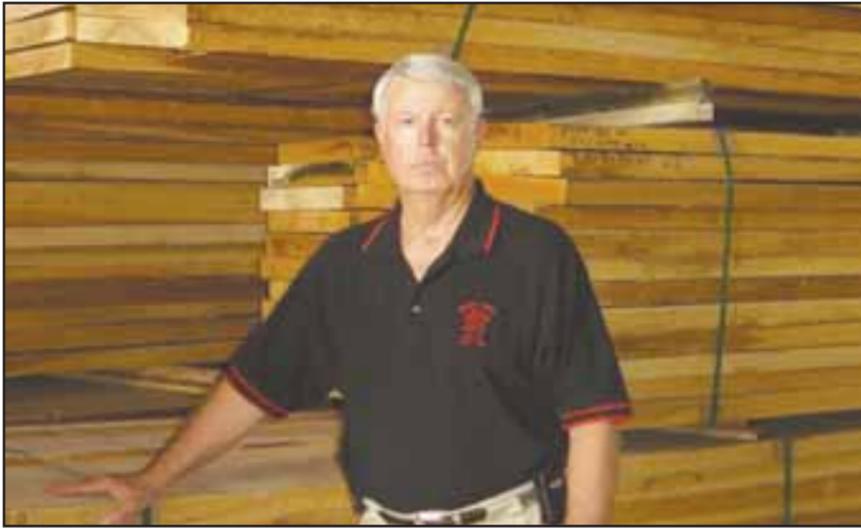
Roseburg is excited to introduce Solid Sawn Flanged RFPI® Joists, the newest product in the Roseburg Framing System. Roseburg's Solid Sawn Flanged RFPI® Joist is produced in two series, RFPI® 40S and 60S. Both series are available in standard depths, with lengths up to 60'. The Solid Sawn Flanged RFPI® Joists are engineered to the high-quality APA standards and are compatible with standard I-Joist hangers and connectors.

The Solid Sawn Flanged RFPI® Joists are a great addition to Roseburg's quality line of engineered wood products. Bundling it with RigidLam® LVL and RigidRim® Rimboard creates the perfect engineered wood products package that fits an excellent price point for building residential homes and multi-family projects.

  
**ROSEBURG**

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# LANDRY LUMBER Thrives After Three Decades



In Mansura, La., Richard Landry oversees sales for Landry Lumber Co., a division of Elder Wood Preserving Co. Inc.

**Mansura, La.**—Landry Lumber Co., a division of Elder Wood Preserving Co. Inc., has managed to thrive since it was established 34 years ago by finding ways to improve and increase its product offerings.

The company strengthened its position in the market two years ago by merging with Elder Wood Preserving Co. Inc. The two firms have since shared the same location, providing easy access to customers in need of services each company offers.

Landry Lumber is now in the process of increasing its pattern work, many of which are produced on a Weinig moulder. Deep swamp Cypress comprises a majority of the products manufactured at this Mansura facility. Product selections include Cypress 1x6 through 1x12 in Selects and Better, kiln-dried; 1x6 through 1x12 in No. 2 Common, kiln-dried; 5/4 Selects and Better, kiln-dried; 6/4 Selects and Better, kiln-dried; 8/4

Selects and Better, kiln-dried; and 4/4 No. 1 Pecky, kiln-dried.

Also available at Landry Lumber are Oak timbers and Poplar in 4/4 FAS, kiln-dried.

The company's average inventory in its kiln-dried sheds is approximately \$1,600,000. To ensure quality, Landry Lumber stores all its kiln-dried lumber in dry sheds in packages that are well strapped to avoid broken pieces.

According to Joe Elder Jr., president of the firm, "At Landry Lumber, we plan to continue growing our business and service our accounts with the utmost satisfaction of our products. This is an ongoing commitment."

Landry Lumber primarily sells to mill-work houses and distribution yards throughout the United States. The company's products are delivered using Elder's fleet of 20-plus trucks.

"Our delivery to customers is prompt," said Elder. "As soon as the product has



A truckload of kiln-dried Select and Better Cypress arrives at Landry Lumber.



Protected by covered shelter, plenty of kiln-dried Cypress is always in stock at Landry Lumber.

been prepared, we have a truck under the load, which guarantees quick delivery. One of our great advantages is the fact that we can load mixed trucks of thicknesses and grades, rough, S4S, or run to pattern."

In addition to Elder, other key personnel include: Brock Descant, vice president;

Richard Landry, Cypress sales; and Lisa Piazza, accounting manager.

## Smaller logs? Better lumber.

There's a reason Vaagen Brothers uses small-diameter logs. It's because small logs produce higher quality lumber.

Smaller diameter logs have tighter growth rings and small, tight knots, resulting in wood fiber that is denser, stronger and straighter—quality built in naturally.

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## WOOD PRIMING PRODUCTS, LLC Offers Unique Services

**Oakwood, Ga.**—Wood Priming Products LLC is located at 4322 McBrayer Road, Oakwood, Ga. Chris Robertson and Eddie Hipps founded the company in April 2004. The business was originally set up in Gainesville. However, in 2007, a new plant was built and the company moved to Oakwood.

Wood Priming Products' priming



Chris Robertson is the president of Wood Priming Products LLC, located in Oakwood, Ga. Robertson co-founded the company with Eddie Hipps in April 2004.

services have been shipped all over including the Caribbean Islands. Robertson said that the company prides itself on the quality of service it offers. "We provide our customers with factory painting for a variety of exterior cornice and siding materials to include lumber, plywood, MDO panels, finger joint and solid mouldings," he said.

Wood Priming Products offers factory-painting services in truckload or unit quantities with a seven-day turnaround time. However, products are usually returned to customers within three to four days.

Materials can be primed with one coat of protective paint, in addition to a second finish coating, in one of 80 different latex colors, or materials can have a semi-transparent stain applied. Wood Priming Products uses 100 percent acrylic latex paints made by PPG Industries including Olympic Machinecoat Exterior Finish, Olympic Pitlock Tannin/Block Resistant Exterior Latex Wood Primer and MachinePro Exterior Latex Primer.



"We have customers out-of-state that have come to us because our priming is one of the best on the market," Robertson said.

Wood Priming Products also offers staining services for a fiber cement producer. "This is a process, which has tried to be reproduced, by our competitors as well as our customers' competitors and no one has been able

to duplicate our process," Robertson said. "We use Duckback products for our staining needs. Our customer is a growing company with fiber cement shakes and their product is shipped all over the United States and Canada."

Robertson said, "At Wood Priming Products, we try to do everything we can under cover so nothing is slowed down due to weather conditions, from unloading and reloading of trucks. It is all accomplished inside so that the products are never placed in a weathered environment."

Robertson said the company takes pride in customer service. "It's our number one priority," he said. "If a customer needs something completed in a certain period, we will do everything reasonably possible to make sure it is completed and returned in the period they choose."

For more information on Wood Priming Products, please visit their website at [www.woodprimingproducts.com](http://www.woodprimingproducts.com).

## Eastern White Pine Offers Environmental, Design Benefits

**Cumberland, Maine**—As a species of wood prevalent in northern New England, Eastern White Pine is known for its characteristic knots and as a building resource that can be used both structurally and cosmetically. While the species has become a versatile wood of choice for both traditional and contemporary design and construction, Eastern White Pine is increasingly being recognized as an energy efficient, environmentally sound building material that can be skillfully incorporated into any home design.

As the world's only renewable building and natural construction matter, wood has the best environmental attributes among all building materials. When compared with other materials, such as concrete and steel, the product lifecycle of wood achieves negative CO2 emissions, a critical factor when gauging environmental impact. Wood also depends very little on non-renewable energy sources for its production, which is important when looking at its lifecycle or "cradle to grave" picture. But, considering architect and designer William McDonough's "Cradle to Cradle" approach to design—using materials that biodegrade and become nutrient for another process after their useful life has ended—wood may in fact be the most environmentally-preferred building material we have.

Consider insulation as an example in determining environmental impact and efficiency. To start, we know that the cellular structure of Eastern White Pine provides a very effective and environmentally friendly insulator against heat and cold. Studies also validate that an inch of wood is 15 times as efficient an insulator as concrete, 400 times as efficient as steel and 1,770 times as efficient as aluminum.

