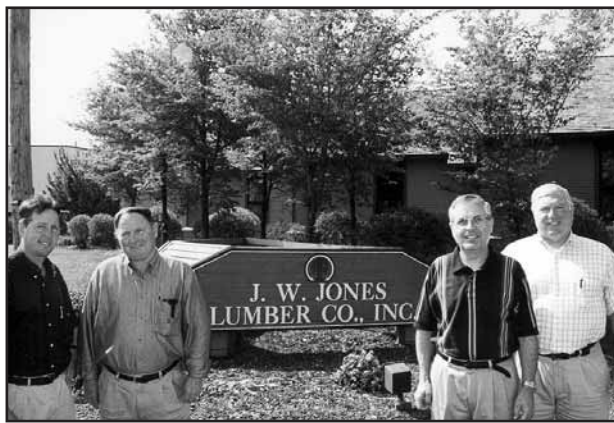


J.W. JONES LUMBER Continually Improving Grade, Yield



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.

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



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Where's Glulam Headed? The next generation of glulam is growing the market.



Rosboro's Big Beam® combines strength, stability and versatility, making it a popular product among builders. Big Beam is made in typical I-Joist depths of 9 1/2-inch, 11 7/8-inch, 14-inch, 16-inch and 18-inch, and is sized to match framing widths of 3-1/2-inch, 5-7/16-inch and 7-inch.

Springfield, Ore.—For years, glulam products have slowly been making inroads in the building industry, and have finally cemented themselves as a mainstay in yards and builder's projects.

There are two big reasons for this according to Rosboro, one of the leading manufacturers of glulam. First of all, the housing market explosion of the previous five years spread glulam's use to parts of the country that weren't aware of it before. The second reason is that builders have begun to recognize glulam's strong traits on the jobsite at last.

"So far, we're definitely seeing more acceptance in the East," said Geoff Crandlemire, Product Development Manager for Rosboro. "I'm anticipating a big push for our products in Northeast states like Connecticut, Delaware, Maine, Massachusetts, New Hampshire and Vermont."

Other areas of growth expected for Rosboro in 2007 include Midwest states such as Minnesota and Wisconsin, as well as the Kansas City/St. Louis area.

Crandlemire sees more acceptance for glulam now that builders recognize the strength of new glulam products and that

they can get it from local dealers quicker than they could in the past.

"Many contractors are finding that glulam is more than an attractive exposed architectural beam. We're seeing the transition from 'pretty glulam' to the next generation of glulam. These products are application specific, have zero camber, framing widths and I-joist depths," says Crandlemire.

Popular, next generation glulam products from Rosboro include Treated Glulam, 30F Big Beam®, 1.8E IJC framing glulam, and the new 1.9E Laminated Columns.

"The other big help we got these past few years was the huge housing starts. Quick product availability meant that a lot of builders began using glulam for the first time. Once they started using it, they have refused to go back, so we have held that marketshare," Crandlemire said.

And once builders got their hands on the Rosboro next generation glulam products, they discovered its value.

New converts in the East

On the wholesale distribution supply side, glulam has made similar inroads. Bill Sweeney, Coastal Forest Products in New Hampshire, who started carrying Rosboro products last December (and has been carrying other glulam products for more than two years) says glulam is gaining popularity in projects that traditionally used other EWP products in the past.

"When we originally introduced glulam it was as a replacement for LVL," Sweeney said. "But, as builders have become more educated about the benefits of glulam, it's becoming the norm for their projects. And no one is selling single LVL anymore as far as I can tell."



As homeowners demand tall walls in their kitchens and living rooms, Rosboro has responded by offering lightweight and load-wrapped glulam columns. The columns can be easily nailed, bolted and cut, eliminating the need for nailing and bolting in "built-up" columns.

Two popular examples Sweeney gives for glulam benefits include the ease of use in handling while installing one piece – as opposed to many, like LVL – and the flexibility for builders, such as drilling holes for wiring.

