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The Softwood Forest Products Buyer

Vol. 22 No. 6 The Softwood Industry's only newspaper.....now reaching 45,518 firms (20,000 per issue) November/December 2007

NeLMA Prepares For 75th Anniversary

By Terry Miller

York Harbor, Maine— At the York Harbor Inn, attendees gathered for late afternoon business sessions and camaraderie with industry peers at an annual event hosted by the Northeastern Lumber Manufacturers Assoc.

(NeLMA). This meeting also set the stage for NeLMA's upcoming 75th Anniversary Convention, which will be held April 10-12 in New York City, and also served as host to the organization's Board of Directors meeting.

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Scott and Jessica Brown, DiPrizio Pine Sales, Middleton, N.H.; Terry Miller, Softwood Forest Products Buyer, Memphis, Tenn.; and Doug Chiasson, Irving Forest Products, St. John, N.B.



Jeff Easterling, NeLMA, Cumberland Center, Maine; Darren Zwicker, Irving Forest Products, St. John, N.B.; B Manning, Durgin & Crowell Lumber Co. Inc., New London, N.H.; and Mike Halle, Hancock Lumber, Bethel, Maine

Global Buyers Mission Welcomes U.S. Guests

Photos By Matt Walker

Whistler, B.C.—The BC Wood 2007 Global Buyers Mission (GBM) recently hosted 46 attendees from across the U.S., as well as international and Canadian attendees, including wholesale distributors, large retailers, architects, builder/developers/contractors, for outstanding sourcing opportunities.

This was the fourth annual GBM and the largest to date, noted a

Additional photos on pages 10 & 12

Continued on page 20



Robert Sandve, Haida Forest Products Ltd., Coquitlam, B.C.; Birgit Mischke, Cedarland Forest Products, Maple Ridge, B.C.; and Ron LeMaitre, Haida Forest Products Ltd.

B.C Coastal Strike Ends

From The Vancouver Sun

Vancouver, B.C.—Forest workers will return to work this week after narrowly accepting a new three-year contract and ending a 13-week strike that has crippled the \$2-billion coastal forest industry.

The vote, held in five locals of the United Steelworkers Union during the past week, affects 6,000 of 7,000 workers who have been off the job since July 21st.

Forest Industrial Relations spokesman Ron Shewchuk said many companies would restart operations October 22nd.

"It's been a difficult time," Shewchuk said. "We're pleased we now have a

Continued on page 45

SFPA Elects First Female Chairperson

Charleston, S.C.—The Southern Forest Products Association (SFPA) recently recorded a historic event during its 2007 Annual Meeting when outgoing Chairman Pat Patranella of Temple-Inland Inc. of Austin, Texas, passed the gavel to Lynda Anthony of Anthony Forest Products of El Dorado, Ark. to become the association's first female chair.

The recent annual meeting, which was attended by 145 members, was a

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Digges Morgan, Southern Forest Products Assoc. president; Adrian Blocker, treasurer; Lynda Anthony, chair; Patrick Harrigan, vice-chairman; Tami Kessler, corporate secretary; and Pat Patranella, vice-chairman



Lon Sibert, Renewable Resource Associates, Inc., Atlanta, Ga.; and Joe Elder, Elder Wood Preserving Co., Mansura, La.

WHO'S WHO IN SOFTWOODS



Terry Baker has spent 13 years as sales manager for **Tri-Pro™ Cedar Products**, located in Oldtown, Idaho. In his position, Baker sets

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John Branstetter serves **Vaagen Bros. Lumber Co.** as sales manager, a position he has held for the past two years. He has been

Continued on page 21



Mauricio Bravo joined the team in lumber sales and purchasing for **Weston Wood Solutions** in Mississauga, Ont., a year ago. He has

Continued on page 22



Janet L. Corbett has been sales manager for **Warm Springs Forest Products Industries** in Warm Springs, Ore., for seven

Continued on page 22



Alden J. Robbins has been sales manager for **Robbins Lumber Inc.** in Searsport, Maine, for one year. He grew up working

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Bob W. Slater is currently the branch manager and Northeast flooring manager at **Goodfellow Inc.**, located in Manchester, N.H. He has

Continued on page 22



Toby J. Sonder has spent 21 years as vice president, salesman and Softwood buyer of **Leonard Lumber Co.**, located in

Continued on page 22



Ahren Spilker has worked in lumber and stud sales for **Plum Creek Timber Co.**, located in Columbia Falls, Mont., for 10 months. He has been involved in

Continued on page 22



U.S.-Canada Softwood Lumber Dispute Continues

The United States and Canada have chosen its arbitrators to settle the latest lumber trade dispute between the two countries in the London Court of International Arbitration (LCIA) in London, England. The United States selected a panelist from England, while Canada chose an arbitrator from Belgium. The two selected panelists together chose a third arbitrator. U.S. officials are seeking two separate panels, with the first ruling on whether Canada failed to cap its export volumes or properly apply an import surge mechanism, as prescribed under the Softwood Lumber Agreement. A second panel will consider whether Canada assisted its lumber industry through programs that violate the SLA. The Coalition for Fair Lumber Imports maintains that Canada has under-collected export taxes totaling

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The Washington Scene

at least \$116 million, and the provinces have shipped at least 500 million board feet more than their allowed quotas. The LCIA will consider the complaints and produce a binding ruling by April 1, 2008.

SLMA Joins Essential Worker Immigration Coalition

The Southeastern Lumber Manufacturers Assoc. (SLMA), located in Forest Park, Ga., recently joined the Essential Worker Immigration Coalition (EWIC), a broad-based group of national business and trade associations concerned with the shortage of semi-skilled and unskilled labor. EWIC supports policies that facilitate the employment of essential workers by U.S. companies that are unable to find American workers. "Immigration reform is a growing concern of our members, so it is a high priority issue for SLMA," said Steve Rountree, SLMA president. For more information, visit www.ewic.org.

2008 Forecast Looks Like Repeat Of This Year

For more APA news and information, log onto www.apawood.org

U.S. and Canadian structural wood panel production is expected to finish the year at 40.09 billion square feet and to decline slightly to 39.7 billion feet next year, according to APA's annual fall forecast.

The forecast for 2008 is based on the expectation that residential construction will mirror this year, with single and multifamily housing starts around 1.4 million.

The outlook also is for a continuing decline in North American imports, providing at least some offset to the industry capacity and market demand imbalance. Imports are expected to fall in 2008 to 830 million square feet, down from just over 1 billion feet this year and 2.7 billion feet as recently as 2005.

Stick Built Construction Gained Ground Last Year

Stick built single-family and multifamily construction gained marketshare in 2006 against all other construction methods, according to an APA estimate based on various sources.

Stick built construction rose to 77 percent of all methods, up from 74 percent in 2005, according to APA Market

Research data. The rise is attributed in large measure to a decline in concrete construction, which fell from 14 percent in 2005 to 11 percent last year. Most of that decline was due to the severe housing downturn in Florida, where concrete walled home construction dominates.

Steel frame construction also continued to decline, falling to just two-tenths of 1 percent, down from 1 percent in 2005. Structural insulated panel construction, meanwhile, continued to hold at one-half of one percent.

Green Building Section Link Added to Home Page

A link to the section of APA's website (www.apawood.org) devoted to green building has been added to the website home page to accommodate the growing interest in green building information. The section includes useful facts and figures, information on green building organizations and their programs, and links to additional resources.

New information and features will continue to be added to the section as

Continued on page 21

British Columbia Business Trends

For more information regarding **BC Wood Specialties Group**, visit www.bcwood.com

2007 Global Buyers Mission

BC Wood's 4th annual Global Buyers Mission (GBM) was acclaimed by all participants as a great success for Canada's value-added wood products industry. The GBM is BC Wood's signature event and was held in beautiful Whistler, B.C., the site of many of the upcoming 2010 winter Olympic venues. This year's GBM was bigger than ever, attracting 570 participants including manufacturers representatives; international buyers; North American architects, designers, builders and developers; partners, staff, volunteers and interpreters. International buyers came from: China, Japan, Korea, Taiwan, Vietnam, Pakistan, Ireland, Liechtenstein, Croatia, Belgium, Germany, Hungary, Turkey, Mexico, and across the United States.

The Honorable Rich Coleman, B.C.'s Minister of Forests and Range and Edward Fast, MP Abbotsford and federal government representative, officially opened the Global Buyers Mission. Stephen Poloz, vice president and chief economist, Export Development Canada also addressed the BC Wood members.

Manufacturers came from across Canada to attend, representing Prince Edward Island, New Brunswick, Nova Scotia, Ontario, Quebec, Alberta and British Columbia, making this a truly Pan-Canadian event.

Buyer groups from Mexico, China, Japan, Korea, Taiwan, Pakistan and Europe participated in extended mission programs that toured production facilities, attended sustainable forestry practice presentations and viewed applications of value-added wood products at construction sites around British Columbia.

All buyers surveyed to date expect to purchase Canadian value-added wood products within the next year. A new and exciting element was

added to the GBM this year, attracting qualified architects and designers from across North America. Seminars delivered by BC Wood members, and tours led by local architects of Whistler building sites allowed the participants to gain valuable "learning-units", as part of their on-going professional development requirements. It was also an excellent environment to introduce these important decision makers to many suppliers of wood products available in "their own backyard." Feedback has been extremely positive and we have plans to expand this program for the next GBM.

Dates for next year's GBM are September 11-13, 2008, at the Whistler Conference/Convention Centre.

The GBM continues to be a "win win" for all involved: the Canadian wood producers enjoy a cost effective venue to showcase their products and to diversify their markets; and international buyers experience the benefits of Canada as a trading partner.

Coastal Forest Strike Continues

There is very little attention or 'noise' from the media, the industry, the suppliers, the union, the public or the government. As incredible as it sounds, it's a non-event.

Normally, in any labor dispute the pressure on all sides to settle intensifies over time. Company owners (shareholders) are only willing to forgo profits for so long. Company workers are only willing to forgo paychecks for

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American Dream Thrives At MATTHEWS CHAIR CO.



Matt Oppenheim is founder of Matthews Chair Co. in Collierville, Tenn.

Collierville, Tenn.—Matt Oppenheim is living the American dream. As a young up and coming executive in the corporate world he decided to break loose and start his own company.

“While I was working in the insurance industry I built a deck on my house,” said Oppenheim, founder of Matthews Chair Co. “I had some lumber left over, so I decided to build a few Adirondack chairs. My friends and family loved them and encouraged me to start doing this for a living.”

Oppenheim spent over a year strategizing a plan for his American dream, and he began sketching different styles of Adirondack furniture.

“I have always had a passion for wood working and I’m a business person at heart, so I thought I would combine the two,” he said.

Thus began the start of Matthews Chair Co., located in a suburb of Memphis, Tenn. Like the start of any company, there was a lot of trial and error.

“We shipped our first order and when the customer received the chairs, they were not intact,” Oppenheim stated. “We have definitely learned how to pack and ship our products ever since. It is all about making the customer happy.”

When the company started in early 2006, just three products were manufactured, and today that number has climbed to 20.

Matthews manufactures a complete line of Adirondack chairs and accessories including loveseats, tables and rocking chairs. In 2007, the company’s expansion plans



Hugo Lagos pieces an Adirondack chair at the company’s facility.

included swings, balcony chairs and potting tables to its growing product line.

“We build high quality, affordable Adirondack furniture with its own unique style,” Oppenheim said.