The use of Eastern White Pine is not only energy efficient because it's an exceptional insulator, but versatility allows it to adjust and accommodate where necessary, thereby offering additional environmental benefits. Such benefits are quite apparent when looking at a home sheathed with Eastern White Pine, a building technique that produces strong and well-insulated structures that require less energy to heat and cool. Combining its superior insulating capabilities with its versatility, Eastern White Pine meets the most demanding energy needs with less cost and greater efficiency.

In addition to measuring efficiency, research experts are also interested in analyzing the environmental impact and performance of building materials. Their findings continue to validate wood as superior in its environmental performance to both steel and concrete. According to the Athena Model, developed by Canada's Athena Sustainable Materials Institute, when comparing houses constructed of these three different building materials based on the lifecycle assessment—production of green-

house gases/solid waste, air/water pollution, and energy use—wood is the most environmentally practical.

The Athena Institute noted that wood is more sustainable than steel and concrete in numerous areas including total energy use (140 percent more for steel, 70 percent more for concrete); greenhouse gases (45 percent, 81 percent); air pollution (42 percent, 67 percent); water pollution (1900 percent, 90 percent); solid waste (36 percent, 96 percent); and ecological resource use (16 percent, 97 percent).

The Athena Model compared wood, steel and concrete from resource extraction, to manufacturing, to on site construction, to building occupancy, to building demolition, and ultimately to the building material's disposal, reuse, or recycling. Based on the findings, wood's high insulating properties, recycling and resource recovery rates, and low pollution rates in harvesting and milling, constitute it as the most sustainable and environmentally friendly building material.

While all building materials originate in some form from a natural source, ores and petroleum used for non-wood building materials are non-renewable, meaning once they are used they are gone forever. Wood, however, is

renewable and can be regenerated by way of healthy growth and frequent replanting. Impressively, with average reforestation activities leading to an additional 2 billion new trees planted every year in the U.S., the forest products industry is responsible for 41 percent of all replanted forest acreage. So it is both the sustainability of material and end-use that is important to keep in mind.

When looking at the use of different building materials over time, the superior properties of Eastern White Pine offer multiple environmental benefits. It produces low energy consumption and CO2 emissions, is biodegradable for disposal, is naturally renewable, generates little pollution, and offers greater potential for re-use than other materials.

Overall, with a good strength to weight ratio, reasonable pricing, energy conservation benefits, and workability, Eastern White Pine's natural attributes make it uniquely suited to both the performance and environmental demands of modern building materials.

For more information on the benefits and applications of Eastern White Pine, visit [EasternWhitePine.org](http://EasternWhitePine.org). Those looking for additional tools and resources about lumber grades can visit the Northeastern Lumber Manufacturers Association (NELMA) at [www.nelma.org](http://www.nelma.org).



The Lucky Pines kitchen by Jill Neubauer Architects incorporates Eastern White Pine.



Pictured is a house being sheathed with Eastern White Pine.



This is Limington Lumber Co.'s Eastern White Pine sawmill in East Baldwin, Maine.

# WOLF RIVER LUMBER Continues Growth To Meet Customers' Needs Worldwide With FSC-Certified And Value-added Products



Wolf River Lumber's 55-acre manufacturing facility located in New London, Wis.

**New London, Wis.**—Wolf River Lumber, strategically located here, is three hours north of Chicago, Ill., which geographically allows easy transportation access to North American and worldwide markets. The Central Wisconsin location is convenient to other hardwood-related businesses owned by the Ort family, including 85,000 acres of pristine Northern hardwood timberland, three sawmills producing 35 million board feet and an industry leading hardwood flooring mill and dimension company. Logs and lumber from this Northern Wisconsin region are best known for their bright color and uniform tight grain.

Wolf River Lumber is family-owned and managed, and has strong roots in the forest products industry going back over 130 years. In response to customers' needs, Wolf River Lumber has expanded its product offerings with value-added and FSC-certified products. It has also installed American Wood Dryer steaming facilities to steam walnut, cherry and beech, and has expanded their international and domestic sales teams.

### Value-added Products

Wolf River Lumber has recently expanded its manufacturing capabilities to include additional value-added services that complement their current sorting by grade, color, width and length. These value-added products and services include ripped-to-width moulder blanks, machined stiles and rails, face frames, drawer fronts and sides, architectural mouldings, glued table tops, edge-glued panels, edge profiling, abrasive plan-

ing, sanding, tongue and groove ceiling and wall paneling, boring, and CNC fully machined parts. In the new era of manufacturing, more companies are looking to develop a comprehensive sourcing strategy with a few suppliers, which can consistently fulfill cost, quality and deliv-

ery requirements. Wolf River Lumber, one of the most technologically advanced lumber facilities in the world, is ideally positioned to provide these services to the global marketplace. Our goal at Wolf River Lumber is to provide innovative forest products solutions that help improve our customers' financial and marketing positions by streamlining their organizations, reducing their costs and enhancing the quality of their operations, thus spurring rapid growth and stronger profits.

### FSC Certified

Wolf River Lumber has recently undergone audits for Forest Stewardship Council (FSC) certification, and is working to provide customers with FSC Mixed Source and FSC Controlled Wood certified hardwood lumber and value-added products. In response to today's ever-increasing green environmental movement, FSC-certified wood products are increasingly specified by domestic and international wood product manufacturers, architects, engineers and construction companies. FSC-certified lumber is possible for Wolf River Lumber due to the longtime commitment of its owners to selectively manage and log their renewable forests. Wolf River Lumber will continue to conduct business in a manner that conserves resources, constantly reduces our environmental impact and seeks to sustain our forest resources.

### New Site For The 21<sup>st</sup> Century

In 2000, Wolf River Lumber designed and built one of the most modern lumber drying facilities in the world. The 55-acre site con-

sists of 40 SII dry kilns drying approximately 5 million board feet per month, an 1,100-foot planer/dry lumber grading line capable of 100 sorts after grading,

and a 60-bay bin sorter used for grading 100,000 board feet of green lumber per shift. In 2004, in response to customer requests for ripped lumber and steamed lumber, Wolf River Lumber installed two riplines, Mereen-Johnson 441s along with Cameron Automation Opti-Rip Systems, and in 2007, two American Wood Dryer steam chambers.

### Immediate Shipments

To help customers reduce warehousing costs, reduce overall inventory and have quick access to our 10 million board feet inventory, Wolf River Lumber specializes in just-in-time and off-the-shelf shipments. The premium quality, kiln-dried inventory is ready in Wolf River Lumber's 375,000-square-foot, humidity-controlled production facility. Inventory includes a variety of 20 species, multiple thicknesses, National Hardwood Lumber Assoc. (NHLA), export and customer specific grades. Wolf River Lumber specializes in same-day or next-day shipment of orders as small as several figured/character boards and flexible-sized individual bundles or up to railroad boxcars. Five trucks, export containers and two railroad boxcars can be loaded simultaneously, all protected under roof. Export containers are loaded onsite for Wolf River Lumber customers, and we work closely with other North American exporters to end paint and logo lumber bundles according to their exact specifications. Some 150 team members provide service that is second to none.



10 million board feet of premium quality Northern hardwood lumber available for immediate shipment from Wolf River Lumber's 375,000 square feet humidity controlled production facility.



Many value-added hardwood products, some shown here, are now produced by Wolf River Lumber for customers around the world.

### Worldwide Customer Base

Wolf River Lumber has been exporting containers of premium logs and lumber from Wisconsin for over 20 years. Export specialists, with a combined 60-plus years of experience and long-term customer relationships, visit worldwide customers annually.

Wolf River Lumber has become one of the leading hardwood lumber manufacturers in North America, and in a challenging market environment, is continuing to grow with customers by responding to and meeting their specific needs.

Wolf River's current and future success is guided by the firm's vision statement, "Customer-focused company providing innovative forest products solutions by a knowledgeable, family-oriented team, with service second to none." Successful growth has been achieved one customer and one order at a time. FSC-certified lumber and value-added products are now available from our family-owned, well-managed timberlands, sawmills, and production facilities located in Wisconsin and Michigan and from select mills throughout North America.

We look forward to meeting you in Chicago at the **2008 NAWLA Traders Market®**, **Booth No. 104**. More information can also be obtained by sending an e-mail to [forest-products@wolfriverlumber.com](mailto:forest-products@wolfriverlumber.com).



