

**SPECIAL 2007**  
WHOLESALER/DISTRIBUTOR  
"BUYING ISSUE"

**The Softwood Buyer**  
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Please see Pages 58 and 59 for Traders Market  
Floor Map and Exhibitor Booth Numbers

# The Softwood Forest Products Buyer

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**NAWLA — North American Wholesale Lumber Association — Where Supply And Distribution Meet**

**NAWLA Traders Market®**  
November 15-17, 2007  
Hilton Anatole Hotel  
Dallas, Texas

**Rolling Meadows, Ill.**—Based on core values of Professionalism, Integrity, Honesty and Innovation, NAWLA's vision is to be the best network of wholesale distributors, manufacturers, suppliers and service providers in the lumber and building materials industry.

The North American Wholesale Lumber Association (NAWLA), headquartered in Rolling Meadows, Ill., is an international trade association of over 650 leading forest products and building material industry wholesalers, manufacturers and industry affiliated companies throughout the United States, Canada and the world. Learn more about NAWLA by visiting [www.nawla.org](http://www.nawla.org).

NAWLA, whose wholesaler members' combined annual sales exceed \$30 bil-

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The NAWLA Traders Market®, which began in 1996, has grown into a premiere event in the industry in North America. The event has become very popular on the global level as well as the domestic level.



The annual Traders Market boasts more than 325 exhibiting companies and 2,000 attendees, all of whom supply and distribute lumber, building materials and related products and services throughout the wood products industry.

## Suppliers, Distributors Praise Benefits Of Dallas Traders Market

**Dallas, Texas**—The NAWLA Traders Market® is the only show to bring together both suppliers and distributors of lumber products. Exhibitors get the chance to showcase products and facilities to potential customers where the two might have

never met without the Market.

Here are comments from some who have benefitted from the Traders Market:



**Jeff Hardy,**  
Director of Pine Division  
Cersosimo Lumber  
Battleboro, Vt.

"This is our company's sixth year of attending the NAWLA Traders Market®. Every year we appreciate having an opportunity to get together with customers and friends in the industry and get a better understanding of what we can do to serve their needs better. The exposure we gain from being an

Continued on page 107

**Chris Macfarlane,**  
Branch Manager  
Hood Distribution/McQuesten  
Group  
Milton, Va.

"Hood Distribution/McQuesten Group has been a regular attendee at the NAWLA Traders Mart since its inception. We have sent as many as seven people from our organization to as few as one person. Regardless of the number we send, we extract invaluable informa-

Continued on page 107



**John VavRosky,**  
Potlatch Forest Products,  
Marketing Manager,  
Wood Products  
Spokane, Wash.

"Potlatch Forest Products Corporation believes the NAWLA Traders Market® is one of the best trade shows we do every year. We can count on our key customers to be there and unlike many other trade shows, NAWLA Traders Market® gives our sales representa-

Continued on page 107



**Chuck Harris,**  
President  
Custom Lumber Co.  
Dothan, Ala.

"The creation of the NAWLA Traders Market® is one of the best things that has come about in our industry. It allows a buyer to meet with many of his present suppliers from all over the world and to also source new products for his company. Prior to this, the purchasing agents attended product specific shows and

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**Terry Baker,**  
Sales Manager  
Tri-Pro Cedar Products  
Oldtown, Idaho

"The NAWLA Traders Market® is an excellent way to get sellers and buyers together. We benefit through this annual event because it allows us to renew old contacts and create new ones."

**Matt Pedrone,**  
Division Manager  
Cabot  
Newburyport, Mass.

"Last year we were presented with a plaque in appreciation for 10 consecutive years of exhibiting at the NAWLA Traders Market®. The first thought that went through my head was how did we miss a year? You don't want to miss the Traders Market

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A Bi-Monthly newspaper serving North America's Softwood Forest Products Buyers

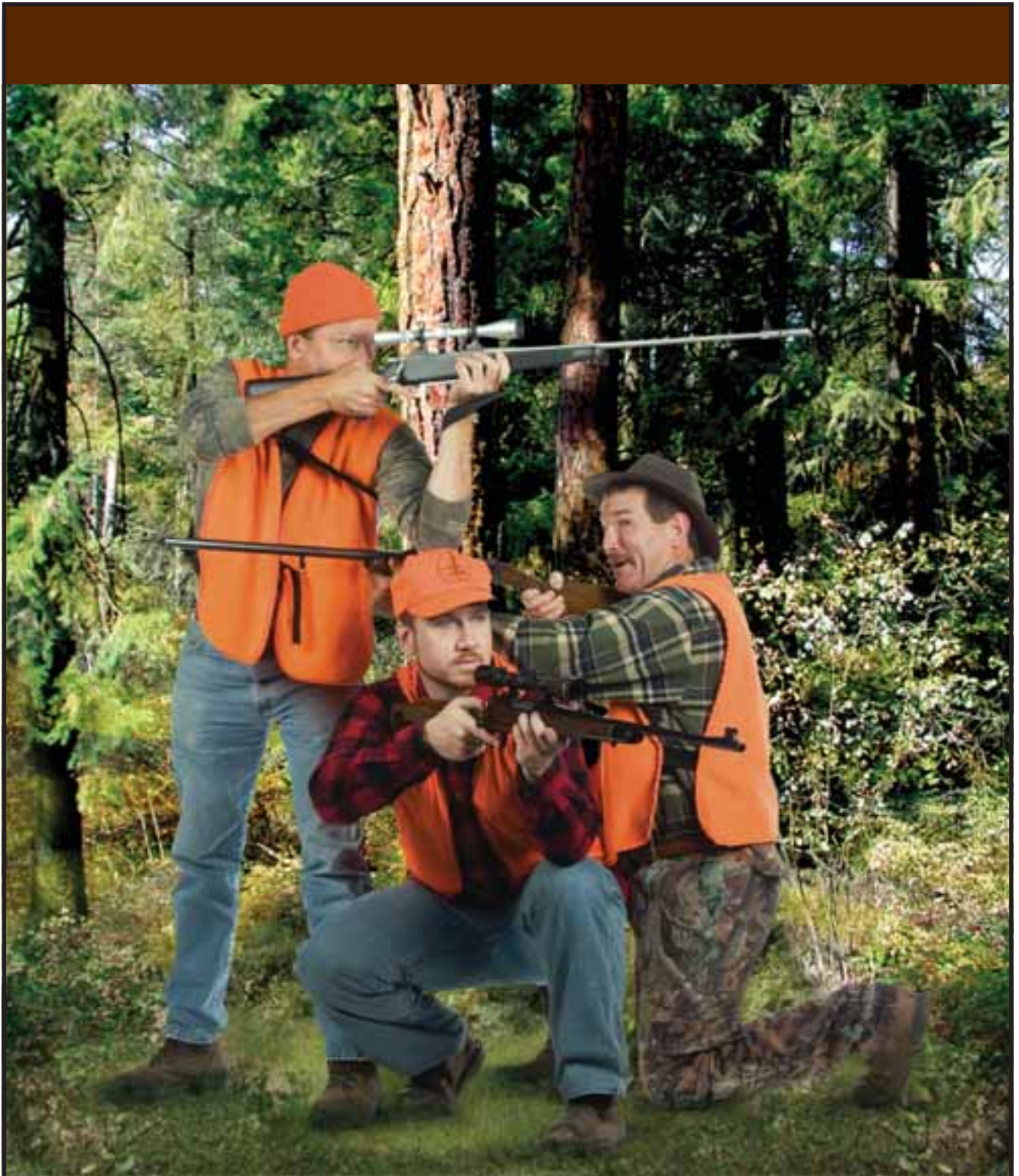
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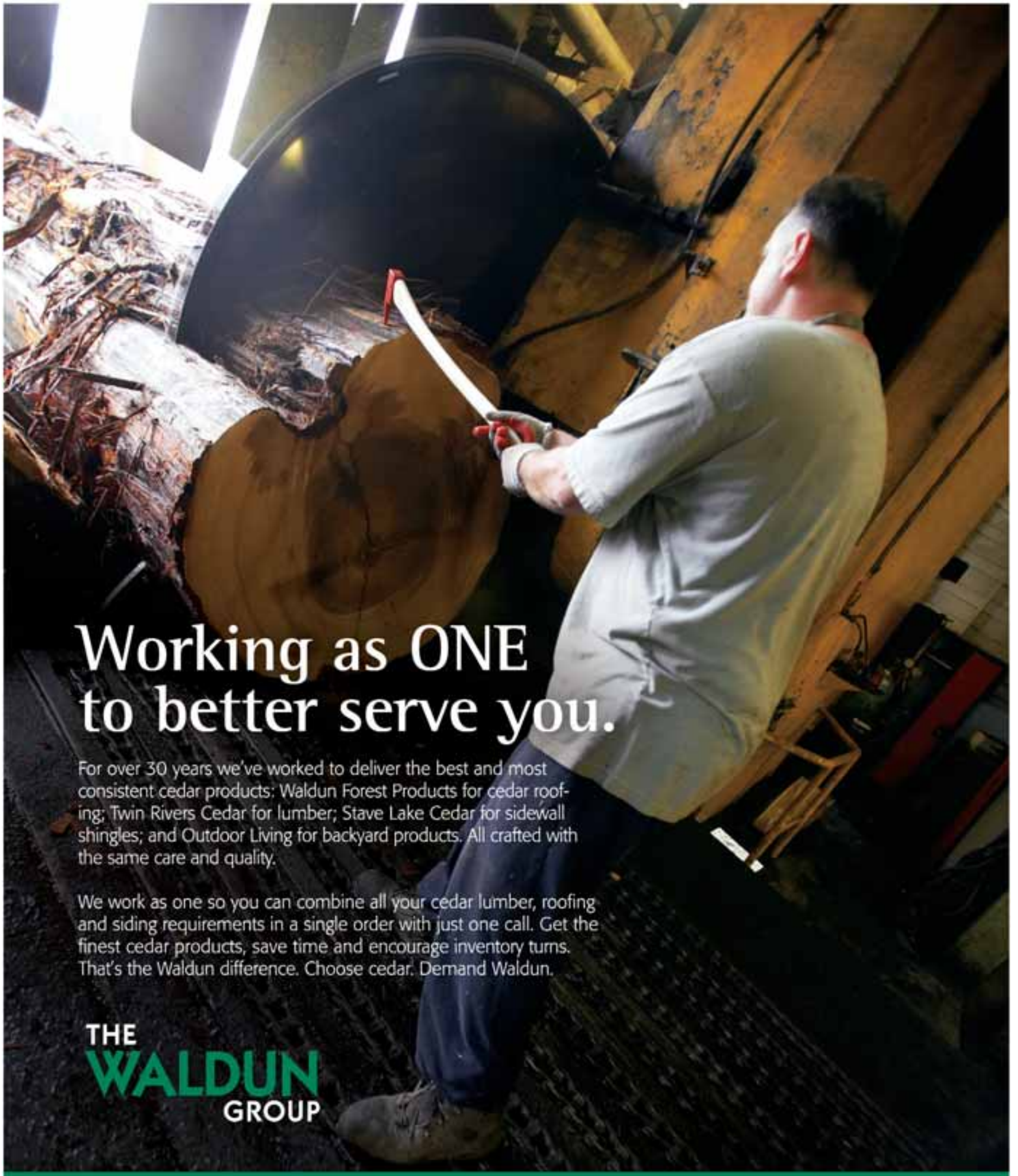
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# WHO'S WHO IN SOFTWOODS



