

Ontario/Quebec Business Trends



By David Owens
Associate Editor

The forecast for the Softwood lumber industry depends a great deal on your perspective. Some niche businesses are reporting a leveling of the supply and demand ends. Those associated with the construction end of the industry, however, say that they continue to face difficult financial times.

A trader at an Ontario wholesale business said his company experienced several months of better numbers before demand leveled off in the past two weeks.

"I think it's going to go down from here," he said. "It's a pure supply and demand driven market. There has been a dramatic decrease in supply, but demand has not risen either."

He said he had spoken recently to a large fellow supplier who sells to Home Depot in the United States. That supplier said representatives of the retailer had told him that the premium side of the business was off by 15 percent and that the construction side was off by even more. This trader said that the decline in the construction business comes as no surprise to anyone following the U.S. housing market. Statistics, he said, show that there were 2.2 million new housing starts in 2006, and only about 800,000 starts this past year.

When you combine that severe reduction in demand with other difficulties that the industry is facing, he said, it's no surprise that sawmills and wholesalers are struggling.

The general manager at one Quebec wholesale operation that specializes in Eastern White Pine and Red Cedar said his customers are facing stiff competition from other countries. "It's bad, real bad; our customers, who are manufacturers, are getting a lot of competition from China and India, so our customers are having a real struggle competing in this market."

He added that the Canadian lumber business as a whole has taken a number of severe hits in recent years, which is saying something in an industry that is accustomed to market fluctuations.

"The business has changed quite a bit over the last 10 years, but especially over the past two years," he said.

Back in Ontario, a wholesaler said he predicts that the market will continue to struggle for the foreseeable future. He said a number of the larger suppliers have been hit especially hard during the recent tight financial times.

"Our poor little commodity here—lumber—has really taken it on the chin," he said, pointing to a confluence of conditions. "There has been a metamorphosis in the industry over the past few years. The mills want to integrate further and further downstream. We're the middle man, and the mills are starting to contact our customers directly."

He also pointed to the new trade agreement with United States as problematic, noting that the quota system had worked against a number of the wholesalers.

"We had to use that quota at the end of every month whether we wanted to or not," he said. "It was a use it or lose it situation. We had to sell a number of times into the U.S. at a loss to ourselves. It has been more of an albatross than a boon. There have been a number of months where we've had to shove it across the border."

He said he remains hopeful that the Canadian government may negotiate a better deal with the United States in the future, and that other conditions might improve as well.

"Between fuel costs, transportation costs, the decline in housing starts, and labor costs, it's a perfect storm," he said, adding that the Pine Beetle infestation in British Columbia will continue to damage the industry for years to come. "Even though it's only Pine that is affected, some mills have been clear cutting with disregard, circumventing the rules." As a result, he predicted, British Columbia will disappear as a major force in the lumber industry in the next 10 to 15 years.

Although the industrial sector is struggling, at least one Ontario sawmill is keep-

ing its head above water by keeping its efforts focused on high end furniture manufacturing.

"We sell no construction grade Spruce, but rather clear Pine, all for furniture," the mill's co-owner said. "We don't deal with the construction end, so we're not as affected by the housing market."

He said he has no difficulty keeping high grade Pine in stock, and said the price has come down by about 10 percent in recent months. He added that demand from his customers has remained relatively consistent.

"We sell mostly to small woodworking shops; we sell to cabinet shops with 10 or 12 guys," he said. "From our point of view, the custom furniture niche, the higher end consumer seems less affected by this (financial slowdown). In the winter, we kept hearing about 'recession, recession, recession' in the news, and I think people became a little cautious. Then, they realized it was not as bad here as in the States."

He added that he knew of several Ontario sawmills that are also doing well because they are more focused on providing lumber to the Canadian housing market rather than the U.S. market.

"The biggest problem in the States is speculation," he said, referring to the practice of purchasing homes with the sole intent of re-selling them for a higher price. "We don't have near that problem going on. It's less profitable for us to flip houses."

He cited a time in Canada's recent past

Continued on page 43

South/Southeast Business Trends



By Gary Miller
Managing Editor

Sources contacted in the Southeast said the lumber industry, particularly prices, is heading in the right direction. However, they were quick to cite the rising prices of diesel fuel and other shipping costs as hindrances in recovery.

A Mississippi lumber manufacturer, who specializes in Southern Yellow Pine, said his company survived the worst of the downturn by focusing on the industrial market.

"Our margins are being squeezed by the truck rates that we're being charged now, but that's the common mantra," he said. "We're taking orders with the certain assumption that we'll pay for the freight."

The source said there is a major problem with the availability of trucks to ship products. "There's more demand for trucks than there are trucks available," he said. "Some commodities pay a lot more than lumber

and other forest products, and that's disproportionately raising prices."

He noted that mill curtailment, particularly of low-grade dimension boards and timbers, has also forced prices up.

"I've been in business for almost 28 years, and this is unprecedented with all these factors hitting at once," he said. "You have to be price competitive no matter the market, and you have to be able to deliver on time. It has become much more difficult to deliver on that promise. We've still got good volume and we're not losing money so we can survive."

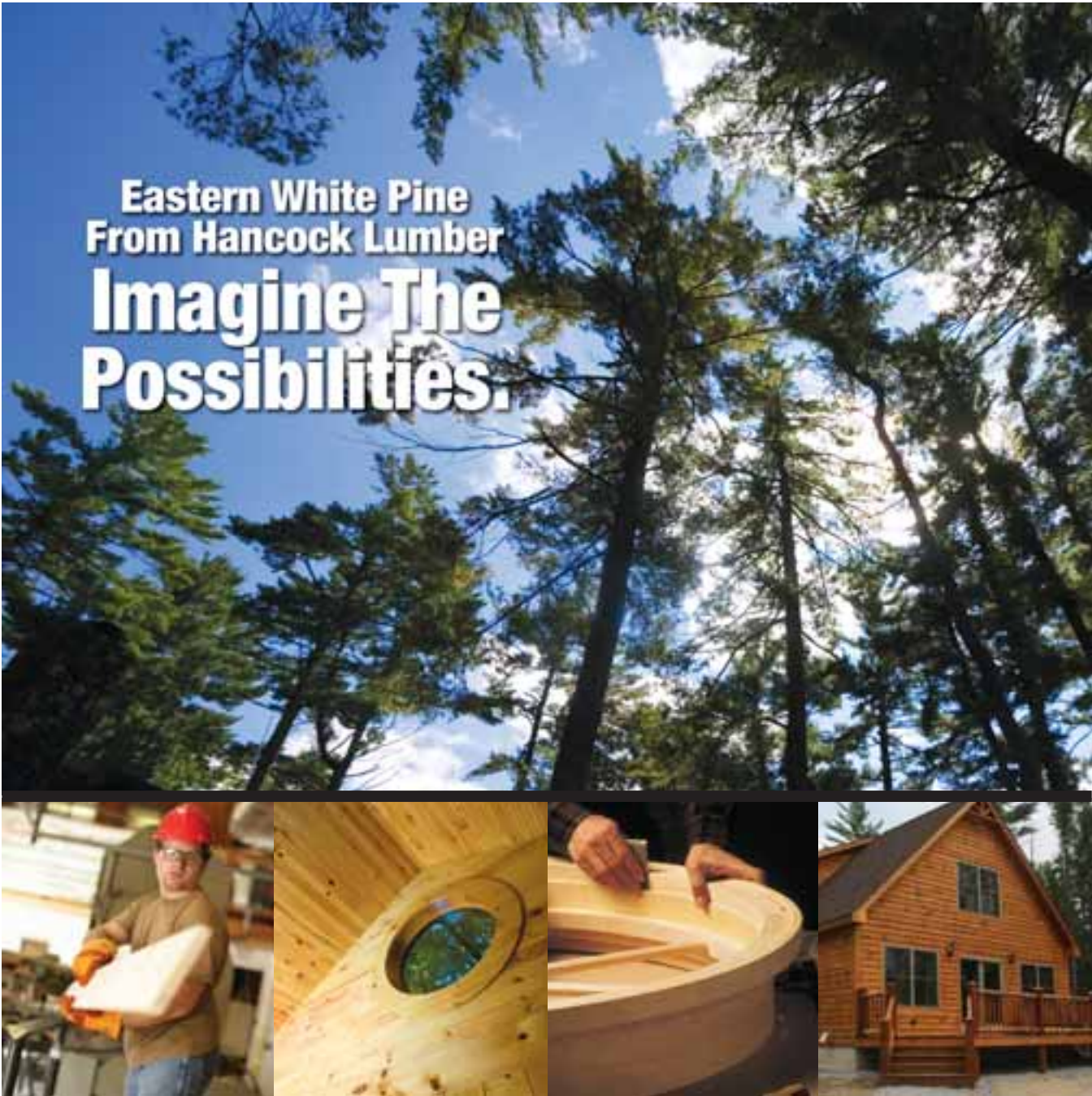
A North Carolina wholesaler echoed the sentiments in regard to transportation woes. "You're quoted one freight rate, and the next day it could have jumped \$50," the source said. "By the time, you get an order and move it, you've already lost \$100 on fuel prices."

Southeast Home Sales, Prices Expected To Increase

According to the National Assoc. of Realtors (NAR), home sales and prices throughout most of the country, including the Southeast, will begin showing signs of recovery this month. Lawrence Yun, NAR chief economist, said the "subprime mess" is to blame for the softening of the housing market over the last year.