Specifically, Sweeney says, Rosboro's Big Beam is stronger than LVL, is easier to install and believes it's the ideal product for structural beams given New England's snow loads. It also makes it easier for builders and designers to keep the design of a roof or floor system simple.

Treated Glulam, the other Rosboro product Sweeney carries, is ideal for deck projects. "Its sturdiness makes it a perfect solution for decks built with heavier, composite materials, allowing for the extra load," said Sweeney.

These attributes, among others, make the treated glulam popular with deck contractors, especially since homeowner demand for functional outdoor spaces are meaning larger decks with longer spans. The treated beams eliminate the need for view-blocking posts while providing a sturdier, longer-lasting under-carriage for decks.



Rosboro Treated Glulam, a pressure-treated glulam beam made from Southern Pine, lets builders install beams in outdoor applications, such as decks, without the usual rot and decay. The Treated Glulam has a balanced lay-up with no camber for easier installation and comes in standard framing widths.

What's next?

With next-generation products like Rosboro's, glulam is clearly evolving and gaining marketshare each season. "It's taking the same path as I-joists. Fifteen years ago you didn't see too many I-joists – now it's a standard item. Engineered wood products in general are getting stronger in the market," said Sweeney.

"Glulam's flexibility, especially working with existing products like I-joists, has made it popular with builders and that isn't going to go away, it's just going to get stronger," Sweeney adds.

What about the future of the housing market? Crandlemire thinks that, "The housing starts will pick up again after the current market surplus decreases. This means that housing starts will increase again, and glulam will continue to make inroads into new areas and will be increasingly used by a new generation of builders."

The next generation of glulam is here and making a difference.

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The Clear Choice



KEENER LUMBER Taking Care Both Inside and Out

By Gary Miller



At Keener Lumber Co. in Smithfield, N.C., Mike Evans is a lumber salesman; Reid Stewart is one of the firm's owners; and A. Max Gardner is sales manager.



This is a view of Keener Lumber's three dry kilns.



Entering the Lucidyne grade mark reader are 4/4 and 5/4 rough boards.

Smithfield, N.C. — At Keener Lumber Co., located here, what you see is what you get. "It's all about appearance of the package when a company ships a wood product to their customer," said Max Gardner, sales manager and 18-year veteran of the firm. "We make great wood products, but when they are shipped to our distributors and they see the nice packaging, it adds a lot. It tells customers we are taking care of it on our end, now it is their responsibility to do the same."

All of Keener's mouldings and patterns are shrink wrapped and placed in half pack sizes, which distributors like, according to Gardner. Keener Lumber's wrap is then placed over their wood products for further protection from the elements.

Specialty products, (like mouldings, flooring, tongue and grooved V-joint products, reversible patterns, log cabin siding, German siding, stepping, decking and other specialty products and patterns Keener Lumber makes), have become key products for the operation over the last several years.

"We manufacture anything from a 1/2-inch thick x 1 5/8-inch wide piece of lattice all the way up to a 5-1/4-inch wide piece of crown moulding," Gardner said. "We also do cut-to-length items for customers."

Value-added wood products are worthy investments, according to Gardner. The company makes any pattern in the

Southern Pine Inspection Bureau (SPIB) book, as well as most of the mouldings in the WM series book.

"The market for 4/4 boards is so volatile," he said. "With the way the economy is now and the housing market taking a dip, we are focusing on the value-added wood product segment for sure."

Keener Lumber operates two sawmills, one in Smithfield, N.C., and the other in Clinton, N.C. The mill in Smithfield manufactures about 105,000 board feet in an eight-hour shift, all in Southern Yellow Pine. Lumber is produced in surfaced or rough in lengths between 8-feet and 16-feet. They also manufacture stepping, radius edge decking and timbers.

At the Clinton facility about 75,000 board feet of lumber is produced daily. All the lumber from the Clinton operation is trucked to the Smithfield location.

"All the dressing is handled in Smithfield," Gardner said. "We have a total of five dry kilns, three in Smithfield and two in Clinton. Our total dry kiln capacity is 300,000 board feet per charge."