The backbone of the product line is the Adirondack chair—such a simple design, yet so expressive. There are few things in modern day Americana that express the concept of relaxation as well as the Adirondack chair. For something that started in the mountains, it found its way to the

Continued on page 23



Matthews manufactures a complete line of Adirondack chairs and accessories including loveseats, tables and rocking chairs. This year, the company’s product line expansion included swings, balcony chairs and potting tables to its growing product line.

Templates are used as a routing method for the legs, and an arc jig on the band saw is used to cut the back slats.



Florindo Villarreal uses a sander on the tem-



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RETAIL REVIEW

Menards Expands Into Midwest

Eau Claire, Wis.—Menards, a home improvement chain headquartered here, recently expanded their growth into the Midwest, with distribution centers in Holiday City, Ohio, and Shelby, Iowa, among others. The \$7.75 billion family owned company has implemented a new grocery program in larger stores such as Eau Claire and Milwaukee, Wis.; Saginaw Township, Mich.; Gary, Ind.; St. Cloud, Minn.; and Grand Forks, N.D.

Opened in 1960, Menards has approximately 230 stores in 11 states, and has added 20 stores so far this year. The firm plans to open retail centers/housing development projects in several areas including Yorktown and Urbana, Ill., and Warsaw, Ind. The goal of the retail store/subdivision model is to encourage community growth, and sell building materials. Other stores are planned for Toledo, Marion, Lancaster, Mansfield and Chillicothe, Ohio; Columbia, Mo.; and Galesburg, Ill.

Two years ago, Menards opened Online Collections, an e-commerce Web site focusing on high-end items such as designer plumbing fixtures and Ottoman rugs. The company also recently began using a new data warehousing system, created by Dayton, Ohio-based Teradata, which will collect customer purchase information and help improve merchandising decisions.

Home Depot Opens New Stores In China, U.S.

Beijing, China—The Home Depot Inc., a Vinings, Ga.-based home improvement and construction products retailer, celebrated its first foray into China with 12 stores. The remodeled stores, which were purchased from Home Way in December 2006, will be located in six cities: Tianjin, Beijing, Xi'an, Qingdao, Shenyang and Zhengzhou.

Home Depot had been seeking a Chinese home since 2004, when the company formed a business development operation in the country. The growing economy and large population of China were among the key factors, as well as the absence of many other large home improvement retailers.

Along with the relaunch, Home Depot introduced numerous changes such as an Eco Options program, offering 300 environment-friendly products; a paint Color Center, including a Color Matching system; and water treatment centers, allowing customers to test water purification systems.

Stateside, Home Depot opened new stores in Manchester, Winchester and Sevierville, Tenn.; Port St. Lucie, Hialeah Gardens, Titusville and Orlando, Fla.; Prattville, Ala.; Urbandale, Iowa; Oxford, Mass.; North Conway and Portsmouth, N.H.; Cedartown, Ga.; Morrison, Colo.; Juneau, Alaska; East Sandy, Utah; Salinas and Soquel, Calif.

Home Depot is one of the world's largest home improvement specialty retailers with stores in all 50 states, the District of Columbia, Puerto Rico, U.S. Virgin Island, 10 Canadian provinces, Mexico and China.

Lowe's Enters Canadian Market

Mooreville, N.C.—Lowe's Cos. Inc., a retail home improvement and appliance chain headquartered here,

recently opened its first three stores in Canada in Brantford, Hamilton and Brampton, Ont. Lowe's plans 18 additional sites in Canada, including one in Toronto slated for January.

Other U.S. stores recently opened include Columbia, Md.; London, Ky.; Lake Wales, Fla.; Seaford, Del.; Leesville, La.; Gibsons, Pa.; Winston-Salem and Greensboro, N.C.; Lincoln and Mira Loma, Calif.; St. Robert, Mo.; Scarborough, Maine; and Americus, Ga.

Lowe's expects to open new stores in Woodhaven, Mich.; Dayton, Tenn.; Zions Crossroads and Farmville, Va.; Spokane Valley and South Lacey, Wash.; Kenai, Alaska; Paragould, Ark.; Ensley, Fla.; Neosho, Mo.; Schertz, Texas; Oshkosh, Wis.; Whiteville, N.C.; Kansas City, Mo.; Austell, Ga.; North Peoria, Ariz.; Boise, Idaho; Sacramento, Calif.; Springfield and Redmond, Ore.

Lowe's operates more than 1,425 stores in 49 states, and has received the U.S. Department of Energy's Energy Star Award since 2003. The award is distributed to companies who promote products that meet the highest energy and water efficiency standards.

Stock Building Supply Expands Anderson Yard

Kamas, Utah—Stock Building Supply, headquartered in Raleigh, N.C., moved its Anderson Lumber yard in Park City, Utah, to a larger facility with a showroom and doorshop here recently.

Stock Building Supply is a leading supplier of building materials and construction services to professional homebuilders and contractors in the United States, with fiscal year 2006 sales of \$5.3 billion. Wolseley, Stock Building Supply's parent company, is headquartered in Reading, England, and has 5,000 branch operations in 28 countries worldwide.

Parr Lumber Adds New Warehouse, Shed In Prineville

Prineville, Ore.—Parr Lumber Co., a lumber and building supplies dealer



based in Hillsboro, Ore., recently replaced 50-year-old buildings at its lumber yard here, opting for a new 4,000-square-foot warehouse and 8,000-square-foot covered shed.

Dwight Parr Sr. established Parr Lumber in 1930, and today Parr Lumber remains a locally owned family business. Parr, the 17th largest building material supplier in the nation, operates 35 facilities in Oregon, Washington and California including pro/retail building material yards, contractor focused facilities and cabinet outlets.

Ace Hardware Continues To Grow

Oak Brook, Ill.—Ace Hardware, headquartered here, recently celebrated



the openings of new stores in Layton, Utah; Silvis and Rock Island, Ill.; Noblesville, Ind.; and Colorado Springs, Colo. Tomasini's Rex Ace Hardware & Country Store, located in Petaluma, Calif., also reopened 14 months after an electrical fire destroyed a 150-year-old building. The 9,000-square-foot Layton, Utah, facility features a 2,000-square-foot garden center.

Throughout its 80-year history, both

Continued on page 6

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RETAIL REVIEW

Continued from page 5

customers and communities have known Ace Hardware as “the helpful hardware store.” This year, Ace Hardware was ranked the “Highest in Customer Satisfaction with Major Home Improvement Retail Stores” by J.D. Power and Associates in its inaugural study of the retail home improvement industry. With 4,600 hardware, home center and building materials stores that generate annual retail sales of more than \$12 billion, Ace is the largest retailer-owned hardware cooperative in the industry.

Ace currently operates 14 distribution centers in the United States and a warehouse in Shanghai, China. Its retailers’ stores are located in all 50 states and 60 countries. For more information, visit www.acehardware.com.

Grainger Expands San Francisco Coverage

Lake Forest, Ill.—W.W. Grainger Inc., headquartered here, recently expanded its coverage in the San Francisco Bay Area, adding one location, relocating six facilities and expand-

ing six others.

With 2006 sales of \$5.9 billion, W.W. Grainger Inc. is a leading broad line supplier of facilities maintenance products serving businesses and institutions in Canada, China, Mexico and the United States. Through a highly integrated network including nearly 600 branches, 18 distribution centers and multiple Web sites, Grainger’s employees help customers get the job done, saving them time and money by having the right products to keep their facilities running.

True Value Opens New Connecticut Store

Bethel, Conn.—Ryan and Bill Clifford, former owners of Keeler True Value Hardware in Wilton, Conn., opened a new True Value Hardware store here recently. The retailer-owners had previously owned Keeler for 25 years.

True Value Co., headquartered in Chicago, Ill., is one of the world’s largest retailer-owned hardware cooperatives with approximately 5,800 independent retail locations worldwide. The company is focused on serving retailers by providing them with the right products, knowl-

edge and expertise needed to successfully serve their customers and grow profitably.

Established as Cotter & Co. in 1948 by John Cotter, the co-op originated with 25 members. Known today as True Value Co., the co-op has grown considerably and today supports its retailers through 12 regional distribution centers and 3,000 associates.

Friedman Bros. Remodels Sonoma Facility

Sonoma, Calif.—Friedman Bros. Hardware Inc., headquartered in Petaluma, Calif., recently received approval for remodeling and expanding its facility here. The project, designed by the Cotati, Calif.-based The Fifth Resource Inc., included adding 12,059 square feet of retail space, 1,388 square feet of administrative office space, a 32,670-square-foot covered shed and 93 new parking spaces.

Founded by Benny and Joe Friedman in Petaluma in 1946, Friedman Bros. opened a location in 1970 in Santa Rosa, which grew to become the largest single hardware store in the country when it expanded to 100,000 square feet. Friedman Bros. was passed onto Bill Friedman, now president and chief executive officer, and his uncle, Harry Friedman, in the 1980s. Friedman bought out Harry’s shares in 1999, after

The Softwood Forest Products Buyer opening other locations in Sonoma and Ukiah.

84 Lumber Starts Store In Hesperia

Hesperia, Calif.—84 Lumber Co. opened a new 84,000-square-foot location here recently. The Eighty Four, Pa.-based company, founded by Joe Hardy in 1956, is a leading privately held building materials and services supplier to professional builders.



84 Lumber operates more than 475 locations, including 24 components manufacturing facilities.

Through a dedicated team of 10,500 well-trained, knowledgeable associates nationwide, 84 Lumber provides professional contractors, remodelers and do-it-yourselfers with personal service. For more information, visit www.84lumber.com.

Pro-Build Holdings Completes Credit Facility

Englewood, Colo.—Pro-Build Holdings, based here, recently opened a new \$1.5 billion credit facility, which will help the company make acquisitions in the struggling market. Currently, Pro-Build is using only half of the facility, with the remainder open for acquisition power. The company has already made seven purchases this year.

In other news, George Finkenstaedt was recently named senior vice president of corporate development. Finkenstaedt, formerly vice president of supply chain operations, will oversee all



mergers and acquisitions. Bill Myrick, senior vice president of strategic initiatives, added supply chain operations to his list of responsibilities.

Pro-Build Holdings, a leading supplier of building materials to professional contractors, operates more than 500 lumber and building product distribution, manufacturing and assembly centers in 40 states. The company distributes a broad selection of building materials including lumber and plywood, engineered wood, gypsum wallboard and other drywall products, millwork, trusses, roofing, siding products, insulation materials, metal specialties, hardware and tools.

Silvaris Corp. Launches OSBMarket

Bellevue, Wash.—Silvaris Corp., headquartered here, recently launched OSBMarket, a Web site dedicated to sales of off-grade oriented strand board (OSB) products.

In addition to a large selection of products, buyers will benefit from several innovations including: TruMarket prices, products are priced delivered to any destination within a specific region; TruMarket indexes, help customers make informed purchasing decisions with constantly-updated, volume-adjusted market price indexes; simplified grading, all downfall products are categorized as either LowGrade1 (first downfall) and LowGrade 2 (second downfall).

Founded in 2000, Silvaris is a privately held corporation, employing 50 traders and 30 professionals in accounting, logistics and software engineering. The company sources and sells products around the globe from 16 regional offices in the United States, Canada and Mexico. For more information, visit www.osbmarket.com.