"While much of the media is focusing on the fact that the rate of foreclosures doubled this year from historic averages, the foreclosure rate has gone from one percent of all homeowners with mortgages to two percent," Yun said. "Foreclosures are

Continued on page 43



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Western Business Trends



**By Terry Miller
Associate Editor**

Despite news throughout the country of an uptick in business, sources contacted in the Western region were a little bit more apprehensive.

An Idaho lumber manufacturer said any increase is due to a balancing out of supply and demand. "There's less production than there used to be," he said. "There's certainly no more business."

The contact said there are rampant log issues in the West, with weather making it extremely difficult to go into the woods. "It's real muddy down below, and real snowy up on top," he said. "It's a problem we don't really run into in the summer. We're usually back logging in late April or early May. That hasn't been the case this year. It's creating more supply issues, which, at least in the short term, will affect lumber prices."

The source said business is "tough pretty much everywhere you turn. There are no

standouts species wise. There's an over-supply problem in all species."

The Idaho contact noted the additional problems of higher transportation costs. "It's costing more on freight to bring in and send out lumber," he said. "That increase is going to have to be made up somewhere. We've got some real problems, and it's going to be a long time before we're out of the woods."

Gas Prices Up Nearly \$2 YTD In West

According to the Energy Information Administration's (EIA) latest retail diesel survey, the price of retail on-highway diesel prices recently climbed to \$4.70 per gallon, up roughly \$1.76 year-to-date. In Denver, Colo., a gallon of diesel has crested at \$5 in recent weeks. Nationwide, the average price for a gallon of diesel dropped slightly to \$4.69, although up nearly \$1.90 from 2007.

EIA noted that although gasoline is the transportation fuel for many Americans, diesel fuel consumption more closely reflects the current state of the economy. With real Gross Domestic Product (GDP) increasing at a slow annualized rate of 0.9 percent in the first quarter of 2008, U.S. demand for distillate fuel (which includes diesel fuel and heating oil) has fallen two percent. High diesel prices may also be slowing demand growth.

Diesel prices are high because of global distillate demand strength and underpinned by high crude oil prices. As of press time, crude oil spot prices were trading at

Continued on page 43

Northeast Business Trends



**By Sue Putnam
Editorial Director**

Sources in the Northeast voiced their concerns about how the increases in gas and food prices will ultimately affect their bottom line.

A Massachusetts lumber manufacturer said he's noticed some small increases in business, but higher prices are hurting the chances of any significant rebound.

"Everybody that you talk to says it's going to be a difficult year," he said. "People are concerned about their jobs, and paying \$4 a gallon for gas. Naturally, everybody's going to be very careful before making any large expenses, such as remodeling or buying a house."

The source said the rising price of diesel has caused considerable problems, including making it harder to get trucks as well as added fuel surcharges. He said his company has performed well in the pressure treated lumber market, but "no species is moving any better than any other."

A Maine wholesaler said he's also noticed

The Softwood Forest Products Buyer

a pick up in business in the last few months, but questions linger about the coming winter.

"We're definitely staying busy and even working some overtime again," he said. "Mills have obviously cut back their production, but it's not quite enough to get the market raging. If things don't improve by winter, we'll definitely see some cutbacks or closures."

The source noted that many companies are just "trying to make it to the finish line" in regards to a future turnaround.

"The future outlook is definitely spotty," he said. "I'd like to be optimistic and bullish. But, everyone's quite apprehensive about fuel prices and what that's going to do to spending habits. One thing that helps Pine is the do-it-yourself market, but even that will take a hit."

Home Prices Continue To Rise In Northeast

According to the National Assoc. of Realtors (NAR), the largest single-family home price increase as reported during the first quarter of 2008 was in the Binghamton, N.Y., area, where the median price of \$109,700 rose 11.8 percent from a year ago.

The median existing single-family home price in the Northeast has risen 3.2 percent since the first quarter of 2007 to \$280,000. After Binghamton, the strongest price increase was in Elmira, N.Y., at \$82,500, up 9.6 percent from 2007, followed by Glens Falls, N.Y., with a median price of \$163,100, up 7.7 percent.

In the first quarter, 48 out of 149 metropolitan statistical areas showed higher median existing single-family home prices from a year earlier, 100 had price declines and one was unchanged.

A proportionately larger slowdown in home sales from a year ago in high-cost markets is continuing to drag down the aggregate national median price. In the first quarter, the median existing single-family home price was \$196,300, down 7.7 percent from the first quarter of 2007 when the median price was \$212,600. The national median normally is a typical market price, where half of the homes sold for more and half sold for less.

Pennsylvania Tops Nation's Most Affordable Markets

According to the National Assoc. of Home Builders (NAHB)/Wells Fargo Housing Opportunity Index (HOI), Youngstown-Warren-Board, Ohio-Pa., and Harrisburg-Carlisle, Pa., are among the most affordable major U.S. housing markets. Nationwide, homes became more affordable for the third consecutive quarter, with the HOI rising to the highest level since the second quarter of 2004.

"Today's HOI reading shows that 53.8 percent of all new and existing homes that were sold during the first quarter were affordable to families earning the national median income of \$61,500," said NAHB President Sandy Dunn, a builder from Point Pleasant, W.Va. "Three factors combined to substantially increase housing affordability nationwide — mortgage rates returning to near the record low levels of a few years ago, a \$2,500 rise in family income nationwide and lower house prices."

The HOI indicates that the national weighted interest rate on fixed and adjustable-rate mortgages — a key component in calculating the HOI — was 6.02 percent in the first quarter, compared to 6.42 percent in the fourth quarter of 2007, the lowest since the third quarter of 2005.

Major metro areas at the bottom of the housing affordability chart included New York-White Plains-Wayne, N.Y.-N.J.

PHSI Falls 1.9 Percent In Northeast

According to the latest forecast by the NAR, the Pending Home Sales Index (PHSI), a forward-looking indicator based on contracts signed, recently fell 1.9 percent in the Northeast to 79.3, 12.2 percent below a year ago.

Nationwide, the PHSI rose 6.3 percent to 88.2, the highest index since October 2007 but still below the April 2007 peak of 101.5. NAR President Richard F. Gaylord said it appears the market may be breaking its holding pattern. "It appears that more buyers are realizing they can take advantage of a favorable combination of mortgage interest rates, home prices and family income," he said. "Overall affordability conditions are the best we've seen since the middle of the housing boom in 2004, but with far more choices and much less pressure than buyers experienced four years ago to make an investment in their future."

Lawrence Yun, NAR chief economist, said

Continued on page 45

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West Coast
Business Trends

Continued from page 8

calls from potential buyers in the U.S. (or anywhere) we simply refer those calls to current customers closest to the inquiry. We have gone from shipping 80 percent of our product to buyers in the U.S. down to about 50 percent during the past four years.” Cook and several others said they are hoping that a new U.S. president will bring changes that will translate to better business in the U.S. and around the world.

Jim Gillis, president of Haida Forest Products, Burnaby, B.C., said, “It is a very tough market. We deal in mostly higher grades of Western Red Cedar and those items are moving much better than commodity items. Cedar normally lags behind the general Softwood market anyway. Many of our siding products go into higher grade home projects which are not as impacted by economic problems initially as are commodity products. However, we are seeing a slowing and our customers are being quite cautious. They worry that prices will fall soon after they make a purchase so they are careful to purchase to fill in only. At this point our company is still operating at ‘normal’ levels,” he said.

Ryan Furtado of Sawarne Forest Products, Richmond, B.C., said, “Distribution customers purchasing our Cedar products say their business is off up to 50 percent on some items. Price is not the key if they need it quickly and want it now, but they want us to carry the inventory for them as much as possible. The big sawmill suppliers are practically giving away some Western Red Cedar very cheaply. Our business has remained quite busy. We are off maybe 13 percent in volume from the last few sales years. Orders are more specified and it is harder to get rid of fall down and tougher lengths.” He added, “There are lots of Cedar logs available, but towing is very expensive right now. The Fraser River is high and the current is strong so rates for towing have gone up dramatically in the past month. A towing bill a month ago for \$2,000 is now \$8,000 today. As a result we have started selling our logs to other buyers. We cannot afford to have them towed and pass that added cost to the customer.”

Kent Beveridge of Skana Forest Products, Richmond, B.C., said, “Customers say business is off from last year with some jobs delayed or stalled due to slower economy. We are putting in long days and working hard and we are finding at the end of the day our sales are stronger than we thought along the way. It is a tough market, but we are getting our share of the business. Lower grades are tight right now in Spruce. A couple of weeks ago 2 & btr picked up a bit but it has slowed since. We find Cedar is a bit quieter than normal for this time of year.”

In Winchester, Ore., Todd Lund, sales manager for Douglas County Lumber, said, “I’ve been with this company for 12 years. We have a delicate supply/demand balance what with the mills either curtailing production or shutting down completely. While lumber prices are depressingly low, log costs continue up. Fuel is exceptionally high. We see some bright spots in terms of sales. Several areas in Texas have been actively purchasing. Oklahoma

and Chicago see some life. Our mill is running on two shifts, down from the normal three we had at the beginning of this year. Sixty percent of our sales is to big box stores in program buying. Truthfully without these sales we would have to curtail further. I do not see a change till maybe summer of ’09.”

Gene Secco, sales manager for Forest Grove Lumber Co. Inc., McMinnville, Ore., said, “Overall I think sales are starting to pick up. Our quotations for jobs is ongoing, but not heavy. We have, however, seen some pick up in orders and high end building orders for us is still going fairly strong and as the weather gets better, the orders seem to improve too.”