Equipment in the Smithfield, N.C., mill includes: a Frano 30-inch debarker, a USNR sharp chain with twin band heads, CM&E slabbing heads, USNR band mills, Inovec optimization, a six-foot Salem headrig and a 48-inch Salem carriage, a CM&E slabber with Inovec StereoScan, a 12-inch McGehee gang double arbor and a six-inch Ukiah gang, a Morris industrial

trimmer with Inovec optimization, a Hemco 41-bay sling sorter and a Morris stacker.

The planer is equipped with a Weinig Hydromat moulder and two Yates A20-12 planers. Lumber then goes through the Lucidyne grade mark reader, an MCI trim saw, and into the Softac 45-bay rigid bay sorter with a Hemco stacker at the end. The firm has a manual pull line, with a fabricated trimmer.

"A new finger joint system was purchased recently and will be operating in early 2008," Gardner said. "We will be finger jointing Southern Yellow Pine boards and mouldings and market them under the NexGen name, which stands for Keener-Next Generation. We eventually want to produce glued-up stock and cut-to-length step treads."

A new division of the company, the Keener Treated Lumber Center was recently started and this division sells its treated wood products in the local area.

"We manufacture most of our own lumber and timbers for the Keener Treated Lumber Center, and get them treated at a custom wood treating plant. At our treated division, we sell 1x4's through 1x12's rough or dressed, 2x4's through 2x12's dressed, and treated timbers in 4x4's, 4x6's, and 6x6's," Gardner said.

At our Smithfield, N.C., sawmill operation, 5 million board feet of lumber is kept in inventory at all times. There are approximately 75 employees in Smithfield and about 30 in Clinton.

"We market our products through wholesalers, distributors and wood treaters," Gardner said. "Customers are located throughout the Southeast, Midwest and in the New England area."

Keener Lumber Company also deals with domestic exporters who ship the lumber into the European and Caribbean market.

Brothers Herman and Ralph Stewart founded Keener Lumber in 1963. They were first generation sawmillers who started with a small portable mill producing 8/4 lumber that serviced the housing industry within a 75-mile radius of the facility. Over the years, the company has succeeded despite property fires and competition from large companies.

Today, their sons, Wade, Wayne, Ralph Jr. and Reid Stewart own Keener Lumber Company. Wade is the majority stockholder and oversees the operation. Wayne runs the Newton Grove Building Supply in Newton Grove, N.C. Reid is in charge of the sorter, planer and moulding operations and Ralph runs the family nursery business called Neuse Plant and Bark.

The company is a member of the North American Wholesale Lumber Assoc., Southeastern Lumber Manufacturers Association and the North Carolina Forestry Association.

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- 2x4 - 2x12



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WEABER Enjoys Growth As Maker Of Unfinished Flooring

Lebanon, Pa.—Weaber Inc., established as Walter H. Weaber & Sons in 1941, has grown to a state-of-the-art hardwood mill, producing 45 million board feet of random length hardwoods in poplar, red and white oak, maple and ash. The total complex has more than 19 acres under roof, with a completely macadam mill and log yard deriving 90 percent of its income from value-added products that serve the contractor yards, do-it-yourself centers, manufacturers and distributors.



At Weaber Inc., located in Lebanon, Pa., Greg Haupt serves as the firm's vice president of wholesale sales; Nick Georgelis is the executive vice president of sales and marketing; and John Georgelis is the vice president of flooring.

Georgelis, executive vice president of sales and marketing, stated, "Our broad spectrum of proven sales programs allow our customers to increase their sales and profits." Greg Haupt, vice president of wholesale sales, commented that Weaber's stocks—more than 6 million board feet of finished goods—and their procedures for just-in-time delivery make his job easy. Weaber added hardwood flooring to their product mix in early 2005 with John Georgelis, vice president of flooring, directing its growth. "Because of



Red Oak flooring and stair treads are among the various products manufactured at Weaber.

Galen G. Weaber, chief executive officer and president, has constantly and dramatically geared his mill to value-added products as he is keenly aware that sustained growth comes from within.