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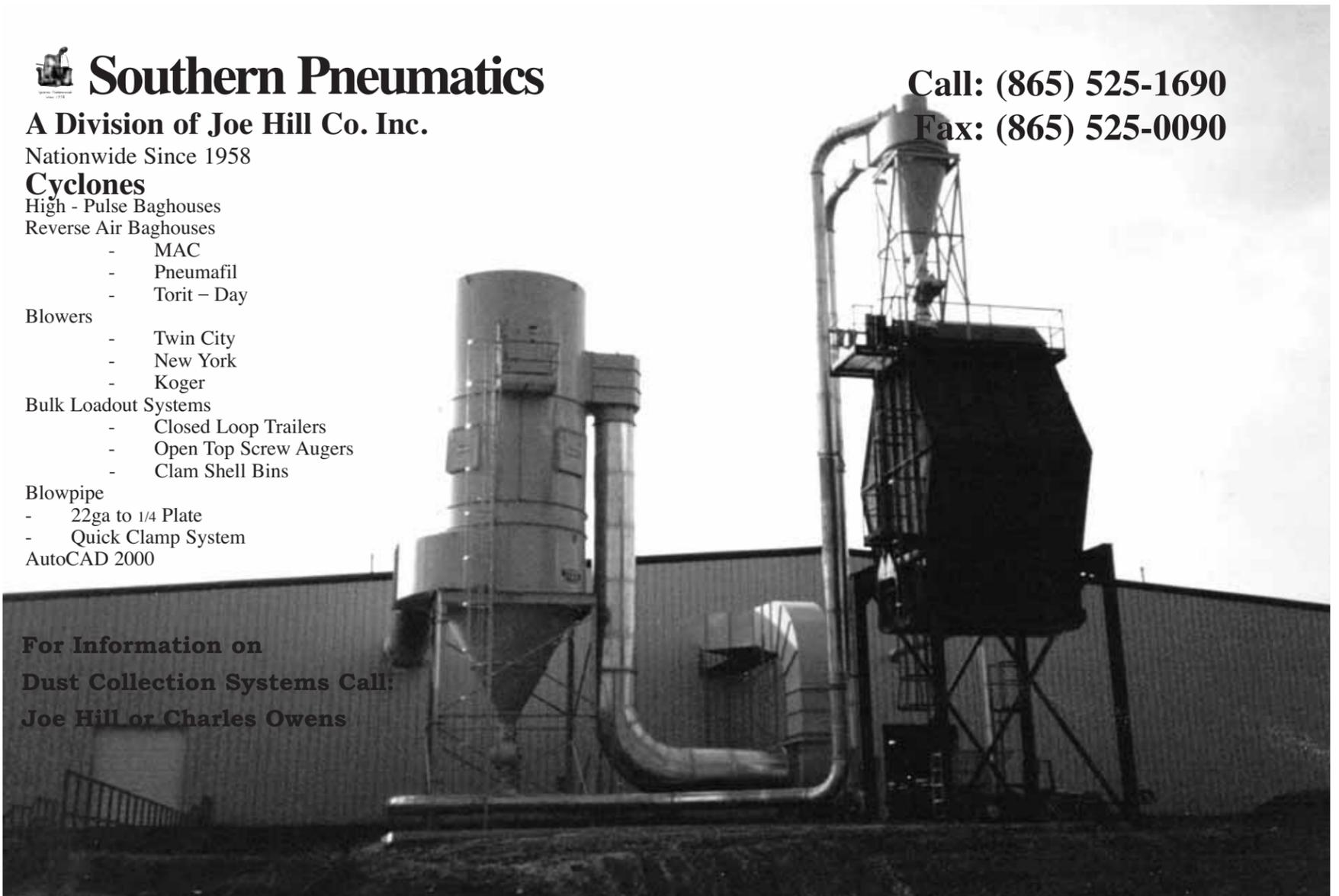
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# THE WALDUN GROUP — 35 Years of Taking the High Road

By Wayne Miller



**Maple Ridge, B.C.**—Founded, in 1974, by Wynn Walker and currently celebrating its 35th year in business, The Waldun Group is comprised of four Red Cedar divisions: Waldun Forest Products (a manufacturer of shakes and shingles); Stave Lake Cedar (a producer of sidewall shingles); Twin River Cedar Products (a dimensional lumber manufacturer); and Outdoor Living Today (beautifully crafted garden structures).

Although starting as a small sawmill, the company soon moved into producing roofing materials. The Waldun mill has become the single largest producer of Cedar roofing products in the industry.

In 1992, the company began making sidewall shingles by taking over the historic Stave Lake Cedar operation. Originally built in 1939, the Stave Lake operation was enhanced by Waldun to reach a production level that has at times exceeded 1,000 boxes per day.

Curtis Walker and Tom Faris are very

knowledgeable sales representatives that market the shingle siding and Cedar roofing products.

In 1994, the company built the Twin Rivers Cedar Products sawmill. From its humble beginnings, this company is now operating 40 hours per week with the goal of producing 30 million board feet per year. The sales for this production are handled by Stewart Clark

and Ben Meachen.

Four years ago, Outdoor Living Today was born, which has helped with adding value to Waldun's lumber and shingle products. Greg Bailey and Ute Faber sell the garden structures for the company.

The Waldun Group is a member of the Western Red Cedar Lumber Assoc. and the Cedar Shake and Shingle Bureau.

The fact that the Cedar roofing and siding market has contracted over the last few years hasn't stopped The Waldun Group from growing. They have accomplished this by being consistent with their quality of production and thus gaining existing marketshare, while at the same time expanding their product lines to open up new markets to the company.

"We pride ourselves in being able to adjust to market conditions and in being a one-stop shop for Cedar products. We emphasize the best quality and value, not the lowest price," Kirk Nagy said. "We take the high road when it comes to quality, and



## SPOTLIGHT

Outdoor Living Today was born from a goal to bring quality, well-priced, value-added wood products to the marketplace. As the newest division of The Waldun group of companies, based in Maple Ridge, B.C., we have grown to do just that. Outdoor Living

Today's state-of-the-art manufacturing facility in Penticton, B.C., produces countless beautifully crafted garden structures. Not content to be "run of the mill", Outdoor Living's mandate is to excel as leaders in our industry. We strive to create products that are functional, durable, attractive, and above all, represent good value for our customers. With 50 do-it-yourself kits available, customers can choose from a wide range of Western Red Cedar gazebos, sheds, playhouses and pergolas that are uniquely designed and constructed. Products are pre-cut and partially panelized so that the average person with limited building skills can assemble them, often in a matter of hours. Attention to detail is evident in the inclusion of a step-by-step assembly manual and all necessary hardware.



In an effort to reach our goal, we have not lost sight of our responsibilities, to the environment, to our employees, and to our customers. Integrity and respect for the environment have driven us to minimize waste. Accountability to our employees and customers assures all our products are manufactured with care and pride.

our customers really appreciate that."

Heading up the company with Kirk Nagy are Wynn Walker and Alec Clark, company partners, each of whom is responsible for a different part of the company's operations. They set the goals, objectives and overall corporate culture for the firm, and come together every Thursday morning for a management meeting to discuss issues like quality control, employee supervision and new business ideas.

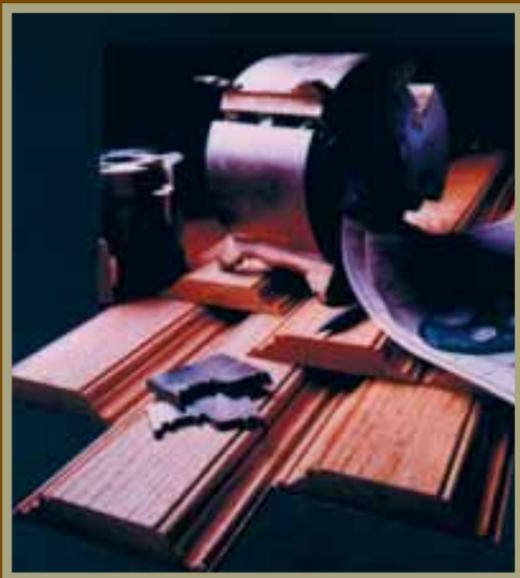
All company partners and management have their sights set on long-term success rather than short-term gratification. The owners and many employees are into their second or third decade with the company. Their children are now working throughout the operations. "The

company is run like a family business," Clark said.

Going forward The Waldun Group expects to expand while creating greater customer and supplier partnerships to help stoke its growth for another 35 years.

For more information about our products and services, please visit our websites [www.waldun.com](http://www.waldun.com) or [www.outdoorlivingtoday.com](http://www.outdoorlivingtoday.com).