Raymond Luther, sales manager for Mary’s River Lumber in Corvallis, Ore., said, “Most customers are having good days and bad days and have reported improvement since April. High end products are maintaining good values and we have 6-week order files in these items. Deckings and boards are struggling and mid-grade products are seeing some price reductions.”

Vince Mast, of Hampton Lumber, Portland, Ore., said that firm enjoyed

an 8 to 10 week run of brisk sales which have recently cooled a bit. “Our markets are still thin and production is down about 20 percent on the West Coast. We’re not expecting a real busy July and August, but August is traditionally slow anyway. Green Doug-Fir is a very tough market right now. Overall it seems the mills are doing all they can to hold down expense right now.”

WASHINGTON SCENE -

Continued from page 2

agencies; curbing international deforestation; and incentives for biomass energy. The system is similar to bills previously introduced by the two presidential nominees, Sen. John McCain (R-Ariz.) and Sen. Barack Obama (D-Ill.), as well as Sen. Hillary Clinton (D-N.Y.) President Bush and other Republicans, however, opposed the plan saying it would cost trillions of dollars and increase fuel costs over time.

Rep. Ed Markey (D-Mass.), chairman of the House Energy Independence and Global Warming Committee, said any cap-and-trade bill would be difficult to pass this session, but would have a better chance under a new administration. BLM, Forest Service Receive Senate Appropriations Nod The Senate Appropriations Committee recently passed its FY08 supplemental appropriations bill, which includes funding for the Bureau of Land Management (BLM) and Forest Service wildland fire management and a \$400 million one-year extension of the Secure Rural Schools and Community Self Determination Act. If the bill is approved, the BLM would receive \$125 million including \$100 million for emergency wildfire suppression and \$25 million for forest restoration and rehabilitation. The Forest Service would receive \$325 million, \$250 million for emergency wildfire suppression and \$75 million for forest restoration and rehabilitation. The suppression dollars would be in addition to what is already budgeted for suppression funding and could prevent the agencies from borrowing

Continued on page 31

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WASHINGTON SCENE -
Continued from page 29

from other accounts during a bad fire season. The restoration and rehabilitation funding can be transferred to other accounts within the Forest Service and BLM, however.

The supplemental bill faces significant hurdles including differences between the House and Senate versions. The administration also vowed to veto the bill, which includes funding for the war in Iraq, if it includes timetables for withdrawal from Iraq or unrelated domestic spending.

Walden Plans To Update HFRA

Rep. Greg Walden (R-Ore.) recently announced plans to introduce legislation that would clarify the Healthy Forests Restoration Act (HFRA). HFRA targets the wildland urban interface (WUI) areas around at-risk communities, yet many of the large fires originate outside of these areas.

Walden’s legislation would clarify the authority to use the expedited procedures in HFRA to those areas at greatest risk of a catastrophic wildfire, identified as Condition Class 3. In addition, it would also clarify the HFRA authority as it is applied to areas covered by community wildfire protection plans, but outside the default 1.5 mile wide WUI.

HFRA was intended to provide federal land managers and at-risk communities the tools to reduce the threat of catastrophic wildfires. However, since the bill passed it has become apparent that clarification in the law is warranted. A 2007 report showed that only 395,000 acres have been mechanically treated using the HFRA authority.

NAHB Petitions Congress For Homebuyer Tax Credit

The National Assoc. of Home Builders (NAHB) recently petitioned Congress to create a temporary homebuyer tax credit along with other important tax measures to boost the faltering housing market and economy.

H.R. 3221, the American Housing Rescue

and Foreclosure Prevention Act of 2008, contains a provision that would provide a temporary, first-time homebuyer tax credit of \$7,500 for the purchase of any home used as a principal residence and closed on between April 9, 2008, and April 1, 2009.

“NAHB believes that the homebuyer credit model in H.R. 3221 would help address many elements of the current housing crisis,” said Joe Robson, first vice president of NAHB and a homebuilder from Tulsa, Okla. “The tax credit would increase home sales, which would cause inventories to fall and stabilize home prices and mortgage markets. NAHB would urge Congress to consider options for increasing the size of the credit to maximize its impact and effectiveness.”

Robson also urged lawmakers to incorporate the following tax provisions to achieve a comprehensive solution to the housing crisis: expansion of the mortgage revenue bond program; modernization of the Low Income Housing Tax Credit (LIHTC); and expansion of the net operating loss deduction carryback.

NAR Promotes Economic Stimulus Act

The National Assoc. of Realtors (NAR) has pledged its support to make the temporary loan limit increases authorized by the Economic Stimulus Act of 2008 permanent in order to give families in high-cost areas equal access to fair and affordable loans on a continuous basis.

“Congress created Fannie Mae and Freddie Mac to provide liquidity and stability to the mortgage markets,” said Vince Malta, chairman of NAR’s Public Policy Coordinating Committee. “Making the Economic Stimulus Act limits permanent will significantly boost homebuyer, lender and investor confidence and will bring more families in high-cost areas back to the marketplace with greater access to affordable financing.”

NAR estimates that adopting permanent high-cost area limits of 125 percent of the local median home sales price, up to \$729,750, will allow more than 500,000 homeowners to refinance into lower interest rate loans every year, helping to reduce foreclosures by as many as 210,000.

Additionally, this would generate over \$35 billion in increased economic activity, strengthen home prices by 2 to 3 percent, increase home sales by up to 350,000 units and save homeowners up to \$600 per month.

WHO’S WHO - Hubener
Continued from page 2

Pro Cedar Products are members of the North American Wholesale Lumber Assoc. and the Western Red Cedar Lumber Assoc. The company sells its products direct, and through office wholesalers and wholesale distributors.

Hubener has been involved with the forest products industry for 28 years. He began his career with Arthur Pozzi in Portland, Ore., and has held sales positions with Pacific Crown in Plummer, Idaho, and JD Lumber Inc. in Priest River, Idaho.

Hubener and his wife, Kathleen, have a daughter, Kelly Marie, and a son, Nathan. He enjoys bird hunting, fishing and spending time with his family.

WHO’S WHO - Perry
Continued from page 2

Perry joined the company as an accountant in 1987, and previously worked in the automotive industry. She is a graduate of Laconia High School in Laconia, N.H., and received an associate’s degree from the University of New Hampshire extension in Portsmouth, N.H.

Middleton Building Supply (DiPrizio Pine Sales) is a member of the New Hampshire Timberland Owners’ Assoc., the Northeastern Retail Lumber Assoc., the North American Wholesale Lumber Assoc. and the Northeastern Lumber Manufacturers Assoc. The firm was the

first sawmill in the northeast to receive a federal energy grant for \$460,000 from USDA Rural Development to install a wood-fired boiler and turbine. The boiler was installed in February 2007, and the turbine went on line in March 2008. The turbine will produce approximately 60 percent of the electricity used at the facility.

Perry previously served as director and president of the New Hampshire Timberland Owners’ Assoc., holding the latter post in 2006. She and her husband, Alan Johnson, have six children and nine grandchildren. Perry enjoys camping, biking and traveling.

WHO’S WHO - Phillips
Continued from page 2

lams, rim board and insulated headers), and specializes in post frame buildings. The firm purchases roughly 2 million board feet of lumber per year. Truss Systems is a member of the Wood Truss Council of America, Southern Indiana Builders Assoc. and the Better Business Bureau.

In his position, Phillips oversees designers, shop management, maintenance crews, sales staff and likes to hear from customers. He has been around the forest products industry his entire life, as his father owns a pallet company. Phillips began working at Industrial Woodcraft at age 18.

Phillips is a graduate of Castle High School in Newburgh, Ind., and attended the University of Southern Indiana in Evansville, Ind.

Phillips and his wife of five years, Kelly, have three children.



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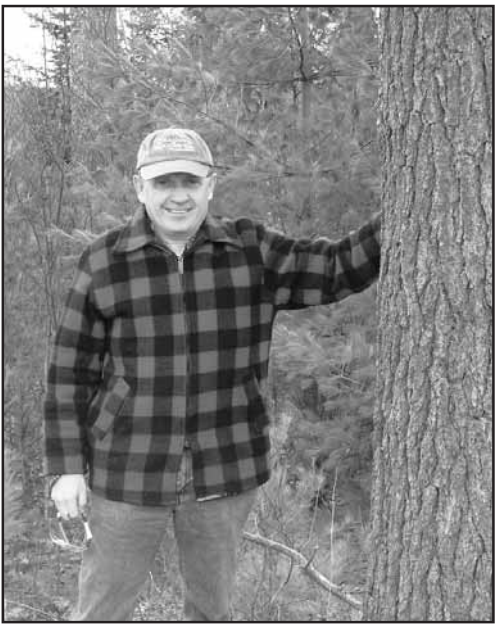


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LAT PHOTOS – Continued from page 12



Charles Hatley, Armstrong Lumber Co., Corpus Christi, Texas; Brenda Elliott, Melissa Chumley, Temple Inland Forest Products Corp., Diboll, Texas; and Joe “Bear” Breeden, Montalbano Lumber, Houston, Texas



Al Cron, Boise, Dallas, Texas; and Burt and Marcia Solt, Foxworth-Galbraith Lumber, Dallas, Texas



Gerry Gluscic, Marshall Owens, Scott Stewart, Snavelly Forest Products, Dallas, Texas; Jeff Christensen, Henson Lumber Ltd., Cresson, Texas; and Miles Tompkins, Snavelly Forest Products



Kevin Waine and Mitch Renfro, Idaho Timber Corp., Ft. Worth, Texas



Brian Benson, Kinzua Resources, Pilot Rock, Ore.; Greg Vaudt, Valley Lumber Sales, Canby, Ore.; and Rod Larios, Central Forest Products Inc., Canby, Ore.



