The Softwood Buyer P.O. Box 34908 Memphis, TN 38184-0908

# The **Address Service Requested Forest** Products

PRSRT STD U.S. POSTAGE PAID MEMPHIS, TENN. PERMIT 270

The Softwood Industry's only newspaper.....now reaching 43,462 firms (20,000 per issue) Vol. 23 No. 6 November/December 2008

# Sunday River Hosts NeLMA's Board of Directors

### Photos By Terry Miller

Newry, Maine-The annual fall meeting of the Board of Directors of the Northeastern Lumber Manufacturers Association (NeLMA) was held here recently at the Jordan Grand Resort - Sunday River. Looking to gain insight and direction during these challenging times, the meeting opened with a presentation by Paul Jannke, Vice-President of Resource Information Systems Inc. (RISI) on the 2009 Economic Outlook and Market Forecast. Following the prognostication, an update on the Softwood Lumber Agreement (SLA '06) was provided by Zoltan van Heyningen, Executive Director of the Coalition for Fair Lumber

The business session of the meeting began with a review of Association activities, events and Committee actions that had been conducted since the Board's Spring meeting in April. This included a review of an ongoing federal trademark infringement case regarding the NeLMA logo, an inspection services program

Additional photos on pages 18 & 20

Continued on page 19



Jamie Place, Eastern Forest Products, Lyndeborough, N.H.; Joe Robertie, Precision Lumber Inc., Wentworth, N.H.; B Manning, Durgin & Crowell, New London, N.H.; and Dan Holt, Eastern Forest

# IWF Attracts 43,000 Attendees In Atlanta

### By Terry and Gary Miller

Atlanta, Ga.-The 2008 International Woodworking Machinery & Furniture Supply Fair (IWF) attracted more than 1,300 exhibiting companies and over 43,000 attendees at the Georgia World Congress Center here recently. Those figures included more than 230 new exhibitors and almost 300 international

"Key decision makers worldwide come to IWF because they know it attracts the manufacturers and suppliers that provide the manufacturing solutions they need for this wide-ranging industry, for every company from the one-man shop to a large production facility," said Charles R. "Tommy" Tompkins, IWF 2008 chairman and president of Cresent Fine Furniture in Gallatin, Tenn.

Tompkins added, "IWF is the best opportunity to see and evaluate the most innovative new technology, machinery, supplies and services displayed all in one

Additional photos on pages 20 & 22

Continued on page 19



Susan Childers, Pat Patranella, and Leah Wansley, Temple-Inland Forest Products, Diboll, Texas

# Industry's Future Topic Of Global Buyers Mission

### By Wayne Miller

Whistler, B.C.-Attendees, exhibitors and guests at the recent BC Wood 2008 Global Buyers Mission (GBM), presented by BC Wood Specialties Group and government partners, met for three days at the Whistler Conference to network, view displays from vendors and listen to experts who presented analysis of the current market.

Peter Hall, Chief Economist, Export Development Canada, was the key guest speaker at the BC Wood Members, Architects and Designers Luncheon. Hall described an industry whose growth potential in Canada "is not good at all." Although he noted the domestic economy is "stable at the moment, exports are in recession" and there is "no quick fix." Hall clarified by adding that out of 13 export categories in Canada, nine are in "the red."

Hall continued that Canada produces 40 percent "more oil than we consume, and that figure is rising." He also predicts that base metal prices will follow the

Additional photos on pages 16 & 18

Continued on page 19



Dennis Wight, Pacfic Western Wood Works, Delta, B.C.; Gary Knight and Randy Brown, R.B. Lumber Co., Oregon City, Ore.; and Ian Wight, Pacific Western Wood Works

# SFPA Meeting Focuses On Market Conditions And New Officers

**San Antonio, Texas-**The 2008 Annual Meeting of the Southern Forest Products Association (SFPA), which was held here, was well-attended. Donna Harman, president and CEO of the American Forest & Paper Association, spoke at SFPA's general session, projecting that economic recovery and environmental issues will remain a focal point for the industry in 2009.

Attendees also heard about business items relevant to SFPA and the Southern Pine Council from SFPA President Digges Morgan, Southeastern Lumber Manufacturers Association President Debbie Brady, and members of the SFPA and SLMA staffs.

On the lighter side, the Anthony family of Anthony Forest Products in El Dorado, Ark., hosted everyone for an afternoon and evening at a bona fide Texas ranch the Anthony Arrowhead Ranch south of San Antonio.

Additional photos on pages 22 & 32



Southern Forest Products Association (SFPA) officers installed at the association's Annual Meeting in San Antonio, Texas, are: (seated from left) SFPA Corporate Secretary Tami Kessler and Immediate Past Chair Lynda Anthony of Anthony Forest Products; and (standing from left) Chairman Patrick Harrigan of Harrigan Lumber Co., Vice-Chairman Adrian Blocker of West Fraser Inc., Treasurer Joe Patton of velt Lumber and SFPA President Digges Morgan.

# WHO'S WHO IN SOFTWOODS



David O. Anderser

David O. Andersen is a sales representive for **Hampton Lumber Sales** Co. in Portland, Ore.

Hampton Lumber purchases more than 850 million board feet of lumber annually of green and kiln-dried Douglas Fir, kiln-dried Spruce-Pine-Fir and kiln-dried Hemlock-Fir. Hampton has the capacity to manufacture 1.4 billion board feet in those species. Among the various serv-

Continued on page 23

Albert E. McKinney

cabin products, and spe-

cializes in interior and

exterior door assembly.

The company annually

purchases approximately

10.5 million board feet of

Southern Yellow Pine

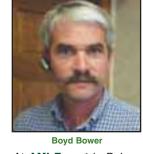
(2x4 through 2x12, No. 1

and 2, KD), as well as 14

for **Tindell's** 

Knoxville, Tenn.

"Gene"

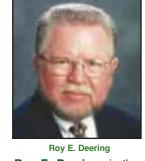


At AMI Forest in Boise, Idaho, Boyd Bower is purchasing/sales manager.

AMI Forest remanufactures Cedar into fencing and decking, and also handles No. 2 and Better Douglas Fir in 2x4 and 2x6. The firm also carries 7/8-inch Inland Red and S1S2E. The company is a member of the Building Association of Southwest Idaho.

Bower entered the forest

Continued on page 23



Roy E. Deering is the vice president of purchasing for Fort Worth Lumber Co. in Fort

Worth, Texas. Fort Worth Lumber Co. Yellow manufactures Pine 1-inch and 2-inch, Treated Yellow Pine 2-inch through 6-inch, Western Spruce-Pine-Fir, Douglas/Hemlock Fir, Western Red Cedar 1inch through 12-inch timbers, kiln-dried dimension, Cedar (green). The

Continued on page 23



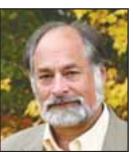
Archie F. Rafter

Archie F. Rafter is the McKinney is the vice owner and president of president of purchasing Arcwood Trading Inc. in West Vancouver, B.C. Tindell's Inc. manufactures wood trusses, log

Arcwood Trading Inc. custom manufactures, buys and sells Western Red Cedar and Douglas Fir to North American and export accounts. The company is on track to sell approximately 1 million board feet in its first year of operation. Rafter began Arcwood

Ĭnc. Trading

Continued on page 23



David Valcovic

David Valcovic is the owner of Trellis Structures in East Templeton, Mass. In his position, Valcovic handles lumber purchasing and product design for the company.

Trellis Structures manufactures trellises, pergo-las, arbors and garden benches in Western Red Cedar (A & Better Clear). The firm purchases approximately 150,000 board feet of lumber

Continued on page 24

### **British Columbia Business Trends**

For more Information regarding BC Wood Specialities Group, visit www.bcwood.com

### **2008 GLOBAL BUYERS MISSION A SUCCESS**

As many of the Softwood Buyer readers know, BC Wood annually hosts the Global Buyers Mission (GBM) in September, in beautiful Whistler, British

Columbia. The event brings together international buyers of value-added wood products, with manufacturers and suppliers from BC. It is the single largest event for the wood products-only sector in Canada.

Although we know this has been an extremely challenging year in

the industry, we had an amazing turnout from buyers from all over the world, interested in what British Columbia producers had to offer. From the American side, we did notice that some of our regular buyers elected to stay at home and man the phones, but we still had a great deal of interest from buyers in the niche-market, higher end/higher valueadded products, as well as a number of wholesale/distributors looking for new products to add to their current pro-

This year, over 40% of the exhibitors represented this higher-end finished products market, including millwork, cabinetry, doors and windows, flooring and moulding, as well as both pre-built housing and log home and timber frame. However, almost 60% of the manufacturers participating represented the engineered wood and lumber remanufacturing sectors - who were delighted to have an opportunity to meet new buyers from outside of the North American market. Even in these tough economic times, we already have a record of over \$22 million in new sales estimated from the participants at the

### By Gary Tattrie, Director-**Sector Programs**

GBM this year.

We were pleased to have Wayne Miller from The Softwood Forest



Products Buyer present at the event that welcomed over 540 registered delegates to Whistler Village. This year, international buyers came from Belgium, China, Czech Republic, Germany, Ireland, Japan, Korea, Malaysia, the Netherlands, Pakistan, Scotland, Spain, Taiwan, Vietnam, the United States, and the United Kingdom.

# OKANAGAN FALLS, B.C. CELEBRATES NEW VALUE-ADDED WOOD PLANT

We are inundated these days with distressing news of closures and downsizing in the industry, so when good news comes along, it is truly cause to cele-

This bright spot in the wood products industry was celebrated by clients, staff and provincial government representatives at the grand opening of Structurlam's new state-of-the-art valueadded wood facility.

"Structurlam is an outstanding example of a successful value-added wood products company," said Forests and Range Minister Pat Bell. "They are leading the

Continued on page 21



**Secure Rural Schools Act** 

Added To Bailout Bill

Efforts to pass the Reauthorization of

the Secure Rural Schools and Community Self-Determination Act final-

ly succeeded as the four-year reautho-

rization was attached to the \$700 billion

bailout package aimed at rescuing the financial markets. In addition to the

county payments reauthorization, the

package includes Section 45 renewable

energy production tax credits, a patch

for the Alternative Minimum Tax (AMT),

and research and development tax

The four-year reauthorization is identi-

cal to the plan authored by Sens. Ron

Wyden (D-Ore.), Larry Craig (D-Idaho), Jeff Bingaman (D-N.M.) and Max Baucus (D-Mont.). The proposal imple-

ments a formula change for receipt dis-

tribution based less on the value of past

timber harvests and more on the

acreage of federal forestland in each

state. It also includes a ramp down in

payments before ending in 2012 and

two years of full funding for the Payment-in-Lieu of Taxes (PILT) pro-

Under the legislation, the program will

disappear in 2012 with countries once

credits.

### Continued on page 23 **EWTA Approves Funding Support** For APA Research Projects

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

The Engineered Wood Technology (EWTA) Association Committee approved \$39,800 in support of APA research projects during its meeting recently in conjunction with the APA annual meeting in Henderson, Nev. The earmarks will help fund purchase of a conditioning chamber for adhesiverelated research; the purchase of National Association of Home Builder (NAHB) market research data related to the use of I-joists, wall sheathing, and beams and headers in residential construction; and support of Wood Products Council (WPC)-sponsored market research related to new residential construction and the repair and remodeling

EWTA also provided funding support last year for purchase of combined shear and uplift test equipment that is now operational in APA's Tacoma Research Center. Data from that test program is being used to defend and advance acceptance of structural wood panel wall sheathing in building codes. EWTA (www.engineeredwood.org) is a related nonprofit supplier organization

### **APA 75th Anniversary** Supplement Published

A special supplement to the fall issue of the Engineered Wood Journal commemorating APA's 75-year history is now available both in print and online at the Association's website.

The 36-page commemorative publication includes a brief history of the association, vignettes of major events, a timeline of milestones, photos of past chairmen and presidents, and other features. To order a free copy, contact APA Publications at 253-620-7407 or order online from the Publications section of the APA website at www.apawood.org.

The association was organized in Portland, Ore., on May 16, 1933, as the Douglas Fir Plywood Association (DFPA) and held its first meeting a month later in Tacoma, Wash., where it has been headquartered ever since. It was renamed American Plywood Association (APA) in 1964 with the advent of Southern Pine plywood and the inclusion in its membership of the first Southern Pine plywood mill, which began operations that year in Fordyce, Ark. With its growing oriented strand-

Continued on page 21

# WASHINGTON **SCENE**

again sharing timber receipts generated by the Forest Service and Bureau of Land Management (BLM).

### **Continuing Resolution Includes** Fire-Related Funding

A \$600 billion Continuing Resolution (CR) to fund the federal government through March 2009 also includes \$910 million in additional fire-related funding for the Forest Service and BLM. Leadership in the House and Senate opted for a CR rather than the individual FY09 Appropriations Bills due to disputes with the White House over domestic spending levels and offshore drilling. The CR will fund the Forest Service and BLM at FY08 levels through March, when regular appropriations bills will need to be considered with a new Administration and Congress in place.

The \$910 million will provide important funding to both agencies following a year that include agency "borrowing" to cover expenses beyond regular appropriations. The Forest Service will receive \$775 million, while the BLM will receive \$135 million. The funds for the Forest Service include \$300 million to be transferred back into accounts that were raided to fund this summer's expenses. \$100 million to repay past fire suppression transfers from the Knutson-Vandenburg (K-V) Fund, \$100 million in suppression funding, \$175 million for hazardous fuels reduction efforts on non-federal and federal lands, \$75 million for rehabilitation and restoration of federal lands, and \$25 million for fire

November/December 2008 Page 3

### **Table of Contents**

### **FEATURES:**

NeLMA Board of Directors Meeting1
BC 2008 Global Buyer's Mission 1
IWF Attracts Attendees in Atlanta1
2008 Annual SFPA Meeting1
LaCrosse Lumber
Columbia Cedar/Panel Crafters 10
Siskiyou Forest Products
SLMA Honors Rountree12
Hancock Lumber Hosts Annual Event13
APA Celebrates 75th Anniversary 14
Shaver Wood Products Open House 17

### **DEPARTMENTS:**

Who's who in Softwoods
APA- EWTA Approves Funding 2
British Columbia Business Trends 2
Washington Scene
Retail Review 5 & 6
West Coast Business Trends 8
Midwest Business Trends 8
Ontario/Quebec Business Trends 25
South/Southeast Business Trends 25
Western Business Trends26
Northeast Business Trends26
Stock Exchange
Trade Talk
Softwood Calendar41
Classified Opportunities 41 & 42
Index of Advertisers 42

# Softwood Forest Products Buyer

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

Published by
Softwood Trade Publications, Inc.

1235 Sycamore View P. O. Box 34908
Memphis, Tenn. 38134

Tel. (901) 372-8280 FAX (901) 373-6180
Web Site: http://www.softwoodbuyer.com
E-Mail Addresses:
Advertising: stokes@millerpublishing.com

Editorial: editor@millerpublishing.com Subscriptions: circ@millerpublishing.com Wayne Miller - President/Executive Editor

Gary Miller - Vice President/Managing Editor
Paul Miller Jr. - Vice President/Assistant Managing Editor

Terry Miller - Vice President/Associate Editor
Paul Miller Sr. - Secretary/Treasurer
Rachael Stokes - Advertising Manager
Sue Putnam - Editorial Director
David Owens - Associate Editor
John M. Gray Jr. - Production/Art Director

John M. Gray Jr. - Production/Art Director Walter Lee - Production/Asst. Art Director Lisa Carpenter - Circulation Manager

Canadian Correspondents: Toronto, Ontario, Vancouver, B.C.

The Softwood Forest Products Buyer is the product of a company and its affiliates that have been in the publishing business for over 82 years.