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# DIPRIZIO PINE SALES Goes Green



Earl Perrino, shipping manager, and Scott Brown, vice president of sales, stand beside Eastern White Pine products that are ready for shipment from DiPrizio Pine Sales, located in Middleton, N.H. DiPrizio's warehouse holds 1.2 million board feet, which they keep for prompt shipment for their wholesale and distribution customers.



Scott Brown, vice president of sales, and Jamie Moulton, finished end supervisor at DiPrizio, inspect 1x5 premium White Pine boards that recently came through the planer.



Marcy Perry, the general manager for DiPrizio Pine Sales, is pictured in front of the firm's new boiler.

**Middleton, N.H.**—In 2005 DiPrizio Pine Sales set upon a mission to maintain or increase its workforce, continue meeting or exceeding its production and shipping targets and to decrease expenses. This was a tremendous challenge for the company and in August 2005, DiPrizio Pine Sales made the decision to increase its drying capacity to balance its production. The firm was fortunate to find four used kilns that could meet its needs at an affordable price. The company looked at its ever-increasing budget for logs, labor, insurance, fuel and electrical cost. DiPrizio's fuel usage at that time was 314,450 gallons (\$692,075) and its electrical demand was 4,405,011 KWH (\$552,536).

DiPrizio Pine had been fortunate to qualify for the sawmill rate from PSNH, from which the company had benefited for 10 years. The SW rate allowed DiPrizio a 75 percent reduction in demand charges, however as all good things do come to an end, DiPrizio was told that this program would not continue beyond its last renewal, which ends

in April 2009. With the prospect of picking up the additional drying cost and the forecasted increase in both electrical rates and oil prices, DiPrizio knew that this would be the area that would give the firm the most significant control over its own destiny.

Now, DiPrizio has nine kilns and projected fuel usage would have been 510,340 gallons at a cost of \$1,240,126 and electrical cost at \$486,100, which reflects a 12 percent rate reduction in 2007.

The co-generation technology (wood fired boilers and turbines) were already being used by several of DiPrizio's sister mills. DiPrizio was not the first innovators to use this technology, but the company did make a contribution in this arena by being the first Eastern White Pine sawmill in New England to fund the project with federal funds through a Community Development Block Grant that was sponsored by the Town of Middleton, and administered through SEDC (Southeast Economic Development Corp.) and a Federal Grant from the United States Dept. of

Agriculture.

DiPrizio's project started out as a mission, but along the way grew into something much bigger – a vision of what the lumber industry, a small industry, can contribute to slowing global warming. With responsible use of renewable resources, DiPrizio has reduced its demand for oil by 390,500 gallons and its SO2 Emissions by 18.6 percent.

DiPrizio Pine Sales meets or exceeds all Hazardous Air Pollutant regulations (HAP, as defined in section 112 of the 1990 Clean Air Act Amendments.)

When DiPrizio started working the numbers to justify the project, the firm began to see the significance that one mill can have on its environment. 7,500 gallons of No. 2 fuel oil are required to process 600,000 board feet of lumber each week. Now 41.5 tons of by-product in the form of sawdust, woodchips and whole-wood chips have replaced fossil fuel. The turbine will produce approximately 60 percent of DiPrizio's electrical needs and the steam from the boiler will also be used to heat several buildings.

DiPrizio's sawmill, located here, is one

of the largest, most modern mills in New England. It supplies not only LaValley-Middleton's Stores, but also ships lumber throughout the country. The mill's capacity allows DiPrizio to offer lumber at very competitive prices and carry unique products not available elsewhere. For example, the firm offers Eastern White Pine log cabin siding, timbers, and products with the quality Weining Moulder Finish. DiPrizio uses computerized techniques to insure accuracy, and the mill has been certified by the New England Lumber Manufacturing Association (NELMA).

For more information, call 800-647-8989, or visit the company's website at [www.dipriziopine.com](http://www.dipriziopine.com).

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# ANTHONY FOREST PRODUCTS Ready For 21<sup>st</sup> Century

**El Dorado, Ark.**—Anthony Forest Products Company is an integrated forest products business incorporated in 1965. The company owns approximately 91,331 acres of timberland in Arkansas, Louisiana and Texas. It operates Southern Pine lumber producing mills in Urbana, Arkansas and Atlanta, Texas; and wood chip mills in Plain Dealing, La., and Troup, Texas. The company also operates engineered wood laminating plants in El Dorado, Ark., and Washington, Ga.



mittal to the U.S. (ESR 1262) and Canadian (CCMC 13053) code agencies. Revised Power Joist user guides and installation guides are in the review process now.

The expected time frame for market release for these ADI 80 series is 4th quarter. For more information on the new ADI 80 deep depth series Power Joist, please call anyone on the EWP sales team.

### Anthony Forest Receives National Safety Council Awards

Anthony Forest's six manufacturing sites in Urbana and El Dorado, Ark., Plain Dealing, La., Troup and Atlanta, Texas, and Washington, Georgia, met the criteria and have qualified for the 2007 National Safety Council Occupational Excellence Achievement Award. This award is given to organizations whose lost workday incident rate is equal to or less than 50% of the BLS rate for their 6-digit NAICS



Pictured are 3 I-joists manufactured by Anthony Forest Products.

Anthony Forest Products Company and Domtar, Inc. of Montreal, Canada, jointly own and operate an I-joist manufacturing plant in Sault Ste. Marie, Ontario.

Headquartered in El Dorado, Ark., Anthony Forest has made some dramatic decisions to position itself for the 21<sup>st</sup> Century. This vision could not have been accomplished without the four generations of forest products experience passed down through the family. According to a company spokesman, the company's two laminating plants make it the largest Southern Pine glued-laminated timber manufacturer in the U.S.A. Anthony Forest Products has over 45 years of solid experience in engineered wood products, which include the Power Beam®, Power Joist®, Power Header®, Power Log®, Power Column™, Power Plank, 1.6E Short Span Header and custom laminated products.

### ADI 80 Commercial Series Power Joist®

Anthony-Domtar has successfully tested and submitted to APA for approval deep depth Power Joist in the ADI 80 (2x4 – 2100F) series joist in 18", 20", 22" and 24" depths.

The company is waiting for the final APA test and product reports for sub-



Anthony Forest Products has over 45 years of experience in engineered wood products, which include the Power Beam™.

code and which have had no fatalities from January 1 – December 31, 2007.

The Georgia Lam plant also was awarded the NSC's Perfect Record Award for 776,753 employee hours worked without occupational injury or illness involving days away from work, September 22, 2003 – December 31, 2007.

The National Safety Council Motivation and Recognition Award Programs help Anthony Forest acknowledge its employee safety achievements in the workplace. Congratulations!!

**Please Visit Us At Booth No. 615**

# KING FOREST Doubles Production With Mill Expansion

By Terry Miller

**Wentworth, N.H.**—King Forest Industries has been a leading provider of Eastern White Pine lumber for many years. Recent modernization and expansion of the planing mill, which more than doubled the mill's size, will allow greater production and flexibility. KFI produces about 30 million board feet annually. The increased capability will allow many more patterns and services.

Most of that production is comprised of 4/4 boards in all grades certified by the Northeastern Lumbermen's Manufacturing Association (NELMA), as well as 4/4 shop, 5/4 and 6/4 heavy shop, 8/4 shop, 6x8, 8x8 and 6x12 log cabin blanks.

The company's recent expansion affords King Forest "a much bigger piece of the market," according to Bob Davison, sales manager. "When the market is healthy, everybody is looking for extra lumber to turn into pattern. We're taking the bull by the horns by building a large new facility, and we've got cutting edge machinery for it. We're looking forward to producing patterns for years to come in our new planer mill."

Davison noted that King Forest now plans to specialize in approximately a dozen patterns that have proven most popular with customers.

"We aren't all things to all people," Davison said, "but we can offer specific products and services to a significant market and make quite an impact doing so."

King Forest's kilns can easily accommodate the increase in pattern production since the company's drying capacity is 1.3 million board feet. Davison noted that the firm "gently dries" its lumber, which minimizes down grade, splitting and cupping problems.

"Problems occur within the wood if it's dried too fast," said Davison. "Slow, gentle drying avoids a lot of problems, such as wet spots. With Pine, we can't avoid all wet spots, but the drying process we use drastically diminishes their appearance."