Bill Bourgaize, Central Forest Products Inc., Canby, Ore.; Scott Manke, Manke Lumber Co. Inc., Tacoma, Wash.; Michael Rogers, RSG Forest Products, Molalla, Ore.; and Bruce Stewart, Arrowhead Golf Club, Mollalla, Ore.



Mindy Goldsby and Jim Sawyer, SASCO Inc., Phoenix, Ariz.



Rick Steers, Interfor Pacific, Bellingham, Wash.; Rick and Gina Tasler, SASCO Inc., Phoenix, Ariz.; and Lance Hubener, Tri-Pro Cedar Products Inc., Old Town, Idaho



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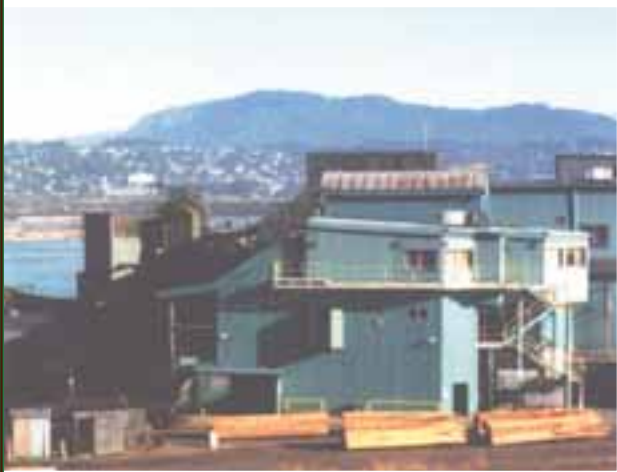
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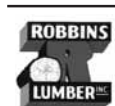
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WHO’S WHO - Raff

Continued from page 2

Inspection Bureau grading school and the Western Wood Products Assoc. grading seminar.

Raff has been involved in the forest products industry for 30 years. He has been in his current position for three years. Raff began his career in 1978 as a management trainee with Boise Cascade LLC. His other responsibilities have included inside and outside sales and purchasing.

Raff is a graduate of Ingraham High School in Seattle, Wash. He received a bachelor’s degree in business from the University of Washington in Seattle.

Raff and his wife of 28 years, Kathy, have two children. He enjoys playing golf, Washington Husky athletics and remodeling projects.

WHO’S WHO - Robert

Continued from page 2

Manufactured Housing Assoc. and the Missouri Manufactured Housing Assoc.

Robert has been involved in the forest products industry since 1985. He began his career as a framing carpenter, and has held other responsibilities including engineering, general contracting, project administrator and vice president of operations.

Robert is a graduate of Osage City High School in Osage City, Kan. He received a bachelor’s degree and master of business administration from Emporia State University in Emporia, Kan.

Robert and his wife of 15 years, Michelle, have four children. He enjoys restoring muscle cars, farming, building and civic involvement.

THRIFTY -

Continued from page 4

and its neighboring communities of Southaven and Hernando.

“We opened the Olive Branch location in 2003,” Evans said. “It sits on about four acres and has about 10 employees.”

The Collierville location has more warehouse space and is on about 3.5 acres. The facility has several Toyota forklifts that keep the yard clean and neat. As far as inventory, approximately \$2 million in inventory is maintained between the two locations. Four t-sheds behind the main building keep much of the inventory out of the elements. The remainder of the inventory is kept in the back portion of the yard in it’s original packaging.

The firm has a fleet of 11 delivery trucks that cover about a 100-mile radius. Customers include home-builders, remodelers and some light commercial.

There is a combined total of 35 employees and all are key personnel. The company’s ten outside sales people include: Dwight Miller, Jerry Whitmire, Richard Cooper, Randy Smith, Barry Hinesly, Butch Medlin, Palmer Albertine Jr., Steven Bellze, John Argo and Daryl Hanes.

Evans spent two years in the cabinet business, and two years of his life were spent in Christian ministry in Washington.

“My father started the business in 1984 selling seconds,” he said. “Over time, that market diminished and he began selling the No. 1 product. He continued to do well and he opened a home center. We have been in Collierville since ’84 and been at this location since 1989. The business continued to flourish over the years.” Evans took over in 2004.

“We have endured many challenges over the years,” Evans said. “The last market turn in 1999 was a huge challenge, but we fought through it and pulled through it in early 2002. Now we are going through another, and more severe, downturn, and we will pull through this one too.”

Every company in this type industry at one time or another endures some sort of struggle. It is the service that they provide that keeps their customers returning, said Evans.

As far as any future expansion, Evans said, he will address that opportunity as time arises. For now, they are keeping at a steady pace between the Olive Branch and Collierville location.

As long as Thrifty Building Supply stands behind their motto and makes service their number one priority, Evans is confident they will continue to build relationships with home-builders throughout the Mid-South for years to come.

For more information, contact Thrifty Building Supply at 901-853-6789.

RETAIL REVIEW

Continued from page 6

Home Depot To Close 15 Stores, Cancel Openings

Vinings, Ga.—The Home Depot Inc., located here, recently announced plans to close 15 under-performing stores, and no longer pursue the opening of another 50 U.S. stores.

The closings include stores in East Fort Wayne and Marion, Ind.; Frankfort, Ky.; Opelousas, La.; Cottage Grove, Minn.; East Brunswick and Saddle Brook, N.J.; Rome, N.Y.; Bismarck, N.D.; Findlay and Lima, Ohio; Brattleboro, Vt.; Beaver Dam, Fond du Lac and Milwaukee, Wis.

Home Depot still intends to build 55 new stores this fiscal year, including 36 new stores in the United States. Openings include a warehouse in Winchester, Va., and a 657,000-square-foot facility in McCalla, Ala., and Monroe, Ohio.

The Home Depot is one of the world’s largest home improvement specialty retailers, with 2,260 retail stores in all 50 states, the District of Columbia, Puerto Rico, U.S. Virgin islands, Guam, 10 Canadian provinces, Mexico and China. The company employs more than 300,000 associates.

Midwest Business Trends

Continued from page 8

and order the Missouri State Highway Patrol to seek federal immigration training.

Beige Book Details Midwest Housing Markets

According to the Federal Reserve’s “Beige Book,” a summary of anecdotal information about recent economic conditions and trends, residential real estate activity recently strengthened in the Kansas City District, while housing remains weak in the St. Louis and Dallas Districts.

In the Tenth District, which is headquartered in Kansas City, Mo., residential real estate activity rose seasonally, while commercial real estate activity held steady. Realtors, mortgage lenders and moving companies reported a seasonal pickup in sales that reduced home inventories. Demand for lower priced homes was stronger than demand for high-end homes requiring jumbo mortgages. One realtor noted that the market for

Continued on page 40



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PLUM CREEK -
Continued from page 40

alone operation, we'd be shut down," he said. "But, because we are so vertically integrated, we are still able to turn a profit as a whole."

Olson noted that Plum Creek is certified with the Sustainable Forestry Initiative, even including finger joints. "Most finger joints are made with any product you can get your hands on," he said. "That gives us an advantage over other finger joint manufacturers."

Spilker said Evergreen inventories at least two weeks worth of products, in order to serve its core base of customers. "We know who those customers are," he said. "In slow times and when things get better, we'll make sure those customers are taken care of."

For more information, contact Plum Creek at 1-800-858-5347, visit www.plumcreek.com or e-mail info@plum-creek.com.

WRCLA -
Continued from page 18

a smooth segue between spaces and invites guests to move freely between the indoors and outdoors. Choose cushioned fabrics to visually tie the interior and exterior together for a cohesive look.

Built-in benches add both style and function to your deck. They make a great way to capitalize on longer stretches of decking with unobstructed views. Adding Western Red Cedar planter boxes at select locations can create focal points. You can also add a birdbath to bring another dimension of enjoyment. With the right planning, you'll be able to create an outdoor paradise that will become a welcome respite from the hectic pace of everyday life. For more information on making your new deck a reality, go to www.realcedar.org.

The Western Red Cedar Lumber Association is a Vancouver based non-profit association representing 19 quality producers of Western Red Cedar lumber products in Washington, Oregon, and British Columbia (Canada). Founded in 1954 and known as "the voice of the Cedar industry," the WRCLA operates customer service programs throughout the United States and Canada to support its members' Cedar products with information, education and quality standards.

In addition to its Vancouver headquarters, the WRCLA has field offices in Washington and New York where Cedar specialists offer a Super Cedar Advisory Service for specifiers, builders and other Cedar consumers. When customers have a question about Cedar, the answer is just a phone call away.

WRCLA activities are funded by its member mills, which have an annual production of nearly 1 billion board feet and account for more than 65 percent of all the Cedar produced in the world.

Over the years the WRCLA has strived to make its Cedar as user friendly as possible by producing quality products to uniform standards and by providing the construction industry with the information it needs on WRCLA Cedar products, their specification and proper use.

WRCLA activities also include programs on product quality and standards as well as research and new product development. The association sits on a number of code and standard committees and works closely with the Forest Products Research Laboratory in Madison, Wis., and the Forintek Corp., an industry research facility in Vancouver, B.C.

(Editors note: This article provided by the Western Red Cedar Lumber Association.)

BOISE -
Continued from page 22

Grand prize choices included a 5-day Carnival Cruise, a Ritz Carlton get-away and a 42-inch LCD HDTV with surround sound.