Other publications edited for specialized markets and distributed worldwide include:

National Hardwood Magazine • Hardwood Purchasing Handbook • Import/Export Wood Purchasing News • North American Forest Products Export Directory • Imported Wood Purchasing Guide • Green Book's Hardwood Marketing Directory • Green Book's Softwood Marketing Directory • The Classified Exchange • Dimension & Wood Components Buyer's Guide

Subscriptions: U.S. and Canada: \$65 (U.S. dollars) - 1 year; \$75 - 2 years; \$90 - 3 years; Foreign (airmail) \$140 - 1 year; \$235 - 2 years. Canadian and foreign orders must be paid by check drawn on U.S. bank or by wire transfer. Fax for more information.

The publisher reserves the right to accept or reject editorial content and Advertisements at the staff's discretion.



PPG Products Offer Top Performance for Fir, Spruce, Pine, Cedar, Redwood and other Softwoods.

Our combination of experience and advanced technology offer you finishes of unrivaled protection. And, our commitment to research and development means we'll continue to develop leading-edge products that deliver superiority for you and your clients.

Whether you choose our coatings for their durability, color, protection, attractive appearance or ease of application, PPG Machine Applied Coatings are engineered to provide exactly what you demand for your products. So with PPG Machine Applied Coatings, you'll always get superior performance, whatever the weather might bring.



For more information, please contact us at 1.877.622.4277 or visit us at www.ppgmachineappliedcoatings.com

# LACROSSE LUMBER: Serving The Industry Since 1873



At the corporate headquarters of LaCrosse Lumber, located in Louisiana, Mo., classic Greek architectural features are representative of a solid company that has endured since the late 19th century.



Doyle Wiskur moved up the executive LaCrosse ranks to his current vice president/general manager position.



Purchasing agent Tom McLeod orders lumber from wholesale distribution centers in St. Louis and Kansas City.



Easily accessible dimensional and 1-inch lumber bins make it faster to pull individual loose pieces of lumber for order delivery.



Draftsman Daryle Wallace creates computerized CAD blueprint takeoffs for all 16 yards.



The Louisiana LaCrosse store is situated across the street diagonally from corporate headquarters.

To say Idaho produces the best lumber in the world is a pretty bold statement. Then again, the customer is always right. IDAHO FOREST GROUP-GRANGEVILLE . CHILCO . LACLEDE . MOYIE SPRINGS WWW.IDAHOFORESTGROUP.COM WE HAVE MERGED A Bennett 208.263.1551

Louisiana, Mo.-Mention LaCrosse Lumber in Louisiana and the tendency is to associate it with the coastal southern State, or perhaps Lacrosse, Wisconsin. The latter is a closer guess, yet the precise location is Louisiana, Missouri, population roughly 4000, the same count as when the company first laid its millworks foundation in 1873. The site was chosen as the ideal river city for the operation during a time when population 4000 was

a sign of boom, not bust.

Having acquired considerable standing
Pine acreage, Civil War general, lumber
baron, industrialist, and governor of
Wisconsin at the time, C.C. Washburn, commissioned his brother-in-law, Gustavus Buffum to travel down river in Gustavus Buffum to travel down river in search of a centrally located lumber distribution and shipping point with both river and rail access. Louisiana met all the criteria. Backed by Washburn and LaCrosse financiers, the mill was established north of the present-day head-quarters, yards and retail store. Leadership changed hands over the years from owner Washburn to Buffum, to his wife, Roxanna and sons Charles to his wife, Roxanna and sons Charles and Frank Buffum, to Charles Jr., on to J.D. Burns, and today Charles Meyer. The St. Louis native had earned a degree in accounting from the University of Missouri and was employed at a CPA firm when, in 1976, he decided to make the move to LaCrosse, where he now presides as president of the company, as

Continued on page 24



Bookkeeper Kate Murry and Store Manager Joe Schuckenbrock greet cus of the trade - and a smile.

LaCrosse Lumber purchases over 4 million board



### RETAIL REVIEW

### Do It Best Stores Look Forward To Growth

**New Haven, Ind.**—Do It Best Corp., a hardware store retailers cooperative, headquartered here, recently announced that a number of its members are repositioning themselves for growth in the market, which

is expected to begin its recovery in 2010.

Quent Ondricek, vice president of lumber and building materials for Do It Best, said several members have opened up new locations, bought out competitors, or opened/upgraded



**Quent Ondricek** 

truss plants and door shops to get ready for the recovery.

Those making a move include Best Lumber and Building Center in Mesquite, Nev., one of the worst housing markets in the country, which opened a new door shop. Husky Lumber, a three-unit pro dealer based in Nashville, Tenn., also opened a door shop in Franklin, Tenn., this year, as well as a truss plant in Murfreesboro, Tenn.

Builders Warehouse of Kearney, Neb., upgraded its truss plant with \$1.5 million worth of equipment and software. The immediate goal is to produce wall panels for the commercial market in eastern Nebraska, but the company also has plans to move into Colorado.

Hartville, Ohio-based Hartville Hardware bought nearby Schumacher Lumber, which operated a full-line millwork shop. With the acquisition, Hartville Hardware can now offer interior trim and custom mouldings. Similarly, Nisbet Brower bought a roof truss plant in Cleveland, Ohio, when the owner decided to retire, and can now manufacture its own roof truss and wall panels instead of outsourcing them.

### Sunroc Acquires Standard Builders Supply

Salt Lake City, Utah—Sunroc, based in St. George, Utah, recently acquired the inventory, name and customer list of Standard Builders Supply Inc., located here. Sunroc will move the inventory and staff to its new 20-acre yard also located in Salt Lake City. Standard owners Mike Hansen and Jim Ridd will retain their properties in Salt Lake and Spanish Fork, Utah, to lease for non-LBM uses.

"We are excited about our purchase of Standard Builders Supply," said Rhys Weaver, president of Sunroc. "This acquisition will position Sunroc for future growth as the leader in the Utah market."

Sunroc, a subsidiary of Clyde Cos., is a premiere construction services provider that builds value for its customers, employees, shareholders and community. The company has 24 locations from the new facility in Salt Lake City to Las Vegas, Nev.

### Hills Flat Lumber Continues Energy Savings

**Grass Valley, Calif.**—Hills Flat Lumber Co., located here, recently installed a 30-kilowatt solar panel system on its one-year-old building, which handles eight to 10 percent of the store's power needs. Jeff Pardini

said the system will pay for itself within eight to 10 months.

The Grass Valley facility already boasts a geothermal system for heating and cooling. Underneath the parking lot, there are 24,000 square feet of tubes, where water runs to capture a ground temperature of between 50 and 60 degrees. The water is heated or cooled depending on the time of year and need. The building also has a computerized lighting system that shuts off light bulbs when enough light is coming through the skylights during the day.

With locations in Grass Valley and Colfax, Calif., Hills Flat Lumber Co. offers a full line of hardware supplies, building materials, Evergrain TimberTech and other composite decking, Redwood & Ironwoods decking, full service custom door shop, windows, millwork, siding, cabinets and hard surface flooring.

### **BMD Gains FSC Certification**

Galt, Calif.—Building Material Distributors Inc. (BMD), headquar-

tered here, recently earned Forest Stewardship Council (FSC) certification for engineered wood products at its Stockton, Calif., distribution center. The company will carry an in-stock supply of FSC-certified engineered lumber, glulam and panels.

"This will further strengthen our affiliation with FSC-certified companies such as Roseburg Forest Products, Jager Building Systems and RoyOMartin in providing greener alternatives to our customers," said Bruce Garrett, forest products division



manager for BMD.

Established in 1943, Building Materials Distributors Inc. is a whole-sale distributor of building materials, focusing on the Western United States. The employee-owned company has a 22-acre site in Galt, Calif., in addition to distribution centers in Stockton, Calif.; Riverside, Calif.;

Eureka, Calif.; Visalia, Calif.; Denver, Colo.; Colorado Springs, Colo.; Albuquerque/Santa Fe, N.M.; Grand Junction, Colo.; Garland, Texas; and Spokane, Wash.

### Emery-Waterhouse Opens New Building Materials Division

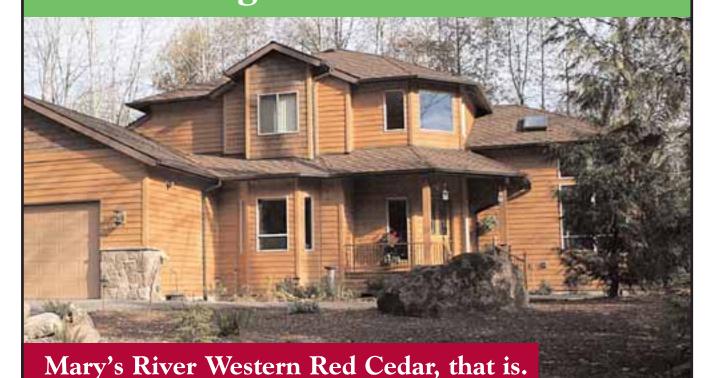
Portland, Maine—Emery-Waterhouse, a leading provider of quality professional building products and related services, based here, recently opened its Emery Building Materials Division in Pittston, Pa. In addition, the company selected KG Partners, also of Portland, Maine, to handle its advertising and public relations.

"Emery-Waterhouse is a well-managed, growing company that understands how marketing can drive business," said Alex Kemp, principal, KG Partners. "It has a very long history of success and we are honored to have been selected as its agency of record."

Founded in 1842, Emery-Waterhouse is a full-service independent hardlines distributor serving hardware dealers, lumberyards and home centers throughout the Northeast and Mid-

Continued on page 6





Mary's River Lumber Company has been committed to environmental stewardship since its inception over 35 years ago. From our energy efficient, state-of-the-art plants, to our proficient use of timber resources, Mary's River is a leader in Red Cedar "green" production.

Western Red Cedar is by nature "green." Mary's River Red Cedar is manufactured from abundant, fast growing, second-growth resources. It is durable, decay and insect resistant, has no chemical preservatives, is clean and safe to handle, and is 100% renewable, unlike cement and plastic composites.

Mary's River's manufacturing requires less energy than steel, cement-based wood substitutes, and plastic-based composites. Our plants are closely regulated for environmental compliance. Western Red Cedar's warm tone, natural grain, and rich texture make it the product of choice for siding, decking, railing, and fascia, *and*, no one does Western Red Cedar like Mary's River. **Give us a call at 1-800-523-2052** 



### Mary's River Lumber Co.

4515 NE Elliott Circle Corvallis, OR 97330 Toll Free 800-523-2052 Fax 541-752-5143

www.marysriverlumber.com

### **RETAIL REVIEW**

Continued from page 5 Atlantic regions.

### Ed Herrington Inc. Acquires **Dunn Builders Supply**

Hillsdale, N.Y.-Ed Herrington Inc., a regional building supply company, located here, recently acquired Dunn Builders Supply. Dunn's three existing stores in Catskill, Hudson and Chatham, N.Y., will be added to Herrington's network of stores that includes Hillsdale and Millerton, N.Y.; West Springfield and Lenox, Mass.; and Lakeville, Conn.

Herrington's will continue to operate each Dunn store in its current location under the Herrington's name. The firm will retain workforce levels as needed, and serve customers with higher volume buying power, contractor and residential services and geographical scope.

Ed Herrington Inc. is a building supply business serving builders, professional contractors and remodelers. The company offers floor and roof systems, kitchen and bath design, and

millwork expertise in custom windows and doors.

### 84 Lumber Adds FSC **Certification At 10 Yards**

Eighty Four, Pa.-84 Lumber Co., based here, recently received Forest Stewardship Council (FSC) certification for 10 lumberyards, bringing the firm's total of FSC-certified yards to 36.

The newly certified locations include City, Denton League Georgetown, Texas; Redmond, Ore.: Salem, Troutville and Pearlsburg, Va.; Modesto, Calif.; West Jordan, Utah; and Lincoln, Neb.

With the chain-of-custody designation, these stores will be able to sell FSC-certified lumber and building materials, which can earn points in Leadership in Energy Environmental Design (LEED) projects, the North American Homebuilders Assoc.'s Model Green Home Building Guidelines and other green certification programs.

In related news, 84 Lumber recently began bidding on light commercial projects. The firm's largest project to date is Grand Palisades at Lake Austin, a resort outside Orlando, Fla.,

where 84 Lumber will supply all the building materials needed for 890 condo units.

Founded in 1956 by Joseph A. Hardy III in Eighty Four, Pa., 84 Lumber Co. is one of nation's leading suppliers of building materials to professional contractors.

in 380 locations nationwide.



### **Menards Plans Hartland Township Store**

Eau Claire, Wis.-Menards, a Midwestern chain of home improvement stores, located here, recently announced plans to open a 160,000square-foot store in Hartland Township, Mich. The newest location will be part of a 600,000-square-foot

The Softwood Forest Products Buyer retail development.

Menards also recently opened a new store in Vienna, Mich., just north of Flint, Mich., which is part of a 90-acre retail development.

Founded in 1962 by John Menard Jr., Menards has more than 240 stores in Illinois, Indiana, Iowa, Michigan, Minnesota, Nebraska, North and South Dakota, Missouri, Ohio and Wisconsin. The company is expected to enter a 12th state, Wyoming, later this year, and is also considering expansion into Montana.

### Lowe's Expands Into Lake States, Southeast

Mooresville, N.C.-Lowe's Cos. Inc., headquartered here, recently announced several new locations for the Lake States and Southeast regions of the country. The home retailer will open a 117,000-squarefoot store in Marysville, Ohio, as well as a 103,000-square-foot store in



Machesney Park, III.

New Albany, Miss., will receive an 80,000-square-foot facility, while Land O'Lakes, Fla., will also be 117,000square-feet. A 117,000-square-foot store is also planned for Hamburg.

Recently, Lowe's opened new locations in Alamo Ranch, Texas; West Fayetteville, N.C.; and South Chino Hills, Calif.

Founded in 1946, Lowe's Cos. Inc. is a Fortune 50 company that serves approximately 14 million customers a week at more than 1,550 home improvement stores in the United States and Canada.

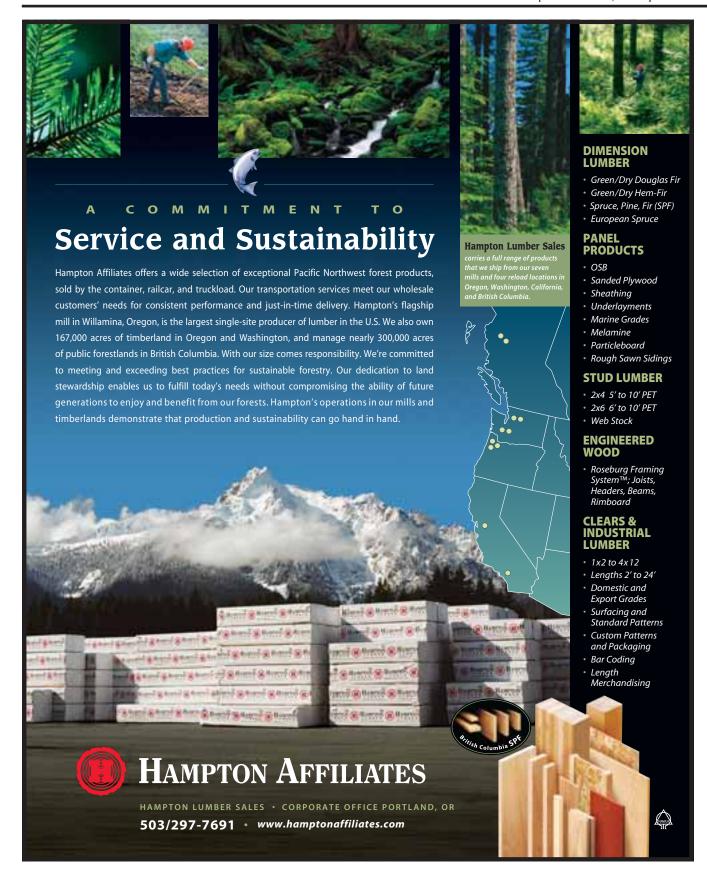
### **Home Depot To Build New Distribution Centers**

Vinings, Ga.-According to development company ProLogis, The Home Depot, headquartered here, will soon build two new 658,000-squarefoot distribution centers in Redlands, Calif., and Monroe, Ohio.