King Forest's production requires large kiln capacity because, "we do a lot of 5/4 and 6/4 heavy shop, as well as 8/4 shop," added Davison, "and it takes a long time to dry those boards, so we must be able to consistently maintain high kiln capacity. Most of our lumber is dried to between 10- to 12- percent, even though NELMA rules allow the lumber to

be wetter than that. We've found that our customers want lumber quality that's dry and consistent. So drying is a very critical part of production of our shop and Pine lumber. We also kiln-dry the industrial lumber, which some mills don't."

The kilns at King Forest are fueled by wood waste, and a 600-horsepower steam boiler produces steam and electricity for the kilns, in addition to heat for the building.

The bulk of the company's customers are comprised of wholesalers and wholesale distributors, as well as many major door and window manufacturers, which are located across the United States.

King Forest wraps all lumber in a high quality, fitted paper cover prior to transport at no additional charge to customers, and prides itself on its ability to ship well-packaged lumber on time.

Davison said, "When the product arrives at the customers' locations, the load is very uniform, very well packaged and protected, and that speaks well of the pride we take in the products we make. And, we stamp 'Made In USA' on all our shipment covers, because we believe people in this country should take pride in the production of American lumber."

Several key personnel, in addition to Davison and owner/president John King, lead the 100-person staff at King Forest. They are: Jerry Bixby, planer mill supervisor; Kevin Godfrey, sawmill supervisor; Anita LaTulipe, controller; Scott O'Meara, computer technology; Ken Sutherland, head forester; and Jim Gowen, maintenance.

King Forest is an active member of the North American Wholesale Lumber Assoc. and NELMA.

"All of us at King Forest enjoy producing quality lumber that someone can use in their home or office, for example," Davison said. "It's rewarding to know that we play a part in guiding and further developing wood products."

"As for the future of King Forest Industries, we will continually look for ways to expand and improve. John (King) provides excellent vision for the company as a leader and he is committed to employing good people to implement his plans, as well as the freedom to do that work to the best of their ability. It's a team effort here."



Anita LaTulippe, controller, Kerri Drake, receptionist and Barbara Davis, purchasing, are among key personnel at King Forest Industries, located in Wentworth, N.H.



Bob Vincelette oversees shipping, receiving and inventory management at King Forest.



King Forest Industries Inc. is a leading provider of Eastern White Pine lumber.

# DUCKBACK PRODUCTS' Superdeck A Superior Prefinish



Solid Color Professional Finish in Navajo White adds a fresh touch to fiber cement siding. Duckback Products, headquartered in Chico, Calif., makes Superdeck wood stains and Mason's fiber cement coating.



The fiber cement siding on this mountain home stands out with a coat of Woodperfect in Redwood.



Woodperfect in Cedar adds classic detail to this fiber cement siding.

**Chico, Calif.**—Duckback Products, the makers of Superdeck wood stains, and Mason's Select fiber cement coating, has long been a leader in product innovation. Duckback is now very excited about its prefinish products. Such as Woodperfect® Semi-Transparent Fiber Cement Coating, SoPro (a solid color professional finish), and 2900 Waterborne series used by North East Treaters with their new non-metallic, carbon-based pressure treating process. Woodperfect and SoPro are backed by the industry's best warranties; 12 years for Woodperfect and 25 years for SoPro. Duckback's top notch in-house research and development laboratory has developed these durable and protective coatings to offer the beauty and longevity that today's customers demand. In addition, the customer service and factory support of Duckback is unsurpassed.

Why are professionals so excited about Duckback Products? It's because Duckback has given them the product and service that they need. SoPro is a high quality professional grade 100 percent Acrylic Exterior Siding Stain formulated using the most advanced technology for the professional user. Custom color matching at the Duckback laboratory uses

the most sophisticated technology to offer exact color matches for customers. SoPro's unique pre-packaged color base system uses only factory ground pigments for unsurpassed durability, excellent fade resistance, and the highest possible hiding power. SoPro is tintable to hundreds of beautiful colors from its unique factory batched color bases that minimize the need for high levels of colorants, dramatically increasing the overall exterior durability when compared with conventional tint bases. This Solid Color Professional Finish is a hard yet flexible stain with outstanding scuff, scratch, and water resistance and dries to a beautiful eggshell sheen which is not prone to dirt pickup keeping the siding free from airborne contaminants. SoPro also contains a highly effective mildewcide to inhibit the growth of mildew on the stained surface. SoPro is the highest quality exterior solid color stain designed to hide the surface grain and color while allowing the natural texture of the substrate to show through.

When Tim Armitage of Rocky Mountain Prestain switched to SoPro, he said, "Using Duckback Products is like buying an insurance policy for each job! I don't need to worry about claims due to the hard

finish; eliminating marring, scratching and blocking. With its outstanding hide, yield and quick dry time, I can be more productive than with any solid color acrylic that I have used in the past 17 years."

According to Duckback, Woodperfect is the first in the industry to offer a semi-transparent coating for fiber cement siding. With a beautiful natural wood look, Woodperfect became an instant success. Many of the industry's larger players have tried to match the look and performance of Woodperfect, but no one can beat the combination of beauty and durability. The 100 percent acrylic latex formula contains finely ground transparent oxide pigments for rich, long-lasting color. All colors are factory batched, giving prefinishers consistency from the start. The coating resists peeling, fading, marring and scuffing, even after being shipped. When factory boards are prefinished, they arrive at the job site fully coated and ready to install.

In addition to these great coatings, Duckback continues to produce outstanding unique and innovative product such as our newest products: DB-4200 Composite Sealer and DB-4210 Composite Cleaner, a superior product for all your composite lumber needs. The Superdeck line for

exterior wood, including Transparent Stain & Sealer, Exotic Hardwood Stain & Sealer, Log Home Oil Finish, Semi-Transparent Stain, Pressure Treated Wood Stain & Sealer, Wood Cleaner, Wood Brightener, Wood Stripper and Waterproofing Stain & Sealer. The Superdeck brand has long been a contractor and prefinish favorite, due to the highly durable one coat system with beautiful long-lasting colors, UV protection, mildewcide and superior penetration and water resistance. Superdeck makes a stain for all its customers' needs, whether it is wood, fiber cement, composite lumber or Mason's Select stains and sealers for concrete. All Duckback products are VOC compliant.

For more information and expert advice call Duckback customer service at 1-800-825-5382, Mon. through Fri. 7 a.m.-5 p.m. (pst), or visit [www.superdeck.com](http://www.superdeck.com)

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**Visit us on the web at [www.colvillewoodproducts.com](http://www.colvillewoodproducts.com)**

# SUNBELT Offers Building, Rack Storage System Solutions



This photo taken at Big Creek Lumber in Atwater, Calif., shows a Powerbin automated lumber storage rack supported three-sided shed.

**Alpharetta, Ga.**—This year, Sunbelt, headquartered here, will be celebrating its 21st anniversary. The company was established by Alan Darnell and his wife, Angie, in Atlanta, Ga., in 1987. Although Sunbelt was founded in the South, the largest concentration of business in the early years was in the Northeast. With a strong foundation of business on the East Coast, Sunbelt continued to grow, adding personnel and developing distribution points throughout the United States to serve all of North America.

“Sunbelt’s mission has not changed since our founding,” said Clint Darnell, vice president of building material sales. “Our mission is to be a vendor partner offering our customers the best solutions in design, safety and cost efficiency in all the



The Powerbin power deck at Big Creek Lumber loads a bundle of wood in less than a minute using only one worker.

tomers can attest. But above and beyond our pricing, you also get our durable products, smart designs, and our reliable project management. All of these items add up to value for our customer.”

Today, Sunbelt has grown with its corporate headquarters in Alpharetta, Ga., and offices in Phoenix, Ariz., and Vancouver, B.C. The firm has incorporated in Canada, and continues to add personnel as the market demands.

“As part of Sunbelt’s future, we will continue to move toward total facilities solutions to meet our customers’ needs throughout North America,” Darnell said. “Sunbelt looks forward to the future, serving the lumber and building materials industry and providing innovative products and services to improve overall operations.”

To receive a free products brochure or to schedule an appointment with your regional sales manager, please contact Parrish M. Stapleton at 1-800-353-0892, ext. 210, parrish@sunbelttracks.com or visit [www.sunbelttracks.com](http://www.sunbelttracks.com). Sunbelt has strengthened its North American presence as a valued vendor partner to the wholesale lumber industry through the close relationships built as a result of its membership and support of the North American Wholesale Lumber Assoc. **Please visit Sunbelt at Booth No. 202 during the 2008 NAWLA Traders Market®.**

buildings and rack systems that we supply, design and construct. We work with everyone from the independent lumberyard, to the distributor, to the manufacturer. What has set Sunbelt apart from other companies is experience, project oversight, creativity, and value.”