The first place team in the Annual Customer Appreciation Golf Tournament, hosted by Boise Cascade BMD, Yakima, Wash., included: Curt Seal, Truss Systems Inc., Lewiston, Idaho; Cliff Lewis, Grandview Lumber, Grandview, Wash.; Bob McBride, Coos Head Forest Products, Eugene, Ore.; and Dan Beaver, Boise Distribution, Yakima, Wash.



The second place team included: Eric Swinehart, Bi-Rite Lumber Co., Sunnyside, Wash.; Ron Gunner, Boise Distribution, Yakima, Wash.; Dick Carlton, Lumbermen's Pro-Build, Kennewick, Wash.; and Mike Kauffman, Truss Systems, Inc., Sunnyside, Wash.



The third place team included: Jason Pittman, Larson Manufacturing, Brookings, S.D.; Jim Middleton, Newark Paperboard Co., Richmond, N.C.; Brian Dent, Noll-Norwesco Co., Fife, Wash.; and Dave McBratney, R-Max Products, Portland, Ore.

In Spokane, Wash., the Interstate Fairgrounds served as the site for "Team Up With Boise" when the BMD branch here hosted its Open House. LP SmartSide Trim and siding was the featured vendor, represented by Kelvin Harper.

Lumberyards from British Columbia, Idaho, Montana and Washington comprised the 250 guests in attendance. Also, several local retail stores were represented, including Boise Store, D&B Motor Sports, Hangman Valley Golf Course and others who participated in a "Boise Bucks" program. This promotion was held during the week prior to the Open House and involved customers purchasing items at the featured retail stores, which made them eligible for "Boise Bucks."

The Open House was capped off with the 20th annual Boise Cascade Spokane golf tournament at the Twin Lakes Village Golf Club in Rathdrum, Idaho. A total of 120 golfers competed in a scramble format. Potlatch Corp. was the featured sponsor for the golf tourney, and other sponsors for the day's events included BCT Trucking, System Transport, James Hardie, Arauco Ply, Johns Manville Insulation, Finish Line Freight and Triple D Trucking.

The first place team in the golf tournament was comprised of Quinto Maida and Connor O'Brien, Arrow Building Supply; Ryan Powell, Standard Bros. Lumber; and Jerry Graves, Boise Cascade-Spokane.

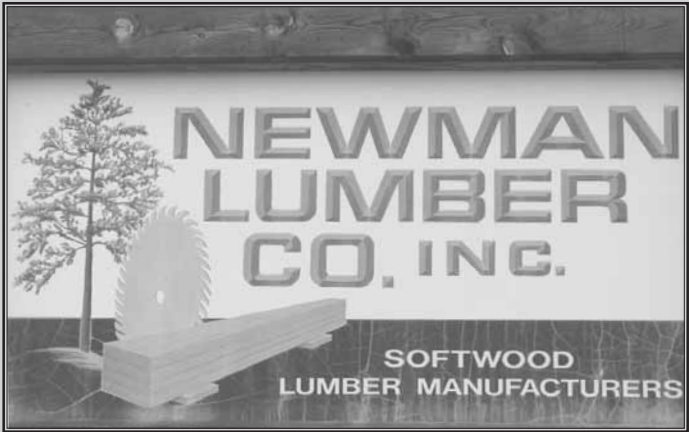
The Yakima, Wash., division of Boise BMD also recently hosted its Annual Customer Appreciation Golf Tournament. All totaled, 98 customers and vendors enjoyed a round of golf, followed by a barbecue dinner.

Boise Cascade has a proven track record of providing quality wood products and a nationwide building materials distribution network for its customers, helping them to enhance their own businesses.

Boise Cascade manufactures engineered wood products, plywood, lumber, and particleboard and distributes a broad line of building materials, including wood products manufactured by the company's wood products division. The company is privately owned and headquartered in Boise, Idaho.

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LAT -
Continued from page 1

leisure activities, such as a golf tournament. The presentations at this year's convention were designed to offer advice to attendees in regard to strengthening their businesses through strong financial leadership. The address by guest speaker Bill Lee, author of *Gross Margin: 26 Factors Affecting Your Bottom Line*, was entitled 'Take Your Business To The Next Level.' Lee also led a 3-hour training sales seminar for many convention attendees. Dr. Loren Scott, president of Loren C. Scott & Associates Inc., a 23-year-old economic consulting firm in Baton Rouge, La., presented an address regarding the 2008 homebuilding economic forecast. The LAT board of directors and annual membership meeting breakfast was held, and hundreds of exhibitors displayed their products in the halls of the Gonzalez Convention Center. LAT is headquartered in Austin, Texas, and works predominantly on state legislative and regulatory activities. LAT was formed as a non-profit trade association in May, 1886, by a group of lumber dealers from Waco, San Antonio, Sherman and Corsicana.

MAY DAY -
Continued from page 24

There were 112 teams vying for the top spot in the tourney. The winning team consisted of Greg Carter of Rosboro Lumber, Bill O'Bannon of Titan Studs, Bill Bourgaize of Central Forest Products and Bruce Stewart of Arrowhead Golf Club. The tournament had a shotgun start and was a 4-man scramble, followed by dinner and awards at the Marriott Portland Downtown.

Ontario/Quebec
Business Trends

Continued from page 27

when speculators drove up the prices of real estate, until those prices crashed like those in the U.S. housing market. The government subsequently put regulations in place to prevent a repeat of the problem. He noted that his mill has been in operation for almost 150 years, and that although the company is not averse to "tweaking things a bit," the high-end consumer formula has been successful in the long term. "We're never going to compete with Home Depot," he said. "We can't. There's no point in competing for a customer who wants cheap, low grade material. Let someone else have those customers."

South/Southeast
Business Trends

Continued from page 27

being driven principally by subprime loans." Yun noted that Cape Coral, Miami and Orlando, Fla., are among the cities with the highest percentage of subprime lending and biggest downturns in the housing market. However, with the subprime marketing drying up and more loans being insured by the Federal Housing Administration or purchased by Fannie Mae and Freddie Mac, housing markets will strengthen and prices will likely begin a steady uptick. Over the next five years, markets like Miami could see prices go up as much as 50 percent, Yun added. It is believed that legislation to modernize FHA programs, reform regulation of the government sponsored enterprises, establish a first-time home buyer tax credit and make the temporary increases to the conforming loan limits established by the Economic Stimulus Act of 2008 permanent "would quickly stabilize the housing mar-

Trucking Group Praises
CFTC Oil Initiatives

The American Trucking Assoc. (ATA), headquartered in Arlington, Va., recently commended the U.S. Commodity Futures Trading Commission (CFTC) for taking steps to increase transparency in the energy futures market amid skyrocketing diesel fuel prices weighing heavily on the trucking industry. William Graves, ATA president and chief executive officer, said the commission's actions would help ensure that petroleum prices are "once again driven by supply and demand." The CFTC initiatives include requiring energy market traders to provide the commission with monthly reports of their index trading, and continuing a nationwide crude oil investigation into practices surrounding the purchase, transportation, storage and trading of crude oil. It is believed that market speculation has been the main factor driving the price of oil to record prices. Earlier this year, ATA asked the White House, the U.S. Department of Energy and the U.S. Department of Interior to address oil supply issues. "The trucking industry is experiencing the highest prolonged fuel prices in history," the ATA said. "Today, it can cost more than \$1,300 to fuel a tractor trailer."

Dogwood Alliance Targets
Fast Food Industry

The Dogwood Alliance, based in Asheville, N.C., recently launched a new campaign (www.nofreerefills.org), which specifically targets the paper packaging practices of the fast food industry. Lauren Barnett, Dogwood Alliance media outreach coordinator, said Southern forests are among the most bio-diverse forests in the world, and contain high concentrations of rare and endangered species. However, the future of these forests is being threatened by fast food companies who consume the trees for packaging. "Southern forests, the jewel of the American landscape, are being destroyed to bring you fried chicken, burgers and fries, and super-sized convenience in a glut of wrappers, boxes and cups," Barnett said. The Dogwood Alliance has asked fast food retailers to implement practices that will reduce their impact on the environment including reducing packaging materials, employing 100 percent post-consumer recycled boxboard, eliminating paper packaging originating from industrial Pine plantations and endangered forests, recycling their own waste in an effort to divert it from landfills, and creating partnerships to improve forest management.

Western Business
Trends

Continued from page 28

\$138.54 per barrel, and could reach \$150 per barrel this month. Strong distillate demand in Europe, Latin America, the Middle East and Asia continues to add pressure to diesel prices. China, in particular, has seen dramatic increases in diesel imports as it prepares for the Olympics later this summer.

West Dominates Foreclosure Picture

According to RealtyTrac, a leading online marketplace for foreclosure properties, the Western region dominates the nation's foreclosure filings on 243,353 properties with three states ranking in the top five. "The total number of U.S. properties with foreclosure activity was the highest monthly total we've seen since we began issuing the report in January 2005," said James J. Saccacio, chief executive officer of RealtyTrac. "Although only about 2 percent of households nationwide are in foreclosure, these properties contribute to already bloated inventories of homes for sale, and put downward pressure on home values. Areas of Nevada and Arizona continue to be particularly hard-hit." Despite a 5 percent month-over-month decrease in foreclosure activity, Nevada still has the nation's highest state foreclosure rate. One in every 146 Nevada households received a foreclosure filing, 3.6 times the national average, and the state's foreclosure activity was up 95 per-

Continued on page 45

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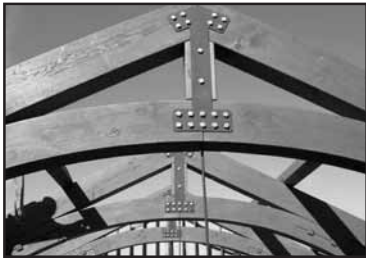
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Western Business Trends

Continued from page 43

cent from 2007. Arizona foreclosure activity increased 26 percent from the previous month and 181 percent from 2007, helping to bump the state's foreclosure rate up to third highest among the states. Foreclosure filings were reported on 11,620 Arizona properties, one in every 224 total households. Colorado foreclosure activity was down nearly 3 percent from the previous month and up just 3 percent from 2007, but the state's foreclosure rate still registered fifth highest among the states. One in every 349 Colorado households received a foreclosure filing, nearly 1.5 times the national average.