Construction will begin early next year on the two facilities, which were contracted by ProLogis through two build-to-suit lease agreements. "Both Cincinnati and Southern California are strategic distribution markets and we're extremely pleased to meet our customer's needs in these locations," said Larry Harmsen, ProLogis managing director and North American head of capital deployment.

The Home Depot is currently changing its distribution center program from centralized distribution to a fastflow, "rapid deployment center." Another rapid deployment center will be built in Dixiana, S.C., which will serve stores in the Carolinas, Tennessee and Georgia.

The Home Depot is one of the world's largest home improvement specialty retailers, with over 2,200 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.



November/December 2008 Page 7



# Tru-Dry®

THE MOST CONSISTENTLY AND EVENLY DRIED TIMBER ON THE MARKET.

PROVIDE YOUR CUSTOMERS WITH EXPOSED TIMBERS THAT ARE VISUALLY STRIKING AND STRUCTURALLY SOUND. If there's one thing your customers don't want, it's exposed timbers that don't stay true. That's why we developed Tru-Dry°, a premium Douglas fir product that remains straight, stable and beautiful long after installation. Our revolutionary kiln-drying process dries each timber—even the largest pieces—to the core, significantly reducing twisting, cupping, checking and other defects common to conventional drying methods. Recommend Tru-Dry for the natural beauty of exposed timbers and the structural integrity your customers require.

EXPOSE OUR WOOD.
Call your local distributor
to place an order or call
us at 888-201-3754.
Learn more about Tru-Dry
and our custom milling
services at www.tru-dry.com.



www.tru-dry.com

### West Coast Business Trends



### By Wayne Miller Executive Editor

In the second week of October continuous media coverage of the U.S. economic "bailout" had buyers feeling very uncertain and often undecided about

what to buy and when to buy wood. Suppliers said that with a few exceptions supplies of wood products still far outweigh demand, especially in commodity items. Sawmills in western Canada and in the Pacific northwest were seeing erratic operations. Some were being run two days a week, some were on a week and off a week or on for two weeks and off for two weeks. Some mills were closed until further notice. These erratic mill and remanufacturing schedules were reported from California northward into

Al Fortune, a Western Red Cedar specialist who owns Mid Valley Lumber in Aldergrove, B.C., said, "It's quite a concerning time with the whole global eco-

nomic picture seeing such uncertainty. Because of a lack of Cedar purchases we are seeing mills shutting down, either temporarily or permanently. Still a few items are flowing reasonably well. The hurricane brought great interest in 1 x 6 fencing around Houston and along the Gulf Coast. Most mills that produce that item are off the market. It's hard to produce that item without making something else that probably will not move as fast. You can't just make specific items for sale without ending up with shortages of one item and too much of another."

"Going into 2009 I think you are going to see customers being very specific in buying and not ordering more than they have to order. Banks are going to be more careful than ever in lending which will result in smaller inventories. The customer will only order things they can turn very quickly."

Ryan Furtado with Sawarne Lumber, Richmond, B.C., said, "On the mill side almost everyone has shut down the sawmills producing Cedar. One mill is running two days a week. Our reman has stopped cutting completely. One of our big suppliers is running two days on and two off. In this market I can call a mill and practically dictate what I want to buy and specify the tally and tell them what I will pay—within reason—and they will take the order. There is a lot of negotiation going on, but customers who

Continued on page 31

### Midwest Business Trends



# By Paul Miller Jr. Assistant Managing Editor

While residential housing woes continue nationwide, contacts in the Midwest presented a positive picture of the current state of the forest products

industry. One source said he is seeing an increase in business from both the high-end residential and commercial sectors, while another notes he has avoided many of the problems all together

A Texas wholesaler said business has been "pretty steady right now" for his company. "It's actually been picking up the last month or so on the timber side," he said. "Our customers are mostly in the high-end residential and commercial sectors, and both of those have seemed to be picking up over the last couple months. It's much better than the alternative."

The contact, whose company specializes in Douglas Fir, said he considers his company lucky due to its location in

The Softwood Forest Products Buyer

Texas. "It's funny because of everything you read in the paper, Texas seems fine," he said. "Texas has always seemed to have its own economy because when things are hurting everywhere else, business still seems to be moving here. I don't know if we're smarter or just lucky."

However, the source said he would prefer not to hear so much negative news every day. "I wish they would stop writing about all this doom and gloom," he said. "If they stopped writing, people would stop believing them."

An lowa retail yard contact said his company has remained busy and avoided the downturn seen throughout much of the country.

"We've probably done as much housing this year as we have in any other year," he said. "I know that if I wanted to get a contractor and carpenter to do something right now, chances are they're not taking any more work this fall."

The source, whose company specializes in No. 2 and Better Spruce-Pine-Fir, said lowa hasn't had the speculative homebuilding seen in larger states, and has avoided many of the housing market woes

"Almost 100 percent of the time when you sell a house job, you know who's going to live in the house," he said. "I think our location has a lot to do with it. We've got people spending a lot of money on grounds around here for farming."

### **New Home Sales Up In Midwest**

According to a report by the U.S. Census Bureau, sales of new single-family homes recently climbed 7.2 percent in the Midwest with 74 units sold, still down 39.3 percent year-to-date. Nationwide, new single-family home sales dropped 11.5 percent to a rate of 520,000 units, a decrease of 34.5 percent from 2007's figures.

Sandy Dunn, president of the National Assoc. of Home Builders (NAHB), called the decrease nationally "yet another example of how the housing sector is suffering the effects of the financial meltdown and extreme tightening of consumer and business credit."

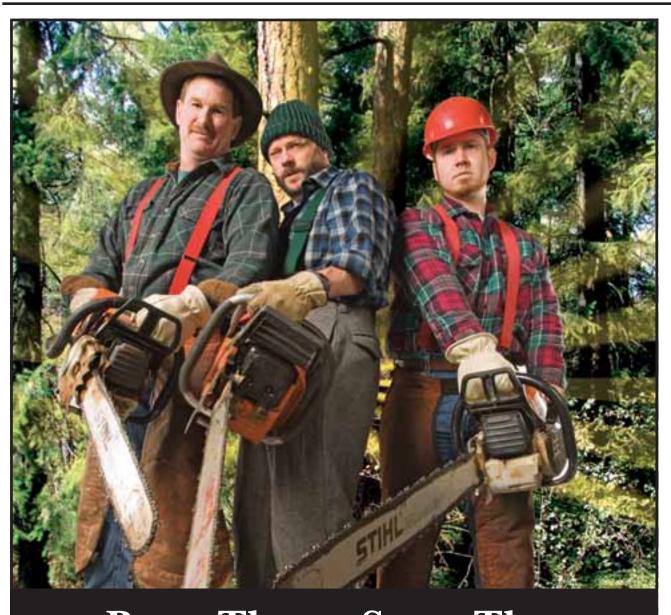
NAHB Chief Economist Dave Seiders added, "The major downshift in newhome sales reflected a weakening economy and job market as well as tight mortgage credit market conditions."

In related news, NAHB's single-family Housing Market Index (HMI) rose two points from previous record lows, reflecting a better outlook by builders for future home sales. However, that survey doesn't reflect the latest events in the financial markets, and will likely fall again.

### Blue Book Shows Weakened Conditions In Midwest

According to the Federal Reserve's "Blue Book" survey, residential real estate conditions weakened or remained soft in all Districts, except Kansas City, which reported a modest increase in sales since the last report. Demand for housing was reported to be still moving down in St. Louis, while residential real estate activity was sluggish in Dallas. Kansas City reported that lower and mid-price houses were selling at a better rate than more expensive houses, and Dallas reported that inventories of unsold new houses were edging down

Home sales continued to decline throughout the Eighth District (St. Louis). Compared with the same period in 2007, year-to-date home sales were down 16 percent in St. Louis. Residential construction also continued to decline throughout the District. Yearto-date single-family housing permits fell in nearly all District metro areas compared with the same period in 2007. Permits declined 42 percent in St. Louis. In the 9th District (Minneapolis), commercial construction activity was mixed. Nonresidential permits in Sioux Falls, N.D., were down 11 percent in value from a year earlier. However, permits increased dramatically in Fargo, N.D. Several energy-related construction projects are planned in the western portion of the District. Residential construc-



# Been There, Sawn That

Need pine? Then you need these guys.

Their quest for good lumber goes into Idaho's vast timberlands. The finest White Pine and Ponderosa Pine is their quarry.

Let 'em crank up the saws for you.

THE HAHO WHITE PINE EXPERTS

tel: (208) 773-4511 fax: (208) 773-1107 www.idahoveneer.com



# Dimension & Components • Dimension & Component

Appalachian Lumber Co., Inc. (Page 23)
5879 W. US Hwy. 421
Wilkesboro, NC 28697
Tel. (336) 973-7205 / (800) 298-3202
FAX (336) 973-8356
Web Site - www.appalachianlumber.net
E-Mail - plantfoors@wilkes.net
Sales - William Church, William Parsons, Scotty Roten
Marketing Areas, National

Marketing Areas - National
Products - Edge-Glued Panels, Stair Treads, Stair Risers,
Architectural Mouldings, Custom Mouldings, Plank Flooring,

Paneling, Moulder Blanks
Species - Red Oak, White Oak, Hard Maple, Soft Maple,
Poplar, Walnut, Ash, Cherry, Hickory, Eastern White Pine,
Eastern Yellow Pine
Machining Capabilities - Moulding, Sanding, Tenoning,
Edge Gluing
Dry Storage Cap. - 500,000 BF

Babcock Lumber Company (Page 69)
Roaring Run Rd., P. O. Box 520 Champion, PA 15622
Tel. (724) 593-6124 FAX (724) 593-2390
Web Page - www.babcocklumber.com
E-Mail - dcyphert@babcocklumber.com

E-Mail - dcyphert@babcocklumber.com Sales - Darlene Cyphert, Rodney West, Steve Staryak, Blair Walker Products - Rough, Green & Kiln Dried Lumber, Dimension & Component Parts, Glued Panels, Stair Parts, S4S Boards, Squares, Turnings, Mouldings, Cul-to-Size Blanks Species - Ash, Red & White Oak, Soft & Hard Maple, Poplar, Cherry Machining Capabilities - Sanding, Moulding, Turning, Surfacing, Straight Line Rip 1-Edge Dry Kiln Cap. - 1,500,000 BF

Begley Lumber Company, Inc. (Binder & Page 68)

P.O. Box 2800 London, KY 40743-2800 Tel. (606) 877-1228 Web Page - www.begleylumber.com

Web Page - www.pegreyiumper.com E-Mail - jpatterson@begleylumber.com Sales - Matt Begley, John Patterson

Sales - Matt Begley, John Patterson
Products - High Grade Appalachian Hardwoods, Mining, Flooring & Pallet
Lumber, Hardwood Mulch
Species - Red & White Oak, Chestnut Oak, Hickory, Poplar, Beech, Hard &
Soft Maple, Walnut, Ash
Machining Capabilities - London, KY - Automatic Band Mill, Bull-Edger,
Trimmer, Debarker & Chipper, Anti-Stain & Bug Dip, Mulch Processing
Hyden, KY - Band Mill
Dy Klin Cap. - 740,000 BF
Dry Storage Cap. - 3,000,000'

Canterbury Flooring (Page 105)

ksville. NC 27028 Tel. (800) 940-9504 FAX (336) 464-2924

Web Site - www.canterburyflooring.com E-Mail - contact@canterburyflooring.com Sales - Simon Briggs, Beth Burton, Reid Easton Products - Flooring, Mouldings (S4S), Blanks, Paneling, Cabinet Parts, Lumber - Hardwood & Sottwood Species - 50+ Domestic & Exotic Species

Caribbean Wood Products, Inc. (Page 35)

E-Mail - mchL7@earthlink.net
Products - FSC Certified Products Available, Flooring (Hardwood, Bamboo,

Laminated & Hardwood Engineered), Hardwood Doors, Decking, Marine Lumber, Trim & Moulding, Finger Joint Laminated Boards, Finger Joint Sticks, Particleboard, Railroad Ties, Lumber, Poles, Squares, Shingles, Plywood, Prefab Houses, Log Houses Species - Domestic & Exotic Species

Catawissa Lumber & Specialty Co., Inc. (Page 51)

Catawissa Lumber & Speci P. O. Box 176 Catawissa, PA 17820-0176 Tel. (570) 356-2349 FAX (570) 356-2485 Web Site - www.catimbr.com E-Mail - sales@catimbr.com Sales - Steve Gemberling International Sales - Kathy Heddens

International Sales - Kathy Heddens
Marketing Areas - International, National
Employees - 300
Products - Edge-Glued Panels, Face-Laminated Panels, Face-Laminated
Squares, Rough & Milled-to-Pattern Solids, Butcher Block Panels, Drawer
Parts, Stair Parts, Risers & Flooring Blanks, Full Range of Cabinet
Components, Architectural Mouldings, Table Tops, Bed & Chair Mg.
Species - Ash, Birch, Cherry, Hickory, Mahogany, Hard Maple, Soft Maple,
Red Oak, White Oak, Poplar, Walnut, Basswood
Machining Capabilities - Knife Planing, Abrasive Planing, Sanding,
Equalizing, Edge Profiling & Sanding, Boring, CNC Fully Machined Parts,
Moulding, Laminating
Dry Klin Cap. - 450,000 BF (Kilns) 1,200,000 BF (Pre-dryers)
Dry Storage Cap. - 1,000,000 BF

Coulee Region Enterprises, Inc. (Page 15)

Coulee Region Enterprises, mo. (a ug\_ - 1, P. O. Box 319)
Bangor, WI 54614
Tel. (608) 486-2882
FAX (608) 486-4235
Web Site - www.couleeregionenterprises.com
E-Mail - info@couleeregionenterprises.com Sales - Ed Solberg Marketing Areas - International, National

Employees - 90
Products - Dimension, Panels, Drawer Fronts,
Mouldings, KD Lumber
Species - Red & White Oak, Hard & Soft Maple, Ash,
Cherry, Walnut, Basswood

Grenry, vvalnut, basswood Machining Capabilities - Moulding, Edge Gluing, Sanding, Double End Dry Kiln Cap. - 210,000 BF

Coulee Region Hardwoods, Inc. (Page 15) P. O. Box 319

P. O. Box 319 Bangor, WI 54614 Tel. (608) 486-4623 FAX (608) 486-2042 Web Site - www.couleeregionhardwoods.com E-Mail - peter@couleeregionhardwoods.com Sales - Peter L. Solberg, Karl Christensen, Victor Owczynsky Purchasing - Kathy Solberg Marketing Areas - International, National Products - Northern Hardwood Lumber, Mouldings, Dimension, Products - Northern Hardwood Lumber, Mouldings, Dimension, Panels, Drawer Fronts, Edge Gluing Species - Red Oak, White Oak, Hard Maple, Cherry, Soft Maple, Basswood, Misc. Species Machining Capabilities - S2S, SLR1E, Sanding Dry Kiln Cap. - 225,000 BF

Custom Molding (Page 27)

9061 E. 875 N.
Odon, IN 47562
Tel. (812) 636-7110
FAX (812) 636-0044
Sales - John Graber
Marketing Areas - Regional
Products - Rope Moldings, Dentil Moldings,
Hardwood Moldings, Embossed Hardwood M
Blanks, Furniture & Cabinet Parts, Turnings, od Moldings.