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Joost Douwes, VP/GM
Chinook Lumber



“bisTrack tells you that you need to do something. That will help us keep the customer informed and deliver in a timely manner.”
Brian King, President
Construction Supply Company

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Mike Beye, Chief Value Officer
Vaagen Bros. Lumber

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Surrey, B.C.—A man with a vision, a strong work ethic and ambition can realize many of his dreams within the forest industry. That's the story for Swaran Pattar who began Pattar Cedar Products Ltd. in the early 1970s. More than 30 years later, the Pattar Group employs more than 120 employees producing Cedar shakes and shingles and Cedar sidewall shingles in the company's facility, which is located about a 20 minute drive from the border to Washington State. The

Continued on page 23



Material is packaged for delivery all over North America.

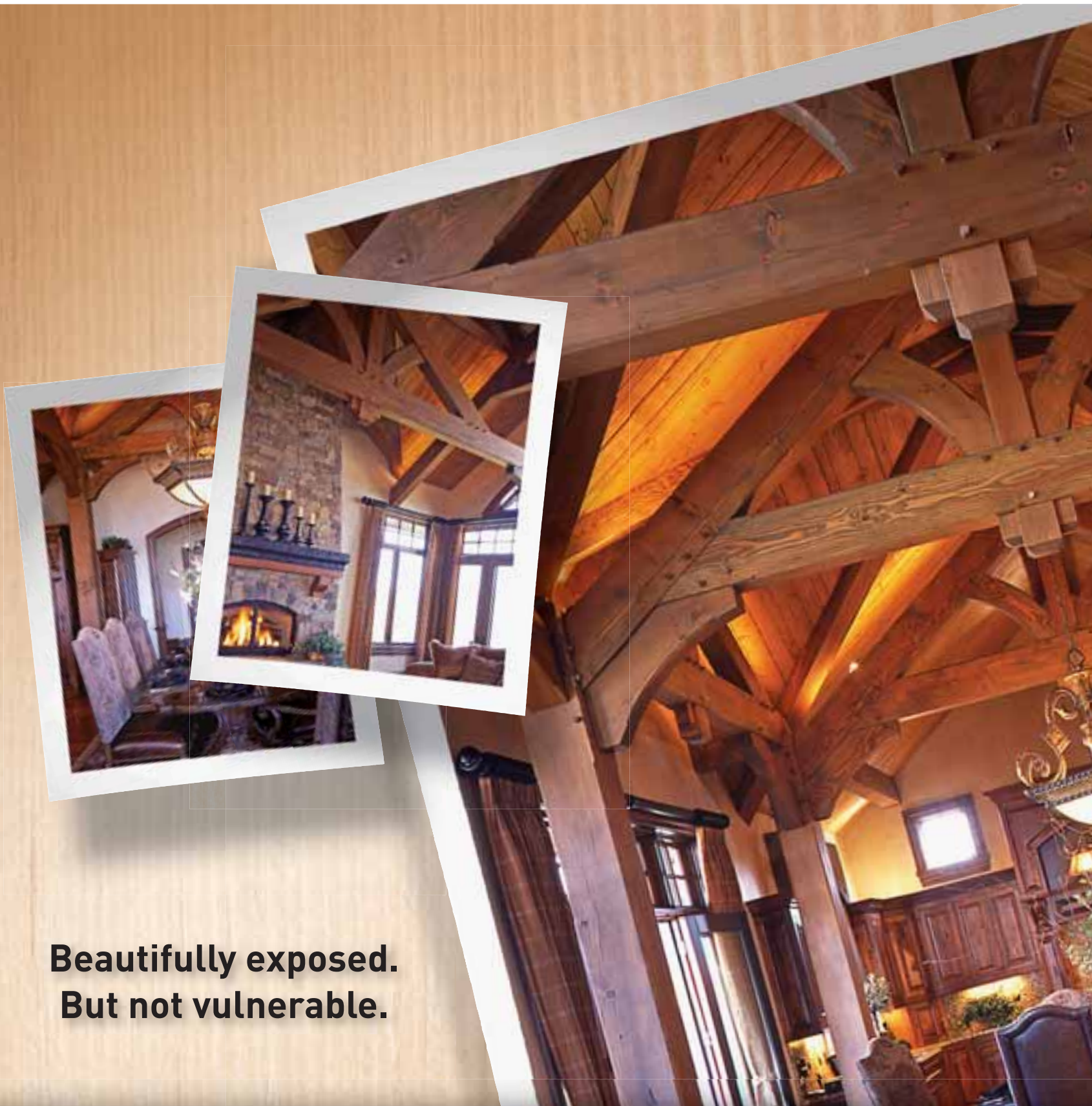
The pre-manufactured Cedar blocks are then hand split to make Cedar shakes.



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NELMA PHOTOS – Continued from page 1



Peter Richardson, Crobb Box Co., Elsworth, Maine; Leanne and Michael Levesque, Fraser Timber, Ashland, Maine; (seated) Tom Richardson, Crobb Box Co., Hancock, Maine; and Donna Reynolds, Northeastern Lumber Manufacturers Assoc. (NELMA), Cumberland Center, Maine



Andrew Byrns, MULTISAC, Montreal, Que.; Jeff Hardy, Cersosimo Lumber Co. Inc., Battleboro, Vt.; Jeff Smith, L. R. McCoy & Company, Worcester, Mass.; Emilie Bouley, MULTISAC; and Dan Harrison, Cersosimo Lumber Co. Inc.



Tom Jenkins, Oldtown Lumber Co. Inc., Kenduskeag, Maine.; Rod and Judy Irish and Luke Brochu, Pleasant River Lumber Co., Dover-Foxcroft, Maine.; and Win Smith, Limington Lumber Co., East Baldwin, Maine



Alden Robbins, Robbins Lumber Inc., Searsmont, Maine; Jason Brochu, Pleasant River Lumber Co., Dover-Foxcroft, Maine.; Paul Lennon, Lumbermen's Underwriting Alliance, Bow, N.H.; Chris Jacobson, Lumbermen's Underwriting Alliance, Raleigh, N.C.; Maria Lennon, Lumbermen's Underwriting Alliance, Bow, N.H.; and Bill Ossenfort, Pleasant River Lumber Co.



Larry King, Precision Lumber Co., Wentworth, N.H.; and Ron Lamell and Stuart Toof, Lamell Lumber Corp., Essex Junction, Vt.



Rebecca Lowell, R.E. Lowell Lumber Inc., Buckfield, Maine; Jim Bietras, EnerNOC, Boston, Mass.; Gloria Hall, R.E. Lowell Lumber Inc.; Bob Pope, USNR, Montpelier, Vt.; and Jethro Poulin, Fontaine Lumber, Stratton, Maine.



(Standing) Bob Keener, Russin Lumber Corp., Montgomery, N.Y.; Jim and Ruth St. John, Dennis and (seated) Denise Crowley, Wiener, Crowley & St. John, Leonia, N.J.; and B Manning, Durgin & Crowell Lumber Co. Inc., New London, N.H.



David Fenuccio and Bill Edwards, Eastern Insurance Group LLC, Natick, N.H.; Rich Quitadamo, L.R. McCoy & Co., Worcester, Mass.; Chuck Gaede, Durgin & Crowell Lumber Inc., New London, N.H.; Anthony Baroni, Sandy Neck Traders, South Dennis, Mass.



Dante Diorio, Ochoco International LLC, Ashland, Va.; Tom Jenkins, Oldtown Lumber Co. Inc., Kenduskeag, Maine.; Emilie Bouley, MULTISAC, Montreal, Que.; Bob Bronkie, The Unstable Farms, Buffalo, N.Y.; and Doug Chiasson, J.D. Irving Forest Products, St. John, N.B.



Steve Gerlach, Bernstein Shur, Portland, Maine; Brett Anderson, Irving Forest Products, St. John, N.B.; Bob Keener, Russin Lumber Corp., Montgomery, N.Y.; Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; and Dan Harrison, Cersosimo Lumber Co. Inc., Battleboro, Vt.



Marc Moore, NELMA, Cumberland Center, Maine; Dan Harrison, Cersosimo Lumber Co. Inc., Battleboro, Vt.; Matt Duprey, Hancock Lumber Co. Inc., Casco, Maine; and Luke Brochu and Moe Bisson, Pleasant River Lumber Co., Dover-Foxcroft, Maine



Allen Robbins, USNR, Jacksonville, Fla.; Terry Walters, LaValley Lumber Co. LLC, Sanford, Maine; George Rafuse, McDonald Paging Co., South Portland, Maine; Bob Pope, USNR, Montpelier, Vt.; and Brad Weller, McDonald Paging Co.

GLOBAL PHOTOS – Continued from page 1



Ben Meachen, Curtis Walker and Stewart Clark, Waldun Forest Products, Maple Ridge, B.C.



Dennis Wight and Ian Wight, Pacific Western Wood Works, Delta, B.C.



Les Cool and Chris Athern, Welco Lumber Co., Vancouver, B.C.; and Peter Barton, Marathon Forest Products, North Vancouver, B.C.



Mike Friesen, Jody Boates and Dan Griffiths, The Teal-Jones Group, Surrey, B.C.; Yuanzi David Pang, Foshan Solidak, Foshan, China; Jeff Li, BC Wood, Whistler, B.C.; and Scott Boates, The Teal-Jones Group



Diane and Randy Engh, BC Shake & Shingle Association, Mission, B.C.; and Farhana Khalid, Canadian High Commission, Karachi, Pakistan



Y.G. Kim, Peter Zhao, Paul Bazeley and Victoria Jiang, Western Forest Products, Vancouver, B.C.

DIPRIZIO PINE SALES: Not a Distributor, Yet Assumes Role

By Terry Miller

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 not a wholesale distributor, yet they carry a diverse product line for their wholesale customers.

Dedicated to quality product and guaranteed customer satisfaction, DiPrizio Pine Sales has committed itself to offering more 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 sales at the firm. Not only does the firm have a state-of-the-art means of production, an extensive inventory and an expansive 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



Larry Huot is the president/owner of DiPrizio Pine Sales in Middleton, N.H.



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



DiPrizio Pine's brand name is quickly increasing in popularity among craftsmen specializing in Eastern White Pine. The firm, while not a wholesale distributor, carries a diverse product line for their wholesale customers.

bution customers. 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 Manufacturer 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, 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 helps insure the consistency in quality, finish and an accurately graded product. Not only is DiPrizio now better equipped to meet a greater number of customer

Continued on page 24



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.

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 less on common items,” said Brown, adding that such expediency is primarily due to the firm's inventory forecasting and material design flow-handling changeovers and small orders quickly. DiPrizio doubled its dry kiln capacity and added four Irvington Moore steam kilns. The company operates nine dry kilns with a total drying capacity of 540,000 feet per drying cycle. Quality and operational efficiency has been in the forefront of DiPrizio's priorities since day one. The firm has committed to inventorying multiple products for their wholesale and distri-

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GLOBAL PHOTOS – Continued from page 10



Ali Asghar Jodya, Saify Commercial Enterprises, Karachi, Pakistan; Amjad Mahmood, Amjad Mahmood Lumber, Lahore, Pakistan; Denis Dube, Irving, Clair, N.B.; Farhana Khalid, Canadian High Commission, Karachi, Pakistan; and Qutbuddin Ahmed, Saify Commercial Enterprises, Karachi, Pakistan



Martin Power, Mid-Valley Lumber Specialties, Aldergrove, B.C.; John Lee, Western Pacific Building Materials, Portland, Ore.; and Al Fortune, Mid-Valley Lumber Specialties



Jake Power, Powerwood Corp., Surrey, B.C.; Shouyan Zhu, Fujian Big Forest Import & Export Co. Ltd., Fuzhou, China; Lillian Cheng, Fujian Big Forest Import & Export Co. Ltd.; and Shan Wu, Powerwood Corp., Surrey, B.C.