Montana Bond Program Passes With Farm Bill

A \$500 million bonding program for purchasing private forestland in Montana was included in the Farm Bill, which recently passed thanks to House and Senate support. The Qualified Forestry Conservation Bond program was inserted by Sen. Max Baucus (D-Mont.). Lands acquired by state and non-profit entities under the program must be adjacent to U.S. Forest Service land, at least half of the acquired land must be transferred to the Forest Service, and parcels must be at least 40,000 acres in size. The program will cost approximately \$250 million.

WCI Hopes To Offset Climate Change, Greenhouse Gases

With partners in Arizona, Montana, New Mexico and Utah, the Western Climate Initiative (WCI) is one of many organizations nationwide that hopes to tackle the growing issue of climate change and greenhouse gases. The group, which also includes West Coast states and several Canadian provinces, hopes to develop a market-based approach to the issue by August. A working group comprised of landowners, forest managers, wood products manufacturers, conservation groups and technical experts meets regularly to develop recommendations for the inclusion of the role of forest carbon in the WCI offsets program.

Northeast Business Trends

Continued from page 28

he expects to see rising home prices and sales during the second half of the year. "We're seeing healthy price gains in moderately priced areas like Erie, Pa., and double-digit gains in others," he said. "Our most recent data shows sales rising strongly from a year ago in some areas that experienced sharp price drops."

TRADE TALK

PPG Opens New Architectural Coatings Facility

McCarran, Nev.—PPG Industries Inc., headquartered in Pittsburgh, Pa., recently dedicated a new 95,000-square-foot, 22-acre architectural coatings facility in the Tahoe-Reno Industrial Center here, about 15 miles east of Reno. The facility is equipped with advanced processing equipment, such as computer-controlled storage tanks and a batch compounding system, and automated filling equipment, which helps ensure high quality. At full capacity, the facility will manufacture more than 15 million gallons of water-based latex paint per year to be sold under the Olympic™, Lucite™, Pittsburgh™ and other PPG paint brands. "This new paint manufacturing facility enhances PPG's ability to provide superior service to our West Coast customer base, including independent dealers, national accounts and company-owned stores in 12 western states," said Scott

Sinetar, vice president, PPG Architectural Coatings, North America. PPG broke ground for the facility in September 2006, and primary construction was completed earlier this year. The building incorporates environmentally sound, "green" building technologies such as ENERGY STAR-rated Duranar™ coatings and Solarban™ 70XL solar control low-emissivity (low-e) glass. PPG is a global supplier of paints, coatings, chemicals, optical products, specialty materials, glass and fiberglass. The company has more than 150 manufacturing facilities and equity affiliates, and operates in more than 60 countries.

Interfor Expects Weaker Prices, Lower Earnings

Vancouver, B.C.—Duncan Davies, president of International Forest Products (Interfor), based here, recently announced that the company anticipates prices to drop in the coming months on products that were previously immune to the U.S. housing slump. According to the report, Cedar and other specialty products will weaken this quarter, hampering the already struggling market. British Columbia stumpage prices are also rising by as much as \$3 a cubic meter. Davies said Interfor's lumber production is down approximately 50 percent from 2007. Sales have also dropped 131 million board feet to 113 million board feet so far this year. There is some bright news as some of the lowest losses in the country and expansion into the southern British Columbia interior have helped raise stock prices. Interfor's expansion includes building a new sawmill in Adams Lake, acquiring a timber tenure from Weyerhaeuser in Kamloops and purchasing two sawmills from Pope & Talbot in the Kootenays.

Rountree To Retire From SLMA

Tyrone, Ga.—Steve Rountree, president of the Southeastern Lumber Manufacturers Assoc. Inc. (SLMA), located here, recently announced his retirement effective Aug. 1. He will remain on the board until the end of the year to help with the transition process. "This association owes Steve a great deal of gratitude," said Bryant Beadles, Balfour Lumber, SLMA chairman. "He has accomplished a great deal on SLMA's behalf and has positioned the association to withstand even the harshest of markets." Rountree began his career with SLMA in January 1976, and served as president since 1996. Some of his most notable accomplishments include leading SLMA through the self-insured fund crisis in the late 1990s, and restructuring the organization to reduce expenses by 25 percent while building reliable sources of non-dues revenues. Rountree also represented SLMA on many industry associations and coalitions. Rountree added, "Working with this association has been a very rewarding time for me. Not only have I gained invaluable experiences, but I have also gained friendships which will last a lifetime."

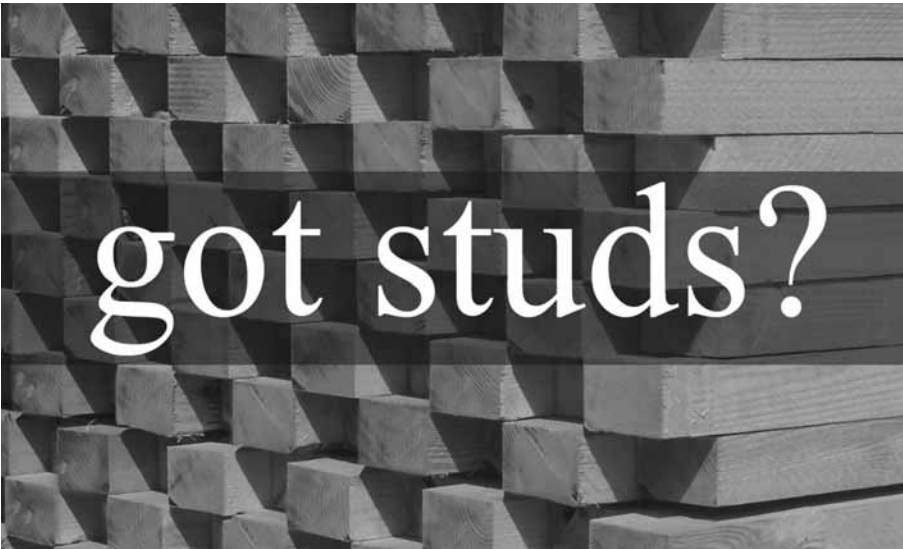


Steve Rountree

Denig Named North Pacific Board Chairman

Portland, Ore.—North Pacific, based here, recently appointed Tom Denig as chairman of the board of directors. Denig succeeds Tom Tomjack, who held the position for over 18 years. Tomjack will continue as a member of North Pacific's board. Denig has served as a member of North Pacific's board of directors since February 2006. He has over 30 years of leadership experience, many of them as president and chief executive officer of Trus Joint Corp., a leading engineered wood products manufacturer, which was acquired by Weyerhaeuser in 2000. "On behalf of North Pacific's board of directors, I would like to thank Tom Tomjack for successfully managing our board for so many years," said Jay Ross, North Pacific chief executive officer. "At the

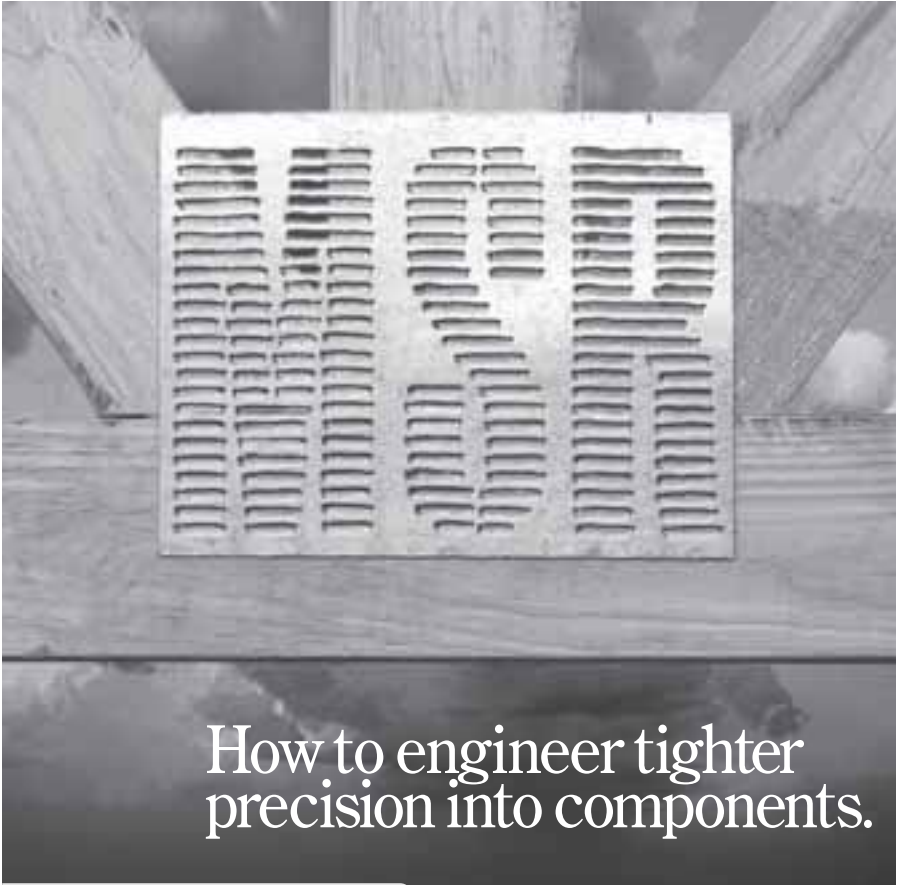
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TRADE TALK

Continued from page 45

same time, I am honored to have Tom Denig lead our board of directors. The board and management have a great deal of confidence in Mr. Denig to govern our company. His wealth of knowledge, industry expertise and leadership skills will help our company thrive and grow."