Vinvl Windows, Handles, Interior & Exterior Doors, Stairway Parts, Lumber, Bun Feet, Cut Stock Stairway Parts, Lumber, Bun Feet, Cut Stock, Dimension Parts/Components, Flooring, Handrails, Jambs, Legs, Millwork, Molder Blanks, Shelving, Stiles and/or Rail Stock, Strips, Surveyor Stakes Species - Ash, Cherry, Hickory, Hard Maple, Soft Maple, Red Oak, White Oak, Poplar, Walnut Machining Capabilities - Molder, Embossing Machine, Macrining Capabilities - moider, Embossing Macrine, Rope Molder, Straight Line Ripsaw, Sanding, Shapers, Planers, Band Saw, Resaw Dry Storage Cap. - 50,000 SF

Fitzpatrick & Weller, Inc. (Page 19)
P. O. Box 490
Ellicottville, NY 14731
Tel. (716) 699-2393 FAX (716) 699-2893 Tel. (716) 699-2393 FAX (716) 699-2893
Web Page - www.fitzweller.com E-Mail - sales@fitzweller.com
Sales - Dana G. Fitzpatrick, Greg Fitzpatrick, Ron Mercer, Joe Snyder
Products - Solid & Glued-Up Hardwood Dimension, Edge Glued Folger
Glued Squares, CNC Machined Parts, Chair Parts, Crib Slats, Cut Stock,
Cutting Boards, Door Parts, Drawer Parts, Machined & Semi-Machined
Components, Moulded & Tenoned Parts, Musical Instrument Parts,
Shelving, Specialty Items, Stiles and/or Rail Stock, Store Fixture Parts, Table Top Parts and Lumber Species - Hard & Soft Maple, Cherry, Red & White Oak, Ash, Poplar,

Walnut, Mahoganyi Machining Capabilities - Boring, Sanding, Tenoning, Moulding, CNC Machine Center Dry Klin Cap. - 400,000 BF

Great Atlantic International, Inc. (Back Cover) 1814 Hobbs Road (27410)

1814 Hobbs Road (27410)
P. O. Box 10197
Greensboro, NC 27404-0197
Tel. (38) 286-2204
FAX (38) 286-2204
FAX (38) 286-8704
Web Site - www.greatatlanticint.com
E-Mail - frincintosh@greatatlanticint.com
Sales - Richard L. McIntosh, Robert F. McIntosh
Products - Lumber, Flooring, Decking, Plywood
Species - Genuine Mahogarry, Spanish Cedar, Jatoba, Ipe, African
Mahogany, Sapele, Utile (Sipo), Tigerwood, Cumaru, Massaranduba
Machining Capabilities - Greensboro, NC - Warehouse
250,000' KD Inventory

Gutchess Hardwoods, Inc. (Page 2)
185 Devereaux Dr.
P. O. Box 618
Latrobe, PA 15650-0618 USA
Tel. (724) 537-6417
Toll Free (866) 474-5862
FAX (724) 537-6922
Web Site - www.gutchess.com
E-Mail - dmhunter@gutchess.com
Sales - Sill Watson, Doug Hunter, Scott Schriefer
Marketing Areas - International, National
Products - Hardwood Lumber, Hardwood Dimension,
Full 4/4 through 16/4 thickness, Cut-to-Size Moulder
Blanks, Plannip Mill, Edge-Gliued Panels, Mouldings,
Hardwood Squares, Over 20,000,000° of Lumber
Inventory Undercover, over 60,000 acres of
Company owned Timberlands, over 4,500,000° of
Killn Capacity, Container Loading Facilities, Balusters,
Bench Tops, Cabinet Parts, Chair Parts, Cut Stock,
Cutting Boards, Dore & Drawer Parts, Furniture Parts,
Hand Ralis, Stair Parts, Strips
Species - Red Oak, White Oak, Hard Maple, Soft Maple,
Cherry, Ash, Basswood, Poptar Gutchess Hardwoods, Inc. (Page 2) Cherry, Ash, Basswood, Poplar

Machining Capabilities - Moulding, Tenoning, Shaping

Gutchess Lumber (Page 2) 150 McLean Road P. O. Box 5478 Cortland, NY 13045 Tel. (607) 753-3393 Toll Free (800) 474-5862 FAX (607) 756-5088 / (607) 753-6234 FAX (60/) 759-5089 / (60/) 753-6234 Web Site - www.gutchess.com Sales - Bill Watson - wjwatson@gutchess.com Doug Hunter - dmhunter@gutchess.com Scott Schriefer - sdschriefer@gutchess.com Marketing Areas - National, International Products - Complete List of Dimension Products And Southern

Products - Complete List of Dimension Products and Services Services Species - Ash, Basswood, Cherry, Red Oak, White Oak, Hard Maple, Soft Maple, Poplar Machining Capabilities - Sanding, Shaping, Mouldings, Blanks, Planing, Cut-To-Size Dry Kiln Cap. - 5,000,000 + BF Dry Storage Cap. - 30,000,000 + BF

Harrell Wood Products Company (Page 17)
P. O. Box 346 Clemmons, NC 27012
Tel. (336) 766-6985 FAX (336) 766-1230
E-Mail - HarrellWP@earthlink.net

Sales - Bou harreii Products - Solid or Laminated Squares, Edge Glued Panels, Mouldings, Carvings, Turnings, Seat Blanks, Drawer Sides & Bottoms-U.V. Finishing & Dovetailing, Upholstery Frames, Cut-to-Size Plywood and Embossed Mouldings, Dowels
Species - Northern, Southern & Appalachian Hardwoods, E. White Pine
Southern Yellow Pine, Mahogany, Cedar, Alder

Hill Wood Products, Inc. (Page 5)
9483 Ashawa Road
P. O. Box 398
Cook, MN 55723
Tel. (218) 666-5933
Tel. (800) 788-9689
FAX (218) 666-5726
Web Site - www.hillwoodproducts.com
Sales - Randy Rosandich, Leah Kuyava,
Andy Richey, Kris Wilson
Marketing Areas - National, International

Andy Hichey, Aris Wilson
Marketing Areas - National, International
Employees - 75
Products - Dimension, Joining Biscuits, Thin Sawn Veneer, Veneer, Flooring
and Lumber

mber s - White Birch, Aspen, Ash, Oak, Maple,

Species - writte Birch, Aspen, Ash, Oak, Mapie, Cherry, Walloutilies - Shaping, Lineal Laminating, Edge Banding Dry Kiln Cap. - 150,000' Dry Storage Cap. - 200,000 BF

Indiana Dimension, Inc. (Page 21) 1621 W. Market St. P. O. Box 568 Logansport, IN 46947-0568 Sales - Don Rowe, Roy Rentschler Products - Cabinet Doors, Mouldings, Edge Glued Panels, S4S Products,

Hardwood Dimension, Ready-to-Assemble Component Parts, Blanks, Cabinet Parts, Cut Stock, Doors, Ready-to-Assemble Door Parts, Furniture Parts, Moulded Parts and Lumber Species - White & Red Oak, Poplar, Ash, Hickory, Hard Maple, Cherry, Walnut, Alder, W. Soft Maple

Inter-Continental Hardwoods, Inc. (Inside Front Cover) 6841 Malpass Corner Road, P. O. Drawer 119 Currie, NC 28435 Tel. (910) 283-9960 FAX (910) 283-9964 Web Page - www.ichardwoods.com E-Mail - info@ichardwoods.com Sales - Tom Herga, Kiry Laufer,

Machining Capabilities - Sanding, Shaping, Tenoning

Lenny Shibley Marketing Areas - National, International

Marketing Areas - National, International Products - Lumber, Squares, Dimension, Flooring, Machined Products Species - Afrormosia, Aniegre, Bubinga, Beech (European), Bloodwood, Cedar (Spanish), Cumaru, Goncalo Alves, Ipe, Iroko, Jatoba, Lacewood, Genuine & African Mahogany, Morado, Makore, Mansonia, Padauk, Sapele, Peruvian Walnut, Purpleheart, Santos Mahogany, Teak, Utile (Sipo), Wenge, Zebrawood

Zebrawood Machining Capabilities - Distribution/Concentration Yard, 5 Dry Kilns, 3 Warehouses, Pre-Dryers, Green/Dry Chain, Sawmills In Gabon, Congo-Ghana, Offices-Africa, Asia, Europe, S. America

Irving, J. D., Ltd. Hardwood Division (Bookmark) 632 rue Principale Clair, NB E7A 2H2 Tel. (506) 992-9020 FAX (506) 992-9021

Iel. (506) 992-9020 FAX (506) 992-9021
E-Mail - ouffley clems(iel)gidring.com
Sales - Dennis Cuffley
Products - Components for Flooring, Lumber 4/4 thru 8/4, Blanks, Kitchen
Cabinet Components
Species - Hard Maple, White & Yellow Birch, Red Oak
Machining Capabilities - Ripping, Sawing, SLR, Moulding, Surfacing S2S
Dry Klin Cap. - 11,000,000 BF Annually Dry Storage Cap. - 1,000,000
Production - 62,000,000 BF

Jay-Gee Wood Products Company, Inc. (Page 9) 28W206 Commercial Ave. Barrington, IL 60010 Tel. (847) 381-7200 FAX (847) 381-0078 Web Page - www.jaygeewood.com

Web Page - www.jaygeewood.com E-Mail - pfreund@jaygeewood.com Sales - Peter C. Freund

Sales - Peter C. Freund Products - Mouldings, Flat Panels, Plaques, Clocks, Desk Accessories, Cutting Boards, Kitchen Items, Picture Frames, RTA Furniture Parts, Edge Glued Panels, Blanks Species - Walnut, Hard & Soft Maple, Red Oak, Ash, Poplar, Cherry Machining Capabilities - Boring, Routing, Sanding, Shaping, Finishing

Josefs Art Woodturning & Son, Inc. (Page 29)

71 Sewell St. Hempstead, NY 11550
Tel. (516) 489-3080
Toll Free 1-877-3WSINC
FAX (516) 489-3148
Web Site - www.jawsinc.com
E-Mail - jawssales@optonline.net
Sales - Oscar Kosic
Marketing Areas - International, National
Employees - 12

Employees - 12
Products - Architectural Curved Mouldings & Millwork, Stair Components,
Wood Columns, Wood Turnings (Custom or Full
Production), Balusters, Wood Balls, Posts, Finials,
Table Legs, Bed Posts, Rope Columns, lable Legs, Bed Posts, Rope Columns, Rope Mouldings, Kitchen Turnings, Bun Feet, Lumber, Etc. Species - All Domestic & Imported Woods Machining Capabilities - Boring, Carving, Finger Jointing, CNC Turning & Machining, Mortising, Routing, Sanding, Shaping, Tenoning, Fluting, Rope Twisting

Lebanon Oak Flooring Co. (Page 8) 215 Taylor Ave. P. O. Box 669 Lebanon, Tel. (270) 692-2128 FAX (270) 692-2128 on, KY 40033-0669 Tel. (270) 692-2128 FAX (270) 692-2128
Web Page - www.lebanonoak.com
E-Mail - lebanonoakloring@alltel.net
Sales - Robert L Goodin, Richard T. Goodin
Lumber Sales - Charles R. Goodin
Products - Mouldings, Furniture, Kitchen Dimension Parts, Panels, Panels
Edge-Glued, Stair Treads, Risers, Railing, Blanks, 5/16 sq. Edged Flooring,
Strips & Plank, 1/2 x 2 & 3/4 x 2-1/4 Tongue & Groove Flooring, Drawer Sides
Species - Red & White Oak, Maple, Hickory, Cherry, Ash, Walnut
Machining Capabilities - Finger Jointing, Sanding
Dry Klin Cap. - 270,000′ 44 Klins) per week
Dry Storage Cap. - 5-600,000′

Midwest Hardwood Corp. (Inside Back Cover)

Midwest Hardwood Corp. (Inside Back Cover)
9540 83rd Avenue North
Maple Grove, MN 55369
Tel. (763) 425-8700
FAX (763) 931-6742
Web Site - www.midwesthardwood.com
E-Mall - inquiries@midwesthardwood.com
Sales - Mike Mallin, Bill Parks, Tom Henderson, Dan Hansen, Michael Pomeroy, Pat Gillespie, Joe Hines Products - Domestic & Imported Hardwood Lumber - Green or KD,

Products - Domestic & İmported Hardwood Lumber - Green or K Plywood, Melamine, Dimension, Gang Ripped Materials, Raliroad Ties, Cants, Logs, Moulder Blank Rips, Dimension Blanks, Specially Mouldings Species - European Beech, Baltic & Russian Birch, Andiroba, African Mahogany, Genuine Mahogany, Marupa, Cambara, Aniegre, Brazilian Cherry, Bolivian Rosewood, Burmese Teak, Makore, Sapele Machining Capabilities - Reedsburg, WI - 650,000 BF Predryer, Walnut Steamer, 520,000 BF Dry Kiln Cap.; Park Falls, WI - Sawmill; Hardwood Distribution Centers: Maple Grove, MN, Jackson, WI, Sloux Falls, SD, Omaha, NE; Hardwood Concentration Lumber Yards - Mellen, WI, Reedsburg, WI, Cadiz, KY

Miller Wood Designs (Page 25)

miller wood Designs (rage 29)
P.O. Box 425
Sugarcreek, OH 44681
Tel. (330) 852-0688 FAX (330) 852-0688
Web Page - www.millerwooddesigns.con
E-Mail - mwdesigns@wifi7.com
Sales - Raymond Miller

Sales - Raymond Miller
Products - Squares, Panels, Balusters
Species - Red Oak, White Oak, Hard Maple, Soft Maple, Poplar, Hickory,
Brazilian Mahogany, Ash, Alder, Euro. Beech, Beech, Sapele, Walnut,
Cherry, Jatoba
Machining Capabilities - Sanding, Laminating, Edge Gluing, Milling, CNC,
Copy Lathe

Northern Wide Plank - A Division of (Page 53) Northern Prime Wood Products

5930 Lloydstown Road Schomberg, ON LOG 1T0 Tel. (905) 939-9858 FAX (905) 939-0646

FMA (905) 339-0446
E-Mail - joan@northernwideplank.ca
Lumber Sales - Joan Love, Shawn Peebles
Flooring Sales - Adam Corney, Jamie Peebles
Marketing Areas - National, International

Employees - 30 Products - Hardwood Lumber, Eastern White Pine Lumber, Plank & Strip Flooring, Wall Paneling, Stair Parts, Mouldings (Crown & Baseboard Mouldings), Rallings ngs laple. Red Oak, White Oak, Soft Maple. White Pine. White Ash, Yellow Birch, Black Cherry, Rift & Quartered Red Oak & White Oak, And Other Rift & Quartered Species Upon Request\

Machining Capabilities - Including Woodworking Plant & Sawmill Operation - Planer, Moulders, Rip Saw, Chop Saws, Band Resaw, Debarker, Double End Trimmer, Edger, Dry Klin, Double Cut Band Head Saw Dry Storage Cap. - 10,000 SF

Nova Dry Kiln, LLC (Page 1)

Nova Dry Kiln, LLC (rage 1) 2310 East Market Street New Albany, IN 47150 Tel. (812) 949-0150 Toll Free (877) 949-0150 FAX (812) 949-0125 Web Site - www.novadrykiln.com

Products - Manufactures Dry Kilns Only - Medium & Large
Dry Kilns From 5,500 to 120,000 BF Chambers; Timber-Tike Kilns; Heat
Treat Kilns

Tel. (800) 627-4826 FAX (972) 228-5987

FAX (972) 228-5987
Web Site - www.sitos.com
E-Mail - sales@sitos.com
Sales - Jon Pappas - J.pappas@sitco.com
Pudge Shatzer - p.shatzer@sitos.com
Steve McKeever - s.mckeever@sitos.com
Bob Williams - b.williams@sitos.com
Jess Fulcher - J.fulcher@sitos.com
Donna Bliss - d.bliss@sitos.com
Marc Barany - m.barany@sitosa.com
Marketing Areas - National, International
Products - Lumber, Plywood, S2S Hardwoods & Exotics
Species - Imported & Domestic Hardwoods,
Exotic Hardwoods
Machining Capabilities - S2S, SLR1E