Matt Weaber, executive vice president, says, "Quality products and great service are our main focus and our most important asset is for dedicated employees who want to maintain our standards."

Since 1985, Weaber has developed nine great sales programs. Nick



Three-and-quarter-inch flooring is offered at Weaber, whose sawmill produces 45 million board feet of random length hardwoods annually.

our consistent quality and service, Weaber, Inc., in less than one year has become a major factor in the unfinished hardwood flooring business. We plan to continue building on our successes."

Weaber looks forward to continuing growth, maintaining its superior quality, expanding

its product lines and meeting their customers every hardwood lumber need.

Visit Us At Booth No. 139

NAWLA -
Continued from page 1

lion, is dedicated to enhancing professionalism and efficiency throughout the lumber distribution channel and to the responsible use of forest resources. NAWLA members serve as the unifying force for efficient forest products and building materials distribution.

The forest and building products industries within which NAWLA members operate have highly developed characteristics that help to shape the role of both the wholesale distributor and the role of NAWLA. The industry is highly diversified both in terms of product and geography. Aside from species differences, products of the tree include solid lumber, veneer and non-veneer panels, manufactured products such as fencing and decking, and much, much more.

NAWLA lumber wholesalers have evolved the most efficient distribution system in the world, helping to make possible the widespread use of wood products in the construction of residential, commercial and industrial buildings across the United States and Canada. NAWLA's role is to aid wholesale distributors in addressing and solving common industry challenges in the areas of transportation, government and environmental regulations, e-commerce and technology, and certainly ongoing education.

NAWLA's History

Legend has it that NAWLA was founded in 1893 as a result of a chance encounter between John Clark of J.S.H. Clark & Co., Newark, N.J. and two unknown New York lumber wholesalers meeting on a Boston-bound train. These men discovered that they had a common errand – the collection of past due invoices from the same customer.

As a result of this chance meeting, Clark set out on a mission by contacting New York and New Jersey area wholesalers about the formation of an association. Clark's quest was to form an association of wholesalers for the purpose of information sharing, and not just in the area of collections, but an exchange of ideas covering all aspects of the wholesale function.

After holding several preliminary planning sessions in April of 1893, 15 wholesalers approved John Clark's proposal for a confederation of wholesalers as well as his proposed nomenclature of National Wholesale Lumber Dealers Association. An invitation was then sent to all "legitimate lumber wholesalers" in the geographic area to attend a meeting at the Imperial Hotel in New York City. The group grew to 24 wholesaler companies who approved all that the original 15 had formulated. Having extended invitations to wholesalers in Mass., Md., Mich., N.J., N.Y., Pa. and R.I. the first annual meeting of the National Wholesaler Lumber Dealers Association was held at the Imperial Hotel on May 15, 1893 with 50 members in attendance. This official meeting resulted in the adoption of the association's constitution and the election of John Clark as its first president.

John Clark and the two New York travelers, whose names are lost to us today, began a remarkable legacy of bringing together lumber and building product industry wholesalers, manufacturers and industry affiliated companies together for a common goal – forming an association that would eventually represent a global network of channel partners in the lumber and building materials industry.

NAWLA has continued to grow and learn, serving as an educator and counselor on issues within the industry. NAWLA strives to provide publications, learning tools, networking events, and industry information for its membership to help them remain informed and better understand current trends and opportunities.

NAWLA ... Professionalism • Integrity • Honesty • Innovation

Some of NAWLA's educational programs include:

NAWLA Wood Basics Course

The Wood Basics Course is an intensive, four-day training experience that is custom-tailored to the forest products industry. Individuals with two weeks to

two years of experience in all areas of their companies will benefit from this program. Course topics include Forest Ecology, Engineered Products, Transportation, Grading, Structural Panels, Lumber Manufacturing, Dimension Lumber, Ecology and Silviculture. Field trips to a working instructional forest and mill tours are also included.