Founded in 1948, North Pacific is an employee-owned, privately held wholesale distributor of building materials, industrial and hardwood products, wood poles, crane mats and other specialty products. North Pacific is one of the largest distributors in the United States, with over \$1 billion in sales annually.



Tom Denig

Roseburg Adds Solid Sawn Flanged RFPI Joists

Dillard, Ore.—Roseburg Forest Products, headquartered here, recently announced it would begin offering a solid sawn flanged RFPI® joist through its distribution partners nationwide beginning Aug. 1.

Roseburg's solid sawn RFPI® joist will be produced in two series, RFPI® 40S and RFPI® 60S. Both series will have a 2-1/2-inch wide by 1-1/2-inch thick solid sawn flange and will be available in four depths, with lengths up to 60-feet. The I-joists are engineered to the high-quality APA standards and are compatible with standard I-joist hangers and connectors.

In addition to the new solid sawn flanged RFPI® joist, Roseburg will continue to produce LVL flanged RFPI® joist, RigidLam® LVL for headers and beams, and RigidRim® rimboard.

Roseburg Forest Products is a family-owned manufacturer of lumber, particle-board, Softwood plywood, engineered wood products and specialty panels. The company was established in 1936 and has land and facilities in the northwest and southeast.

Peterson Named Forest Management Director

Washington, D.C.—The U.S. Forest Service, based here, recently appointed Tom Peterson as director of forest management. In his role, Peterson will guide activities to maintain and improve the health, diversity and productivity of the National Forest system.

"Tom brings a wealth of on-the-ground experiences and innovative approaches for integrated resources management to assure forest health and productivity," said Abigail Kimbell, U.S. Forest Service chief. "I look forward to working with him in his new role."



Tom Peterson

Peterson has served as acting regional forester for the southern region of the Forest Service since earlier this year. He has been the deputy regional forester for natural resources in the southern region since August 2005.

Peterson began his career with the Ottawa National Forest in Michigan in 1973. He later worked with the Chequamegon National Forest, Mark Twain National Forest and Superior National Forest in the eastern region. In 1994, he accepted a position in the eastern regional office on the forest management staff until 1998 when he moved to the forest management staff in Washington, D.C.

Western Forest Shuts Down Operations, 800 Laid Off

Duncan, B.C.—As demand for wood products continues to drop worldwide, Western Forest Products Inc., located here, recently shut down logging operations and laid off more than 800 loggers and contractors.

Duncan Kerr, Western chief operating officer, said the company shut down logging to bring log inventories in line with its lumber orders. Western also shut down its Ladysmith, B.C., sawmill due to falling demand for commodity lumber.

Western is laying off 220 of its own logging employees, as well as many logging contractors. According to the company, logging will continue in operations that are harvesting mostly high-valued species, like Cedar, where demand remains strong. Kerr noted that the layoffs are not permanent, and Western would return to the woods to rebuild log inventories before fire season begins in August.

Western Forest Products Inc. is an integrated Canadian forest products company with an annual available harvest of approximately 7.5 million cubic meters of timber. Principal activities include harvesting timber, reforestation, sawmilling logs into lumber and wood chips, and value-added remanufacturing.

Tri-Pro™ Opens Wenatchee Sales Office

Oldtown, Idaho—Terry Baker, sales manager for Tri-Pro™ Cedar Products, headquartered here, recently opened a sales office in Wenatchee, Wash.

Baker began working for Tri-Pro Cedar 18 years ago and has more than 29 years of experience in the lumber industry. He noted that he would be better able to concentrate on developing new customers and better serving current clients at the new facility.



Terry Baker

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."

Tri-Pro Cedar is a member of the North American Wholesale Lumber Assoc. and the Timber Products Manufacturers Assoc.

Wood-Mizer Opens Montana Sales Center

Indianapolis, Ind.—Wood-Mizer Products Inc., based here, recently opened its ninth authorized sales center in the United States with its newest location in Basin, Mont. With this opening, Wood-Mizer will have a total of 20 locations in the United States and Canada.

Sean and Debbie Sheehan will manage Rocky Mountain Wood-Mizer. The family runs a successful sawing venture using their sawmill to produce building materials. They are veteran Wood-Mizer operators and use an LT27 in their operation.

Dave Mann, vice president of the sawmill division, said authorized sales centers offer customers a place to see sawmill demonstrations before their purchase, receive new mill training and have access to some common blades and parts.

Wood-Mizer is a leading manufacturer of portable band sawmills and offers an extensive line of mills covering a wide range of cutting capabilities. In 2007, the company celebrated its 25th year in manufacturing portable sawmills.

Plans Underway For 30th Forest Products Expo

New Orleans, La.—More than 90 companies have already reserved exhibit space for the 30th Products Machinery & Equipment Exposition, scheduled here June 11-13, 2009, at the Ernest N. Morial Convention Center. The Southern Forest Products Assoc. (SFPA), headquartered in Kenner, La., sponsors the biennial event that showcases the latest products and services for the wood products industry.

"With nearly half of the available floor space already sold, I'm confident SFPA will host an exciting and successful event," said Eric Gee, exposition director. "Interest among all sectors of the industry remains positive. As companies finalize their 2008 and 2009 operating budgets, I anticipate a sold-out show."

Rich Donnell, Hatton-Brown Publishers Inc., Montgomery, Ala., will direct a seminar series that will offer additional technical

Continued on page 48

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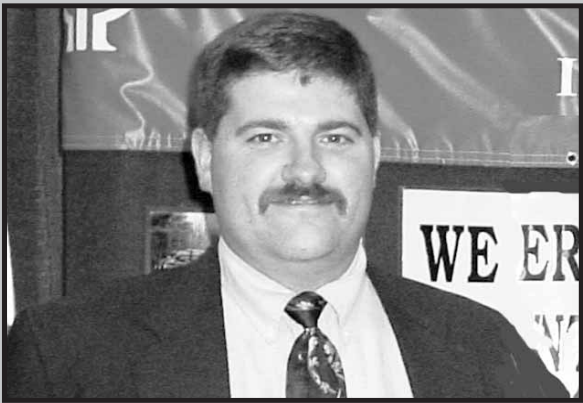
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TRADE TALK

Continued from page 47

knowledge of the items on display at the show and provide training in skills needed to succeed in the forest products business. Details for the seminar series will be announced in early 2009.

For more information, contact Eric Gee at 2900 Indiana Ave., Kenner, La., 70065, call 504-443-4464, ext. 214, e-mail egge@sfpa.org, or visit www.sfpa-expo.com.

DNR To Offer 700 Million Board Feet In 2009

Olympia, Wash.—The Washington State Department of Natural Resources, based here, recently announced plans to offer an estimated 700 million board feet for FY09, in addition to any holdover volume from “no bid” timber sales from FY08.

Most of the FY08 “no bid” sales have already been reappraised and sent back to the auction table. The 700 million board feet is not a final number, and can be affected by unforeseen circumstances, such as previously unknown environmental issues, a major windstorm or fire season.

The FY09 sales include 13 log sort sales. The high volume month is anticipated to be May 2009, but planned volumes are expected to hold relatively steady throughout the year.

NAWLA Announces Educational Offerings

Rolling Meadows, Ill.—The North American Wholesale Lumber Assoc. (NAWLA), headquartered here, recently announced two educational offerings in the coming months.

The Young Distribution Professionals Conference (YDPC) will be held Aug. 3-6 at the Eaglewood Resort and Spa in Itasca, Ill. The program, presented through a partnership with the Association Education Alliance (AEA), is designed for career-oriented professionals with less than 10 years of experience who want to grow and expand their distribution career skills.

NAWLA's annual Wood Basics Course will be held Sept. 8-11 in Corvallis, Ore. The course, offered in cooperation with Oregon State University, will be an all-around training seminar for new hires in all departments. Course topics include forest ecology, engineered products, transportation, grading, structural panels, lumber manufacturing, dimension lumber, specialty products, environmental issues and others.

For more information on either course, visit www.nawla.org.

APA Offers Structural Panels, Engineered Wood Yearbook

Tacoma, Wash.—APA—The Engineered Wood Products Assoc. recently released its *Structural Panels and Engineered Wood Yearbook — 2008*.

The 44-page publication includes a wealth of industry information, including U.S. and Canadian Softwood plywood and OSB production and capacity, U.S. regional production, panel imports by country of origin, panel exports by destination, U.S. and Canadian production of glulam timber, wood I-joists and laminated veneer lumber, product consumption by end-use markets, panel and engineered wood producing mills in the U.S. and Canada, producers ranked by size, panel production by state, mill starts and closures and much more.

The reference tool includes data up through 2007, with estimates for 2008. In some cases, the historical data goes back as far as 1990. The yearbook, which was prepared by Craig Adair, APA market research director, is available for \$200 as a PDF only. For more information, visit www.apawood.org.

Founded in 1933, APA represents approximately 160 plywood, oriented strand board, glulam timber, wood I-joist, rim board and laminated veneer lumber mills throughout the U.S. and Canada.