Machining Capabilities - S2S, SLR1E

Stanley Woodworking, Inc. (Page 175) 4113 White Top Road Middleburg, PA 17842 Tel. (570) 837-6434 FAX (570) 837-1637 Web Site - www.hardwoodparts.com E-Mail - contact.us@hardwoodparts.com

E-Mail - contact us@hardwoodparts.com Sales - Tom Fitzgerald Marketing Areas - National Employees - 33 Products - Mouldings, Dimension, Edge Glued Panels, Stair Parts, Furniture Parts, Billiard & Pool Table Parts, Laminated Parts, Squares, S4S Slock Species - Red Oak, White Oak, Cherry, Maples, Poplar, Ash, Mangany, Hickory, Walnut, Basswood Machining Capabilities - Ripping, Chopsaws, Gluing, Moulding, Tenoning, Sanding, Finger Joint Dry Storage Cap. - 1,000,000°

H. A. Stiles Co. (Page 37) P. O. Box 779 Westbrook, ME 04098 Tel. (207) 854-8458 (800) 447-8537 FAX (207) 854-3863

Tex. (207) 634-3863
Web Page - www.hastiles.com E-Mail - info@hastiles.com
Sales - Ambrose Berry
Products - Lumber, Mouldings, Dimension, Squares, Dowels, Turnings,
Carvings, Legs, Stairway & Furniture Parts, Edge Glued Panels, Bending
Stock, Dowel Parts (Button & Plugs), Dowel Pins, Cut-to-Length Stock
Species - White Birch, Hard & Soft Maple, Red & White Oak, Cherry, Walnut,
White & Yellow Ash, Sycamore, Hickory, Basswood, Cottonwood, Aspen,
Beech, Poplar, Eastern White Pine, Mahogany, Ramin, Teak
Machhining Capabilities - Boring, Carving, Embossing, Finger Jointing,
Mortising, Routing, Sanding, Shaping, Tenoning, Custom Services

TBM Hardwoods Inc (Page 87)

Hanover, PA 17331 Tel. (800) 233-5137 FAX (717) 630-9706 Web Site - www.tbmhardwoods.com E-Mail - donbond@tbmhardwoods.com Sales - Don Bond - Sales Mgr. & Marketing Mgr. Marketing Areas - National

Employees - 80 Products - Mouldings, Moulder Blanks, Primed Mouldings & Blanks, FSC Certified Supplier of Rough & Milled Hardwoods Species Stocked, Including Species - 28 Domestic & Imported Hardwood Species Stocked, Including Mahogany, Spanish Cedar, Sapele, Sipo, Brazilian Cherry, Ash, Cherry, Hard Maple, Soft Maple, Red Oak, White Oak, Poplar, FSC Supplier Of Netroboods

Machining Capabilities - Sanding, Surface & Ripping, Mouldings, Resawing. Priming

Dry Kiln Cap. - 1,300,000 BF Dry Storage Cap. - 5,000,000 BF

Thompson Forest Products Int'l (Page 4) 24-B Battleground Court (27408) P. O. Box 9206 Greensboro, NC 27429 Tel. (336) 373-1117 FAX (336) 373-1119 Web Page - www.thompsonforestproducts.com E-Mail - billy@thompsonforestproducts.com

E-waii - Juligerinoringsproducts.com
bob@thompsonforestproducts.com
Sales - Billy Thompson, Bob Thompson
Products - Dowels, Squares, Turnings, Edge Glued Panels, Dimension,
Mouldings, Panels, Components, Drawer Sides, CNC Shaped Parts, Bed
Posts, Table Legs, Chair Assemblies and Lumber
Species - Ash, Maple, Birch, Beech, Hickory, Gum, Pine, Oak, Poplar
Machining Capabilities - Sanding, Tenoning, Moulding, Shaping, Routing,
Bortinn

R. P. Wakefield (Page 6) P. O. Box 97 Waterloo, IN 46793

Tel. (260) 837-8841 FAX (260) 837-7548 rAA (240) 837-7548
Web Site - www.rpwakefield.com
Web Site - www.rpwakefield.com
Sales - Mike Garber - mikeg @rpwakefield.com
Marketing Areas - National
Employees - 50
Products - Hardwood Mouldings, Edge Glued P

Employees - 50
Products - Hardwood Mouldings, Edge Glued Panels,
Sanded S3S Lumber, S4S Lumber, Moulder Blanks,
Butcher Blocks, Drawer Sides, Door Jambs, Squares
Species - SAh, Birch, Cherry, Red Oak, Soft & Hard Maple,
Poplar, Walnut
Machining Capabilities - Computerized Optimizing Cut-Off
Saw, Computerized Optimizing Rip Saw, CNC Moulders,
CNC Router, Sanding, Panel Gluing

Walnut Creek Planing Ltd. (Page 33)

5778 State Route 515 Millersburg, OH 44654 Tel. (330) 893-3244 (800) 488-3244 FAX (330) 893-2468 FAX (330) 893-2468

F-Mail - sales@walnutcreekplaning.com
Sales - Dwight C. Kratzer, Charles Kratzer
Marketing Areas - International, National
Employees - 60

Froducts - Squares, Balusters, Component Parts, Chair Parts,
S2S & S4S Blanks, FL/ & Laminated, Surveyor Stakes and Lumber
Species - Red Oak, Poplar, Cherry, Maple, Beech
Machining Capabilities - Sanding, Tenoning, Fingerjointing,

Moulding Ripping

Yoder Lumber Company, Inc. (Page 242) 4515 Berlin Twp. Rd. 367 Millersburg, OH 44654 Tel. (330) 893-3121 FAX (330) 893-3031 Web Page - www.yoderlumber.com E-Mail - sales@yoderlumber.com Sales - Paul Dov Products - Moulder Blanks. Panels. Squares. Balusters. Machined & Semi-

Machined Components, Moulded Parts, Laminated Squares and Lumber Species - Red Oak, Poplar, Beech, Machining Capabilities - Sanding, Moulding, Gluing, PET, Ripping, S2S Dry Kiln Cap. - 500,000 BF Dry Storage Cap. - 2,500,000 BF



FOR MORE DETAILED SUPPLIER INFORMATION CHECK YOUR COPY OF THE DIMENSION & WOOD **COMPONENTS BUYER'S GUIDE** EACH FIRM'S AD APPEARS ON THE PAGE NUMBER INDICATED IN "THE DIMENSION BOOK" ITSELF!

To learn more about our annual wood component directory, contact us at (901) 372-8280

IT'S THE ONLY WOOD TRADE PUBLICATION IN EXISTENCE THAT SOLELY PROMOTES THE DIMENSION AND WOOD COMPONENT INDUSTRY.

### **COLUMBIA CEDAR Soars To New Horizons**

By Merry Schmidt



Panel Crafters, Inc., a sister company to Lazy S Lumber Inc. in Beavercreek, Ore., and Columbia Cedar Inc. in Kettle Falls, Wash., recently began production of their new line of Cedar Craft - Cedar Siding panels.



Bob Wright is the quality control manager and assistant mill manager for Columbia Cedar.



Steve West is the resource manager for Columbia Cedar and Panel Crafters. He is responsible for buying all of the logs and sorts for Cedar Craft veneer logs.

The Cedar Craft product line has earned the APA grade stamp for T1-11 sidings and is manufactured to APA (American Plywood Association) 303 sidings specifications.

Kettle Falls, Wash.-Columbia Cedar Inc., headquartered here, and Lazy S Lumber Inc., located in Beavercreek, Ore., have long been known as a leading contender for their innovation and progressive approach in the Cedar lumber industry.

"In spite of tightening supply issues throughout the Northwest, the companies continue to find ways to procure raw product while installing more efficient equipment to further enhance the usage of the raw material that is delivered to the mills," said Ralph Schmidt, who along with his wife, Merry, own both Columbia Cedar and Lazy S. "It's a philosophy we've had here from day one." Columbia Cedar recently completed a new office designed by Mark Schmidt, Ralph's brother, with interior hardwood panels of cherry, Brazilian rosewood and calico hickory supplied by Panel Crafters. "This is a much needed new office that may eventually become our 'world headquarters'," the Schmidts said. "We have plans for an asphalted parking area and a new lunchroom.'

Columbia Cedar also recently completed a new debarker and storage building as stage one in retooling for more efficiency. "Efficiently using the resource is crucial in staying competitive in this market," Ralph said.

Ralph and Merry Schmidt recently relocated to Eagle Point, Ore., to spend more time at Panel Crafters, but "commute" between Columbia Cedar and Lazy S to provide direction and "problem solving 101" to the companies. "Our customers have come to depend on and

expect the type of products and service that we provide on an ongoing basis," Ralph said. "We thrive on the challenge

that it is to continually stay fresh and innovative beyond just the next six months or even a year. We are optimistic for the future in this industry where many



Panel Crafters' skins come from selected Cedar logs taken at Columbia Cedar. At Panel Crafters, they are graded, sorted and laid up into the Cedar Craft line of panels.

Panel Crafters Inc. is located in White City, Ore., near Medford. This facility is a hardwood panel lay-up plant that spe-cializes in hardwood veneers of all species and grades and can produce an industry leading special 5' x 8' sizing as well as the standard 4' x 8'. In June 2008, Panel Crafters introduced two new lines of APA (American Plywood Assoc.) T1-11 sidings. Cedar Craft is a Western Red Cedar panel veneer on exterior grade plywood for home siding. It has all the beautiful characteristics of Western Red Cedar with an economical price. The other is an okoumé, an African hardwood, panel that has a clear (no knots) face and is used for siding as well as soffit materials.

"We select the logs for peeling from Columbia Cedar, and ship the skins directly from a peeling plant to Panel Crafters, and sales is directed from Lazy S Lumber, enabling the three companies to weave together a very good working team of sales and Merry production staff," 'We've selected sound, second growth tight knot logs, and shipped those to be peeled and composed, and then bring the skins to Panel Crafters where they are graded, sorted and laid up into the Cedar Craft line of panels," Ralph said. "So I know the quality of the skins and can assure my customers of the integrity of the panels.

Ralph added, "What makes Cedar Craft

No Order is We manufacture everything from  $1" \times 2" \times 6"$  up to  $24" \times 24" \times 32"$ in either unseasoned or kiln-dried, rough, surfaced, or about any pattern imaginable Species: White Fir (Grand Fir) Doug Fir **Spruce** and Cedar Our Specialty Is The Specialties FIGURE 1 TRI-PRO™ CEDAR PRODUCTS INC. 1122 HIGHWAY 2 • OLDTOWN, IDAHO 83822 TEL: (208) 437-0653 • FAX: (208) 437-0579 **TOLL FREE (800) 488-2726** E-MAIL: terryb@triprocedar.com TRI-PRO™ FOREST PRODUCTS 2007 KONKOVILLE RD. • OROFINO, IDAHO 83544 TEL: (208) 437-0653 • FAX: (208) 437-0579 **TOLL FREE (800) 488-2726** E-MAIL: lanceh@triprocedar.com WEB: www.triprocedar.com

November/December 2008 Page 11

# SISKIYOU Expands Marketing Efforts, Inventory

By Wayne Miller



Darren Duchi, general manager of Siskiyou Forest Products in Anderson, Calif., stands beside a shipment of lumber bearing Siskiyou Reserve, a priming product for wood siding and trim.



Siskiyou staff members are involved in off-bearing of the company's prime line.



Stock at Siskiyou feeds into the soft-cure oven

Anderson, Calif.-Siskiyou Forest Products' new corporate Web site at www.siskiyouforestproducts.com has attracted many customers in recent months, who have come to depend on the company for its ever-broadening array of products, including industrial lumber, cut-to-size, finger-jointed and edge-glued materials.

The Web site, which was created by a local firm, allows customers to flip through book pages to obtain information on such topics as Our Products, About Siskiyou, Wood Facts and The Facilities. Contact information for the firm's sales and purchasing sales at its 35-acre manufacturing plant in Anderson and satellite office in Weed, Calif., are also provided.

Siskiyou has also gained sales with one of its newest products, Siskiyou Reserve, a primed product for wood siding and trim.

"Our Reserve line of primed Western Red Cedar and Redwood has been specifically formulated for siding, fascia and trim. This durable exterior primer system includes two high performance coats; the first coat is an alkyd sealer that is used to block tannin migration, the second coat of a high performance acrylic primer. Our coating department uses state-of-the art application and curing equipment that enables us to produce a quality primed product," said Darren Duchi, general manager of Siskiyou Forest Products.

"Creating our Reserve line of siding and trim has been a major investment for us. It is imperative for Siskiyou to ensure quality to our customers," said Duchi.

Until recently, customers typically shipped wood products purchased from Siskiyou to a third party, who then primed the product.

"We were just not satisfied with the quality of the third party priming. If our Siskiyou name is going to be on lumber out in the field, we want absolute control of the quality, whether it is raw or primed," Duchi said. "Prior to the availability of our current coating system, customers purchased a product that had one coat of an oil-based primer. That single coat would generally look semitransparent. In other words, you could see through the coating. Siskivou Reserve primer is 100 percent opaque." In response to customers' needs, Siskiyou Forest Products designed and developed its Reserve primed products by utilizing soft-cure technology and low heat application. Assistance from The Valspar Corporation enabled Siskiyou to engineer the coating system.

"Siskiyou has something special. Their prime line allows them to use a coating system that's not commonly used in a continuous production process on Western Red Cedar and Redwood," said Kevin Simpson, Valspar technical

"Most businesses that apply an alkydbased sealer will rack the lumber and let it air dry," Duchi said. "They physically place this product on a rack with finger marks and then they allow it to dry for 24 hours, restack it, re-wrap it, and send it on its way. In addition to these quality issues, a third party primer can often add additional costs due to increased time and shipping expense. One benefit of our service is that when you receive an invoice, the product is en route to your facility."

Siskiyou inserts a plastic slip-sheet between each layer of its primed product to prevent damage during delivery and to assure consistent quality. Siskiyou markets its Reserve line of siding and trim through wholesale distributors.

The company's exterior primed products will become a valued part of Siskiyou's growth projections. Siskiyou markets both Softwoods and hardwoods. The use of Incense Cedar and alder is primarily for door and window

components. Reserve trim is only available in Coastal Western Red Cedar and Redwood.

The majority of Siskiyou's merchandise is traded domestically. The company maintains an inventory of 7 million board feet at its facility, which is situated on 74 acres. The facility includes 12 kilns and employs 75 people.

Siskiyou has added new machinery at its facility in recent years that contributes to the ongoing evolution of the company. The technology utilized by Siskiyou

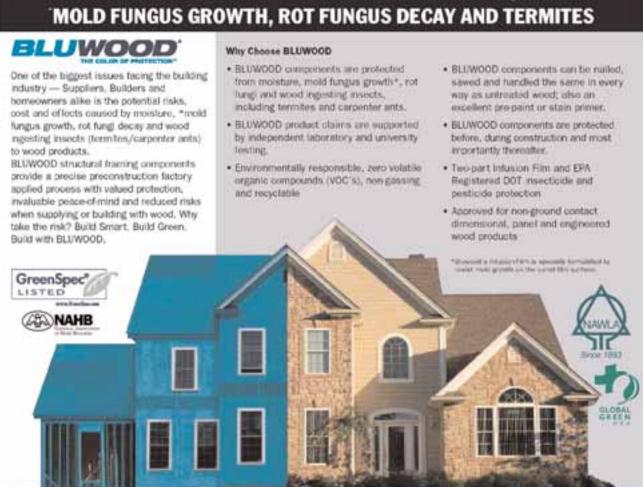
includes a rip line, two moulders, a crosscut line, two finger jointers, a precision end trimmer and three radio frequency edge gluers with sanding and double end-trimming capability.