**Joseph Haggerty**

**Joseph Haggerty** is sales manager and in charge of quality control for **Williams Lumber Co. of N.C. Inc.**, which is located in Rocky Mount, N.C. Williams Lumber Co. of N.C. offers a variety of Cypress products, and has the capability to mix orders of rough and finished merchandise. The company has a heavy focus on interior paneling and exterior sidings, which it can make available to customers typically within a two to three week period. Haggerty began his career in the lumber industry 13 years ago in sales, and has spent an extensive amount of time in a sawmill and planer mill learning about the firm's products. A graduate of the University of North Carolina

Continued on page 109



**Barry Hodgkin**

**Barry Hodgkin** is president and programmer for **Simply Computing International Inc.**, in Scarborough, Maine. He founded the company in 1990 and began working with the forest products industry in 1991, when he provided Robbins Lumber Co. in Searsport, Maine, with a log scaling application that could handle the 25 million board feet of logs that Robbins was receiving per year. Simply Computing offers a wide range of products, such as: logscale systems, lumber inventory tally systems, weight scale systems, wood brokerage packages and many other items. Hand-held PC's, real-time radio frequency bar-code applications, voice recogni-

Continued on page 109



**Randy Jackson**

**Randy Jackson** has served as vice president of **Multisac** in Montreal, Que., for nine years. Jackson joined Multisac, a division of Workman Packaging Inc., in 1993 to help organize a move. Multisac manufactures bags and covers for a multitude of industries, including lumber. The company markets its product throughout Canada, the eastern part of the U.S. and Midwest. Accounts stretch as far as Russia, Germany, Austria and Sweden. "Traditionally, the Mississippi River was the tradeoff point because trade was quite expensive over there," Jackson said. "Competition was very tough and freight was an issue, but we were quite instrumental in advancing

Continued on page 107



**Thomas J. Kirby**

**Thomas Joel Kirby** is the road crew supervisor for **Air Systems Mfg. of Lenoir, Inc.**, located in Lenoir, N.C. Air Systems of Lenoir creates high quality dust and air filtration and collection systems for a variety of industries including wood-working, metals, automotive and medical. Repair and installation of air systems is a key service provided by the company. Kirby oversees installation of all the company's systems. He has been employed with Air Systems of Lenoir for 15 years and has held his present leadership position for the past seven years. He began his career with Air Systems of Lenoir as a member of its installation road crew. Kirby is a graduate of Hibriten High School

Continued on page 107



**Leon O. LaVaude**

**Leon O. LaVaude** recently joined **Newman Lumber Co.**, located in Wells River, Vt., as vice president/general manager. He previously co-owned a successful Chevrolet dealership with Walter and Carole Young, who also own Newman Lumber. Newman Lumber specializes in E, CD & WP4 and log cabin siding, European Spruce 2x6 and 2x8 WP4 16-foot, European Spruce 1/2-inch x 6-inch x 16-foot bevel siding and finger-joined Baltic Pine. The company is a member of the Northeast Lumber Manufacturers Assoc. (NELMA) and the North American Wholesale Lumber Assoc. (NAWLA). LaVaude is a 1982 graduate of Kearsarge Regional High School, located in

Continued on page 107



**Scott Lindsay**

**Scott Lindsay** recently moved into a sales position with **Skana Forest Products**, located in Richmond, B.C. Lindsay received a bachelor's degree in resource management from the University in British Columbia in December 2006 and joined Skana in February. Lindsay, who lists Skana as his first job in the lumber industry, began working in traffic, handling the company's transportation needs. He completed a wood basics course this fall and accepted a full-time sales job. While in college, he worked in a lumberyard for three years and spent last summer as a forest engineer in Campbell River, B.C. Skana remanufactures specialty Western Red

Continued on page 107



**Rick McKinney**

At **East Teak Fine Hardwoods Inc.**, located in Sultan, Wash., **Rick McKinney** is vice president with responsibilities of sales, purchasing and new business marketing. East Teak markets such products as Rough Lumber, custom-milled T&G flooring, Teak and Ipe patio tiles, marine plywood, mouldings and custom milling, which includes surfacing, resawing, ripping and moulding, hardwood decking and marine decking. East Teak can ship orders from its Sultan, Wash., or Donalds, S.C. location. Species marketed by East Teak include: Teak, Ipe, Angelique, Afrormosia, Cumaru, Kempas, Merbau, Sapele, African Mahogany, Jatoba and Tigerwood. McKinney began his career in the lumber indus-

Continued on page 109



**Hillary Whitley**

**Hillary Whitley** oversees inventory and is part of the sales team at **Industrial Wood Products (IWP)**, located in Climax, N.C. Whitley joined IWP in 2002. The company markets boards, pattern stock, industrial lumber, grade stakes, cut-to-size components, notch edge stringers and flooring. IWP has used Southern Yellow Pine in a variety of products for wholesale and industrial customers for 23 years. IWP is an active member of the Southern Lumbermen's Manufacturing Assoc. and the North American Wholesale Lumber Assoc. Whitley is an outdoor enthusiast who enjoys boating, traveling and being with friends and family.