Louisiana-Pacific Opens Two New Mills

Nashville, Tenn.—Louisiana-Pacific (L-P), based here, recently started production at two new mills — a former oriented

The Softwood Forest Products Buyer

strand board mill in Houlton, Maine, that will now produce laminated strand lumber (LSL), and a new oriented strand board (OSB) mill in Thomasville, Ala.

L-P officials introduced SolidStart LSL to help meet demand for alternative engineered products for home construction. The product promises to increase design flexibility and decrease labor costs for builders.

At full production, the Thomasville mill is expected to produce 750 million square feet of OSB annually.

Louisiana-Pacific is a leading manufacturer and distributor of building products. Founded in 1973, L-P operates 25 manufacturing facilities in the United States, Canada and Chile.

Washington Forestry Schools Could Be Closed

Seattle, Wash.—According to recent reports, Washington's two university forestry schools could be closed in the coming months due to lack of interest and budget cuts. Without a way to acquire future forestry managers and experts locally, companies such as Weyerhaeuser Hardwoods & Industrial Products, which is based in Federal Way, Wash., will have to look at schools and universities outside of the state.

The University of Washington will likely create a new College of the Environment, and absorb the College of Forest Resources. Interest in the program has waned in recent years with undergraduate numbers dropping from about 800 in the early '70s to just 175 last year. The college stopped accepting new students into forestry engineering four years ago, and lost its accreditation from the Society of American Foresters. Approximately 12 students are currently enrolled in UW's five-year master's program in forestry, which is still accredited.

Washington State University is also considering closing its forestry school, citing lack of interest in the program. However, opponents of the plan note that nearby Green River Community College's forestry program is thriving.

Keith Blatner, chairman of the WSU Department of Natural Resource Sciences, said students already working on a forestry degree would be allowed to finish. “Virtually every state that has any significant forestland has an undergraduate degree in forestry,” Blatner said. “When Weyerhaeuser needs to hire a forester, they're going to increasingly have to look out of state to get one.”

OBITUARY

DEAN F. NORMAN

Medford, Ore.—Dean F. Norman, founder of Norman Lumber Co., headquartered here, recently passed away.

Norman was born in 1925 in Fairfield, Iowa, to Ronald C. and Willmetta Wright Norman. After graduating from Fairfield High School, he served in the U.S. Army during World War II. Norman received a bachelor's degree in forestry from Iowa State University, where he played football and basketball. He was a member of the ISU Letterman's Club.

Norman and his wife, LaNette, married in 1949, and moved to Oregon in 1951. Norman joined the lumber industry in 1952, and worked for several wholesale firms before founding Norman Lumber in 1976. He also served as president of Hi-Way Lumber Co. before retiring in 2005. Norman's son, Jeff, joined Norman Lumber in 1979 and became president after his father's retirement.

Norman was a member of Hoo-Hoo International. He enjoyed football, basketball, skiing in the northwest and fishing with his lumber associates on the Rogue River.

The family wishes to thank Dr. Alan Mersch, Brandi Kucera, P.A., Lourdes Cervantes, Alicia Nelson and Alfred Adame for the care they gave.

A private family memorial service was held with Conger-Morris Medford Chapel in charge of arrangements. Memorial contributions may be made to Providence Community Health Foundation, 940 Royal Ave., Suite 410, Medford, Ore., 97504, or to Rogue Valley Medical Center Foundation, 2600 Siskiyou Blvd., Suite 100, Medford, Ore., 97504.

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SOFTWOOD CALENDAR

JULY

Inland Lumber Producers, 25th Annual Golf Tournament, The Coeur d'Alene Resort, Coeur d'Alene, Idaho. Contact: suzanneholl@BC.com. July 14-15.

Western Red Cedar Lumber Assoc., Cedar Summit, Delta Victoria Ocean Pointe Resort and Spa, Victoria, B.C. Contact: lang@wrcla.org. July 17-19.

Southeastern Lumber Manufacturers Assoc., Annual Conference, Red Rock Resort & Casino, Las Vegas, Nev. Contact: 770-631-6701. July 30-Aug. 2.

AUGUST

Florida Building Material Assoc. and Gulf Atlantic Building Product Expo, Walt Disney World's Swan and Dolphin Resort & Convention Center, Orlando, Fla. Contact: 352-383-0366. Aug. 21-23.

SEPTEMBER

Global Buyer Mission, Whistler Conference, Whistler, B.C. Contact: Rwalker@bcwood.com. Sept. 11-13.

Minnesota Timber Producers Assoc., North Star EXPO, Beltrami Co. Fairgrounds, Bemidji, Minn. Contact: 218-722-5013. Sept. 12-13.

Wood Week 2008, Virginia Tech, Blacksburg, Va. Visit: www.wood-science.vt.edu. Sept. 15-18.

APA annual meeting, Ritz-Carlton, Lake Las Vegas, Henderson, Nev. Contact: help@apawood.org. Sept. 20-23.

Southern Forest Products Assoc. Meeting, Omni La Mansion del Rio, San Antonio, Texas. Contact: 504-443-4464, ext. 225. Sept. 27-30.



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Weston Forest Products, located in Mississauga, Ontario, is one of North America's leading full service distributors and re-manufacturers of industrial forest products. We are looking for **Sales Representatives** to help us grow our U.S. industrial business line.

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INDEX OF ADVERTISERS

Air Systems of Lenoir	44	Nordic Engineered Wood	43
Anthony Forest Products.....	4	Pacific Western Lumber, Inc.....	44
BC Wood Specialties Group.....	43	Pacific Western Woodworks Ltd.....	32
Bernard, Rene Inc.....	33	PPG Industries/Olympic	3
Boise Cascade	26	Parton Lbr. Co. Inc.	42
Cabot	11	Plum Creek.....	20
Coastal Lumber Intl. Inc.	35	Potlatch Forest Products Corp.	28
DiPrizio Pine Sales.....	48	Progressive Solutions.....	5
Durgin & Crowell Lumber Co.	6	R. B. Lumber Co.	44
Enyeart Cedar	30	Richardson Lumber & Mfg. Co.....	46
F J Studs – SASCO Inc.....	45	Robbins Lumber Inc.....	32
Forest Grove Lumber Co., Inc.....	7	Sandy Neck Traders.....	42
Goodfellow, Inc.....	31	Sawarne Lumber	42
Hampton Affiliates.....	25	Selkirk Specialty Wood Ltd.....	44
Hancock Lumber Co.....	27	Shaver Wood Products Inc.....	49
Hood Distribution/McQuesten Group	42	Simply Computing Intl.	47
Idaho Timber Corp.....	21	Siskiyou Forest Products.....	39
Idaho Veneer Co.	14	Temple-Inland	45
Industrial Wood Products	46	Transco Mills Ltd.	37
J D Lumber, Inc.	24	Tripp Lumber Co. Inc.....	34
Jones, J.W., Lumber Co. Inc.	22	Tri-Pro™ Cedar Products Inc.....	16
Keller Lumber Co.	46	Vaagen Bros. Lumber Inc.....	30
King Forest Industries	40	Waldun Group, The	15
Landry Lumber Co.....	50	Western Red Cedar Lumber Assoc.....	13
Lazy S Lumber	52	Weston Forest Group	48
Limington Lumber Co.....	49	West Bay Forest Products & Mfg. Ltd.....	38
Mary's River Lumber Co.....	23	Williams, Jerry G.	50
Mid-State Lumber Corp.	47	WoodSmart Solutions, Inc.....	8
Mill & Timber Products	34	Wynndel Lumber Sales	17
NAWLA (No. Amer. Whsl. Lbr. Assoc.).....	9	Zip-O-Log Mills, Inc.	18
NeLMA (Northeastern Lbr. Mfrs. Assoc.).....	38		
Newman Lumber Co., Inc.	41		



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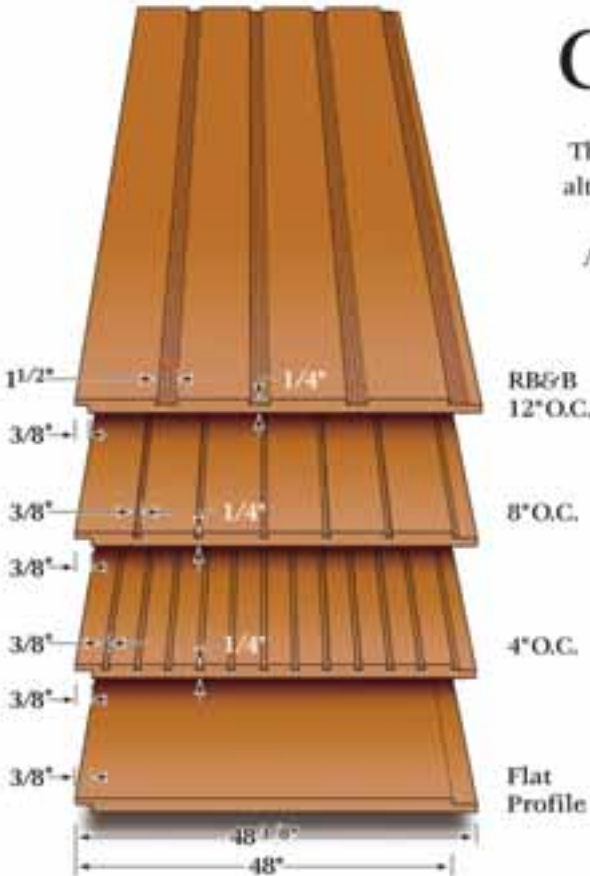


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