**Experience:** Sunbelt has focused solely on the lumber and building materials industry since its founding. “No other company understands the requirements of handling and storing building materials better than we do,” Darnell said. “This knowledge of your business drives everything we do, and our buildings and racks get the job done.”

**Project Oversight:** “At Sunbelt, your salesperson is responsible for your project from the start to finish,” Darnell said. “They will work with you through the entire process: design, pricing, manufacture and installation. This simplifies communication, speeds up the process, minimizes

mistakes and ensures a successful completion.”

**Creativity:** Sunbelt’s team of engineers and CAD draftsmen, led by the client, will work to solve all design issues. “Whether you need a warehouse building design, a lumber yard or distribution center site plan, a warehouse rack layout, product slotting, or a custom rack design, we can handle the job,” Darnell said. “We will study the problem, and get back to you with a creative and efficient solution.”

**Value:** “At Sunbelt, we know that the price is important to everyone,” Darnell said. “You will always find our pricing very competitive, a fact to which our many long-term cus-

# MID-VALLEY LUMBER — Doing It Right The First Time

By Wayne Miller

Valley’s end customers expect and receive quality in every Western Red Cedar product, according to Fortune.

## Long-term Commitment For All Concerned

Mid-Valley Lumber Specialties staff includes long-term lumber industry veteran, Omar Derkach, who is in his 70s, but still works three days a week at Mid-Valley. Long-term commitment to staff, supplier and customer satisfaction is an integral part of Fortune’s business philosophy for Mid-Valley, so every

step of the process is monitored to ensure quality.

“Mid-Valley opened in 1994 and I joined the team in 2005, but some of our customers have been loyal to me since the mid-1980s at the start of my career,” Fortune said. “And we’ve been working with some of the same mills that long as well.”

Such longevity allows Mid-Valley’s customers to trust Fortune and his veteran staff to locate a particular product at the mill, assess its suitability and then place a purchase order for it on the strength of that assessment alone.

“Our customers know that when they call, they will be speaking with a sales person who has established a long-term working relationship for meeting their company’s specific needs,” Fortune said.

“That’s the kind of trust our customers have in us and the trust we have in our suppliers as well.”

Although Mid-Valley sells its products across North America and has even entered European and Asian markets, Fortune’s next goal is to expand Mid-Valley’s distribution throughout the United States. He is still fascinated with the process of transforming timber into useful products, “something that somebody can use.” He is also still open to new opportunities for his company, including the possibility of expanding the company’s product line beyond Western Red Cedar.

Mid-Valley is an active member in a number of lumber industry associations including the North American Wholesale Lumber Assoc., British Columbia Wood, British Columbia Wholesale Lumber Assoc. and the Independent Lumber Remanufacturers Assoc.

For more information about Mid-Valley Lumber Specialties Ltd., visit the company’s website at [www.midvalleylbr.com](http://www.midvalleylbr.com), write them at 3084 275th Street, Aldergrove, B.C., Canada, V4W 3L4, call 604-856-6072, or fax to 604-856-6043.

**Aldergrove, B.C.**—It isn’t surprising that a lumber industry story from Canada involves a moose. A spur-of-the-moment moose hunting trip with his father found lumber salesman Al Fortune in the right place at the right time to be promoted to manager of Windsor Plywood’s retail store in Williams Lake, B.C. It was 1985 and Fortune had already been working in the lumber industry since his teens, starting out by sweeping and stacking lumber for Doman Forest Products.

Today, Fortune is 44 years old and the new president and owner of Mid-Valley Lumber Specialties Ltd. of Aldergrove, B.C., a company he joined as a partner in 2005. One of his first projects was to add an entire production division to the company’s structure, a division that is 100 percent driven by Western Red Cedar products.

## Doing It Right The First Time

“We offer Western Red Cedar balusters, fencing-related items, flat top and dog-eared fence rails and posts, some lattice and fence panels,” said Fortune, who is now president and owner of the company. Mid-Valley purchases primarily coastal British Columbia fiber with some drawn from the interior of the province.

“We sustain a wide variety of suppliers as a way to ensure availability regardless of mill-supply fluctuations,” said Fortune. “Each mill’s specific fiber is used to produce a specific product.”

Fortune noted that this practice sustains a level of quality that Mid-Valley’s customers have come to associate with its products.

From the moment Mid-Valley purchases its products, they are monitored throughout the manufacturing processes that are all outsourced to the company’s most trusted suppliers. “We have a hands-on approach to what we’re producing and what we do for customers,” Fortune said. “The volume’s not huge so we spend a lot of time making sure it’s done right the first time.”

Doing it right the first time is a mantra for Fortune’s company. Details included in that philosophy include taking pains to utilize special paper-wrap on bundles, and protecting high-end material on the bottom of forklift stacks from dirt and discoloration. The company also uses only plastic banding to prevent metal oxidation marks. The end result is more usable material for customers. The remanufacturers, wholesalers and wholesale distributors that are Mid-



Omar Derkach handles sales of Western Red Cedar products, and Al Fortune is the owner and president of Mid-Valley Lumber Specialties Ltd. in Aldergrove, B.C.



Omar Derkach, a 50-year lumber industry veteran, has worked for Mid-Valley Lumber for a little over a year.



Wendy George works in accounts payable and receivable for Mid-Valley Lumber.

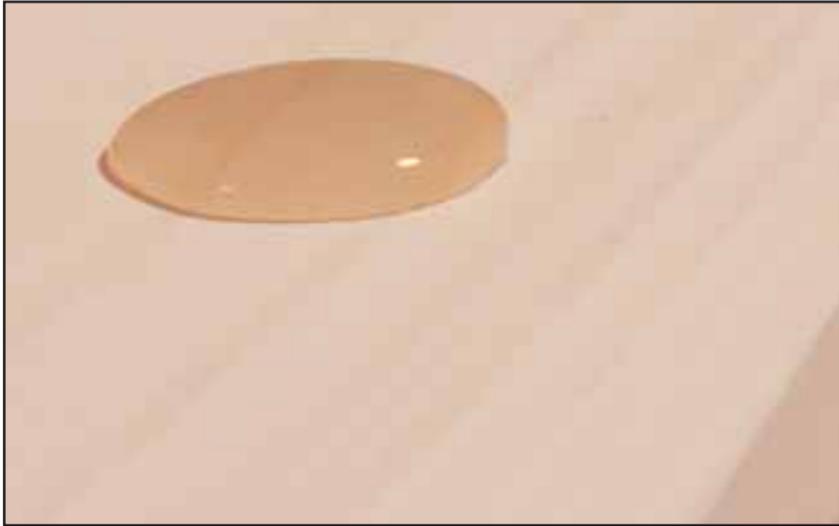
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# PrimeTECH Welcomes Ze-VO Technologies

**Grafton, Mass.**—PrimeTECH's newest technology in zero-VOC coat-

acrylic topcoats with beautiful interior-finish quality and long-term exterior



PrimeTECH, based in Grafton, Mass., specializes in a high-end line of coatings called Ze-VO, which contain zero-VOC (volatile organic compounds) emissions. Above, the oil primer shows how it keeps water out.

ing systems is so much more advanced than prevailing coatings that we created a new company called Ze-VO Technologies. Ze-VO factory applies zero-VOC, zero-emissions coatings to lumber products and helps to position your products to compete most effectively in the market.

"We call these coatings Ze-VO for 'zero-VOC,'" said Dennis Connelly, one of the founders of Ze-VO and a member of the Forest Products Lab's Joint Coatings/Forest Products Committee. "They include oil primers that penetrate and seal the wood and

durability."

Ze-VO coatings represent both a dramatic improvement to the quality of available machine-primed lumber and an enormous environmental improvement over virtually all other coating products available to the market in this category. "We're extremely pleased with the outcome of this research and believe our patent-pending coating line will change the industry," Connelly said.

Ze-VO's new facility recently opened in East Hartford, Conn. Patent-pending Ze-VO coatings are manufactured



on-site and applied using patent-pending machinery designed from scratch to apply these very special

coatings. "One big breakthrough is our technology for applying zero-emissions oil coatings to wood substrates," said Eric Churchill, one of the founding leaders of the company.

Connelly added, "Only oil coatings can meet the unique 'prime and seal' challenges of lumber products. We've always

advocated the low-maintenance qualities of factory-primed lumber. Ze-VO moves this goal post out to the distant horizon. We have wood products that outperform PVC and require less maintenance.