**Monte Jensen**

**Monte Jensen** has been the sales manager at **DMSi**, located in Omaha, Neb., for the past three years. He has been with the company for 14 years, selling software solutions for the forest products industry. DMSi provides customers with business software systems for the Softwood and hardwood lumber industries. The company offers systems designed to increase efficiency and profitability for the lumber distribution and wholesale businesses. Jensen graduated from Columbus Senior High School in Columbus, Neb., and received his bachelor of science degree in business administration from the University of Nebraska at Kearney. He was also awarded the Legion of Honor award at the Unisys Corp. In his spare time, Jensen enjoys reading, biking and

Continued on page 109



**Ben Meachen**

**Ben Meachen** recently joined the sales team at **Twin Rivers Cedar Products**, a subsidiary of **The Waldun Forest Group** located in Sumas, Wash. In 1995, Twin Rivers' sawmill was built, reflecting the company's growth within the Cedar industry, and meeting the needs of customers for one-stop shopping. Buyers may purchase a mix of quality Cedar lumber, roofing and siding with a single order. Twin Rivers produces various sizes of rich and durable lumber using both Western Red Cedar and Yellow (or Cypress) Cedar. Prior to joining Twin Rivers, Meachen spent several years in retail sales and management. Meachen excelled in his past sales position, and in 2005 posted the sixth highest sales

Continued on page 109

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# NAWLA Traders Market® In Its 12th Year

Dear Lumber and Building Materials Professionals,

Well, sometimes enough is enough and sometimes enough is too much. I'd say that the best way to label today's lumber market is "enough already!"

But this market will not get you down and it will not get NAWLA down. We're all too tenacious, too creative and too optimistic to allow ourselves to be sucked into the morass of negativity in which so many people seek comfort.

Nope! We're turning challenges into opportunity literally at this moment. Like a fighter pilot, firefighter, ship's captain or inspirational leader, we are anticipating all manner of contingencies and always planning for success. And for perfect irony, this planning is being fueled by past international acri-

mony, which has now turned into, of all things, "international matrimony."

Like the old Wild West days when bar patrons checked their guns at the door, NAWLA Traders Market® attendees check their nationalities at the door. For three days each year, we are one industry united for the common good. This will never be more true than when we convene this November 15-17, in Dallas, TX.

Yes, this Traders Market will again provide unparalleled networking and access to countless new opportunities and products. But it will yield even more. During this year's show, you'll learn the details of a powerful new initiative to increase

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**By Nick Kent**  
**President and Chief Executive Officer**  
**North American Wholesale Lumber Assoc.**



wood product consumption in North America. Funded by those tens of millions of dollars set aside for industry promotion as a result of the recent softwood lumber agreement, some very exciting things are on the horizon. A special program during the NAWLA Traders Market® will reveal the road map for this dynamic campaign. You can attend and learn first hand or have the information filter down through the grapevine.

We believe hearing the plan first hand and being able to ask questions is your logical decision. It certainly beats sitting home in the dark. So, why not register (it's cheap), book an economy air fare (you'll likely be amazed) and join us in Dallas. It is not too late to register right up until show time!

We look forward to seeing you at the NAWLA Traders Market®.

Sincerely,



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# A Message From The Chairman...

Dear Industry Friends,

I believe that there is a key ingredient for keeping ourselves in the right frame of mind for success. Associate with the right crowd. While misery loves company, everyone wants to be associated with winners.

Picture yourself in some business session with an economist droning on about how miserable things are and predicting even more doom and gloom. Through a side door, you see Tiger Woods walk into the room. What would you be thinking about then? I would wager that the economist and his dire predictions would be the furthest thing from your mind.

All you could think about would be the excitement you have enjoyed, how the man elevated the game to an entire new level and how could you possibly have a chance to shake his hand. Maybe you'd be thinking about who might have a camera because you want to capture this moment, possibly even standing next to Tiger.

The NAWLA Traders Market® is packed with lots of people like Tiger Woods. Your friends and new friends you'll make are the cream of the crop. Just by their presence in Dallas and just like you, they are affirming their stature as serious contenders in this game we call the lumber business.

So, I look forward to seeing you in Dallas at the NAWLA Traders Market®. You and your fellow champions, all proven performers from strong, well-managed companies will build energy from being together. In short, your spirit will be boosted in ways impossible to achieve if you stay home.

Safe travels!



Gregg Riley  
Bloch Lumber Company  
NAWLA Chairman

Gregg Riley, Chairman, North American  
Wholesale Lumber Assoc.



- Ⓞ NAWLA'S searchable member database by product, species, people, and more
- Ⓞ Up-to-date listings of NAWLA meetings and an industry calendar of events
- Ⓞ NAWLA Traders Market® and Annual Meeting updates, including registration materials
- Ⓞ Detailed NAWLA membership information, including an on-line membership application
- Ⓞ NAWLA's monthly newsletter, the "NAWLA Bulletin"
- Ⓞ Links to other industry-affiliated organizations and associations
- Ⓞ PLUS...we're constantly working to make it even better!

For information and suggestions regarding NAWLA's website, please contact Ben Stephens, NAWLA Director of information, by phone at (800) 527-8258 or E-mail at [bstephens@lumber.org](mailto:bstephens@lumber.org).

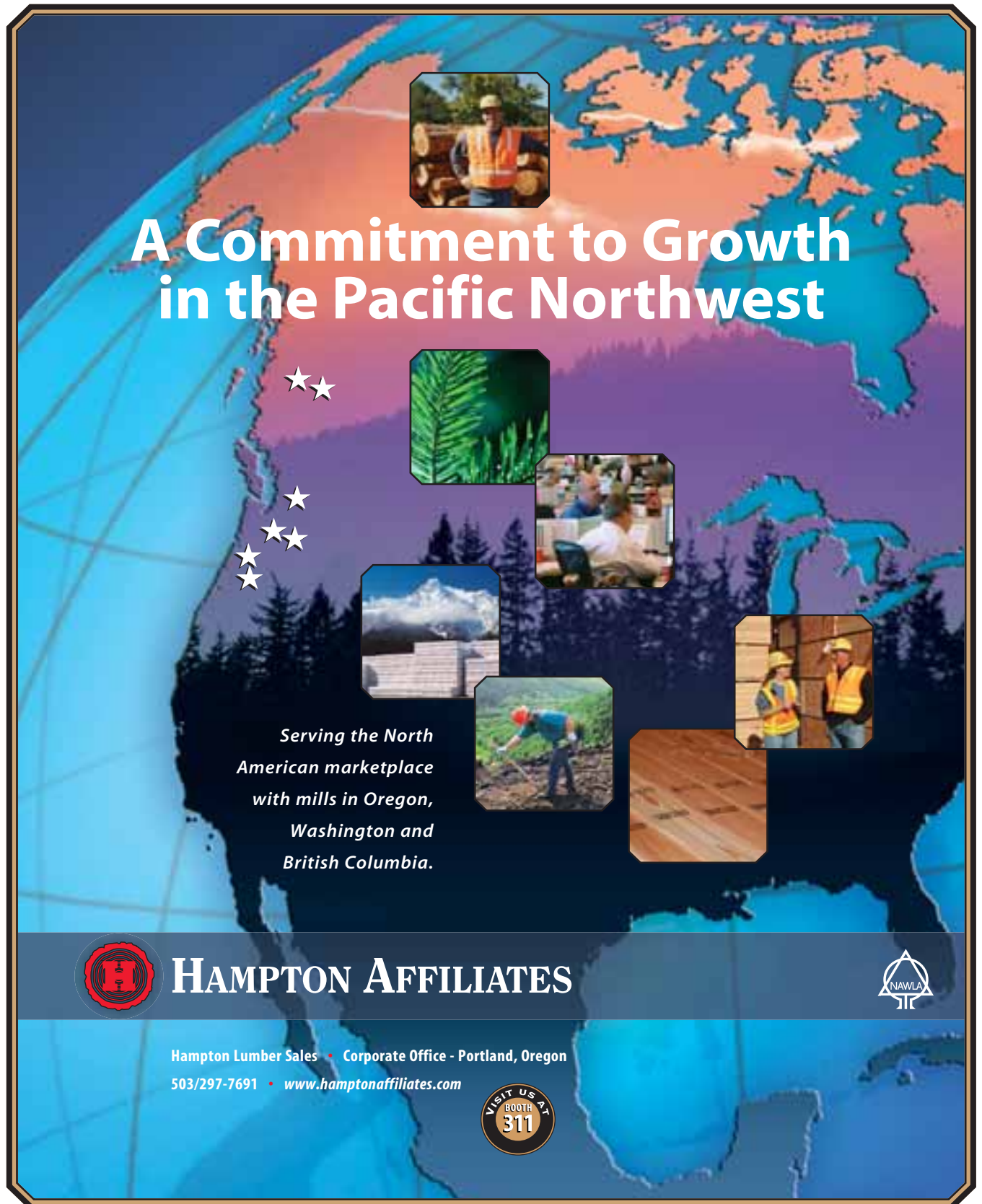
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Dave