University of Industrial Distribution (UID)

The University of Industrial Distribution is held annually at Indiana University/Purdue University Indianapolis. This program, attended by over 400 participants each year, is a concentrated educational program focused on the unique needs of the entire industrial wholesale distribution industry. Numerous NAWLA members take part in the event every year.

NAWLA Buyers' School

The second offering of the School in 2007 includes several enhancements by the NAWLA Education Committee. This 3 1/2 day School begins with an interactive session on Supply Chain Management and the principle attributes of an effective negotiation process. The School also includes several expanded offerings: session on Inventory Management, session on Hedging Strategies for Office Wholesalers, a Transportation & Logistics Panel of industry experts (office wholesaler, stocking distributor, manufacturer, railroad company and a logistics manager), numerous industry-specific case studies and an ethics program. The 2007 NAWLA Buyers' School will be held at the Hyatt Chicago On The River Walk – Downtown, December 10-13, 2007.

NAWLA Webinars

NAWLA conducts monthly and quick response educational Webinars which allow participants to stay abreast of critical issues facing the industry from the comfort of their respective offices. Webinars run for approximately 60 minutes and address a variety of topics such as LEEDs, GBI – Green Building Initiative, certified wood products, evaluating employees, hiring new managers, succession planning, and more. The NAWLA Webinar schedule is regularly updated at www.nawla.org.

Executive Management Institute (EMI)

This powerful and comprehensive five-day program is geared to senior level managers, officers and CEO's of forest product wholesalers, manufacturers and NAWLA service affiliate companies. Plans are already underway to offer the NAWLA EMI in 2008. The EMI was developed from the ground up by the NAWLA Education Committee in consultation with the graduate school faculty of Southern Methodist University Cox School of Business, ranked in the top ten business schools in the United States.

Sales Training Course

These regularly scheduled workshops are held in various locations throughout the year, and are an important addition to your own in-house training and educational programs. The workshops are based on the recently updated NAWLA Sales Training Course manual and have been designed to benefit the newer sales associate and the seasoned veteran.

Structure of NAWLA

Governance

NAWLA is governed by a volunteer Board of Directors comprised of individuals from within the Wholesaler membership. The board meets regularly to direct all association activities.

Staff

NAWLA's volunteer leaders are supported by a full-time headquarters staff comprised of association professionals specializing in all aspects of association management. The association headquarters is located in the suburbs of Chicago, Ill.

Committees

Committees are the life-blood of

Continued on page 106



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NAWLA - Continued from page 105

NAWLA. Committees and task forces are comprised of wholesaler, manufacturer and service affiliate member volunteers and address timely issues and topics impacting the association and industry. Nearly 70 industry professionals are involved in NAWLA committees.

- NAWLA Traders Market®
- Communication
- Education
- Membership
- Meetings
- Finance

Communication

NAWLA Website - www.nawla.org
Designed to facilitate business, increase communication, and keep members informed, the NAWLA website at www.nawla.org is an ever-evolving communication tool that is geared toward not only NAWLA members, but the entire industry. Visit the NAWLA Website for more detailed information on all NAWLA offerings.

NAWLA Bulletin

NAWLA's monthly publication, the NAWLA Bulletin, helps members stay informed on the latest association, legal, legislative, member company and industry news. The Bulletin also provides general business tips, event updates, an updated calendar of events, results of the quarterly NAWLA wholesaler survey and much more.

NAWLA Membership Directory

The annual NAWLA Membership Directory contains comprehensive information on NAWLA member companies, including addresses, personnel, product and species mix, distribution locations, methods used and much more. This resource guide is a valuable tool that is used year-round.

Networking

NAWLA Traders Market®

The NAWLA Traders Market®, which began in 1996, has grown to be North America's most important industry event of the year. This annual event boasts over 325 exhibiting companies and 2,000 attendees, all of whom supply and distribute lumber, building materials and related products and services throughout our industry. The event is a must-attend event and has become very popular not only in North America, but on a global level as well.