Siskiyou plans to further develop its technology by implementing an optimizing rip line; an optimizing crosscut line and a continuous edge glue line.

Mike Webster serves as the purchasing agent of Redwood and Western Red Cedar for Siskiyou. Other key company personnel include Bill Duchi, who over-

Continued on page 30

# A POWERFUL DEFENSE AGAINST MOISTURE,



### Licensed BluWood Coating Companies and Locations

AGC, LLC/Augusta, GA [706] 627-1992 Mid-Atlantic, Inc./Lebanon, PA 908] 996-2241 BLUWOOD of Canada, Inc./Shelburne, ONT [519] 925-5915 National Industrial Lumber Company/North Jackson, OH/Columbus, OH/Charleston, West Virginia [330] 538-3387 BLUWOOD of Florida, Inc./Lakeland, FL (800) 940-8787 Northern Crossam, Inc./Chippewa Falls, BLUWOOD Nevada, Inc./Las Vegas, NV (702) 873-4377 (715) 723-4100 Central States BLUWOOD, Inc./Wichita, KS (866) 439-3328 [603] 224-8810 BLUWOOD Northeast, Inc/Concord, NH Conrad Forest Products, Inc/North Bend, Rocky Mountain BLUWOOD, Inc/Denver, CO (800) 236-9663 OR/Arbuckle, CA/Rainler, OR/Craigmont, ID |800| 356-7146 Delkote Machine Finishing/Asheville, NC (828) 253-0483 BLUWOOD Virginia, Inc/Doswell, VA. (800) 566-6647 Edgefield Lumber Company/Loxdey, AL SC BLUWOOD, Inc/Colton, (251) 964-4228 [909] 825-5005 CA/San Diego, CA/Sacramento, CA. EnviroGard of the Southeast, LLC/Andrews. Washington BLUWOOD, Inc/Woodinville, WA (877) GOGOBLU SC/Greensboro, NC/Lawrenceville, GA |866| 729-5717

WoodSmart Solutions, Inc., Boca Raton, Florida • www.bluwood.com • 866-58UYBLU

# Rountree's Years of Service Honored By SLMA

Steve Rountree, Southeastern Lumber Manufacturers Assoc. Inc. (SLMA), Tyrone, Ga.; Furman Brodle, Charles Ingram Lumber Co., Effingham, S.C.; George Varn Jr., Varn Wood Products, Hoboken, Ga.; and Steve Keadle, Keadle Lumber Enterprises Inc., Thomaston, Ga.



Robert Pollard, Pollard Lumber Co., Inc., Appling, Ga.; Johnny Hall, Industrial Wood Products/East Coast Lumber Co., Climax, N.C.; and Malinda and David Richbourg, H.W. Culp Lumber Co., New London, N.C.



Stephen and Shelly Jones, J.W. Jones Lumber Co., Elizabeth City, N.C.; and Nancy and James Loy, Southern Pine Inspection Bureau, Pensacola, Fla.



Chuck Smith, Universal Forest Products Inc., Union City, Ga.; Joe Kusar, Tolleson Lumber Co., Perry, Ga.; and William Ward, Robbins Manufacturing Co., Tampa, Fla.



Digges Morgan, Southern Forest Products Association, Kenner, La.; Kim Drew, Span, Tyrone, Ga.; Debbie Brady, SLMA, Tyrone, Ga.; and Vince Almond, Almond Brothers Lumber Co., Coushatta, La.



Johnny Hall, Industrial Wood Products/East Coast Lumber Co., Climax, N.C.; David Haddock, Cox Wood Preserving Co., Orangeburg, S.C.; Nash Elliott, Elliott Sawmilling Co. Inc., Estill, S.C.; and Billy Berry, Collum's Lumber Products LLC, Allendale, S.C.

EASTERN A

simplify

EASTERN WHITE PINE FINGER JOINT BOARDS



Mill Services is the largest producer of Eastern White Pine finger joint boards in the northeast. We manufacture EASTERN finger joint boards and offer a variety of custom services including chopping, milling, edge gluing, finger jointing and priming.



With EASTERN, it's simple:

- It's locally grown New England Eastern White Pine,
   with a proven history of performance for over 200 years
- It's manufactured domestically by Mill Services in beautiful upstate New York
- · It's finished with an environmentally friendly primer from FMI
- It's shipped directly to your warehouse, on-time and securely wrapped for superior protection.

For more information on EASTERN and the stock patterns available, visit www.millservicesinc.com/EASTERN/SFPB.

To order, call 800-578-2119 ext.108

**Tyrone, Ga.-**An open house and congratulatory dinner was held recently in honor of Steve Rountree's retirement from the Southeastern Lumber

Continued on page 30



Jay Moore, Timber Products Inspection, Conyers, Ga.; Clayton Blanton, Koch Industries, Atlanta, Ga.; Malinda Richbourg, H.W. Culp Lumber Co., New London, N.C.; and Bryant Beadles, Balfour Lumber Co. Inc., Thomasville, Ga.



Tom Cator and Wendy Burnett, SLMA, Tyrone, Ga.; and George Varn, Jr., Varn Wood Products, Hoboken, Ga.



Mike Pastore, Spartansburg Forest Products, Greenville, S.C.; Stephen Reeder, Osmose Inc., Griffin, Ga.; and Brian Mulvaney, Osmose Inc.

Ronnie Williams, Timber Products Inspection, Conyers, Ga.; Beverly Knight, SLMA, Tyrone, Ga.; and Hank Scott, Collum's Lumber Products, LLC, Allendale. S.C.



Additional photos on page 32

November/December 2008 Page 13

### **HANCOCK Welcomes Guests At Annual Event**

Kevin Hancock, Anna Bowen, Greg Speed and Kevin Hynes, Hancock Lumber Co., Casco, Maine



Ashley Kay, U.S. Lumber Group Inc., Duluth, Ga.; Wayne Huck, Hancock Lumber Co., Casco, Maine; Charlie Murray, Murray & Dunn Lumber Co., Bangor, Maine; and Russell Coulter, Hancock Lumber Co.



Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; Rick Hoag, National Industrial Lumber Co., Pittsburgh, Pa.; Matt Duprey, Hancock Lumber Co., Casco, Maine; and Jack Henderson, North Pacific Group, Portland, Ore.



Doug Barton, Wholesale Lumber Service, Mt. Joy, Pa.; Bill Begroat, Lumbermen Associates Inc., Bristol, Pa.; Jim St. John, Winter, Crowley & St. John Inc., Leonia, N.J.; and Mike Chain, Hancock Lumber Co., Claude Parent, Universal Forest Products Inc., Union City, Ga.



Claude Parent, Universal Forest Products, Union City, Ga.; Karl Lamb, Snavely International, Westminster, Md.; Jack Bowen, Hancock Lumber Co., Casco, Maine; Loren Rydstrol, Seaboard International Forest Products LLC, Nashua, N.H.; and Michael Corsello, Nash Lumber, Bay Shore, N.Y.



Bethel, Maine-Hancock Lumber Co. welcomed customers and vendors at the Sunday River Golf Club here recently while hosting the firm's fifth annual invitation golf tournament.

Winners of the tournament were: Claude Parent, Universal Forest Products, first place; Doug Barton, Wholesale Lumber Services, second place; and Rick Hoag, West Elizabeth Lumber Co., third place.

Those in attendance not only enjoyed participating in the tournament and dining on lobster, but also toured Hancock's sawmills in Casco and in Bethel.

Continued on page 30



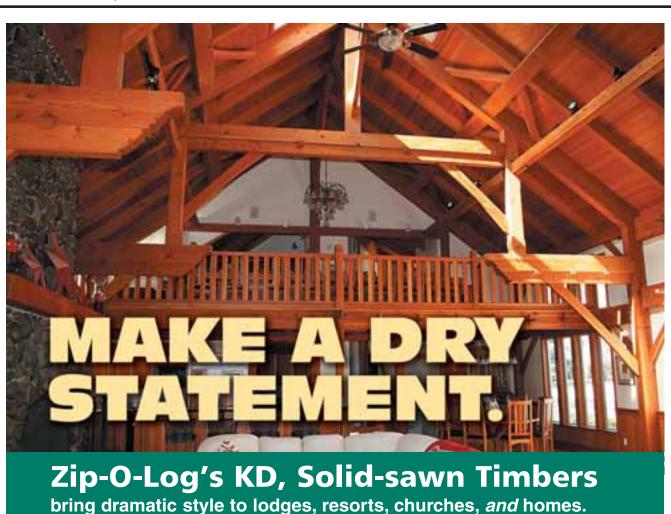
Russell Coulter and Mike Hall, Hancock Lumber Co., Bethel, Maine; and Jamie Place, Eastern Forest Products, Lyndeborough, N.H.



Jack Henderson, North Pacific Group, Portland, Ore.; and Katie McPherson and Kevin Reven, Hancock Lumber Co., Bethel, Maine

Kevin Hynes and wife Valerie Mercer, Hancock Lumber Co., Casco, Maine; Ashley Kay, U.S. Lumber Group Inc., Duluth, Ga.; and Mike Michaud, Hancock Lumber Co., Casco, Maine





Maximize stability and natural beauty in For premium quality kiln-dried timbers and exposed timbers with superior Zip-O-Log **Kiln-Dried Timbers:** 

- Kiln-dried to reduce twisting, cupping, checking, and distracting pitch leaks.
- Easier handling and workability.
- Kiln-dried timbers available in sizes up to 12" x 12".
- Timbers are shipped paper-wrapped to protect from marring and UV degradation.

unmatched service, call the Sales leam at Zip-O-Log Mills:

541-343-5854



**Eugene, Oregon** Sales 541-343-5854 • Fax 541-683-4241 www.zipolog.com

Zip-O-Log, see the difference.

# **APA Celebrates 75th Anniversary**



(Right) APA Chairman Mike Rehwinkel.



Fred Fields, center, with his wife Sue, accepts the Bronson J. Lewis Award from APA Chairman Mike Rehwinkel.







APA Vice Chairman Jeff Wagner discusses mill safety at the Chairman's Dinner.

APA Marketing Advisory Committee Chair Mary Jo Nyblad.



**DURGIN** CROWELL

### TRIED AND TRUE.

Manufacturers of Quality Eastern White Pine

- 30 Million BD FT of Production
- 630,000 BD FT of Dry Kiln Capacity
- Inline Moisture Detectors
- Waco 30 XL Moulder
- Modernized Cut Up Shop

DURGIN & CROWELL LUMBER CO.

231 Fisher Corner Rd.

New London, NH 03257

P: 603-763-2860

F: 603-763-4498

www.durginandcrowell.com

Las Vegas, Nev.-APA marked its 75th anniversary during the organization's recent annual meeting at the Ritz-Carlton Lake Las Vegas Hotel.

Approximately 340 member company representatives, industry suppliers, media and guests attended the four-day meeting, which featured presentations, reports and roundtable discussions on a wide range of topics, including the housing market, adhesive issues and developments, green building legislation, selling to the nonresidential construction market, standards development, formaldehyde emissions regulations, and APA's newly revised Strategic Plan, among others.

The meeting also featured the annual Info Fair supplier exhibition sponsored by the Engineered Wood Technology Association (EWTA), APA's related supplier organization, and recognition of APA mill safety program award winners. The theme of the meeting was "We're

Making History.'

APA Chairman Mike Rehwinkel, president, wood products at Georgia-Pacific Wood Products LLC, told the meeting's general session audience that although "this is a difficult time in our long history...we are far better off today than in 1933," when the Association was founded during the Great Depression by "incurable optimists." He said the "We're Making History" meeting theme "is as much about moving forward as looking back. An individual, a company, an industry must continue to look to the future, even when preoccupied with the challenges of the present." He told the audience that "we have good reason to be confident (because) we bring to the challenges significant strengths, including a tradition of toughness that marks our long history."

The APA chairman reported the addition of seven new APA members over the past year, raising the total nur member facilities to 153, including 96 panel mills and 57 engineered wood plants. He added that 12 companies had joined the Engineered Wood Technology Association as well, raising total EWTA membership to more than 90 of the industry's leading product, equipment and service providers.

Rehwinkel also presented the fourth annual Bronson J. Lewis Award to Fred Fields, long-time former owner of Coe Manufacturing Company. The award, dedicated to former APA Secretary and Executive Vice President Bronson J. Lewis, honors individuals for their leadership and contributions to the engineered wood products industry. "Fred's tireless work over some 60 years as an inventor, manufacturer, financial backer and now as mentor to many of the industry's leaders makes him a natural

Page 15 November/December 2008

# The Waldun Group







quality ceder roofing products and service, is





Coastal Red Cedar; \$152E fincia boards, fencing, appearance grade timbers 545 and rough dimension





since 1939, Stave lake is the industry leader in quality, quantity and





WALDUN FOREST PRODUCTS TWIN RIVERS CEDAR

STAVE LAKE CEDAR



# Working as ONE to serve you better.

Unlike some mills, which sacrifice quality for affordability, Waldun ensures quality and value are paramount. We integrate every aspect of cedar manufacturing, allowing you to purchase all your cedar lumber, roofing and siding in a single order. Not only does this minimize your inventory, it facilitates fast turnaround, and ensures that you receive a consistently high quality product.



9393 287th Street, Maple Ridge, BC V2W 1L1 Tel: (604) 462.8266 Fax: (604) 462.8264

www.waldun.com info@waldun.com

Page 16 The Softwood Forest Products Buyer

### **GLOBAL PHOTOS** – Continued from page 1



Brian Hawrysh, BC Wood Specialties Group, Langley, B.C.; and Cornelius Grimm, Grimm International, Jesteburg, Germany



Ben Good and Mike Booth, Woodtone, Chilliwack, B.C.; and Kris Johnson, Shelter Products Inc., Daphne, Ala.



Curtis Walker, Ben Meachen and Stewart Clark, The Waldun Group, Maple Ridge, B.C.; and Francis Yau, Andrew Cheung Architects Inc., Vancouver, B.C.



Steve Horvath, B.C. Shake & Shingle Assoc., Mission, B.C.; Sat Brar, Silver Creek Premium Products Ltd., Mission, B.C.; Ainhoa Zamacona, BC Wood Specialties Group, Brussels, Belgium; and Peter Laslo, B.C. Shake & Shingle



Blair and Carolynn Thomas, SJI Canada Lumber Ltd., New Westminster, B.C.



Nathan Tellis and Rob Sohi, McKenzie Sawmill Ltd., Surrey, B.C.; Jim Rodway, Patrick Lumber Co., Portland, Ore.; and Robb Hansen, Ranj Saran and Peter Giroday, McKenzie Sawmill Ltd.



Rob Marusic, Downie Timber Ltd./Selkirk Specialties, Revelstoke, B.C.; Harvey Rebalkin, Department of Foreign Affairs and Internal Trade, Vancouver, B.C.; Jim Sheehan, Consulate General of Canada, Seattle, Wash.; and Joseph Yong Thiam Woon, Cintara Resources, Petaling Jaya, Maylasia



Brett Johnson, Dakeryn Industries Ltd., North Vancouver, B.C.; Gary Reid, Westshore Specialties Ltd., Delta, B.C.; lan Wight, Pacific Western Wood Works, Delta, B.C.; and Chris Sainas, Dakeryn Industries Ltd.



Paul Mackie, Western Red Cedar Lumber Assoc., Mill Creek, Wash.; and Roy Manion, BC Wood Specialties Group, Langley, B.C.



Chris Pistilli and Doug Carl, Carlwood Lumber Ltd., Maple Ridge, B.C.; and Scott Thompson, BC Wood Specialties Group, Langley, B.C.