"If you're traveling to Chicago for this

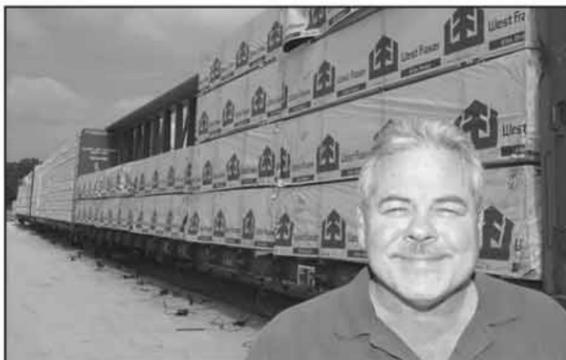
year's Traders Market, please stop by our booth," Connelly said. "We'd love to speak with you about all of the exciting new products we can create with your lumber using Ze-VO, zero-emissions coating technology."



A white board is shown displaying a Ze-VO endtag.

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## CONTACT ONE OF THE MOST MODERN RELOADS IN THE SOUTHEAST TO INVENTORY YOUR FOREST PRODUCTS... ATLANTA METRO LUMBER & RELOAD COMPANY, INC.



Mike Hipps is standing by several railcars loaded with bundles of lumber at his reload facility in Oakwood, Ga.



This is a picture of railcars that will be all unloaded for customers.

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Contact: Mike Hipps



# PACIFIC WESTERN WOOD WORKS Specializes In Quality

**Delta, B.C.**—Pacific Western Wood Works Ltd. is a family-owned and operated company located here, which for over 20 years has provided quality products and innovative solutions for the Western Red Cedar industry. Dennis Wight, sales manager for the company, said the firm's "hands-on" approach, along with an emphasis on personal service, is a reflection of his father, Ian Wight, who founded the company.

The elder Wight has extensive experience in the lumber business, which started in 1972 with Errol Wintemute at Delta Cedar Products. While there, Wight managed the new retail outlet of Delta Cedar and learned the lumber business from the inside out. He then went on to start a company manufacturing pre-cut garden sheds with his brother.

In 1985, Wight decided to start his own lumber business, and Pacific Western Wood Works was created. The company began producing latticework to supply local lumberyards. Originally, the manufacturing of lattice was done on a 4x8 plywood jig.

"One night, I thought, 'Why don't we make lattice in one continuous sheet, and just cut off one 8-foot length after another,'" he said. "So began the construction of our first lattice machine."

After several tries, the machine was finally producing, and as Wight said, "Pacific Western Wood Works was on the map."

In 1987, Pacific Western Wood Works moved from its original location to larger premises, which allowed the company to add a resaw and a lath saw to start making its own raw materials.

In 1990, the company purchased a larger warehouse on one acre of land that allowed Wight to add another lath saw and a waste disposal system, which would greatly reduce operating costs for the firm. However, Pacific Western Wood Works quickly built a new warehouse.

In June 2001, the future looked bright for Pacific Western Wood Works Ltd. The Wights had recently installed a moulder facility, an operational move that would allow the Delta company to acquire rough lumber from primary sawmills and turn it into finished products.

Previously, Pacific Western had purchased materials that were then remanufactured finished wood products. Their reliance on suppliers to process the rough wood placed them further along the supply chain, and limited their production options.

The 20-employee operation was just

getting trained on the seven-month-old machinery and process when disaster struck — an electrical fire razed the new moulder facility to the ground.

Once the decision was reached to rebuild, sales manager Dennis Wight and his family began "running an insurance claim instead of a business." Two of the next four years were spent rebuilding the facility, and the Wights signed off on their insurance claim for the extensive fire damage.



Dennis Wight is the sales manager for Pacific Western Wood Works Ltd., headquartered in Delta, B.C.



After rebuilding due to a fire that almost completely destroyed the operation, this Weinig moulder facility was installed.



The Wights are proud of their company's line of products which includes clear decking/siding, Cedar paneling and specialized profiles.

During the months of downtime, the company focused on maintaining its existing client base by custom cutting wood with other provincial remanufacturers. Although their client base remained loyal, the Wights knew that they weren't in a position to pursue new business.

The rebuilt moulder facility has been in operation since January 2003. The new Pacific Western Wood Works facility has grown by more than 20,000 square feet, and now has over 40,000 square feet of dry manufacturing space. The state-of-the-art facility now produces CLR finish and other wood products such as paneling.

The Wight family was delighted to finally be in a position to hire long-time employees and recruit some excellent new folks as well. Now that Pacific Western is up and running and markets have changed due to duty challenges and

the exchange on the U.S. dollar, they are capitalizing on their ability to custom process and to produce high quality finished products while they expand their product line to include bevel siding, Cedar paneling and specialized profiles.

There has never been a better time to boost the flexibility to produce a range of products that even includes hardwood flooring. Truly, Wight said, the possibilities are endless. The company's versatility and responsiveness enable clients to recognize Pacific Western Wood Works as a one-stop shop.

**Please visit Pacific Western Wood Works Ltd. at Booth No. 733 during the 2008 NAWLA Trader's Market®.**

# J.W. JONES LUMBER Continually Improving Grade, Yield

**Elizabeth City, N.C.**—One of the many ingredients involved in the operation of a successful company is experience. It is something that can't be bought or that a college degree will take care of. Experience is something that is learned through the years in the good times and bad times. At J.W. Jones Lumber Co. Inc., experience is the backbone of this Southern Yellow Pine sawmill. That experience is used to continually work on improved quality and customer service.

The Jones family has been in the forest products industry since 1938. Wilson Jones Sr. started a mill with some of his grandfather's machinery, which was bought in 1886. "My family has been in the business off and on since the 1880s," said Wilson Jones Jr., president of the company. "My father started the business just north of Elizabeth City in 1939, at a time when Pine sawmills were big. In 1979, there were five sawmills in Pasquotank County and in 1983, there were only two mills. In 1986, the only mill left was ours."

The facility, sitting on about 35 acres, operates a 6-foot band headrig and band resaw facility with four dry kilns and a planer mill. Mackey's Ferry Sawmill, a hardwood mill in Roper, N.C., is also affiliated with J.W. Jones Lumber Co., through the same family ownership and management team. The company also operates a chip mill facility in Elizabeth City. J.W. Jones Lumber Co. manufactures C and Better, D and Better and No. 2 and Better 4/4 and 5/4 boards; 2x6's through 2x12's up to 16 feet long; ceiling, drop siding and/or bevel siding; paneling and/or stair treads; flooring, 2-inch decking; furniture stock; and 5/4-inch x 6-inch radius edge decking.

The company is constantly upgrading equipment and facilities in an effort to get more yield out of the log, and to improve the grade of lumber it produces. Recent equipment installations include USNR optimizing edger and optimized USNR shape saw gang. Both were installed to increase production and yield with improved quality control.

Annual production capacity is now 25 million to 30 million board feet. There are four dry kilns with a capacity of 250,000 board feet per charge.

About 115 people are on J.W. Jones

Lumber Co.'s payroll, who work about 46 hours a week. Some key employees include: Wilson Jones Jr., president, and his two sons, Stephen Jones, vice president, and Wilson Jones III, president of Mackey's Ferry Sawmill. Others include Bob Pippen, vice president of sales and operations and David Harris, vice president of administration.

In addition to J.W. Jones Lumber Co., the Jones family also owns Mackey's Ferry Sawmill; Wood Recovery Inc., a wood waste company; and a chip mill operation. Wilson Jones Jr. is the chief executive officer for all companies.

The company also has a special relationship with Williams Lumber Co. of N.C. Inc. located in Rocky Mount, N.C. It remanufactures Cypress lumber products for Williams Lumber at their Mackey's Ferry Sawmill planer mill. "Williams Lumber Co. is an authorized sales agent for our Cypress production," Pippen said. "We have a close working relationship with this company. They act as sales agents for our Cypress panel siding, German siding and export grade rough Cypress."

J.W. Jones Lumber Co.'s customers include wholesalers, concentration/distribution lumberyards and export companies. The firm is a member of the Southeastern Lumber Manufacturers Assoc., Southern Cypress Manufacturers Assoc., North American Wholesale Lumber Assoc., North Carolina Forestry Assoc., Timber Products Inspections Bureau, National Hardwood Lumber Assoc. and the North Carolina Citizens for Business and Industry.