Dan



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# HANCOCK LUMBER: Growing With Their Customers

By Terry Miller



Wayne Huck and Mike Michaud schedule production lists and expedite production flow to customers of Hancock Lumber, located in Casco, Maine.



Hancock Lumber's sales team focuses on diversifying the firm's customer base and geographical area. The team includes: Matt Duprey, vice president of sales; Jack Bowen, vice president of sales; and Kevin Hynes, chief operating officer.



This loaded container at Hancock Lumber is scheduled for export overseas, which has provided many different avenues to market the firm's Eastern White Pine.

**Casco, Maine**—In an era when manufacturing jobs are leaving the United States, the Hancock Lumber Sawmill Division is growing! Driven by their "Mission" of providing the full range of Eastern White Pine products and services to their customers at a competitive price, the Company has expanded and improved its production facilities. "Our customers are growing and we want to be right there with them," says Kevin Hynes, chief operating officer (COO), of

the Division.

Applying world-class process control methods to their daily work is a top priority for every member of the Hancock Lumber team. Hancock Lumber is using Six Sigma methodologies as part of their system for process control at all levels of their operations. Last year, Hancock Lumber's entire management team became "green belt" certified by Six Sigma US, a leading process control consulting company. As "green belts,"

the managers received two weeks of training in statistical process control and execution of Six Sigma projects. To complete the training, each participant put the classroom knowledge to work, running individual Six Sigma projects within the mill to earn the certification.

During the first part of 2007, the training focus shifted to "yellow belt" training for a wider group of employees in order to make Six Sigma terminology part of

the everyday language at Hancock Lumber. Today, "Hancock Improvement Teams" ("HIT Teams") are in place throughout the organization, implementing process improvement projects company-wide.

Tight process control helps Hancock deliver high quality products to their customers; consistently, reliably and on time. "Customers need what they want when they want it, and they expect high quality every time," emphasizes Jack Bowen, Sawmill Division Vice President of Sales.

Hancock Lumber's focus on new product and market development is driven primarily by spending time with their customers. The sales force works hard to help their customers become market leaders, adjusting Hancock's product mix based on customer demand. "In any market, you need to be flexible while maintaining consistent product availability and quality," said Matt Duprey, Sawmill Division Vice President of Sales. "You also have to have accurate information that allows you to expedite the delivery of product to the customer."

Hancock Lumber's sales team places a high priority on shipping on time, and helping customers be successful with Hancock products. "We want to give people a reason to partner with us long-term," says Duprey.

When it comes to order fulfillment, Hancock's team uses information technology to speed up order-to-delivery times. New technology has played a major role in reducing the time the sales office spends on logistics and order tracking. The sales group has specifically focused on making inventory inquiries faster so that they can spend more time serving their customers and less time dissecting inventory. "By taking existing information and enhancing the ways in which we access it, we have eliminated extra steps from our fulfillment process," says Kevin Murphy, IT Manager for the sawmill division.

Hancock Lumber's sawmill division is on the move. World-class process controls, efficiency, and a ceaseless commitment to providing a diverse mix of high quality products to their customers is keeping Hancock Lumber at the forefront of the Softwood industry.

Hancock Lumber has a diverse array of businesses in Maine, with three SFI Certified Eastern White Pine sawmills, a FSC Certified land company with approximately 40,000 acres and multiple retail locations in Southern and Coastal Maine. Hancock Lumber is in its sixth generation under the direction of President and Chief Executive Officer Kevin Hancock and in 2008 will be celebrating their 160th birthday.

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# POTLATCH CORPORATION Markets Low-Formaldehyde Terramica

By Terry Miller



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

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.

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

Potlatch is a member of the Composite Panel Association (CPA) and offers CPA Environmentally



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 with 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.

Rick Culpepper, plant 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."

Culpepper 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 bond 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 benefits of 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

Preferable Product (EPP) certification on all of its product lines. For more information, visit the corporate Web site at [www.potlatchcorp.com](http://www.potlatchcorp.com).

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# DIPRIZIO PINE SALES Assumes Role As Wholesale Distributor

By Terry Miller



Scott Brown is vice president of wholesale sales for DiPrizio Pine Sales in Middleton, N.H.

**Middleton, N.H.**—DiPrizio Pine Sales has come a long way since it started as a small sawmill in 1938. Today the firm, which has grown to include a planer/moulder and reman center, dry kilns, and biomass and bi-product processing plants, spreads across 40 acres. Its reputation spreads cross-country. And, as the DiPrizio Pine brand name fast increases in popularity among craftsmen specializing in Eastern White Pine, the firm is also growing in its new role as wholesale distributor.

Dedicated to quality product and guaranteed customer satisfaction, DiPrizio Pine Sales has committed itself to offering more



DiPrizio Pine's brand name is quickly increasing in popularity among craftsmen specializing in Eastern White Pine, and the firm is also growing in its new role as wholesale distributor.

wholesaler services and becoming a virtual "one-stop-shop" for its wholesale clients.

"Our goal," said Larry Huot, president of DiPrizio Pine Sales, "is to help our wholesale clients avoid a duplication in handling and overhead by having us perform those same steps in our normal material flow. The net result is that our clients can be more profitable by utilizing DiPrizio services."

"DiPrizio Pine Sales has certainly taken on the role of wholesale distributor," said Scott Brown, vice president of wholesale sales at the firm. Not only does the firm have a state-of-the-art means of production, an extensive inventory and an expan-

sive warehouse space in which to store its products, DiPrizio also boasts a growing number of specialized items. Recognized for its kiln-dried 4/4, 5/4 and 6/4 Eastern White Pine, White Pine timbers and Red Pine flooring, DiPrizio also has a loyal following for its 6/4 log siding and V-joint decking. And most recent in the line of DiPrizio goods: finger jointed products.

"I think Eastern White Pine finger jointed products is definitely a product that is in our future," predicts Brown. "We've marketed a limited amount so far, and I certainly see that area growing."