Irwin Sidana and Ash Appadurai, Chateau Designs Inc./Sunrise Kitchens, Surrey, B.C.; Peter Sperlich, Sperlich Log Construction Inc., Enderby, B.C.; Fred Spoke, Canada Wood China, Shanghai, China; JC Lee, BC Wood Specialties Group, Kangwon-Do, Korea; and Jim Ivanoff, BC Wood Specialties Group, Tokyo, Japan



Peter Raja and Derek Ruff, Norelco Cabinets Ltd., Kelowna, B.C.; Doug Auer, BC Wood USA, Lake Tahoe, Wash.; and Glen Webb, Canada Mortgaging Housing Corp., Vancouver, B.C.



Larry Davis, Ecosip Industries Inc., Duncan, B.C.; Greg Schelanburg, Spruceland Millworks, Ackeson, AB; Victor Santisteban, Advance Lumber Remanufacturing Ltd., Surrey, B.C.; and Brian Jenkins, Longhouse Trading Co. Ltd., Qualicum Beach, B.C.



Frank Wijnhoven, Cariboo Building Systems Ltd., Quanael, B.C.; Grant McKinnon, Pacific Homes, Cobble Hill, B.C.; and Monique Wijnhoven, Cariboo Building Systems Ltd.



Loren Stoneman, Tom Kukuda and Wayne Brown, Big Foot Manufacturing Inc., Salmon Arm, B.C.



Ron and Chris Eldridge, Lumbermens Building Centers/Pro-Build, Arlington, Wash.; Brian Kapuscinski, KMP Architecture Inc., Victoria, B.C.; and William Hofius, Leaders Pact Consulting, Marietta, Ga.



David Knott, The Clarke Group, Mission, B.C.; Mark Rutledge, Green River, Mission, B.C.; Don Slack, Fraserview Cedar Products Ltd., Surrey, B.C.; Dennis Mawhinney, BC Wood Specialties Group, Langley, B.C.; and Bryan Lundstrom, Fraserview Cedar Products Ltd.



Julie McLean, Spruceland Millworks Inc., Acheson, Ala.; Randi Walker, BC Wood Specialties Group, Langley, B.C.; and Mary McInnes, Lawrence R. McCoy & Co. Inc., Bellingham, Wash.

November/December 2008

# SHAVER WOOD Open House Amuses All Ages By Gary Miller



Chad, Judy and Jimbo Shaver, Shaver Wood Products Inc., Cleveland, N.C.; and Larry Randall, Tides & Times Group USA, Winston Salem, N.C.



Ray Shepherd, Oaks Unlimited, Waynesville, N.C.; Stephen Snider, Parton Lumber Co. Inc., Rutherfordton, N.C.; Sid Snider, Snider Lumber Sales, Rutherfordton, N.C.; Brad Pope, Industrial Timber & Lumber Corp., Marion, N.C.; and Jerry Bumgarner, Bumgarner Lumber Inc., Cleveland, N.C.



Jimbo Shaver, Shaver Wood Products Inc., Cleveland, N.C.: Mark Anthony McDowell, McDowell Lumber Co. Inc., Asheboro, N.C.; Scott Hanks, Koppers Co., Raleigh, N.C.; and Jim Elliott, McDowell Lumber Co. Inc.



Neal Mills, Abitibi Bowater, Mooresboro, N.C.; Bud Connor, Shaver Wood Products Inc., Cleveland, N.C.; John Eargle and Brent Mills, Abitibi Bowater; and Ralph Beckwith, Beckwith Lumber Co., Slatyfork, W.Va.



Chris Rivers and Andy Slocum, International Paper, Eastover, S.C.; and Don Payne, Shaver Wood Products Inc., Cleveland, N.C.



Chris Helms, Tree Brand Packaging Inc., Denver, N.C.; Pancho Branche, Shaver Wood Products Inc., Cleveland, N.C.; Jeff Hooper, Tree Brand Packaging Inc.; and William Trull, Shaver Wood Products Inc.

Cleveland, N.C.-The 11th Annual Open House and Fly-In, hosted by Shaver Wood Products Inc., located here, upheld its reputation as a warm, entertaining

Continued on page 31







Allen Page, FreedomWorks, Washington, D.C.; Allen Arrowood, Talladega Machinery, Marion, N.C.; Shannon Buckley, Domtar Paper Co., Rutherfordton, N.C.; and Edward Waters, Waters Lumber Co., Bostic, N.C.

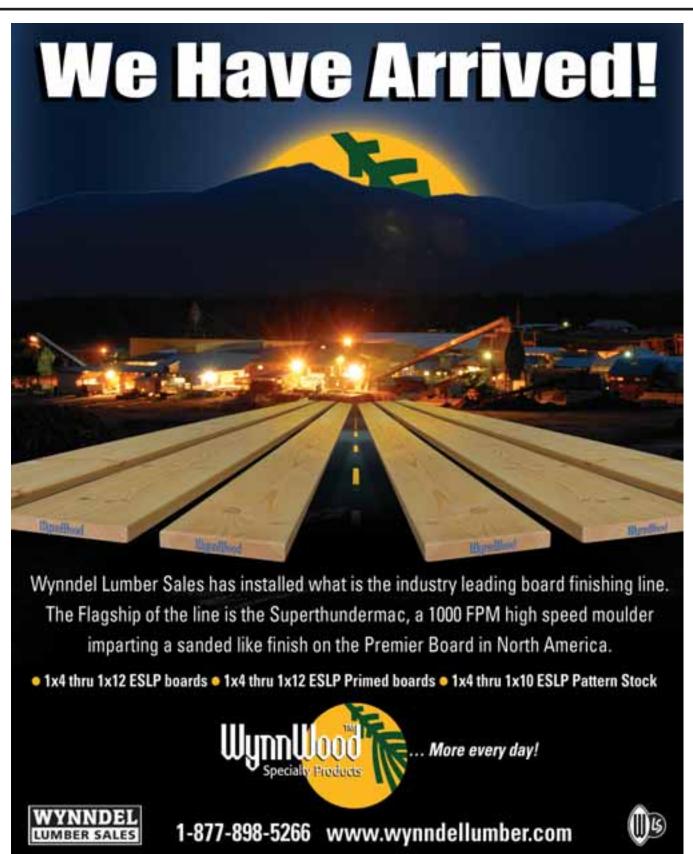


Woody Dunham, Kepley-Frank Hardwood Co. Inc., Lexington, N.C.; and Tom Daniels, Myers Forest Products, Cleveland, N.C.

David Martin Elium, Shaver Wood Products Inc., Cleveland, N.C.; Todd Sipe, H & T Logging, Taylorsville, N.C.; and Don Payne, Shaver Wood Products Inc.



Additional photo on page 31



### GLOBAL PHOTOS - Continued from page 16



Charlene Ellickson, John Kuch and Debra Kruks, Crawford Creek Lumber Co. Ltd., Surrey, B.C.; (standing) and Bill Paton, Westshore Specialties Ltd., Delta, B.C.



Jason Jacobson and Scott Bowen, Coldwater Timber Products, St. Anthony, Idaho; and Ranj Saran and Peter Giroday, McKenzie Sawmill Ltd., Surrey, B.C



Miho Ohashi, BC Wood Specialties Group, Toyko, Japan; Masayuki Yonezawa, Yonezawa Sawmill Co. Ltd., Shimoniikawagun, Japan; Aaron Moore, BC Log & Timber Building Industry Assoc., Victoria, B.C.; and Hiromi Abe, interpretor, Vancouver, B.C.



Jim Ivanoff, BC Wood Specialties Group, Tokyo, Japan; Frank Siekmann, Merit Kitchens Ltd., Surrey, B.C.; and Lloyd Lyson and Mike Hauner, Interstyle Ceramic & Glass Ltd., Burnaby, B.C.



Alan Messett, Bridgeport Forest Products Inc., Cambridge, U.K.; Vicki Onuliak, Bridgeport Forest Products Inc., Portland, Ore.; and Shane Carphin, Cowichan Lumber Ltd., North Vancouver, B.C.



Kasper Kopp, John Kuch and Charlene Ellickson, Crawford Creek Lumber Co. Ltd., Surrey, B.C.; and Delin Jiang, Shanghai Zhong Ji Import and Export Co., Inc., Shanghai, China



Gillian and David Conway, Old Country Woodturning Ltd., Victoria, B.C.



Bryan Lundstrom, Fraserview Cedar Products Ltd., Surrey, B.C.; Jorg Bolz, Bolz Hobelwerk, Vorstetten, Germany; Don Slack, Fraserview Cedar Products Ltd.; and Christopher Roberts, First Base Services Ltd., Abbotsford, B.C.



Robert Evdokinenko, Artel Insurance Services Inc., Vancouver, B.C.; Alexander, Christina and Glen Demara, Willis Canada/Artel Insurance, Vancouver, B.C.

### NE LMA PHOTOS - Continued from page 1



Jeff Easterling, NeLMA, Cumberland Center, Maine; Hal and Evelyn Smith, Hesco, Plymouth, Maine; and Tom Richardson, Crobb Box Co., Ellsworth, Maine



Sean Corvell, Seaboard International Forest Products, Nashua, N.H., Brett Anderson and Doug Chiasson, J.D. Irving Ltd., St. John, N.B.; Jeff Smith, L.R. McCoy & Co., Wister, Mass.; and John Benjamin, Robbins Lumber Inc., Searsmont, Maine



Evelyn Smith, Hesco, Plymouth, Maine; Prisco DiPrizio, P DiPrizio Lumber LLC, Rochester, N.H.; Donna Reynolds, NELMA, Cumberland Center, Maine; Tina Mininger, Sherwood Forest Products Ltd., Quakertown, Pa.; and Rebecca Lowell, R.E. Lowell Lumber, Buckfield, Maine



Tom Merkert, Capital Forest Products Inc., Annapolis, Md.; Chuck Gaede, Durgin & Crowell, New London, N.H.; Matt Demers, Demers Lumber, Dieppe, N.B.; and Robert Hoffman, Capital Forest Products Inc.



Alden Robbins, Robbins Lumber Inc., Searsmont, Maine; Bob Pope, USNR, Montpelier, Vt.; Jethro Poulin, guest, New Portland, Maine; and Chris Brochu, Pleasant River Lumber Co., Dover-Foxcroft, Maine



Jethro Poulin, guest, New Portland, Maine; and Luke Brochu, Pleasant River Lumber Co., Dover-Foxcroft, Maine



Jim Robbins, Robbins Lumber Inc., Searsmont, Maine; Win Smith Jr., Limington Lumber Co., East Baldwin, Maine; Dan Harrison, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; and Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.



Jeff Hardy, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; Tom Merkert, Capital Forest Products Inc., Annapolis, Md.; Scott and Jessica Brown, DiPrizio Pine Sales, Middleton, N.H.; and David Stearns, Seaboard International Forest Products, Nashua, N.H.



Claude Parent, Universal Forest Products Inc., Union City, Ga.; Donna Reynolds, NeLMA, Cumberland Center, Maine; Darren Zwicker, J.D. Irving Ltd., St. John, N.B.; and Larry King, Precision Lumber Inc., Wentworth, N.H.

Additional photos on page 20

**NELMA-**

Continued from page 1

report, an update on the environmental review of log watering at lumber mills, and progress of the NELMA-supported Pine Weevil research project. Also, the current financial reports were reviewed by NELMA Treasurer Randy Caron and the 2009 proposed Marketing program for the Association by Committee Chairman, Matt Duprey.

NELMA Committees that have met

since the April meeting include Grading, Marketing, and Advisory. The Board reviewed and discussed action requests that resulted from each of the Committees and approved the following motions: (1) To modify the NELMA Grading Policy's Pre-Warning Condition and (2) To accept the nomination of B Manning as the at-large member of the Advisory Committee. Board Chairman Tom Jenkins also announced the formation of a task group to review the overall dues structure of the Association. Following a review of the proposed 2009 NELMA budget and program, the Board approved the bottom line total as presented.

The day prior to the Board of Director's meeting was devoted to the annual fall NELMA golf scramble at the worldrenowned Sunday River Golf Club, recognized as a Top-10 Best New Course in the World when it opened in 2005 by Travel & Leisure magazine. Seventyfive members and guests took to the links, enjoying the perfect pre-fall weather and sensational views of the surrounding Mahoosuc Mountain Range.

The evening Chairman's reception and dinner included a review of the fun-filled competition, recognizing the team of Jack Bowen, Russell Coulter, Matt Duprey and Kevin Hynes, all from Hancock Lumber, as "Low Gross" winner with a score of 65. For Net scores, First Place went to the foursome of Bob Bronkie (The Unstable Farm), Dante Diorio (Diorio Forest Products), Rich Quitadamo (L.R. McCoy Co.), and Rob Wieczorek (Wieczorek Insurance). Second place winners: John Benjamin (Robbins Lumber), Chuck Gaede (Durgin & Crowell Lumber), John Kruger (Seaboard International Forest Products), and Claude Parent (Universal Forest Products). And Third Place was won by the team of Doug Chiasson (J.D. Irving), Dan Holt (Eastern Forest Products), B Manning (Durgin & Crowell Lumber) and Jamie Place (Eastern Forest Products). On behalf of the members and guests

that participated in this year's event, NELMA would like to thank the generosity of the sponsors of the 2008 Golf Scramble. And, mark your calendars for the 2009 NELMA Convention, to be held April 2-4 at the Marriott Long Wharf Hotel in Boston, Mass.

**GLOBAL** -

Continued from page 1

global trend downward and the value of the dollar will continue to weaken through the end of 2008. Yet he foresees strong growth in some emerging markets and a boom in infrastructure spending.

Ken Baker, the chief executive officer of the British Columbia Forestry Innovation Investment, also addressed those in attendance. Baker said that he was at the meeting "because the forest industry is the backbone of our economy and of our social infrastructure everywhere outside of Vancouver and Victoria, and the Province has a vital interest in the forest

Baker added that nearly two-thirds of the Province is covered in forests, which translates into one-third of the Province's manufactured goods coming from forest products. In 2007, he noted, forest products equaled 39 percent of all exports from the Province. Annually, 70 to 75 million cubic meters of timber are harvested in British Columbia.

At the 2008 Global Buyers Mission, Baker said, 18 countries were repre-

In addition to hearing from the experts at GBM, attendees took advantage of an open forum discussion on international markets, competed in a golf tournament, socialized at receptions at the Roundhouse Lodge and Squamish Lil'wat Cultural Centre and toured the Whistler site.

IWF -Continued from page 1

place, and to meet with new and existing suppliers.

The IWF 2008 Technical Conference included 17 sessions including Advancing Your Business Management Skills; Teaching You How to Implement Profitable, Efficient and Safe Production Strategies; Providing Information on New Technology, Processes and Manufacturing Techniques; and Industry and Environmental Standards and Regulations.

The show is owned and operated by the American Home Furnishings Alliance, Wood Machinery Manufacturers of America and the Woodworking Machinery Industry Assoc., and ranks in the top 10 trade shows in the United States in terms of attendees' plans to buy and attendees with buying influence

The event began one day early this year with a symposium on industrial wood finishing that was sponsored by the IWF, Wood & Wood Products and the University of British Columbia.

The Challengers Award® was presented to several deserving companies for their advancements in technology or significant contributions to environmental improvement. This year, IWF received a record 126 entries from 93 companies. The award challenges IWF exhibiting companies to develop revolutionary, creative, ingenious, forward-thinking technology, materials, services or safety devices that advance the industry.

"The products entered for the IWF 2008 Challengers Award® competition were some of the best ever," Tompkins said. "The industry as a whole will be winners by utilizing these new products.