Chris Pistilli, Carlwood, North Vancouver, B.C.; Jose Serrano, guest, Spain; Tony Pistilli, Carlwood; Ben Rusuasiak, guest, Vancouver, B.C.; and Pilar Diaz, guest, Spain



Ross Gorman and Robert Marusic, Selkirk Specialty Wood Ltd., Kelowna, B.C.; and Louise Luo, Fazio Group of Companies, Vancouver, B.C.



Mike Gullede, Deltic Timber Corp., El Dorado, Ark.; and Ron Coker, Hood Industries Inc., Hattiesburg, Miss.

SFPA PHOTOS – Continued from page 1



Robin Malphrus and James Malphrus, Lampe & Malphrus Lumber Co., Smithfield, N.C.



Matthew Taun, Cox Industries Inc., Orangeburg, S.C.; and Digges Morgan, Southern Forest Products Association, Kenner, La.



Pat Patranella, Temple-Inland Inc., Diboll, Texas; and Nick and Sunni Roppolo, Conner Industries Inc., Fort Worth, Texas



Mike George, Weyerhaeuser Hardwoods & Industrial Products, Hot Springs, Ark.; and Sam Pezzi, Phibro-Tech, Ridgefield Park, N.J.



Carol Fulmer and Brian Hayson, Cox Industries Inc., Orangeburg, S.C.



Mark Junkins, McShan Lumber Co., McShan, Ala.; Digges Morgan, Southern Forest Products Association, Kenner, La.; Nick Roppolo, Conner Industries Inc., Fort Worth, Texas; and Tom Rice, Conner Industries Inc., Fort Worth, Texas



Scotty Scott, Potomac Supply Corp., Kinsale, Va.; and Fritz Mason, Georgia-Pacific LLC, Atlanta, Ga.



John Yohanan, Gulf South Forest Products, Ft. Lauderdale, Fla.; and Kevin Harris, American Institute of Architects, Baton Rouge, La.



Wade Camp, Southern Forest Products Assoc., Kenner, La.; and Joe Kusar, Tolleson Lumber Co. Inc., Perry, Ga.



Joe Patton, Westervelt Lumber, Tuscaloosa, Ala.; Cathy Kaake, Southern Forest Products Assoc., Kenner, La.; and Mike Case, Westervelt Lumber



Claire Vermedahl, Alamco Wood Products Inc., Albert Lea, Minn.; and Tom Knight, National Frame Building Assoc., Lawrence, Kan.



Claude Gregory, ITW Signode, Greensboro, N.C.; Patrick Harrigan, Harrigan Lumber Co., Monroeville, Ala.; and Jay Moore, Timber Products Inspection, Conyers, Ga.



Jeff Miller, Treated Wood Council, Washington, D.C.; and Michael O'Halloran, Western Wood Products Assoc., Portland, Ore.

IWP And EAST COAST LUMBER Outing Supports Fallen Heroes

By Gary Miller



Billy Cox, Cox Industries Inc., Orangeburg, S.C.; and Pam and Lee Ashburn, East Coast Lumber Co./Industrial Wood Products, Climax, N.C.



Donna, Johnny and Hannah Hall, East Coast Lumber Co./Industrial Wood Products, Climax, N.C.



Tony Concutelli and Mike Johnson, East Coast Lumber Co., Climax, N.C.; Judy Bell, Haliburton International, Climax, N.C.; and Max Gardner, Keener Lumber Co. Inc., Smithfield, N.C.



Gary Calder, Charles Ingram Lumber Co., Evergreen, S.C.; Janette Sprankle, East Coast Lumber Co., Climax, NC.; and Charlie Stevens, Middle Atlantic Wholesale Lumber, Baltimore, Md.



Chad and Michael Sheets, Walter J. Sheets & Sons Trucking, Lewisburg, W.Va.; Steve Whitt, Pallet Resource, Lexington, N.C.; John Page, Industrial Wood Products, Climax, N.C.; and Tim Armstrong, Just-Kris Distributing, Asheboro, N.C.



The winning team in the annual golf tournament hosted by IWP/East Coast Lumber Co., included: Lee Parks, Boise Cascade, Greensboro, N.C.; Josh Siler, Industrial Wood Products, Climax, N.C.; Jim Gallup, Taro Wood Trading, Mooresville, N.C.; Kevin Hill, H & H Furniture, Seagrove, N.C.; Sam Coble, Coastal Lumber Co., Climax, N.C.; and Jim Skiver, Liberty Lumber Inc., Liberty, N.C.

Asheboro, N.C.—Industrial Wood Products (IWP) and East Coast Lumber Co. Inc. hosted their ninth annual Golf Outing and Get Together at the Pinewood Country Club, located here. Fourteen teams comprised of six

Continued on page 24



Chad Noonkaster, Lisa Taylor and Jim Long, Boise Cascade, Greensboro, N.C.



Sam and Sansia Coble, East Coast Lumber Co., Climax, N.C.; Christine London, Industrial Timber, Hiddenite, N.C.; and Mark Brown, US Lumber, Duluth, Ga.



Bill Snashell and Don Rutan, R & S Lumber Group, Columbus, Ohio; Hendal Brice, Southern Pine Inspection Bureau, Liberty, N.C.; Hillary Whitley, Industrial Wood Products, Climax, N.C.; and Tom Mirth, Forest Lumber Co., Pittsburg, Pa.

Josh Siler, Tony and Lorena Josephs and Susan and Richard Grimes, Industrial Wood Products, Climax, N.C.



Additional photos on pages 29 & 31

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HANCOCK LUMBER Hosts Maine Event

By Terry Miller



Calvin Biddix, US Lumber, Reidsville, N.C.; Steve Hadley, US Lumber, Duluth, Ga.; Matt Duprey, Hancock Lumber Co., Casco, Maine; and Bob Keener, Russin Lumber Corp., Montgomery, N.Y.



Lorin Rydstrom and Chris Fitzgerald, Seaboard International Forest Products, Nashua, N.H.; Matt Duprey, Hancock Lumber Co., Casco, Maine; and Jim St. John, Wiener, Crowley & St. John Inc., Leonia, N.J.



Jamie Place, Eastern Forest Products, Lyndeborough, N.H.; Charlie Murray, Murray & Dunn Lumber Co., Bangor, Maine; Jack Bowen, Hancock Lumber Co., Casco, Maine; and Doug Barton, Wholesale Lumber Service, Mt. Joy, Pa.



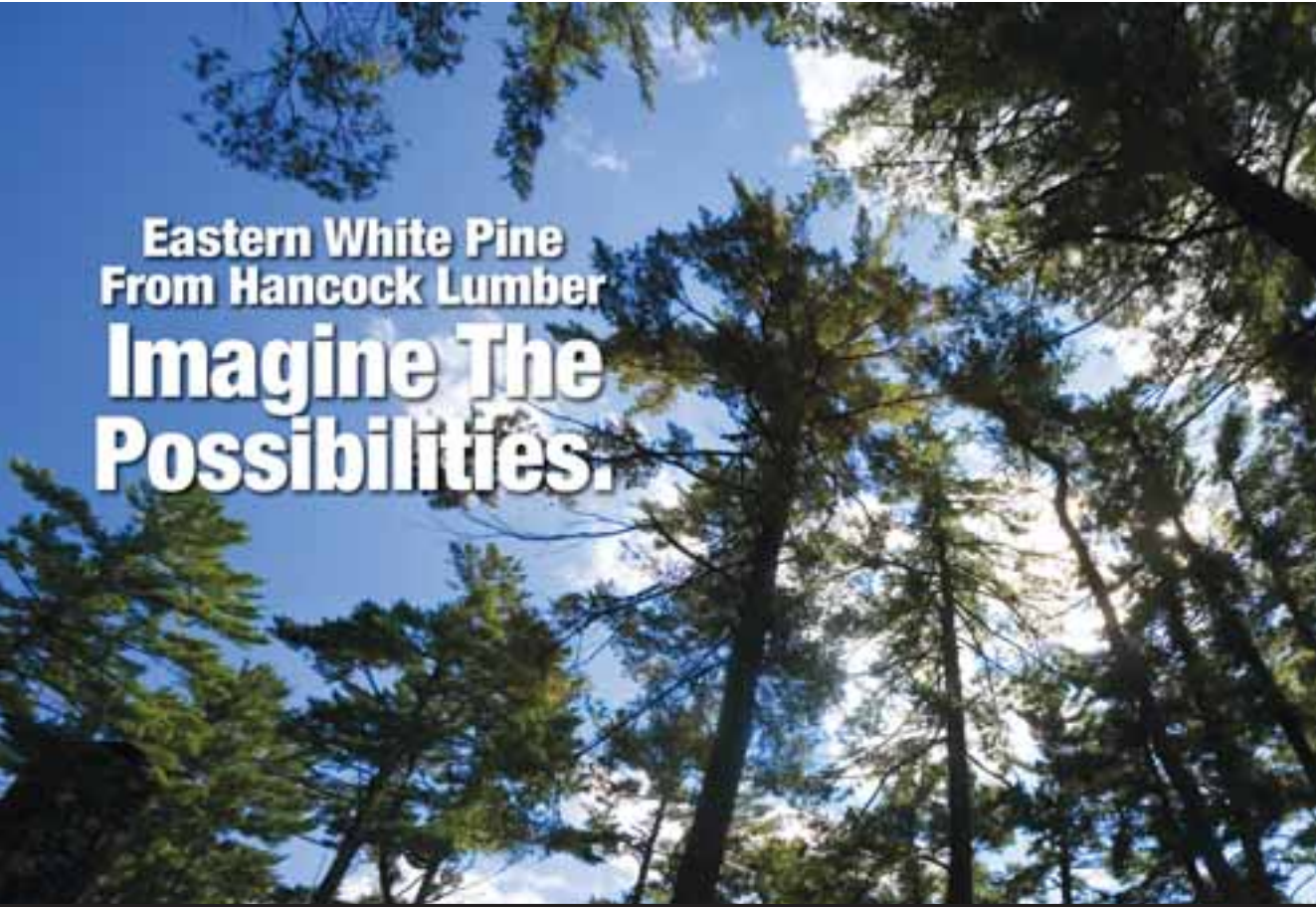
Rick Hoag, West Elizabeth Lumber Co., Elizabeth, Pa.; Angela and Jim Teadt, Bueller Lumber Co., St. Claire, Mich.; and Wayne Huck, Hancock Lumber Co., Casco, Maine.



Bob Keener, Russin Lumber Corp., Montgomery, N.Y.; Carl McKenzie, US Lumber, Duluth, Ga.; Kevin Hynes, Hancock Lumber Co., Casco, Maine.; and Steve Hadley and Calvin Biddix, US Lumber



Bernie Nugent, Warren Trask Co., Stoughton, Mass.; Russell Coulter, Hancock Lumber Co., Pittsfield, Maine; Bob Mistick, Wholesale Lumber Services, Mt. Joy, Pa.; Mike Shane, Hancock Lumber Co., Casco, Maine; and Dante Diorio, Diorio Forest Products, Ashland, Va.