While DiPrizio's large inventory is appealing, so is its quick turnaround. "Ten days or



Recognized for its kiln-dried 4/4, 5/4 and 6/4 Eastern White Pine, White Pine timbers and Red Pine flooring, DiPrizio also has a loyal following for its 6/4 log siding and V-joint decking.

less," said Brown, adding that such expediency is primarily due to the firm's substantial increased dry kiln capacity. DiPrizio added four Irvington-Moore steam kilns to its inventory, nearly doubling the kiln capacity. DiPrizio's nine dry kilns now total a drying capacity of 540,000 feet per drying cycle—more than accounting for the 340,000 board feet of lumber sawn each week.

Operational efficiency has been in the forefront of DiPrizio's priorities over the last five years as the firm has committed to achieving this new role of wholesale distributor. With the dry kiln capacity increased, a 600 horsepower Hurst wood-fired boiler added and upgrades and expansions to the sawmill facility achieved, the firm has focused efforts on specific quality-control measures. The number of NELMA (Northeast Lumber Manufacturers Association)-certified graders has been increased from three to nine, for instance, and each section of the operation—from the sawmill to the planer line to the moulder—is required to meet specific quality control benchmarks.

Enhancements to the firm's planer/moulder facility have particularly impacted improved quality assurance. By doubling the number of helical knife heads from six to 12, DiPrizio is now able to produce a smoother, more consistent high-quality finish on its lumber. With the addition of a 120-foot in-feed table, new tilt-hoist, double-end trimmer, and an increase in the number of out-feed sorts from six to 14, this finish quality is finally in balance with the throughput rate. Not only is DiPrizio now better equipped to meet a greater number of customer requests, the firm is also able to offer those customers a greater variety in finished grades.

"Regardless if the customer wants square edge or patterns in one of our own unique mill grades, a custom program, or a NELMA grade (D and Better or C Select)," noted Brown, "DiPrizio Pine is the place to get it all from."

With the firm's latest updates, the product flow of the entire DiPrizio facility has quickened significantly. DiPrizio can now produce the same volume with 65 people that used to require 70 people, and in 45 hours what it used to do in 50. Rather than jeopardize worker positions, however, this consolidation has afforded the firm a greater capacity for cross training and, therefore, a broader range of specialization for employees. The firm is proving it has the agility necessary to meet its "one-stop-shop" goals.

Marketed throughout the United States and as far away as California, most of the DiPrizio brand name products stay in the New England area. The company uses its own trucks for deliveries within a 200-mile radius, priding itself in mixed loads and multiple stops—whatever it takes to fulfill their customers' needs for success.

Success as a manufacturing leader and sound environmental practices go hand in hand. DiPrizio's commitment to resource stewardship is further recognized by loggers who attend annual felling and handling clinics, and the customers who purchase bark mulch, placer shavings, sawdust and woodchips.

In addition to being an active member of NELMA, DiPrizio is also a charter member of the North American Wholesale Lumber Association (NAWLA), New Hampshire Timberland Owners Association (NHTOA) and the Northeast Retail Lumber Association (NRLA).

Visit DiPrizio Pine Sales at [www.dipriziopine.com](http://www.dipriziopine.com), or call 1-800-647-8989.

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For more information about coatings for prefinishing siding, visit your nearest Sherwin-Williams store, contact your sales representative or call 1-800-524-5979 to have a rep contact you.

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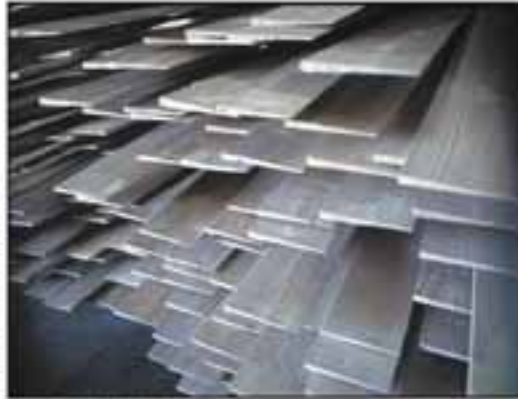
# SHERWIN-WILLIAMS: The Logical Solution for Factory Finishers



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SuperPaint Machine Finish ensures that wood will stand up to harsh weather, and resist chipping, peeling, cracking or blistering.

go on quickly and evenly—with superior hide—whether being applied by brush coating, curtain coating, automatic-spray or vacuum-coating methods. SuperPaint Machine Finish Satin Topcoat features Sherwin-Williams' exclusive advanced resin technology, ensuring the finish will stand up to harsh weather, as well as resist chipping, peeling, cracking or blistering over the long haul. The product also protects against tannin bleed, mildew, fade and chalking to minimize exterior

maintenance. SuperPaint Machine Finish Semi-Transparent Stain is a water-borne coating that offers superior UV protection, longer-lasting color, durability and weathering. In addition, the product resists tannin bleed and mildew. Along with these products, Sherwin-Williams offers a complete line of production primers.

SuperPaint Machine Finish for Fiber Cement was designed to provide superior adhesion, hardness and block resistance to aid in the challenges faced with shipping and installation of pre-finished fiber cement.

### Five Reasons to Choose Sherwin-Williams

According to Mike May, Sherwin-Williams business development manager for pre-finished products, the company is dedicated to supporting the factory finish mar-



ket with excellent products and trademark service.

"We like to tell our finishing partners, 'don't just coat your boards with paint, coat them with a brand that represents more than 140 years of loyalty and trust,'" May said. "But there are quite a few reasons why working with Sherwin-Williams makes good sense."

First, said May, Sherwin-Williams Factory Coatings are designed to work better inside the factory, as well as outside it.

Second, Sherwin-Williams inventory management program gets finishers whatever they need, whenever and wherever they need it. May points out that this can help finishers reduce inventory costs, as well as eliminate the need for spring dating, large product inventories and tinting or mixing products themselves.

Third, each factory coater is assigned a local, personal Sherwin-Williams representative. The local representative works with individual customers to ensure all products function smoothly in the shop, as well as satisfy customers in the field.

"We can help streamline manufacturing processes, solve problems, and incorporate new materials and technologies. What's more, the Sherwin-Williams representative can be on job sites and in finishing plants, backed by the support of hundreds of service reps, chemists and engineers who are working to help finishers succeed," said May.

Fourth, Sherwin-Williams is America's most recognized paint brand. This recognition goes to work for customers in the form of advertising and marketing programs that support the customer and the industry.

"In addition," May said, "we give factory finishers access to a base of thousands of loyal customers, and offer a warranty that extends from the factory to the builder, all the way to the homeowner."

Fifth, homebuyers want color options, and builders want suppliers who deliver them. And while most manufacturers offer a limited number of machine finish colors, Sherwin-Williams offers more than a thousand.

The company can provide marketing materials and oversized sample chips that finishers can offer to their customers. Even better, home builders and homebuyers can get an exact color match at any Sherwin-Williams store.

### 3,000 Stores and Over 140 Years of Experience at Your Service

For more than 140 years, Sherwin-Williams has satisfied the coating and color needs of the residential and commercial construction industries, providing fast, flexible and responsive local service, as well as personalized, expert advice.

More than 3,000 stores and 1,800 sales representatives make Sherwin-Williams North America's largest single-source supplier of high-quality paints, stains and coatings.

"We put our experience, our service, our products and our people to work for our customers," explained May, "all in an effort to help them succeed."

Sherwin-Williams is committed to making great coatings, offering expert advice, and driving and supporting factory finishers' success.

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# New Products, New Honors For ANTHONY FOREST PRODUCTS



The International Builders Show typically attracts more than 1,900 building industry professionals, such as Anthony Forest Products, which takes advantage of such opportunities to exhibit new products, such as its Power Preserved Glulam™ and Power Preserved Column™.

wood chip mills in Plain Dealing, La., and Troup, Texas. The company also operates engineered wood laminating plants in El Dorado, Arkansas, and Washington, Georgia. Anthony Forest and Domtar, Inc. of Montreal, Canada, jointly own and operate an I-joint manufacturing plant in Sault Ste. Marie, Ontario.

Headquartered here, Anthony Forest has made some dramatic decisions to position itself for the 21st 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 USA. 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.