Winners included WoodEye America/Innovative Vision AB; DUX Area Inc.; DV-Systems/Delle Vedove USA Inc.; Super Thin Saws; Giben International SpA; NAP GLADU; and FS

Tool Corp./FS Cruing. In addition to the Challengers awards IWF featured a New Product Showcase to give special attention to new developments. The IWF Design Emphasis 2008 student design competition, another annual highlight, featured students from more than 30 colleges and universities. Also at this year's IWF, the Wood Machinery Manufacturers of America launched the U.S. Innovation & Demonstration Center. The center provided WMMA members with the opportunity to show and demonstrate the machinery, cutting tools, systems and supplies during IWF 2008 beyond what is shown in their booths on the show floor. Some 18 WMMA member companies participated in the project.

As an added bonus for attendees, IWF gave away 42 prize vouchers, worth \$105,000. The vouchers, in denotations of \$10,000, \$5,000 and \$1,000, could be used toward the purchase of products from exhibitors at the show. Lucky winners also walked away with \$100 gas cards or a 42-inch flat screen TV.

For more information, visit www.iwfat-

SFPA -

Continued on page 21

# Continued from page 1

New officers were also elected during the meeting. They are Chairman Patrick Harrigan of Harrigan Lumber Co., Monroeville, Ala.; Vice-Chairman Adrian Blocker of West Fraser Inc., Germantown, Tenn.; and Treasurer Joe Patton of Westervelt Lumber in Tuscaloosa, Ala.. Outgoing Chair Lynda

# SWITCH

✓ Cox Industries ✓ Hankins Lumber More and more companies are making the change to lumberTrack, including: ✓ Darlington Veneer

time was right to switch. It's time you took a closer look! Your competition knew the

information or a demo call 1-877-746-4774 or visit www.lumberTrack.com For mol

### **NELMA PHOTOS -** Continued from page 18



Page 20

Fred Broen, The Coalition for Fair Lumber Imports, Washington, D.C.; Luke Brochu, Pleasant River Lumber Co., Dover-Foxcroft, Maine; Zoltan van Heyningen, The Coalition for Fair Lumber Imports; and Jason Brochu, Pleasant River Lumber Co.



Matt Duprey, Hancock Lumber Co., Casco, Maine; Paul Janke, RISI, Bedford, Mass.; and Kevin Hynes, Hancock Lumber Co.



Lee Jimerson and Cami Waner, Collins Cos., Portland, Ore.; and Randy Byers, Collins Cos., Kane, Pa.



Dave Ball, Boise Cascade LLC, Syracuse, N.Y.; Barbara Sproul, Karie Lashbrook, Kristie McCurdy and Steve Stoler, Boise Cascade LLC, Boise, Idaho



Ted Lander, Bob Schlosser, John Andraschko and Rick Smrcka, Wolf River Lumber Inc., New London, Wis.



Bryan Wilson, Judy Chalfant, Joey Buchanan and Tim Machac, Temple-Inland Forest Products, Diboll, Texas



Norman Atchley, Parton Lumber Co. Inc., Rutherfordton, N.C.; Lane Maltba, Century Furniture Industries, Hickory, N.C.; and Alfred Mayo and Patrick Parton, Parton Lumber Co. Inc.



Rusty Logue, Battle Lumber Co. Inc. Wadley, Ga., John VavRosky, Potlatch Forest Products Corp., Spokane, Wash.; Philip Bibeau, Wood Products Manufacturers Assoc., Westminster, Mass.; and Rick Green, Potlatch Forest Products Corp.



Whit Whitmire, USNR, Waynesville, N.C.; Bob Pope, USNR, Montpelier, Vt.; Sonia Perrine, USNR, Woodland, Wash.; and Jeff Cowley, USNR, Jacksonville, Fla.



Alain Lamarre, J.D. Irving Ltd., Clair, N.B.; Darren Zwicker, J.D. Irving Ltd., St. John, N.B.; and Daniel Couturier, J.D. Irving Ltd., Clair, N.B.



Rick Stout, Sunbelt, Alpharetta, Ga.; John Daniels, Regal Craft, Smithville, Tenn.; and Chip Cummings and John Daniels, Cumming Lumber Co., Troy, Pa.



Edward Godek, Rex Lumber Co., South Windsor, Conn.; Bill Renzulli, Rex Lumber Co., Doswell, Va.; and Paul Wentzell, Rex Lumber Co., Acton, Mass.



Scott Wood and Charles Owens, Southern Pneumatics, Knoxville, Tenn.



Tom Inman, Appalachian Hardwood Manufacturers Inc., High Point, N.C.; Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; Linwood Truitt, Beasley Forest Products Inc., Hazlehurst, Ga.; and Rick Armstrong, Homer Gregory & Co. Inc., Morehead, Ky.



Matt Marzella, Hood Distribution, Mobile, Ala.; Jerry Brown, The Wood Gallery, Hornbeck, La.; Aaron Cannady, Hood Distribution, Raleigh, N.C.; Randy Marzella, Hood Distribution, Memphis, Tenn.; and Bob McCubbins, Hood Distribution, High Point, N.C.



Randy Panko, Wood-Mizer Products Inc., Indianapolis, Ind.; and Mike Fisher and Kevin Corder, AWMV Industrial Products, Indianapolis, Ind.



Mike MacDonald and Tim Costin, Valspar Corp., Toronto, Ont.; and David King, Valspar Corp., High Point, N.C.



Joe Zona, Deer Park Lumber Inc., Tunkhannock, Pa.; and Chris Kilibarda and Nick Kilibarda, Seaboard International Forest Products Inc., Nashua, N.H.

**SFPA -**Continued from page 19

Anthony of Anthony Forest Products, El Dorado, Ark., will serve as immediate past chair. The board also reelected Morgan as SFPA president and Tami Kessler as corporate secretary.

The officers assume their new roles immediately.

"I look forward to working with the excellent staff at SFPA," Harrigan said. "Despite the current market conditions, our association is a strong voice in the industry, and I hope to build on that strength as our industry rebounds."

"We believe this is an excellent leadership team that will represent SFPA well and provide guidance as the industry gains market stability," said SFPA President Digges Morgan.

**APA -**Continued from page 2

board (OSB) constituency in the 1980s, and then the addition to its membership of other engineered wood product manufacturers in both the U.S. and Canada, the name was changed again in 1994 to APA—The Engineered Wood Association. The "APA" was retained as part of the name because of its widespread reputation for quality within the design, construction and regulatory communities.

Today, APA, as the organization is still commonly and simply called, represents approximately 150 Softwood plywood, OSB, glulam, wood I-joist, structural composite lumber and other structural engineered wood product mills in 22 states and seven provinces.

### **APA Website Redesigned**

APA's website at www.apawood.org has undergone an extensive redesign to improve navigation, search functionality and overall appeal to its millions of annual visitors.

The changes follow several months of research, including home page and publication page user surveys, review of other sites for best practices, APA Product Support Help Desk user comments, and monthly tracking of site visits. In addition to improved functionality and navigation, the changes increase site visibility on the World Wide Web and improve site security.

and improve site security.

The website logged 1.45 million visitors last year, up 20 percent from 2006, and is expected to exceed 1.5 million distinct visits this year.

### Murphy Succeeds Lin as EWTA Advisory Committee Chair

APA Trustee John Murphy has been appointed chairman of the Engineered Wood Technology Association (EWTA) Advisory Committee, succeeding Dr. Fu-Shou Lin, who is retiring from Georgia-Pacific Wood Products.

Dr. Lin served on the committee for more than a decade and as chairman since 2004. He was praised by EWTA Managing Director Terry Kerwood for his "dedicated service and valuable insights over many years."

Murphy has been an APA trustee since 1998 and was chairman of the Board of Trustees from Sept. 2003 to Nov. 2005.

### BRITISH COLUMBIA BUSINESS TRENDS

Continued from page 2

way in expanding the market for wood in commercial and institutional construction - both in British Columbia and around the world."

Structurlam's new South Plant is the largest laminating facility in Canada, with a production capability of over 60,000 board feet per day. Structurlam now has 100 workers employed at two

plants in the south Okanagan, both specializing in large and complex commercial heavy timber structures.

"This new plant is a great leap forward for our company, both in terms of capacity and productivity," said Structurlam president Bill Downing. "We recognized long ago that to remain competitive in the wood products industry, we must invest substantially in technological innovations. We were the first heavy timber company to invest in European technology, such as modeling software and robotic machinery, and it has paid off in terms of the work we've done."

Structurlam is Canada's premier supplier of heavy timber packages (glulam, parallam and solid timber). Working closely with architects, engineers and contractors, Structurlam provides precision shop drawings using leading edge 3-D CAD software, specifically designed for the timber industry. The North Plant, in Penticton, houses Structurlam's design centre and over 2,322 square metres (25,000 square feet) of finishing

"Structurlam truly epitomizes a local success story," said Penticton-Okanagan Valley MLA Bill Barisoff. "They have managed to take advantage of British Columbia's exceptional fiber and have turned it into some of the most beautiful buildings in the world."

The company, which started as a small laminating plant in 1962, played a major role in constructing the Richmond Oval,

which contains the longest hybrid wood/steel arches in North America. It also worked on the new Art Gallery of Ontario, and is currently constructing the largest wood roof in North America, at the Raleigh-Durham Airport, in North Carolina.

The potential to expand the use of wood products in commercial and institutional construction is a significant opportunity. Wood products make up nearly 95% of the value of construction materials used in residential housing, but currently comprise only 19% of commercial and institutional construction.

### **WASHINGTON SCENE -**

Continued from page 2

personnel retention in high cost areas.

### Conservation Groups File Lawsuit For Timber Allocations

Forest Stewardship Council-US, Conservation Northwest and the Center for Biological Diversity recently filed a lawsuit accusing the Bush administration of diverting \$350 million from the public treasury to forestry foundations "dominated by the timber industry."

The suit says that the administration violated federal appropriations law when it steered \$350 million from Canadian lawsuit settlement funds to the founda-

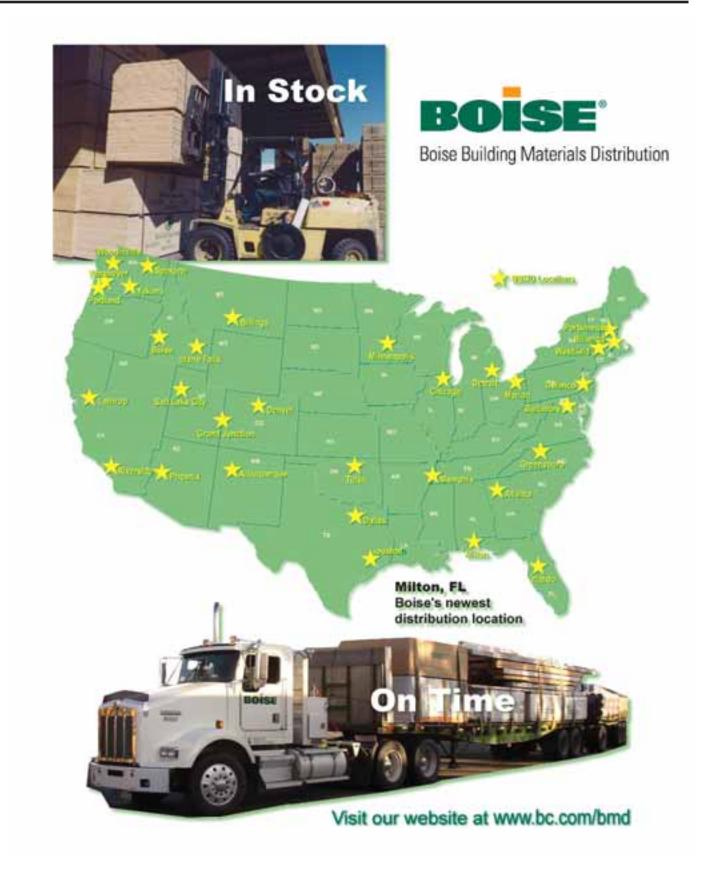
tions. The U.S. Trade Representative, the Department of Commerce and the Bureau of Customs and Border Protection are named in the suit.

Corey Brinkema, president of Forest Stewardship Council-US, said the organization joined the lawsuit because, "FSC-US and our partners work tirelessly to develop and promote the highest standards for forest management, as well as provide the public the opportunity to reward responsible forestry through choosing FSC-labeled products. The administration's action is a huge setback that, if left unchecked, could significantly lower the bar for what is represented as sustainable forestry."

The suit alleges that money earmarked to the two timber industry-dominated organizations, the U.S. Endowment for Forestry and Communities Inc. and the American Forest Foundation, should have gone into the U.S. Treasury.

### Housing Groups Praise Emergency Stabilization Act

The National Assoc. of Realtors (NAR), National Assoc. of Home Builders (NAHB) and the American Forest & Paper Assoc. (AF&PA) all recently voiced their approval on the passing of the Emergency Economic Stabilization Act of 2008. The act requires financial institutions to work with lenders and mortgage servicers to find ways to avoid



### **IWF PHOTOS** – Continued from page 20



Phil West, Coastal Lumber Co., Weldon, N.C.; Bo Hammond, Coastal Lumber Co., Charlottesville, Va.; Karen Alford, Coastal Lumber Co., Weldon, N.C.; Winslow Ballew, Coastal Lumber Co., Charlottesville, Va.; and Tom Boyce, Coastal Global Resources, Summerville, S.C.



Tom Shuford, The Teal-Jones Group, Surrey, B.C.; Scott Thompson, B.C. Wood, Langley, B.C.; and Tony Pistilli, Wood Trade International, Vancouver, B.C.



Lisa and Mike Warren and Pat and Kari Patranella, Temple-Inland Inc., Diboll, Texas  $\,$ 



Mark Anthony, Anthony Forest Products Co., El Dorado, Ark.; and Vince Almond and William Almond, Almond Brothers Lumber Co., Coushatta,



Digges Morgan, SFPA, Kenner, La.; Joe Elder, Elder Wood Preserving Co., Mansura, La.; and Patrick Harrigan, Harrigan Lumber Co. Inc., Monroeville, Ala.



Claire and Ruth Vermedahl, Alamco Wood Products, Albert Lea, Minn.



Amy and Jeff Baumgartner, Lampe & Malphrus Lumber Co., Smithfield, N.C.; and Russell Richardson, SFPA, Kenner, La.



Jim Loy, Southern Pine Inspection Bureau, Pensacola, Fla.; and Ron Coker, Hood Industries Inc., Hattiesburg, Miss.



Cathy Kaake, SFPA, Kenner, La.; and Lynda and Clary Anthony, Anthony Forest Products Co., El Dorado, Ark.



Kerlin Drake, Anthony Forest Products Co., El Dorado, Ark.; and Randy Barsalou, BCH Trading Co., Hot Springs, Ark.



Mike George, Weyerhaeuser Hardwoods & Industrial Products, Hot Springs, Ark.; Joe Patton, Westervelt Lumber, Tuscaloosa, Ala.; and Jarno Seppala, Poyry Forest Industry Consulting, Tarrytown, N.Y.



Michele and Virginia Harrigan, Scotch Lumber Co. Inc., Fulton, Ala.; Mason McGowan, Edgefield Lumber Co., Loxley, Ala.; and Lynn and Digges Morgan, SFPA, Kenner, La.



Jeff Miller, Treated Wood Council, Washington, D.C.; and Wendy Burnett, Southeastern Lumber Manufacturers Assoc. Inc. (SLMA), Tyrone, Ga.



Iradj Tarassoli, Progress Industries Inc., Trussville, Ala.; and Tom Rice, Conner Industries Inc., Ft. Worth, Texas



Debbie Brady, SLMA, Tyrone, Ga.; Digges Morgan, SFPA, Kenner, La.; and Donna Harman, AF&PA, Washington, D.C.



Dick and Andrea Elliott, Elliott Sawmilling Co., Estill, S.C.



Patrick Harrigan, Harrigan Lumber Co. Inc., Monroeville, Ala.; and Dwight Harrigan and Chip Harrigan, Scotch Lumber Co. Inc., Fulton, Ala.



Xu Fang, AF&PA, Shanghai, China; and Ned DeJarnette, SFPA, Kenner,