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Casco, Maine—Customers and guests of Hancock Lumber Co., located here, recently enjoyed the spectacular view from the mountains of Maine

Continued on page 25



Kevin Hancock, Hancock Lumber Co., Casco, Maine; Lorin Rydstrom, Seaboard International Forest Products, Nashua, N.H.; and Kevin Hynes, Hancock Lumber Co.



Jim and Angela Teadt, Bueller Lumber Co., St. Claire, Mich.; Jack Hancock, Hancock Lumber Co., Casco, Maine; and Dante Diorio, Diorio Forest Products, Ashland, Va.

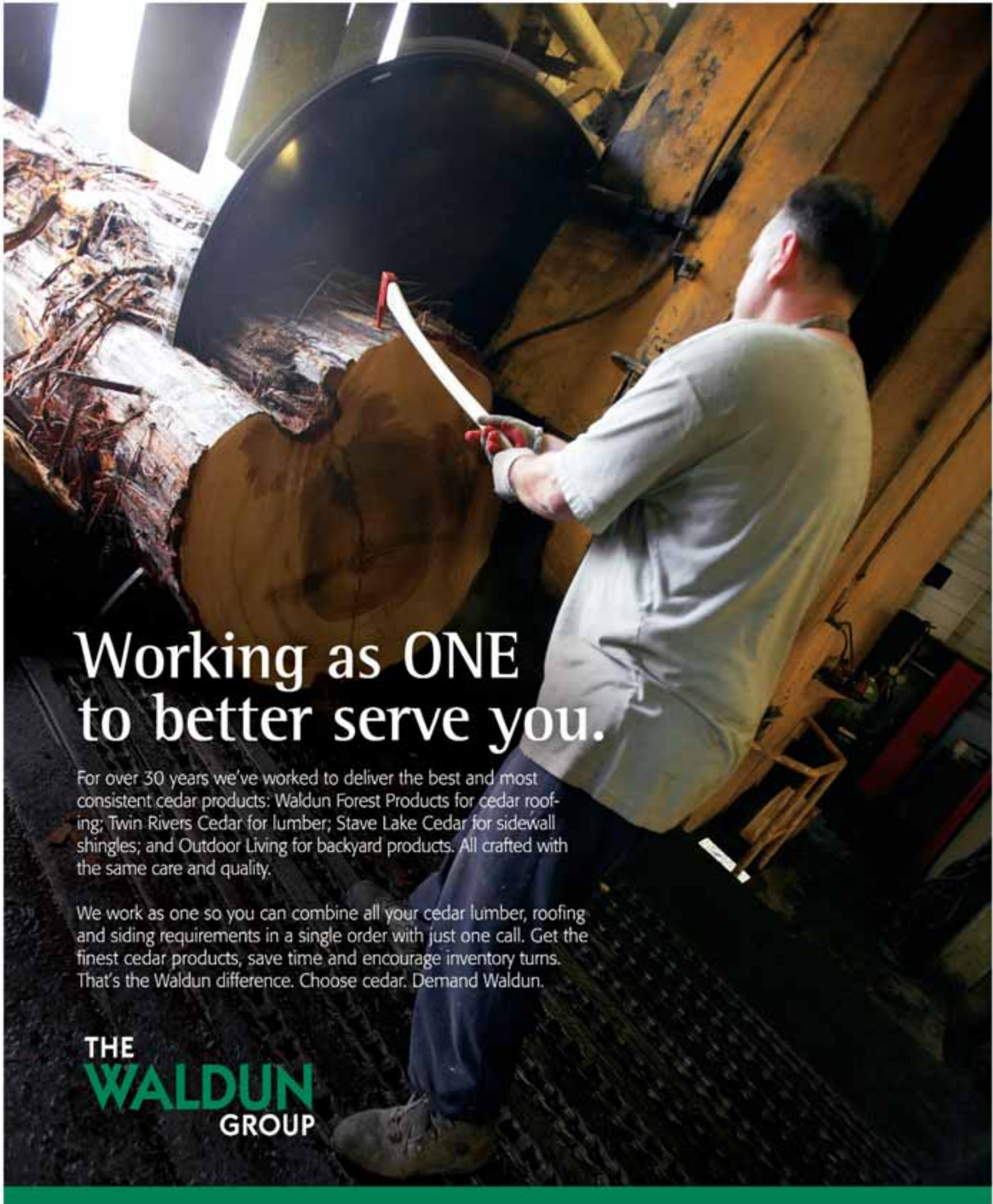


Steve Hadley, US Lumber, Duluth, Ga.; Bob Keener, Russin Lumber Corp., Montgomery, N.Y.; Jim St. John, Wiener, Crowley & St. John, Leonia, N.J.; and Matt Duprey, Hancock Lumber Co., Casco, Maine.

Jamie Place, Eastern Forest Products, Lyndeborough, N.H.; Kevin Hancock, Hancock Lumber Co., Casco, Maine; and Carl McKenzie, US Lumber, Duluth, Ga



Additional photos on page 25



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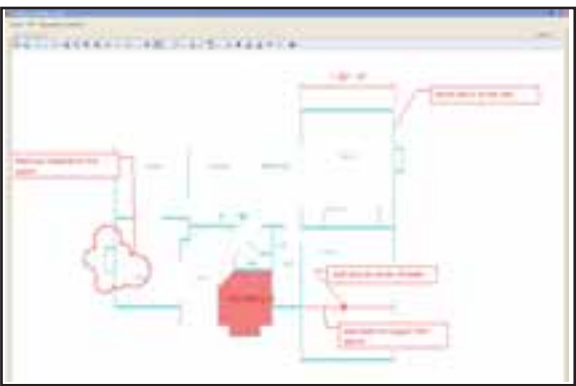
How Boise® Plans Room Can Help You Build Strong Working Relationships With Homebuilders



Now, help your builders manage projects better online with Boise Plans Room.



Your builders can always have current plans available to their project team members.



Project team members can mark up plans and coordinate changes instantly online.

Boise, Idaho—Boise Engineered Wood Products continues to gain marketshare in 2007 from supplying profitable value-added products and services to its channel partners—dealers who sell Boise engineered wood products and homebuilders who buy from them. While other manufacturers hope to someday offer these value-added services, Boise forges ahead with more and more services such as Boise® Plans Room, which enables dealers to post builders' plans online for better project management, shorter cycle times, and improved profitability. Here's how

it works:

Obsolete Paper vs. Up-to-Date Electronics:

Successful building projects depend on multiple parties and contractors having timely access to project blueprints. Contractors have typically managed this process by printing several paper copies of blueprints and either mailing or hand delivering them to team members involved in the project. Because plans often change, it can be difficult to assure that all team members are working with the most current set of plans.

And without accurate, real-time information it is increasingly difficult for builders to manage for profitability. To help its customers manage more successful businesses, Boise has created Boise Plans Room, an efficient, time and money-saving way to manage construction projects.

Managing for Profitability:

Boise Plans Room is a management tool enabling homebuilders to manage building projects through the planning and building stages. This software application allows Boise customers to post electronic drawing files to a

secure internet-based repository of information for each individual project – to communicate, track, update redlines, do take-offs, archive all project related information, and organize it for future use. Boise Plans Room facilitates better management and administration of processes and tasks through all phases of the construction project lifecycle.

Team Members Always View the Most Current Set of Plans:

Boise Plans Room enables customers to post projects, including complete home plans, for viewing and markup by project team members. This tool helps improve communication, keeps all team members up to date and working from the most current set of plans, and can eliminate costly errors. Since all that is needed is an Internet connection and an email address, team members have instant, anytime access to the latest project documents and designs based on their security level. Decisions are made quickly and are always based on the most current information.

A Collaborative Tool that Makes Ordering Materials a Snap:

With Boise Plans Room the plan may be accessed anytime by the architect/designer, builder, dealer, subcontractors, product vendors, even the homeowner. Project members can view, download, print and mark up plans, posting changes as they're made for all to see. This can help assure that everyone is always working with the most current plans incorporating recent changes. Once the plan is finished on BC Framers®, you'll have all material lengths, so ordering material is a snap. So are exact cut lists, squaring diagrams, color-coded framing placement plans and other tools to build homes faster and more profitably. Boise Plans Room can give dealers a powerful tool for working with builders and building long-term, mutually productive business relationships.

Easy to Learn, Use, and Integrate into Existing Business Processes:

Boise Plans Room is simple to deploy, maintain, and use. It keeps information safe, with a multilevel permission system that limits access to authorized users at each level. The program centralizes and standardizes the way projects are managed, ensuring consistent documentation, common work practices, and faster, clearer, more easily understood communication. It also enables the re-use of standard project templates, or "cloning", of complete projects with all changes and enhancements, to facilitate the next project. Boise Plans Room permits easy viewing and markup by all members of the extended project team without the need to own expensive software. Another benefit of Boise Plans Room is that owners and project managers enjoy heightened project visibility. Better information faster enables more timely decision making and can directly translate into faster time to market and optimized profitability.

To learn more about Boise Plans Room, check out www.bc.com/wood/ewp/index.jsp or www.bc.com/wood/ewp/bcplans.jsp or call 1-800-232-0788.

A New Era of Growth

This year, Hampton Affiliates has launched a new strategic growth initiative that will add a new product line to our existing capabilities and increase our production volume by over 30%. The company has expanded into Canada



with the purchase of Babine Forest Products and Decker Lake Forest Products, both producing a wide range of dimensional and specialty items in Spruce-Pine-Fir.

The mills are located in Burns Lake, British Columbia, and have a combined annual capacity of 375 mmbf. These new facilities will complement Hampton's five existing production operations in Oregon and Washington, including Willamina Lumber Company, currently ranked number one in overall single-site lumber volume for US manufacturers. This expansion makes Hampton the eighth largest lumber producer in North America with an annual capacity of 2 billion bf. In addition, the company's trading and distribution operations make available to our global customers another 1.5 billion bf of lumber and panel products, supported by Hampton's highly efficient transportation, reload and just-in-time delivery services. It's now easier than ever for existing as well as new customers to get the right selection, in the right volume, for the right price, and delivered at the right moment. *Contact us to hear more about our expanding product line.*



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- TILLAMOOK LUMBER CO.
- COWLITZ DIVISION - MORTON
- COWLITZ DIVISION - RANDLE
- DARRINGTON LUMBER CO.
- BABINE FOREST PRODUCTS
- DECKER LAKE FOREST PRODUCTS LTD

HAMPTON RELOADS

- PORTLAND, OREGON
- ARLINGTON, WASHINGTON
- MODESTO, CALIFORNIA
- FONTANA, CALIFORNIA



HAMPTON AFFILIATES: Investing for New Opportunities



Hampton's 2006 acquisition of two mills at Babine and Decker Lake, British Columbia, adds 365 million board feet of SPF to the company's annual production.



Mill byproducts fuel a new cogeneration plant that heats the Darrington mill's dry kilns and generates electricity, which is sold to the local PUD.



Rail cars are loaded at the Willamina facility, which the company says is the nation's largest single-site lumber mill.

Portland, Ore.—In late 2006 and into 2007, Hampton Affiliates joined much of the forest products industry in bearing the brunt of the downturn caused by the slowing of U.S. housing starts. But this expected cyclical downturn has not made Hampton cautious or pessimistic.

"We continue to make significant capital investments in our sawmills to improve efficiency," explained Mike Phillips, president of Hampton Lumber Sales. "We're positioning Hampton to hold steady in the downturn and thrive as the housing market revives in the coming years."