With local, state, and even national dignitaries onhand for the presentation, Anthony Forest Products received OSHA's Safety and Health Achievement Recognition Program (SHARP) award from Paula O. White, Director, Directorate of Cooperative and State Programs for OSHA.

### Anthony Forest Introduces Power Preserved Glulam™ and Power Preserved Column™

Anthony Products will begin to offer Power Preserved Glulam™ (24F - 300F<sub>v</sub> - 1.8E balanced 0-camber) for above ground use and Power Preserved Column™ (combination #50-#1 dense) for ground contact on December 1, 2007, from Hoover Treated Wood in Pine Bluff, Ark., and from both laminating plants.

Anthony Forest is not new to treating its glulam and columns for resistance to decay and

fungi organisms using the pressure preservative treatment process. For over 20 years the company has used CCA and ACQ water borne preservatives in the treatment process. After months of research on alternative treatment chemicals Anthony Forest Products has chosen Hoover Cop-Guard™, a Copper Naphthenate formulation carried in mineral spirits and not water. According to Anthony, the advantages of Cop-Guard™ are numerous: no swelling of the beam, 25-year warranty, no reduction in design values, as environmentally safe as untreated wood, above ground and ground contact for 24F beams and columns respectively and very little checking, splitting and warping after treatment using the light oil carrier.

For more information on sizes and availability please call 1-800-221-BEAM.

### Anthony Forest Believes in Safety First

Anthony Forest Products' laminating plant in Washington, Ga., has achieved an elite status with the U.S. Department of Labor's Occupational Safety and Health Administration (OSHA) for which it was recognized during a plant-wide celebration ceremony and catered lunch on May 3, 2007.

The Washington plant is one of only 11 in the state of Georgia to be SHARP certified. Anthony Forest Products, headquartered in El Dorado, Ark., has obtained SHARP status at all six of its facilities, including sawmills in Atlanta, Texas, and Urbana, Ark.; chip mills in Plain Dealing, La., and Troup, Texas; and another laminating plant in El Dorado.

With local, state, and even national dignitaries onhand for the presentation, Anthony Forest Products received OSHA's Safety and Health Achievement Recognition Program (SHARP) award from Paula O. White, Director, Directorate of Cooperative and State Programs for OSHA. SHARP recognizes small business employers who operate an exemplary safety and health management system.

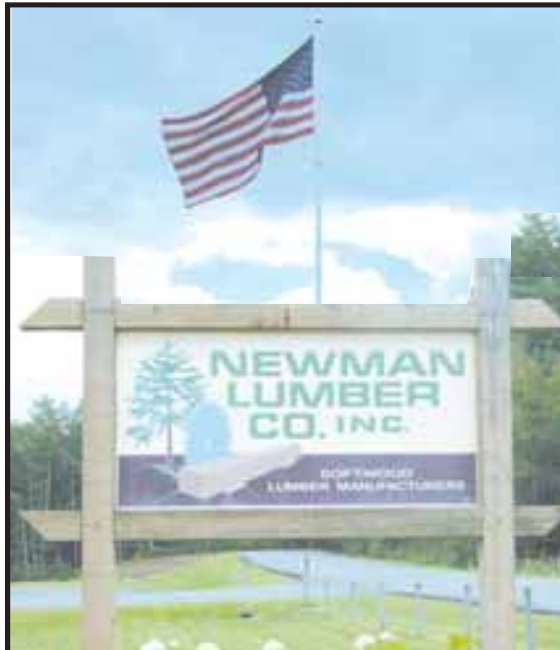
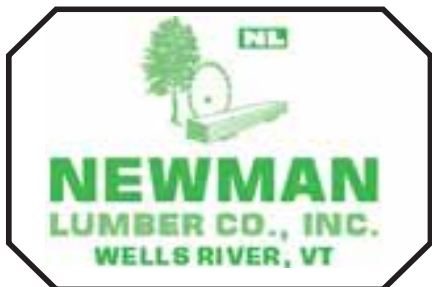
"Your achievement is just remarkable," said White. "Anthony Forest Products is the only company nationwide to certify all of its sites SHARP. I challenge you to keep it up and offer my sincere congratulations."

It is the only wood products plant in Georgia to achieve the SHARP status, according to Aubra Anthony, President and CEO.

"We're really proud of this plant and this community," Anthony said in speaking to the Washington employees at the celebration. "The quality of the product coming out of here and the productivity that has been achieved makes us competitive in the marketplace and that means we get to keep jobs. Beyond quality and beyond productivity, something else that is very, very important to our company is your safety," Anthony continued. Anthony Forest Products (AFP) employs about 75 people in its Washington plant.

"What makes such a special success is that it is something we do for each other to take care of one another," he said. "Please don't lose that wisdom. Every minute of every day that you're working here, look out for yourselves and for one another. Be your brothers' and sisters' keeper - it does work."

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## QB CORPORATION Celebrates 30 Years

Photos courtesy of Ilona/Open View Photography

**Salmon, Idaho**—QB Corporation, headquartered here, recently celebrated 30 years in the lumber industry. The company's history of producing beams began in 1977, when it constructed a 40-foot by 90-foot building on its property.

QB Corp. manufactures such specialty products and services as QB 3000 (a high-performance glulam beam using a combination of E-rated, Douglas Fir and Southern Pine), Douglas Fir stock and custom beams, Western Red Cedar, Alaskan Yellow Cedar, trusses fully assembled or pre-fabricated, tapered or curved beams, custom finishes and staining, custom steel connectors, laminated trusses and arches, custom appearances and grades, custom headers, Forest Stewardship Council (FSC) certified beams and custom fabrications (light standards, corbels, kerfs, custom profiles and custom drilling).

QB Corp., which supports sound forest management, covers 50 acres of Lemhi County in the rich Salmon River valley. The firm consistently maintains several million board feet of finished product to service a broad base of customer needs.

Early production at the plant averaged around 30,000 board feet of engineered wood products per week. Currently, the company produces an average of over 650,000 board feet of engineered wood products per week.

"QB Corp. takes quality seriously, from the purchase of incoming material to the shipment of finished goods," said Dennis Lentz, director of marketing and business development. "QB Corp. is committed to supplying its customers with a quality product when they need it. This reduces the amount of time the material is sitting in the weather at the job site or in our lumberyard waiting for shipment."

"QB Corp. is locally owned and managed," Lentz continued. "The owners and management are very close to the customers, understand their needs and can react quickly. With this relationship, customers are visible and listened to."

Lentz said QB Corp. prides itself and its glulam beams on five basic principles: Commitment, Versatility, Easy Specification, Easy to Install, Available on Request and Quality.

"QB Corp.'s commitment and extra attention to quality is what sets us apart," he said. "Quality to us is much more than just the basic product. It is all of the aspects of the business — including scheduling and delivery."

"QB glulam beams are architecturally beautiful, engineered for strength and

manufactured to rigid AITC (American Institute of Timber Construction) standards to ensure structural integrity," Lentz said. "QB glulam beams are manufactured using kiln-dried lumber and waterproof glues to provide a product with high reliability and performance."

QB Corp. offers national distribution and fast delivery through a network of wholesale and retail distributors, which is consistently expanded. The company has a skilled and knowledgeable sales and customer service team in Salmon, which is committed to on-time delivery and products that meet or exceed industry standards.

"QB Corp. wants customers who value quality and need special services for their customer base," Lentz said. "We ship mainly by truck to customers or dock for export shipment to customers worldwide. The 11 western states are handled very effectively from the Salmon, Idaho, location."

The company maintains approximately 4 acres under roof at its Salmon manufacturing site. Equipment at the facility includes three high-speed finger jointer lines, three automated radio frequency beam presses for stock and stock type, three traditional cold set lines for custom, heavy chamber and large size members, dry-kiln facilities and planers and sanders up to 104 inches.

QB Corp. recently completed an expansion project, which added two automated presses and another high-speed finger jointer. On the custom side of the business, QB has a dedicated building for special finishes and custom appearance products. An additional curve rack was also installed to reduce lead times for custom curves.