NAWLA Executive Conference

The NAWLA Executive Conference, held each spring, attracts the decision-makers of the many NAWLA member companies. Begin new friendships and network with established business colleagues. The meeting's Contact Session (a mini exhibit hall) is often described as the ideal complement to the NAWLA Traders Market® and brings together company officers in a relaxed exhibit atmosphere.

NAWLA Regional Meetings

NAWLA hosts several Regional Meetings throughout the year. Meetings are highly popular and provide a cost-effective networking event on a local level for both NAWLA members and non-members alike. Timely topics are addressed by experts in the areas of distribution, manufacturing, information technology, environmental education, transportation, economics, international trade and much more.

NAWLA 10 Groups

NAWLA introduced the idea of 10-Groups to its membership in the fall of 2005. The concept is to provide a mechanism which permits individual NAWLA wholesaler member owner/managers to maintain an informal, continuing relationship with ten or so owners of other non-competing, similar-sized NAWLA companies in different parts of the country. Representatives from over 80 companies are currently involved with NAWLA 10 Groups.

Business Services

NAWLA Storage Equipment & Yard Design Services

Sunbelt Storage Systems specializes in rack-supported buildings, bulk storage

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NAWLA TeleLink Long Distance Telephone Program

NAWLA TeleLink is time tested and the real deal delivering millions of minutes of trouble-free long distance telephone, data and other communication services for NAWLA members each month. Their formula is to meet and then exceed your long distance telephone and data transmission needs, offer low, low prices, outstanding customer service, stability, simplicity and an understanding of the forest products industry. Call NAWLA TeleLink at 877-777-7769 and ask for Lou Chance.

Human Resources Consulting

Caliper Management, Inc. is a human resources consulting firm whose psychological testing services are endorsed and discounted for NAWLA members. For three decades, Caliper's approach has helped more than 25,000 companies to hire the best managers, salespeople and service personnel. Contact Tara Putnam at 609-524-1450.

Travel and Car Rental Discounts

NAWLA members have the benefit of discounted airline travel to all NAWLA events through specially arranged discounts with a designated provider. NAWLA members are eligible to enroll in the program online at www.nawla.org/business.html by clicking on the Hertz link, or by calling Hertz toll free at 800-654-4405.

Information

NAWLA Sales Training Course

A self-study workbook, the recently updated NAWLA Sales Training Course is for forest products salespeople at all levels of experience. Using industry-specific examples, this useful tool covers the basic components and subtle nuances of the lumber and building materials sales process. A manager's guide is also included for those interested in administering the course to their staff.

Dispute Resolution

Part of NAWLA's long-standing charter has been to facilitate dispute resolution within the industry. It is an economical way to solve problems. It is industry people solving industry problems.

Please contact NAWLA today at 800 527-8258 or 847 870-7470 with questions regarding any of our programs. You may also visit the NAWLA website at www.nawla.org for program updates.

NAWLA World Headquarters

NAWLA is strategically located in the Chicago, Ill., USA metro area adjacent to O'Hare International Airport. O'Hare, the premier air gateway to the world and Chicago, one of the world's great host cities for meetings. Maintaining its vitality now for over 114 years NAWLA is time tested, market tested and forward thinking. These attributes are no better validated than by the enormous and growing success of the NAWLA Traders Market® every year!

TRADERS - Harris

Continued from page 1

mill tours to stay in touch with their suppliers, all at a great expense to the company.

"Putting it all under one roof has enabled many companies to send more than one delegate to the Traders Market, due to the savings in costs. The ability to network with people you have talked with, but not ever met, is tremendous. I applaud those that had this vision and hope NAWLA will continue this meeting, and even increase its size and scope. Over the years it has become a valuable part of our business."

TRADERS - VavRosky

Continued from page 1

tives one on one interaction with the actual people they conduct business with on a daily basis.”

TRADERS - Hardy

Continued from page 1

exhibitor and the excellent educational programs on new developments and insight into what's coming make this event a valuable tool and a worthwhile investment of time and money for our company. We have been able to come away with several opportunities every year, along with new contacts that over time have proven to be quite beneficial. We look forward to attending this year's Trader's Market in Dallas.”