In 2006, Hampton didn't just upgrade its mills. The company also acquired an 89 percent interest in the Babine and Decker Lake Sawmills near Burns Lake in British Columbia, Canada, from West Fraser Timber Co. Ltd. The Burns Lake Native Development Corporation owns an 11 percent interest in the mills and will retain its share.

Together, the Canadian mills have the capacity to produce approximately 365 million board feet of lumber annually. The SPF lumber produced at these mills expands Hampton's mill products beyond the company's traditional Douglas Fir and Hemlock lumber. The acquisition has also enabled Hampton to add new customers in Canada, the U.S. and Japan.

With the addition of the Canadian mills, Hampton now operates seven mills. The company's total capacity is approximately 2 billion board feet, making Hampton the seventh largest lumber producer in North America, moving up from ninth last year. Hampton remains the fifth largest producer in the U.S.

The company says it is also proud to operate the nation's largest single-site producer of lumber, its flagship mill in Willamina, Ore. Hampton's 65-year history began with the Willamina operation in 1942.

The company is one of Oregon's largest privately held companies and ranked No. 286 on *Forbes* list of the largest private companies. Hampton now employs more than 1,700 people in three states and British Columbia.

For all its size, Hampton remains a family-owned business that remains true to its long-term history of dedication to customers, employees and the communities in which the company operates. The company brings this same spirit of service and commitment to its new operations in British Columbia.

Hampton has also redoubled its commitment to sustainable business and forestry practices. According to a company spokesperson, first and foremost, the company carefully manages its 167,000 acres of timberland, employing practices that make its forests productive while protecting wildlife and fish habitats and preserving soil, water and air quality. Through uncompromising land stewardship, including participation in the Sustainable Forestry Initiative, Hampton will meet the lumber needs of the present and the future.

Hampton is also bringing its environmental commitment to its mills. The company recently brought online a state-of-the-art cogeneration plant at its Darrington, Wash., mill. This plant's waste wood-fired boilers produce heat for new dry kilns and generate electricity, which is sold back to the Snohomish County Public Utility District.

The efficiency of the new cogeneration plant improves Hampton's competitiveness, while also benefiting the environment. To further enhance Darrington operations, Hampton also is making a substantial investment in 2007 in a new state-of-the-art planer facility. A new boiler and dry kilns at the Randle, Wash., mill also brings greater efficiency and capacity to the company.

Hampton is now evaluating the new Canadian mills for upgrades. At all its facilities, the company continually looks for ways to improve efficiency and minimize the impact on the environment.

Hampton excels at manufacturing and supplying exceptional forest products, including specialty items such as molding, stepping, clears and vertical grain flooring, as well as commodity lumber, panel and engineered wood products. At the same time, the company also maintains industry-leading services to bring these products to customers on time and on budget.

Lumber from the Hampton mills is sold exclusively by the company's sales affiliate, Hampton Lumber Sales, which operates from the company's headquarters in

Portland, Ore. Members of the sales team work closely with buyers to meet special needs, from customized products to rush shipments.

Hampton feels it provides a competitive advantage to a diverse range of customers, including home builders, commercial construction companies and retailers, by offering remanufacturing, reloading and transportation services. The company's own rail car fleet helps streamline transportation operations, which means customers are assured of just-in-time delivery. While 2006 enabled Hampton to take its next steps in expanding capacity and improving services, it was also a sad year

for the company. On March 15, 2006, longtime leader John Hampton died after battling cancer. Fortunately, he left behind a sound strategy for managing the company that bears his family's name—during up and down markets.

"We're staying true to John's vision," said Mike Phillips. "John believed that environmental responsibility, economic growth and sustainable forestry were all part of a virtuous cycle. It's an honor for all of us at Hampton Affiliates to keep John's spirit alive by continually enhancing our forestry and mill practices and striving to meet our customers' every need."

•

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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™.

El Dorado, Ark.—Anthony Forest Products Company is a completely integrated forest products company incorporated in 1965, and begun in 1916. The company owns approximately 91,000 acres of timberland in Arkansas, Louisiana, and Texas. It operates Southern Pine lumber producing mills in Urbana, Ark., and Atlanta, Texas; and

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,

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-joist 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

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_v - 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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West Coast Business Trends



By Wayne Miller
Executive Editor

By mid-October there was no solution affecting the strike, which has closed most coastal mills in British Columbia, despite recent meetings between industry leaders and the United Steelworkers Union. The strike has been on since July 21st and has shut down in excess of 30 mills producing a variety of forest products, both commodity items and specialty products. Mills on strike are said to be feeling the pressure of winter approaching.

Mill owners want logging to resume in order to build log inventories before winter weather hits. Otherwise it will be May of next year before logging can resume. The strike has resulted in tighter supplies and stronger prices on Cedar items, from both Canada and the United States. Despite the strike some B.C. coastal logging and mill production continues at smaller non-union companies. Wood production coming from interior British Columbia has been unaffected.

While the strike continues in coastal British Columbia, over the past few weeks mill owners in Washington and Oregon have voluntarily closed sawmills and plywood plants, hoping for stronger prices and better balance between supply and demand. Despite this, most traders feel that wood markets remain oversupplied.

Ron Lemmatize of Haida Forest Products, Burnaby, B.C., said, "Although our overall Cedar supply is getting tighter and tighter now, our own company so far is able to source reasonably well. We hear nothing about the strike in talking with other industry members and there is not much about it in the newspapers. Our Cedar specialty items are in strong demand. We are running full time and have a good six-week of inventory to work from. Demand is quite high. We have strong inquiries for our Haida Skirl siding products. We are out about five weeks on orders. Customers are impatient and want the product yesterday. They see strong demand continuing from custom builders and remodelers. The rainy season has started here and normally logging slows down in November. It may be May before we see any significant improvement in Cedar supply."

Doug Clitheroe of Interfor, Maple Ridge, B.C., said, "Our three Cedar mills are shutdown by the strike. We are basically waiting for the union and the larger companies to work out a solution. Our hands are tied. We are concerned about not being able to fill our customers' needs and also for our personnel. There is a shortage of labor in British Columbia and some of the tradesmen, such as electricians, may take other permanent jobs while all this is settled."

Dennis Wight of Pacific Western Wood Works, Delta, B.C., said, "Supply of Cedar is all around us even though the primary mills are shut down, however prices are high, especially on clear material."

Wight, whose company produces Cedar lattice, panel systems and garden products, said, "We are busy, but not as busy as we would like to be. One bright spot is buying from offshore. Demand from offshore is very strong. I'd say that this year on a scale from 1 to 10, we are seeing about an eight and a half. It's been a good year."

Sales manager Carlos Furtado of Sawarne Lumber, Richmond, B.C., said, "Demand is very strong in Cedar

for bevel products and rough dimension. There is real concern on the supply side because the major mills are closed. We are doing better than most Cedar suppliers because we have some sources that others do not." He said that recently the Canadian dollar has become worth \$1.02 U.S. and that there is talk of it going to \$1.10 by the end of next year. "Our Richmond reman plant is shut down due to the strike. We have moved most of our material to our plant in Ferndale, Wash., which is very busy trying to keep up with orders."

Sat Brar of Silver Creek Premium Products, Matsui, B.C., said, "We are working full shifts making our shingles and shakes, but there is a shortage of labor and it is tough to get Cedar with the strike going on. Our federal government is busy trying to get in unskilled labor from other countries to help fill the labor shortage. We are out two to three weeks on orders. Prices are very strong. The shingle market is very hot right now, but with the Cedar and labor shortage, we are working at only 40 percent capacity."

Kent Beveridge of Skana Forest Products, a wholesale company in Richmond, B.C., said, "There is too much supply and not enough

Continued on page 25

Midwest Business Trends



By Paul Miller Jr.
Assistant Managing Editor

Despite many reports of a deflated market, some sources contacted in the Midwest said they have remained busy in recent months.

"I know that's not the case for a lot of the lumberyards," said a Texas milling facility contact. "But, the timber side is staying extremely busy. It's not affecting us a whole lot."

The Texas source said Pine and Fir have remained strong species, while Cedar has suffered due to the ongoing mill strike in Canada.

"The prices are up so high people are finding other alternatives for Cedar," a source said. "The future for Cedar is pretty bleak. After the strike is settled, they're going to be in for a rude awakening from the end user."

Kansas To Help Homeowners Affected By Storms

State lawmakers in Kansas recently introduced legislation that would provide \$50 million to build new housing in several Kansas communities affected by tornadoes and flooding earlier this year. Hundreds of residents remain displaced from the storms, which destroyed an estimated 1,300 homes.

Sen. Derek Schmidt (R-Kansas) said the plan, supported by Gov. Kathleen Sebelius, would take \$5 million already allocated for disaster relief. "This is one step in what must be a long-term effort to help damaged communities get back on their feet," he said.

The plan calls for the \$5 million to be placed in a state housing trust fund. The Kansas Housing Resources Corp. would use approximately \$2.5 million to attract federal funding for multifamily housing projects.

Under the program, displaced residents could receive money for rebuilding or finish remodeling a damaged home. Participants could receive up to 20 percent of the cost of the project, or a maximum of \$25,000.

Continued on page 27

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St. Maries, Idaho ➤ Douglas Fir and Larch Framing Lumber 2 x 4 and 2 x 6 ➤ Hem Fir Framing Lumber 2 x 4 and 2 x 6 ➤ Inland Red Cedar Decking and Boards	Benidji, Minnesota ➤ Spruce, Pine, Fir Framing Lumber 2 x 4 and 2 x 6	

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NELMA -
Continued from page 1

The business sessions included an optional short course on “Managing Change in Family Business,” sponsored by NELMA’s legal counsel, Bernstein, Shur.

The next day, Board of Directors Chairman Tom Jenkins of Old Town Lumber introduced guest speaker Paul Jannke, senior vice president of Wood and Timber Information for Resource Information Systems Inc. (RISI). Jannke presented RISI’s “2008 Economic and Industry Forecast” and fielded numerous questions regarding realistic wood industry expectations for next year and beyond.

The Board’s agenda included a review and discussion of the performance of NELMA’s current inspection programs, meeting reports from the marketing and advisory committee chairman, and a final review of proposed revisions to the grade rules for Eastern White Pine, specific to “unsound wood” interpretations. Randy Caron, NELMA’s treasurer, reviewed the current financial report for the association in addition to the proposed 2008 calendar year budget,

which were both approved by the Board of Directors.

An update on activities undertaken by the Coalition for Fair Lumber Imports regarding the positions taken by Canada and the U.S. about the 2006 Softwood Lumber Agreement was presented by Zoltan van Heyningen, executive director of the Coalition.

Additionally, more than 70 golfers converged on the Ledges Golf Club, also located here, to enjoy NELMA’s Fall Golf Tournament. First place was awarded to the team of Jason Brochu and Chris Brochu of Pleasant River Lumber Co., and Paul Lennon and Chris Jacobson of Lumbermen’s Underwriting Alliance. The second place team included Tom and Peter Richardson of Crobb Box Co., Mike Levesque of Fraser Timber and Chris Fitzgerald of Seaboard International. The EnerNOC team finished third. Team members included Tyler Gill, Dirk Endicott, Jon Hartnet and Jim Pietras.

A reception and dinner concluded the first of two busy days.

GLOBAL -
Continued from page 1

spokesperson with BC Wood, with more than 550 invited delegates from around the world in attendance at the Whistler Conference Centre.