With many years of experience, J.W. Jones Lumber Co. should enjoy many more successful times in the forest products industry.



Some of the key employees at J.W. Jones Lumber Co. Inc., Elizabeth City, N.C., include: Stephen Jones, vice president; Wilson Jones Jr., president; David Harris, vice president of administration; and Bob Pippen, vice president of sales and operations.



Center bead ceiling in C and Better grade is separated by lengths before it is sent through the shrink-wrap machine (background).



Several different grades of flooring, along with S4S D-grade boards are packaged and ready for shipment. J.W. Jones Lumber Co.'s customers include wholesalers, concentration/distribution lumberyards and export companies.

**Please Visit Us At Booth No. 909**

# POTLATCH CORPORATION Markets Low-Formaldehyde Terramica



Potlatch Corp., headquartered in Spokane, Wash., specializes in such products as Terramica (no urea formaldehyde-added particleboard), pictured here.

such as bonded restraint. We don't force our customers to choose low-formaldehyde or better properties."

According to a brochure produced by the company, "Terramica particleboard combines all of the environmental



This photo shows another of the company's offerings, EnStron Resilient Floor Underlayment.

**Spokane, Wash.**—Potlatch Forest Products Corp., headquartered here, recently introduced a new Terramica line, covering all products less than 1-inch thickness. Terramica offers near zero formaldehyde emissions with no compromise in physical or mechanical properties, and can be purchased in all grades and/or customer specific grades.

John VavRosky, marketing manager for Potlatch, said the product line involved a modified manufacturing process and reformulated board chemistry to meet market expectations for lower or near zero formaldehyde fuming levels.

"The research and development was actually completed before regulations on formaldehyde were passed by the California Air Resources Board (CARB)," he said. "There's definitely a perception that formaldehyde is a carcinogen and puts people at-risk. It's an air quality issue."

VavRosky said Terramica has quickly caught on with a number of existing customers.

"We're not the only people making a product like this," he said. "But, what makes ours unique is that we are able to produce a full-range of other physical properties

such as a 100-percent pre-consumer recycled wood fiber and no urea formaldehyde-added particleboard product with the highest quality standards. In fact, third-party verification shows formaldehyde emissions no greater than those you'd find in outdoor air. That means Terramica compares favorably to agri-fiber based products and other wood-based panels that use MDI (diphenylmethane diisocyanate) resin."

Other benefits of the product include:

- Contributes to Leadership in Energy and Environmental Design (LEED) credits
- Manufactured for a wide variety of uses, including shelving, countertops, cabinets, millwork, furniture and fixtures
- Made from whitewood species mix (Pine, Douglas Fir, Larch and Hemlock) for better machinability and easier color matching in finishing applications
- Precision face sanding means a smoother surface for better adhesion to laminates
- Proven performance

Potlatch, established in 1903, operates as a real estate investment trust (REIT) that owns and manages timberlands located in Arkansas, Idaho, Minnesota, and Wisconsin. It operates in five segments:

New Resource, New Land Sales and Development, Wood Products, Pulp and Paperboard, and Consumer Products.

The New Resource segment manages its timberlands, harvests timber, procures other wood fiber, buys and sells logs, and enters into recreational and hunting leases. The New Land Sales and Development segment develops and sells land parcels, as well as invests in timberlands. The Wood Products segment manufactures lumber, plywood, and particleboard in Arkansas, Idaho, Michigan and Minnesota. This segment's products are sold to wholesalers primarily for use in home building and other construction activities.

The Pulp and Paperboard segment manufactures bleached paperboard used in packaging and bleached Softwood market pulp. The Consumer Products segment manufactures tissue products primarily sold on a private label basis to grocery store chains. As a REIT, Potlatch is not subject to federal income taxes as it distributes at least 90 percent of its taxable income to its stockholders. As of March 31, 2006, the company owned and managed approximately 1.5 million acres of timberlands.

Potlatch's particleboard facility, located in

Post Falls, Idaho, manufactures underlayment and industrial grades of particleboard along with two specialty product lines — EnStron, an underlayment product for use under resilient floor coverings, and Terramica. The particleboard is made of 100 percent post-industrial wood waste, which is mostly Ponderosa Pine.

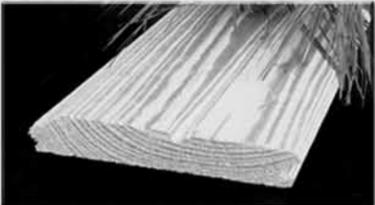
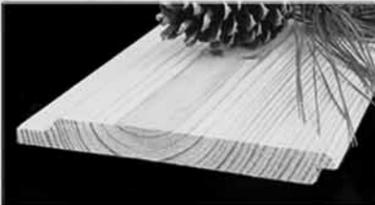
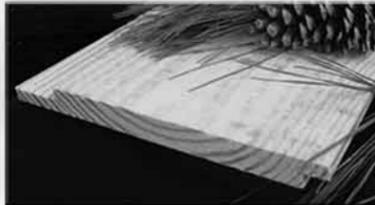
VavRosky said Ponderosa Pine was chosen because it is "easier to machine, and has a neutral color." In addition to VavRosky, key executives include Mark Mendenhall, Post Falls mill manager; Derek Dryden, sales; and Chuck Triphahn, technical director.

Potlatch is a member of the Composite Panel Association (CPA) and offers CPA Environmentally Preferable Product (EPP) certification on all of its product lines. For more information, visit the corporate website at [www.potlatchcorp.com](http://www.potlatchcorp.com).

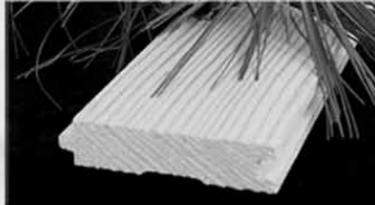
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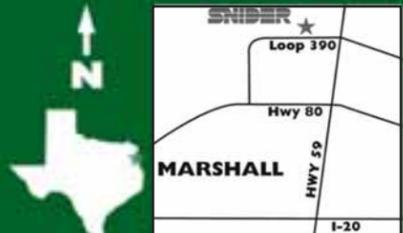


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# EAST TEXAS FOREST PRODUCTS Continues Tradition Of Quality

By Terry Miller



Owners of East Texas Forest Products Inc., located in Jefferson, Texas, are Tammy Bennett and James Moore.



Chris McGregor is the production manager at East Texas Forest Products Inc.



This is the grading process for the No. 2 Certified Exterior Joint Line at East Texas Forest Products.

**Jefferson, Texas-** Located near an area known as Cypress Bayou, the largest Cypress forest in the world, East Texas Forest Products Inc. has been manufacturing finger-jointed studs since 1981. Founded by Jim Moore, the company was built on 20 acres and began with a single Western Pneumatics finger-joint stud line. A second line was added in 1992 and a third production line with 2x6 and 2x8 length capacities was installed in 2005. East Texas Forest Products also has three Industrial profile units.

The technology of finger joint lumber allows blocks of premium grade lumber that ordinarily would have been discarded, to be recov-

ered and utilized. Typically applied to dimension and stud lumber, it is also used to manufacture decorative items such as mouldings, cabinetry and even guitars. "The two major advantages of finger-jointed lumber are the ability to achieve lengths not possible in solid sawn lumber and the straightness of studs," James Moore, company president, said.

Now owned and operated by second generation family members, James Moore and Tammy Bennett, the company purchases 38 million board feet of 2x4, 2x6 STUD grade SPF and 2x6, 2x8 No. 2 SPF/SYP annually.

The company produces 2x4, 2x6 finger-jointed studs in lengths of

92-5/8" to 140-5/8" and No. 2 certified exterior joint long lengths produced in lengths of 22' to 40' and inventories up to 3 million board feet. They also stock 2x6, 2x8 in 22' to 24' in solid kiln-dried Hem-Fir.

Quality and consistency are top priority at East Texas Forest Products. "We are customer oriented and pay a lot of attention to the detail and quality of our products. We specialize in long lengths and custom orders and are known for producing excellent quality products, especially on short notice," Moore said.

An interesting fact, the company was developed on an old fuel depot in Jefferson where the signs

for that depot still stand. When asked why they haven't taken them down, Moore replied, "It's a nice conversational piece for tourists and besides, our father would have a fit!"

East Texas Forest Products is a member of The Lumbermen's Association of Texas, NAWLA and The Mid-South Building Materials Association.

For more information about East Texas Forest Products, contact them directly at 1-800-443-STUD or 1-903-665-3993.



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