In addition to Lentz, key executives include Mike Lane, president/chief executive officer; Mike Allen, plant manager; Bob Butch, sales manager; and Jason Smith, controller.

QB Corp. is a founding member of the Engineered Wood Products Assoc. (EWPA) and active in the AITC, North American Wholesale Lumber Assoc. (NAWLA), West Coast Lumber Inspection Bureau, U.S. Green Building Council and the Wood Truss Council of America (WTCA).

**Please Visit Us  
At Booth No. 149**



An aerial view of QB Corporation, located in Salmon, Idaho, is shown.



QB Corp. recently completed an expansion project, which added two automated presses and another high-speed finger jointer. An additional curve rack was also installed to reduce lead times.



Key personnel at QB Corp., include Mike Shippy, quality control supervisor; Dave Larson, production supervisor; and Rockie Walker, maintenance supervisor.

## TRIPP LUMBER Introduces New Product

By Terry Miller



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

**Missoula, Mont.**—It is all about personal relationships, ability to change and finding niche products at Tripp Lumber Co., a 21-year-old remanufacturing plant located here.

"At Tripp Lumber, once we get customers onboard with us, we keep them. We value that personal relationship with them," said Dave Tripp, owner and president. "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 five producers of log siding in the industry," said Dylan Tripp, a sales representative. "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, it is a 1x12 rough texture board.

"There's a multitude of different patterns that we're doing, one we call our 1x12 chink, which is a gap where they can chink it and then we put different textures on the face," Dylan said. "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," Dylan 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, they place it in between the logs," Dylan 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, which appeals to many of Tripp Lumber's customers due to its rustic appearance.

"Grizzly Hewn Log 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 has increased in the last three to four years."

Inland lumber species, such as Lodge Pole 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 be a log cabin or home."

Tripp Lumber further enables customers to assimilate the "log cabin 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 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 Lodge Pole 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. 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," Dave said.

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 502.



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



Dylan Tripp checks the quality of 2x8 Grizzly Hewn Log Siding.

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## J D LUMBER Diversifies To Serve A Wide Range Of Customers

**Priest River, Idaho**—Until three years ago, J D Lumber Inc., was primarily a green mill. In late 2001, though, the company decided to invest time and money into building dry kilns, adding a boiler and rough tray sorter to work with it. They subsequently installed four 120-foot-long double-track dry kilns that can handle 1 million feet of lumber. At the same time, they installed a new debarker and a second headrig. The headrig and debarker came online in 2002, and the dry kilns began operating in April of 2003. It was a busy time.

their customers, rather than just being a supplier.

"We take care of our customer's customer by working in the relationship as the third member of the team," Slaughter said. "If someone has a big job to bid, we work with our customer and his customer to see if the three of us can work together to get the business."

Over 80 percent of J D Lumber's shipments go by rail, with the bulk of the products delivered to companies that are west of the Mississippi River. Slaughter, along with Lance Hubener, handles the sales



Lance Hubener, who handles the sales and marketing for J D Lumber in Priest River, Idaho, and sales manager Dave Slaughter, pause in front of wrapped product ready for shipment.



In recent years, J D Lumber added four 120-foot-long double-track dry kilns that can handle 1 million feet of lumber.

Just three years into its dry operations, J D Lumber is already reaping rewards of its business shift.

"It's not to say that we won't ever run green again," said David Slaughter, sales manager, but so far this has been a solid investment, production, and marketing decision.

A member of North American Wholesale Lumber Assoc. and the Inland Lumber Producers, J D Lumber was founded in 1980 as a Cedar manufacturer. Except for Cedar, they run primarily 2x4's, with about 10 percent 2x6's. The species breakdown is 50 percent Doug-Fir/Larch, 45 percent N. Idaho Hem-Fir, and 5 percent Western Red Cedar. Lengths run from 3-foot to 20-foot. Slaughter said the firm expects to add ESLP to its product lineup in the near future.

The Doug-Fir/Larch and the Hem-Fir products are primarily for framing, and are sized-dry.

"The Cedar remains rough and green," Slaughter said. "We generally grade it out rough and sell it to Cedar remanufacturers, who make bevels, decking and paneling."

At J D Lumber, logs are purchased from private and public timberland within a 120-mile radius of the facility. Once they arrive at the mill, a battery of equipment including headrigs, resaws, edgers, trimmers and the planer, transform the logs into lumber. Lumber is tallied and paper-wrapped before being loaded and shipped and/or taken to their rail spur about five miles up the road.

This company cultivates long-term relationships with their clients - wholesalers and wholesale distributors located throughout the country - partnering with

and marketing for the company. Joann Brower completes the team, handling invoicing and shipping. A fourth generation lumberman, Slaughter joined the company in 1983, after 12 years in the wholesale and wholesale distribution segments of the industry. Hubener came to the company in 1994.

"We understand what good office wholesaling and distribution is all about," Slaughter said. "Lance and I both have been on that side of the fence, and as a result we only sell through wholesalers and stocking distributors. We appreciate the job the wholesaler has to do in representing manufacturers, and we depend on them to represent J D Lumber and act as an extension to our marketing."

Situated on 60 acres of completely-utilized land, J D Lumber employs 225 people who work two 8-hour shifts daily. The firm is always on the lookout for ways to increase efficiencies, and relies on dedicated staff and employees to create and capitalize on those competitive advantages.

Slaughter said the company has experienced steady growth over the last few years, despite market conditions in 2005 and 2006. Its wholesaler customers have kept demand steady, he added, in both up and down markets.

"When the market turns south, we rely on our strong relationships with customers to keep them coming back again and again," Slaughter said. "We value those relationships, and rely on them to keep our company growing in the right direction."

## SUNBELT Offers Next Generation Storage Systems, Solutions



Sunbelt, located in Alpharetta, Ga., recently introduced Power Bin, the next generation in automated building material storage systems. Above, a Power Bin-support shed shows various sorts of lumber.

However, in today's marketplace, the customer is continuing to raise demands with a large amount of partial and mixed unit orders, which leads to piece picking. As this trend continues, it is important to have the proper racking system or building specifically designed to accommodate the order-picking process. If a building or rack system is properly laid out, it will reduce a large portion of the wasted man hours that occur when a forklift operator is traversing the warehouse and moving units to get to units in order to complete an order.

The introduction of new products in the building material industry increases daily. An industry publication cannot be picked up or a

trade show visited without seeing new engineered products, moulding and decking materials. As companies begin to distribute these new items, it is a necessity to properly store and handle them. The majority of these materials have specific storage requirements from the manufacturer. This may require a new racking system or storage building to adequately handle the new inventory.

**Alpharetta, Ga.**—Sunbelt, the company that pioneered rack-supported buildings for lumber and building material storage, headquartered here, recently introduced the Power Bin, the next generation in automated building material storage systems.

Power Bin is an automated handling and storage system that loads materials into pigeon-hole bins with a battery-powered loading unit. Operation of the Power Bin is simple. A forklift picks up the load, aligns it with the correct storage bin, a safety hook is engaged and materials are fed automatically into the storage bin. The entire operation takes less than 1 minute. The time savings and labor efficiencies are huge, according to Clint Darnell, vice president of building material sales for Sunbelt.

The Power Bin can easily incorporate mezzanine storage, form the support structure for a shed or become part of a rack-supported, drive-thru building. Sunbelt can integrate the Power Bin with cantilever rack, pallet rack, A-frame rack, stack racks and drive-thru buildings to create a state-of-the-art lumberyard or distribution facilities.

Building material distribution continues to change in several ways. From an operational standpoint, the two glaring changes are how orders are pulled, and the introduction of so many new products. Each of these changes has a common thread. They represent storage and handling problems, which lead to diminishing storage space and additional man-hours.

In the past, pulling orders largely meant sending out full units of material whether it was plywood, dimensional lumber or siding.

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A Power Deck loads a bundle of lumber on the third level of the Power Bin system.



A forklift loads a door and window rack for delivery.