The purpose of the annual event is to connect international buyers of wood products with Canadian suppliers and manufacturers of products such as: remanufactured and engineered products, log home and timber frame suppliers and builders, millwork and finished products and specialty wood products, like Western Red Cedar and Canadian hardwoods.

The event merged business with pleasure as attendees not only took advantage of information sessions and viewing exhibitor displays, but also relaxed and enjoyed several social outings. For example, guests were offered the chance to take snowmobile outings, relax at the Western Whistler Spa, get a thrill riding Ziprek, and test their competitiveness on the golf course during the annual 18-hole tournament.

Visit BC Wood’s website at www.bcwood.com and follow the GBM link on the homepage for more information about the attendees and

The Softwood Forest Products Buyer event results.

To find out how to get on the invitation list for 2008, please email rwalker@bcwood.com.

SFPA -
Continued from page 1

mix of business and social events and ended with a meeting of SFPA’s board of directors. Represented at the meeting were members of SFPA and Southeastern Lumber Manufacturers Assoc. (SLMA), the two associations that jointly support the Southern Pine Council, as well as representatives of APA-The Engineered Wood Assoc., the Treated Wood Council, the North American Wholesale Lumber Assoc., the Western Wood Products Assoc., the Southern Pine Inspection Bureau, Timber Products Inspection and the American Lumber Standard Committee.

Guest speakers included: Dick Carmical of Price BIOstock Services and Dr. Joe Lstiburek of Building Science Consulting LLC. Both addressed this country’s dependence on fossil fuels and why it cannot continue, and outlined the benefits of using biomass or biofuel to fulfill energy needs.

Other new SFPA officers installed for the upcoming year include: Vice Chairman Patrick Harrigan, Harrigan Lumber Co., Monroeville, Ala., and Treasurer Adrian Blocker, Western Fraser Inc., Germantown, Tenn.

WASHINGTON -
Continued from page 2


Habitat and Conservation Act Passes Committee

The Senate Finance Committee, chaired by Max Baucus (D-Mont.), recently approved the “Habitat and Conservation Act of 2007” which establishes tax credits for voluntary conservation and habitat easements on private land. The legislation also provides tax deductions for private landowners who aid the recovery of threatened or endangered species.


Provisions include: permanently extend tax incentives for farmers, ranchers and other eligible taxpayers who establish conservation easements; establish tax credits for taxpayers who take voluntary measures to help protect and restore the habitats of threatened or endangered species; establish a tax deduction for the cost of specific actions recommended in habitat recovery plans; allow taxpayers to exclude from taxable income any payments received from the federal government under cost-sharing conservation programs; and extend a provision to allow taxpayers to fully deduct the costs of environmental cleanups in the year the costs are incurred.

Agriculture Secretary Resigns Post


Agriculture Secretary Mike Johanns recently left his position to run for an open Senate seat in Nebraska. Deputy Secretary Charles F. Connor will serve as acting secretary until a permanent replacement can be found. Johanns, who formerly served as Governor of Nebraska, left at a time when Congress is writing a new five-



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WASHINGTON -
Continued from page 20

year farm bill. Connor has been involved with formulating the Administration's farm bill proposal and recent farm bill reauthorization negotiations.

Forest Service Offers Woody Biomass Grants

The Forest Service's State and Private Forestry, Technology Marketing Unit in Milwaukee, Wis., is seeking proposals for projects that increase the use of woody biomass from National Forest System lands. The woody biomass utilization grant program helps improve forest restoration activities by using and creating markets for small-diameter material and low-valued trees removed from forest restoration activities.

The funds were created to help communities and entrepreneurs turn residues from forest restoration activities into marketable forest products and/or energy.

The full application deadline is Feb. 1, 2008. For more information, visit www.fpl.fs.fed.us/tmu.

APA -
Continued from page 2

part of APA's Strategic Marketing Plan.

SIPs Standards Committee To Meet at APA

A newly established Standards Committee (PRS-610) met at APA headquarters in Tacoma recently to begin development of a performance-based American national consensus standard for structural insulated panels (SIPs).

APA, which is secretariat of the Committee, initiated the effort in cooperation with the Structural Insulated Panel Association under APA's accreditation as an American National Standards Institute (ANSI) standards developer. Committee members include some 30 SIP manufacturers, material suppliers (such as OSB, adhesive and foam core manufacturers), distributors, architects, design engineers, regulatory and government laboratory representatives, and other interested parties from the U.S., Canada and United Kingdom.

SIPs are currently recognized under the prescriptive provisions of the 2007 Supplement to the 2006 International Residential Code (IRC). Development of the consensus standard is designed to broaden acceptance and use of the product.

BC TRENDS -
Continued from page 2

so long. One would think that after 12 weeks of a coastal B.C. forest strike, there would be pressure on everyone to at least get back to the negotiating table. Well,... yes and no. A couple of issues that are 'different' about this strike:

- 1). There are no profits. Most of the companies are losing less money by not operating.
 - 2). There is a very hot employment market in Western Canada. Many forest union members are re-employed elsewhere.
- Another difference about this strike is that it has not been a total shutdown

on the logging side or at the mills. The industry is not negotiating with the union as a single unit. There are four separate industry groups, who share key fundamental demands, but have distinct 'local' issues.

So how about pressure from the customers of these forest companies? In particular, the value-added manufacturing sector.

Though overall raw material supply/availability is drastically reduced from pre-strike days, especially in the higher grades of Hemlock, there is raw material available, through custom cutters (mostly Douglas Fir and Western Red Cedar) or independent sawmills that are non-union, or have already settled with the union. Also, the ongoing decline in market demand has made the net effect of reduced supply less dramatic.

Overall, the three main issues in this labor dispute remain non-monetary: contracting out, severance pay in the event of partial closures, and shift flexibility and work hours (the big one).

Costs, including wages in the B.C. coastal forest industry, are among the highest in the world. Productivity is not.

When will the strike end? Not sure,

but something fundamental has to change.

WHO'S WHO - Baker
Continued from page 2

prices, projects manufacturing and manages lumber sales.

Tri-Pro Cedar specializes in tight knot kiln-dried Western Red Cedar boards, green Western Red Cedar decking, pattern stock, bevel sidings and fascia. The company is a specialty producer of Western Red Cedar, offering a multitude of products and "mixed trucks of high quality."

Baker began working for Tri-Pro Cedar 16 years ago and has more than 28 years of experience in the lumber industry. His first job occurred in 1978 as inside sales for a wholesale distributor.

Tri-Pro Cedar is a member of the Western Red Cedar Lumber Assoc. (WRCLA), North American Wholesale Lumber Assoc. (NAWLA) and the Timber Products Manufacturers Assoc. (TPM).

Baker and his fiancée, Debbie Hansen, have four children and four grandchildren. He enjoys golfing, mountain biking, snow skiing and rid-

ing Harley Davidson motorcycles.



WHO'S WHO - Branstetter
Continued from page 2

employed at Vaagen Bros., located in Colville, Wash., for the past 30 years.

Vaagen Bros. manufactures random length dimension, 2x4, 2x6, 2x8 boards up to 20-foot lengths, studs and MSR lumber. The firm uses the latest innovative technology to manufacture its products, including an automated grading system and a high-speed planer.

Branstetter began his career in the lumber industry pulling rough green lumber in 1975. He graduated from Meadows Valley High School in New Meadow, Idaho, as well as the University of Idaho, located in Moscow. He earned his degree in wildlife, fisheries and biology.

Hunting, fishing, playing golf and working his family's ranch are among Branstetter's pastimes. He and his wife Maureen have two children and three grandchildren.



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WHO'S WHO - Bravo
Continued from page 2

been involved in the forest products industry for over 10 years, and previously worked as the sales manager for the CBB mill in Chile.

Weston Wood Solutions specializes in wooden door and window components, such as exterior frames, flat jams and window extension, as well as trim boards and blanks which they warehouse and distribute.

Mauricio graduated from high school in Chile, and received a bachelor's degree in mechanical engineering from the University of Concepcion in Chile. He and his wife of 10 years, Amaya, have three children. Mauricio enjoys mountain biking.

WHO'S WHO - Corbett
Continued from page 2

years. She began her forest products industry career 28 years ago in the mailroom of Crown Zellerbach Corp. in Portland, Ore. She has held several lumber, plywood and stud sales and marketing positions since then.

Warm Springs Forest Products man-

ufactures industrials, dimension, timbers and vertical grain products in Douglas Fir, Hem Fir and Ponderosa Pine, and produces approximately 72 million board feet of lumber annually. The company is FSC (Forest Stewardship Council) certified, and is a member of the Western Wood Products Assoc. (WWPA) and the North American Wholesale Lumber Assoc. (NAWLA).

Corbett is a graduate of Myrtle Point (Ore.) High School, and received a bachelor's degree in sociology from Portland State University in Portland, Ore.

Corbett is a member of the WWPA board of directors, and is chairperson of the Export Committee. She has two daughters and two grandchildren.

WHO'S WHO - Robbins
Continued from page 2

around the family owned sawmill, and has worked full time for 10 years.

Robbins Lumber annually manufactures approximately 27 million board feet of Eastern White Pine (4/4, 5/4, KD). The company specializes in pre-coated sidings and panelings, custom

drying, small packages and just in time mixed load shipments.

Robbins is a graduate of Belfast (Maine) High School. He received a bachelor's degree in business management from the University of Maine Orono, and a master's degree in business administration from North Arizona University in Flagstaff.

Robbins Lumber is a member of the Northeastern Lumber Manufacturers Assoc. (NELMA), Maine Forest Products Council, North American Wholesale Lumber Assoc. (NAWLA) and the Northeastern Retail Lumber Dealers Assoc. The company has received the OSHA SHARP Award and the Governor's Award for Business Excellence.

Robbins and his wife, Amy, have two children. He is the chairman of the NELMA Pine Species Subcommittee, 3rd Lt. in the Searsmont Volunteer Fire Department, an Eagle Scout and a member of Beta Gamma Sigma. He enjoys hiking, playing soccer and entertaining his children.

WHO'S WHO - Slater
Continued from page 2

held the position for a year and has been with the company for two years.

Goodfellow Inc. specializes in the following: Fir, Cedar and White Pine products; Tradition brand wood siding in Cedar and Pine; Cedar shakes and shingles; hardwood, engineered and laminate flooring; hardwoods in every grade and size; Goodlam laminated beams; ACQ pressure treated lumber; hardwood plywood; Ulay and Stabledge underlayment; EON decking; engineering service for timber and laminated wood projects; and custom fabrication with the Hundegger K2 machine.

The distributor is a member of Hoo-Hoo International and the National Wood Flooring Assoc. (NWFA).

Slater's first job in the industry was for Highland Hardwoods in retail sales, a position he held from 1995 to 2005. He graduated from Epping High School, located in Epping, N.H., in 1991. He received a bachelor's degree in physical education from Keene State College, located in Keene, N.H., in 1996.

Slater and his wife, Michelle Slater, have three children, Austin, 7; Noah, 5; and Kylie, 4. His hobbies include softball, basketball and coaching his children's soccer and baseball teams.

WHO'S WHO - Sonder
Continued from page 2

Durham, Conn. He was promoted to vice president in 2006.

Leonard Lumber Co. offers domestic and imported Softwoods and hardwoods (4/4 through 16/4, Rough), mouldings, stock and custom. The firm is a full-service wholesale distributor of Softwood and hardwood lumber, which it ships on company-owned trucks. Mouldings and custom milling are done in the company's modern mill.