TRADERS - Macfarlane

Continued from page 1

tion from this event.

The Traders Market puts all the key people in one spot at one time. You are able to see people on the floor or set up meetings in a private setting. Either way, the opportunities afforded to see so many mills and manufacturers makes this a must show. Another key factor is the booth size. NAWLA does an excellent job of keeping everyone on equal footing. From the largest producer to a smaller mill everyone has the same size booth. The locations NAWLA chooses are great. Very convenient to reach by air and with the meetings, the show, and the rooms all in one facility, you can't beat the convenience. Hood Distribution will be attending in Dallas this year and we look forward to Chicago in '08. We hope to see you there!”

TRADERS - Pedrone

Continued from page 1

for a variety of reasons. Perhaps the best reason to me is the value of the show—when you think about the number of key people and industry experts in attendance—it's incredible. I always come away with new business ideas, a renewed sense of commitment to an industry, as well as a few good stories.

“The Traders Market has established a manageable schedule, allowing for plenty of networking time, industry training sessions and walking the exhibition show. The information and contacts I have gained from attending the NAWLA Traders Market® continue to provide me with great business opportunities and provide value for our company. I try and send a representative from each geographical region so we can face to face with our customers during the show. This is a unique venue for us—since many of both exhibitors and attendees are my customers—and that's a nice fit.”

“We look to maintain the consecutive year streak of exhibiting for years to come at the NAWLA Traders Market® since the benefits are continuing to be seen from the last ten.”

TRADERS - Jenkins

**Tom Jenkins, Sales Manager
Old Town Lumber Co.
Kenduskeag, Maine**

“Since the first Traders Market back in 1996, the event has been a real highlight for Old Town Lumber. Like many of the other Charter Exhibitors, we weren't

quite sure what to expect when we signed up for that original gathering, but it sounded like a good idea. There was nothing like it at the time, and to this day it remains a “one of a kind” in the industry. Congratulations to NAWLA for their vision and fortitude in making this event what it is today!



For Old Town Lumber the Traders Market is the perfect opportunity to visit with a wide range of current customers, build relationships with future customers and stay in tune with developments in the industry.

The focus is always directly on business. The schedule is uncluttered. The locations and facilities reflect a great balance between comfort for all attendees, yet allow for economy in time and money on the part of exhibitors. We encourage NAWLA to keep up the great work.”

WHO'S WHO - Jackson

Continued from page 6

our product to those areas.”

Jackson said a benefit of Multisac is that materials are purchased domestically and from Asia. The blend makes for one of the “best prices in the marketplace,” he said. “We strive in excellence of service and printing.”

Multisac, which also produces roll wraps for lumber, is an associate member of the North American Wholesale Lumber Assoc., Canadian Lumbermen's Assoc. and Ontario Lumber Manufacturer's Assoc. The factory employs approximately 100 people and can run up to 40,000 to 45,000 covers per week.

Jackson and his wife, Christine, have two sons. He also takes pride in his two grandchildren. Jackson enjoys skiing on Mt. Orford, located near his home, and golf.

WHO'S WHO - Kirby

Continued from page 6

in Lenoir, N.C.

An avid outdoorsman, he enjoys hunting and riding dirt bikes. He and his wife, Malia, are parents to two children.

WHO'S WHO - LaVaude

Continued from page 6

North Sutton, N.H. He received his bachelor's degree in education from Plymouth State College, located in Plymouth, N.H., in 1986.

LaVaude is married to his wife of 13 years, Gail, and has two sons.

WHO'S WHO - Lindsay

Continued from page 6

Cedar products at its Coldstream, B.C., plant and also has three Spruce-Pine-Fir (SPF) remanufacturing plants. Skana also keeps an inventory in a number of strategic locations including Dallas, Texas; Sumas, Wash.; Phoenix, Ariz.; Pierce, Fla.; and Edmonton, Alta.

Lindsay grew up in Coquitlam, a suburb of Vancouver, and played baseball in college. He enjoys coaching Little League, playing golf and fishing. He lives in Vancouver.