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# COLLINS COS. Expands With Two New Mills



Wade Mosby, Senior Vice President of The Collins Companies, noted that the firm's new Boardman, Ore., sawmill provides 100 new family-wage jobs, an important source of employment in an economically challenged region.



Dee Brown, a sawmill supervisor for Collins Companies' new mill in Lakeview, Ore., displays a small diameter log.



All Pacific Albus agro-forestry operations owned by Collins Companies are certified under the Principles and Criteria of the Forest Stewardship Council.

**Portland, Ore.**—The Collins Companies recently announced they are building two new sawmills, one in Boardman, Ore., and the other in Lakeview, Ore. "This is an opportunity to capitalize on the changing lumber markets. As the sale of Forest Service timber has decreased, we have branched out to meet our customer's needs," said Wade Mosby, senior vice president of The Collins Companies.

Collins is investing \$6.6 million to build a

small diameter log mill adjacent to its Lakeview Sawmill in Lakeview, Ore. The mill will cut Ponderosa Pine, Lodgepole Pine, and White Fir, and will be kiln-dried for use as framing and treated lumber, as well as cut stock applications. As the Associated Press reported, "The expansion was made possible by putting a biomass facility at the existing location. Biomass facilities produce energy by burn-

ing wood waste. The wood stream for the biomass facility will create enough small log volume to justify the addition of the mill."

Collins and Marubeni Sustainable Energy Inc., formerly DG Energy, of San Diego, Calif., have entered into a 10-year stewardship project. The 13 megawatt Co-Generation Plant, owned by MS Energy, is located on the Collins Lakeview site. The

combined project is scheduled for start up November 2007 and will create new jobs, in addition to their current mill on site.

"Governor Ted Kulongoski applauded the project as a model for collaborative work with industry, conservationists, and state government. This expansion is another example of the tremendous economic opportunity for rural Oregon with the expansion of renewable energy in this state," Kulongoski said in a statement.

The second new mill, located in Boardman, Ore., is also the result of a strategic partnership between Collins and the GreenWood Tree Farm Fund (GTFF) of Portland, Ore. Previously owned by Potlatch, the Boardman Tree Farm was purchased by Collins and GTFF. Collins will build a \$35 million dollar state-of-the-art sawmill, while GTFF will manage the 17,000-acre sustainable FSC (Forest Stewardship Council) certified forest. The sawmill construction began July 2007 and is scheduled for completion June 2008. The new mill will produce 100 mmbf a year of appearance grade sustainable poplar lumber used in the high-end moulding and millwork, home centers and for the pallet market. The mill has been conveniently sited for rail, barge, and truck transportation. It's located on Interstate 84, the main East-West freeway corridor, the Columbia River for barge traffic, and the Union Pacific railroad line.

This project, like Collins' project in Lakeview, has been endorsed by Gov. Ted Kulongoski, who is an advocate of environmentally sustainable practices. "His office, the Oregon Economic and Development Office, and Morrow County were involved in the project's development," reported *The Oregonian*.

"There will be 100 new family-wage jobs in the mill and in an economically depressed county, that becomes an important source of employment," commented Mosby. He went on to say, "With the lumber industry suffering from the reduction in home building, mill jobs are being reduced and communities are being forced to cut back on essential services such as schools, police, and fire. It's a ripple effect — mills close, which forces local businesses to close and in turn the local tax base declines. By adding a substantial number of jobs in Morrow County that pay good wages, we can contribute to the overall health of the community, which is one of the three pillars of FSC certification."

Part of the process of becoming FSC-certified is a substantive, independent, on the ground evaluation by a group of foresters, biologists and economists to determine if you are: maintaining the health of the total forest ecosystem; supporting the production of wood on a sustained, renewable basis; and providing social and economic benefits to the surrounding areas and communities. The Collins Companies was the first privately-owned forest product company in the United States to be comprehensively evaluated and independently certified by Scientific Certification Systems in accordance with the strict rules of the Forest Stewardship Council (FSC). All of the Collins' Softwood and hardwood forests in Oregon, California and Pennsylvania are FSC-certified. "It's why we care about the communities where we do business. We are in it together and we rise and fall together," concluded Mosby.



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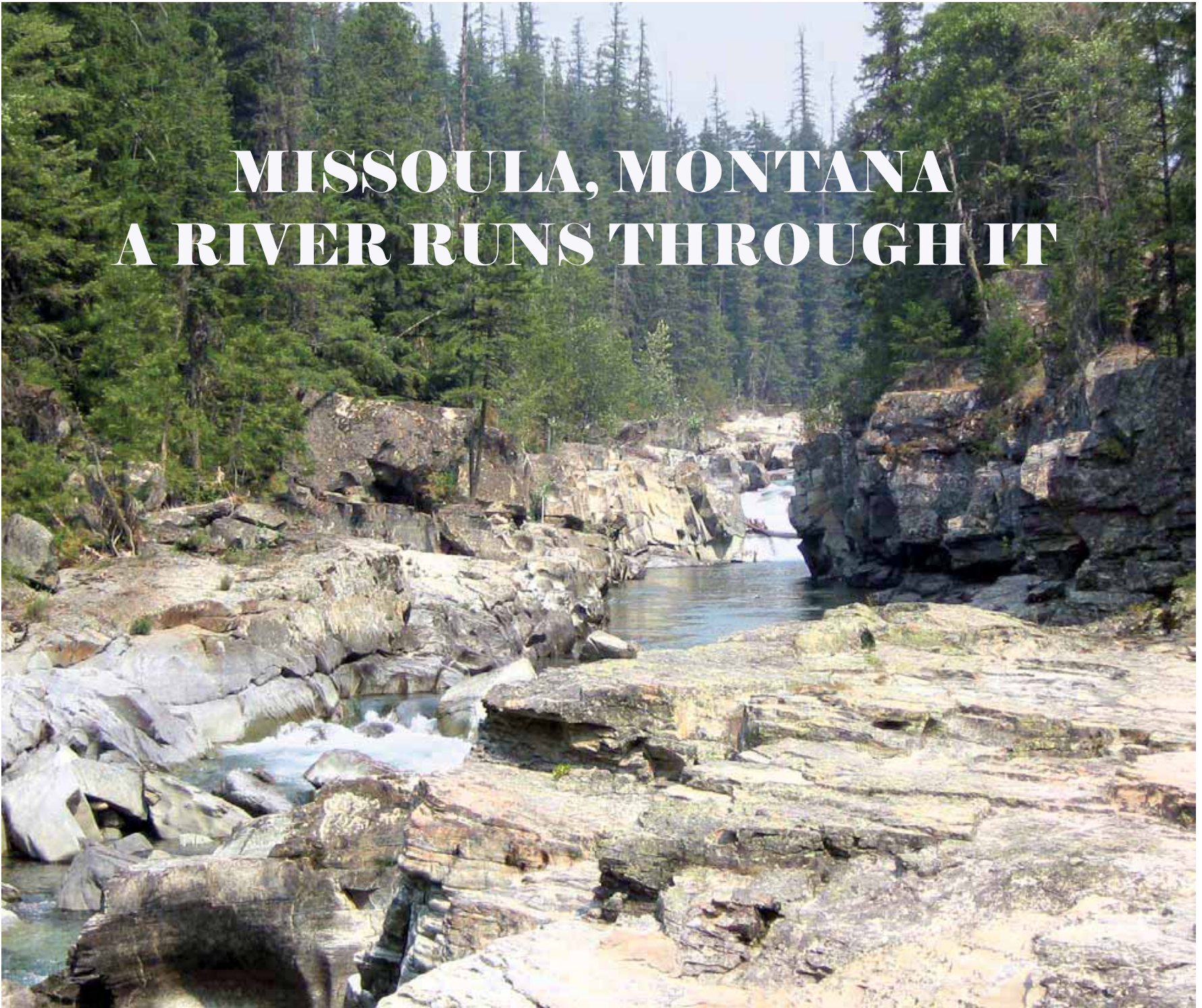




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