Sonder, a 23-year lumber industry veteran, began his career at a forest consulting firm in North Carolina, setting up timber sales. His other positions have included timber cruiser for the USDA Forest Service, located in Salmon, Idaho. He graduated from Kents Hill School, located in Kents Hill, Maine, in 1980. He received a bachelor's degree in forestry from the University of Montana, located in Missoula, Mont., in 1985.

Leonard Lumber Co. is a member of the Rhode Island Lumber and Building Materials Dealers Assoc., National Hardwood Lumber Assoc. (NHLA), Hardwood Distributors Assoc., Northeastern Retail Lumber Assoc. (NRLA) and the Wood Products Manufacturers Assoc. (WPMMA).

Sonder is married to his wife of 23 years, Amy, and has one son and one daughter. He enjoys hunting, fishing and boating.

WHO'S WHO - Spilker
Continued from page 2


the lumber industry since 1991, when he worked as sales/assistant manager for Dunn Lumber Co., located in Seattle, Wash.


Plum Creek produces many items including plywood, MDF, boards, custom edge glued panels and rounds, solid sawn studs and finger-jointed studs. Species include Douglas and Alpine Fir, Larch, Ponderosa and Lodgepole Pine, Engleman Spruce and Western Woods. The company offers all grades of boards from No. 4

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WHO'S WHO - Spilker
Continued from page 22

Common through C, widths from 1x3 to 1x12 and lengths up to 16-feet. The firm manufactures 2x3, 2x4 and 2x6 studs, up to 144 inches in length.

Plum Creek also offers custom patterns, end wax, pulled to length, paper wrap and half packs for boards, and custom PET lengths and paper wrap for studs. The firm produces solid sawn studs, a true "no-prior-selected" stud with no upper grades pulled out. Plum Creek is Sustainable Forestry Initiative (SFI) certified.

Spilker has also worked in lumber sales for D.R. Johnson Lumber Co., stud sales for Umpqua Lumber Co., and buyer for Riddle Laminators, all in Riddle, Ore. He worked in lumber sales/procurement for Georgia Pacific Distribution, located in Denver, Colo., and sales manager for Timber Resources Forest Products/Floragon Forest Products.

Spilker is a 1986 graduate of Roosevelt High School, located in Seattle, Wash., and attended Washington State University, located in Pullman, Wash., from 1986 to 1988.

He is married to his wife of 15 years, Lori, and has two sons and a daughter. He enjoys golfing, fishing and spending time with his three children.

MATTHEWS -
Continued from page 4

beach rather quickly. Today, Adirondacks can virtually be found in every city, lake, beach and back yard in the country.

The classic chair—the company's bestseller—has a vintage look reminiscent of styles dating back to the 1940s and '50s. It features slanted front legs and a five-slat shell-style back with wide middle slot.

"We utilize select Cypress," Oppenheim said. "Cypress is the standard for outdoor use, due to its excellent decay and insect resistance. Cypress is easily workable and accepts stains and paints exceptionally well. Occasionally, a customer requests a different species, like Redwood, and we will accommodate them."

Throughout the year, Oppenheim buys kiln-dried and surfaced Cypress in 10,000 board foot increments. It arrives in dimensional 3.5 to 5.5-inches wide and 13/16 thick.

"Basically, it is ready to go when it gets to our facility," he said. "We use a template-routing method for the legs, and an arc jig on the band saw to cut the back slats."

Once the parts are cut they are assembled into the four sub-components—back, seat, arms and legs. These are sent to the spray booth for paint or stain.

"We believe that what goes on top of your chair is equally as important as the care that goes into your chair," Oppenheim said. "We use only the finest paints and stains available. Our paints are a high gloss acrylic latex specifically designed for outdoor use. Not only will our paints withstand the elements, they will withstand the rigors of regular use and contact without peeling or flaking. Our semi-transparent waterseals provide UV, moisture and mildew prevention, while still allowing the natural beauty of the wood grain to be seen."

Another popular finish is collegiate colors. It is not a licensed product, so logos are not included.

All products are manufactured, finished and shipped in a portion of a 150,000-square-foot warehouse sit-

ting not far off Collierville's historic town square. Being located near Memphis, America's distribution hub, means lower freight costs for customers. The craftsmen at Matthews Chair Co. build approximately 400 pieces of furniture monthly.

To market his chairs Oppenheim showcases his products at various furniture shows around the country.

"I set up a booth at the furniture markets," he said. "I sell them to dealers, mainly in the Southeast and Midwest."

His main customers are outdoor furniture stores and garden centers.

However, his chairs have found their way into Maine and as far away as England, where he sent his hot pink and bold blue versions to see how they adapted to the weather. The website, www.matthewschair.com, is also fast becoming a venue to market the chairs.

"We pride ourselves on producing a product that is 100 percent American-made," he said. "Our goal is to be the premier supplier of Adirondack furniture for retailers throughout the South and Midwest."

PATTAR -
Continued from page 8

firm is one of the largest independent Cedar shake and shingle manufacturers in Canada.

Pattar Cedar Products operates two main manufacturing divisions at its 6-acre production facility. The first division manufactures Cedar shakes and shingles for roofing applications and the second manufactures Cedar shingles for siding applications. The sawmill is managed by Gurveer Pattar, chief operations officer. "At Pattar, we take pride in offering among the best quality products on the market at a highly competitive price," said Gurveer. As a result of this commitment to quality and service, Pattar Cedar Products has gained an enviable reputation in the industry. In order to guarantee consistency in quality, Pattar Cedar Products has recently undergone a two-year renovation. Now operating with the most high-tech machinery, Pattar continues to set new industry standards in efficiency and quality.

Pattar Cedar Products manufactures a wide variety of Western Red Cedar shakes and shingles. "From our pro-

duction facility, we are able to manufacture Perfection Shingles, Royal Shingles and Taper-sawn shingles in both 18-inch and 24-inch lengths. Hand-split resawn shakes in both heavy, 3/4-inch, and medium, 1/2-inch thicknesses and R&R sidewall shingles are also available. The products are manufactured in 100 percent edge-grain premium, blue label No.1 and red label No. 2 grades," explained Gurveer.

There are also a variety of finishing options available for the Cedar shakes and shingles. For the shakes and shingles manufactured for roofing installations, the material can be pressure treated or fire treated. Pressure treatment extends the life of the product and helps prevent moisture buildup and moss growth. For fire treatments, permanent fire protection is provided by pressure impregnating fire retardant polymers into the innermost cells of Cedar shakes and shingles in class A, B or C ratings.

"Pattar Cedar Products is the supplier of choice and our customers can rely on us for consistent high quality, timely delivery, competitive prices and superior service every time," said Manveer Sidhu, who manages the sidewall shingles division. Cedar side-

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PATTAR -
Continued from page 23

wall shingles are highly refined products well known for their beauty, character, durability and insulating properties. Only the best shingles with uniform thickness and smooth sawn faces are selected to be remanufactured into sidewall shingles. These shingles are re-buttled and re-jointed which means that the butts are trimmed smooth and square to the edges, which are trimmed straight and parallel, for a tailored and consistent look.

Pattar's Cedar sidewall shingles are available in raw, primed grey or white, or they can be custom colored to any color of choice. They are packaged in boxes for easy handling and delivery.

Crucial to the process for manufacturing top quality shakes and shingles are skilled employees who understand the importance of a consistent approach to quality control. Each of the shingles produced at the mill are hand cut by highly skilled and experienced sawyers. Only the highest grade of Cedar meets the rigid quality control standards at Pattar. Also, everything manufactured at Pattar Cedar Products is inspected and certified by Steve Harris of the Quality

Auditing Institute, an independent third-party inspection agency. The Cedar shakes and shingles manufactured at Pattar are inspected to meet the approval of various local, national and international product standards and codes. Pattar Cedar Products administers a 20 to 50-year limited product warranty. "All of Pattar Cedar Products' warranties are transferable, we stand by our products," said Gurveer Pattar.

North America's forests are also what make Pattar Cedar Products viable. So they have made a commitment to the maintenance of wildlife, air quality, recreation and jobs, to ensure their existence for future generations. To achieve this, Pattar Cedar Products has taken a leadership role in the development of environmentally sound logging and forestation practices. As a result, there has been decreased forest disturbance, road building and truck traffic, while maximizing the yield of logs and minimizing waste. British Columbia has some of the strictest regulations on harvesting Western Red Cedar.

Also, all Pattar Cedar Products' production facilities are committed to full fiber recovery. They use virtually 100 percent of all wood fiber entering their mills for lumber, shakes, shingles and custom chipping. Internal and external

audits also assure environmental compliance.

"The world will always depend on wood fiber building products, so we use our resources efficiently and manage our forests wisely. This mutual co-dependence is what compels us to continue setting new environmental standards in the forest industry," said Gurveer.

Pattar Cedar Products' commitment to consistently delivering top quality product is evident in its clientele base. "We have thousands of clients, ranging from distributors, wholesalers, builders, installers and individual homeowners as well," said Puneet Pattar, controller at Pattar Cedar Products Ltd. Pattar's shakes and shingles are sold across Canada and throughout the United States.

"Excellent product, exceptional service, and competitive prices are what customers are looking for today. At Pattar it's our promise to ensure that each customer is satisfied with their experience," explained Puneet. Pattar Cedar Products is a proud member of the North American Wholesale Lumber Assoc. (NAWLA), British Columbia Shake and Shingle Assoc., the Greater Vancouver Home Builder's Assoc., and the Better Business Bureau (BBB).

The Pattar advantage is described as

The Softwood Forest Products Buyer

a commitment to quality, service and price. With tough quality control mechanisms, an enthusiastic sales team, and a promise to deliver exceptional product at competitive prices, the team at Pattar Cedar Products ensures satisfaction with every transaction. "Our motto is 'quality is everybody's business,' and we ensure that every step of the way," stated Gurveer.

For more information about Pattar Cedar Products, visit the company's Web site at www.pattargroup.com.

DIPRIZIO -
Continued from page 11

requests, the first is also able to offer those customers a greater variety of high quality finished grades.

"Regardless if the customer wants common grades, custom products, or a unique program, DiPrizio Pine is the place to get it all from if its Eastern White Pine."

With the firm's latest updates, quality assurance and product flow of the entire facility has improved significantly. DiPrizio has always prided itself in listening carefully and understanding the customer's needs first, and remained committed to producing the highest quality product, delivered on time, with 100% satisfaction. With the improvements, DiPrizio has created a greater opportunity for crosstraining and development, and therefore, a broader range of specialization and career path for its 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 recognized by its new bio-mass plant, generating steam and electricity for the facility, as well as providing safety classes, logger clinics, grader training classes, etc., and also has created a down stream market for mulch, sawdust, paper chips and bagged shavings.

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

Visit DiPrizio Pine Sales at www.dipriziopine.com, or call 1-800-647-8989.

IWP -
Continued from page 13

people per team hit the links with the team of Lee Parks, Sam Coble, Kevin Hill, Jim Gallup, Jim Skiver and Josh Siler taking first place.

Prizes were also awarded at each hole for various achievements, such as longest putt made and closest approach shot in regulation, including, a Ping putter, a Calloway X460 driver, a Titleist Graphite 3 wood, a Ping G5 driver, and Ping rapture driver and an Odyssey putter.

At hole number 8, the first person to make a hole-in-one could earn a new

Continued on page 25

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