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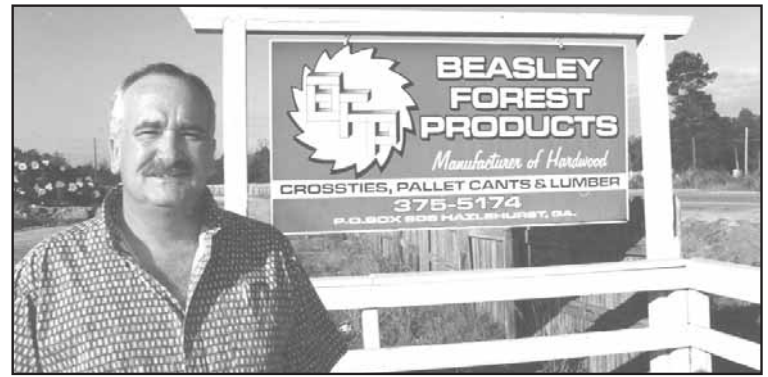
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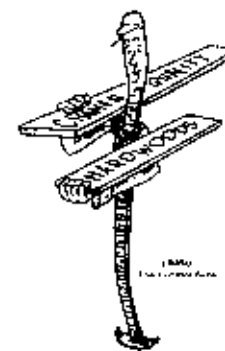
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WHO'S WHO - McKinney
Continued from page 6

try as an order puller and forklift driver in 1983 at East Teak. Through the years he has held many positions with the company, including machine operator, operations manager and general manager.

McKinney attended Lake Washington Technical College in Kirkland, Wash., and graduated from Lake Washington High School.

His professional affiliations include membership in the National Wood Flooring Assoc.

McKinney is an avid outdoorsman who enjoys fishing, hunting, woodworking and golf.

He and his wife, Stephanie, are parents of two young children.

WHO'S WHO - Meachen
Continued from page 6

volume among 500 associates.

Meachen attended North Idaho College in Coeur d'Alene, Idaho, where he majored in business administration and business management. While at the university, he suffered an injury as a member of the school's baseball team, which ended his college athletic career. Meachen then transferred to the University College of the Fraser Valley to continue his studies in business.

Meachen remains an avid sportsman, and particularly enjoys playing hockey and golf. He also enjoys skiing. He resides in Langley, B.C.

WHO'S WHO - Jensen
Continued from page 6

walking, as well as spending time with his family. He and his wife, Annette, have two children, Rachel and Reid.

WHO'S WHO - Haggerty
Continued from page 6

at Wilmington, Haggerty holds a degree in criminal justice. He graduated from Rocky Mount Senior High School in 1990.

Haggerty is a past president of the Southern Cypress Manufacturers Association. He enjoys hunting, fishing, snow skiing and golf.

He and his wife, Kandy, have two sons.

WHO'S WHO - Hodgkin
Continued from page 6

tion for logscale and board tallying and PLC integration are all part of the special services featured at Simply Computing. According to Hodgkin, packages can be tailored to meet the customer's needs rather than the customer having to change their processes to meet the software needs.

Simply Computing continues to expand their technology and serves a variety of mills, including Pine and paper mills, hardwood, specialty products, wood brokers and furniture manufacturers.

The firm has three other programmers along with Hodgkin, they are: Kevin Adams, Lori Osnoe and Marshall Hinman. Joe Balla and Rick Sounders are hardware technicians. Kim Haven is office manager, and Doug Weber handles sales.

The firm is a member of Northeast Lumber Manufacturers Assoc., the American Wood Preservers Assoc. and the National Hardwood Lumber Assoc. Hodgkins earned a Bachelor of Science degree in Computer Information Technologies at Husson College, in Bangor, Maine. He and his wife, Kimberly, have two children. When he is away from work, Hodgkins enjoys hunting, fishing, boating and snowmobiling.

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James A. Robbins meters several stacks of lumber



Jim Robbins stands next to a large Eastern White Pine tree



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