

WASHINGTON SCENE -

Continued from page 21

foreclosure. It also creates a Troubled Asset Relief Program to purchase and guarantee the troubled assets from financial institutions that hold mortgages or mortgage-backed securities.

NAR President Richard F. Gaylord said, "This far-reaching and meaningful legislation goes a long way in helping restore confidence in the nation's financial system. The legislation not only helps make home mortgages more available, which helps stabilize home sales and prices, but also helps families who are trying to secure a car loan or borrow money to send their children to college."

Donna Harmon, AF&PA president and chief executive officer, said, "America's forest products companies, as well as their customers, are capital-intensive businesses that need access to functioning capital markets and a healthy banking system in order to create jobs and promote economic growth. Additionally, tight credit is a significant barrier to reviving housing demand, which is a major market for forest products."

NAHB Chairman Sandy Dunn added, "This legislation was absolutely essential to prevent a collapse in our financial system that would have inflicted devastating damage to our nation's economy."

U.S. Endowment Discusses Check-Off Program

The U.S. Endowment for Forestry and Communities recently held a special forum to discuss the potential for commodity "check-off" programs to advance the North American Softwood building products industry.

Check-off programs have been used for more than 50 years by commodity product producers to generate funds to educate consumers and promote domestic and foreign market demand. Successful check-off programs include the "Got Milk?" and "Pork, the other white meat" campaigns.

The meeting was open for chief executive officers and other heads of business to discuss the opportunities provided by check-offs for generic promotion, summarizing the economic benefits for existing programs and presenting detailed information about how to establish and implement a check-off program. The Endowment, which was formed out of the 2006 Softwood Lumber Agreement, expects to propose a course of action that could yield a Softwood products check-off, which could go into effect as early as 2010.

WHO'S WHO - Andersen

Continued from page 2

ices offered its customers, Hampton Lumber also reloads in Modesto and Fontana, Calif.

Andersen began his career in the wood products industry 31 years ago and has spent the past 21 at Hampton.

He graduated from Umatilla (Ore.) High School and attended Lewis & Clark College in Lewiston, Idaho.

In his leisure time, Andersen enjoys playing golf, fly fishing and hunting. He is married to Lori, and has a son.

WHO'S WHO - Bower

Continued from page 2

products industry 26 years ago when he began working at a sawmill in Boise. He has also worked as a lumber broker for Canfor and Intermountain Orient.

Bower holds a bachelor of science degree in business management from the University of Idaho in Moscow, Idaho, and is a graduate of Capital High School in Boise, Idaho.

In his spare time, Bower enjoys hunting, fishing and spending time with his wife, Kaulene, their three sons and one

daughter, as well as their two grandsons and granddaughter.

WHO'S WHO - Deering

Continued from page 2

company also supplies engineered products (I-joist, LVL, glulams, oriented strandboard and plywood) and manufactures trusses (both residential and commercial).

Fort Worth Lumber Co. purchases over 3 million board feet of lumber annually.

Fort Worth Lumber Co. is a member of the Lumbermen's Assoc. of Texas, Fort Worth Lumbermen's Assoc., Western Wood Products Assoc. and Wood Truss Council of America.

Deering has held his current position for 16 years. He began his career with H.E. Leonhardt Lumber Co. in Oklahoma City, Okla., in the accounting department in 1959.

Deering is a graduate of Hunter High School in Hunter, Okla., and attended Tarrant County College in Fort Worth, Texas. He received a degree in accounting from Draughan's Business College in Oklahoma City, Okla.

Deering is a life member of Hoo-Hoo International, and a past officer in Club No. 242. He is a past president of the Lumbermen's Assoc. of Texas and the Fort Worth Lumbermen's Assoc.

Deering and his wife, Diana, have a combined family of 12 children and 26 grandchildren. He enjoys spending time with his grandchildren, golfing, wood-working and watching spectator sports in person and on T.V.

WHO'S WHO - McKinney

Continued from page 2

million board feet of Spruce (2x4 through 2x8, Stud, No. 2 and Better).

Tindell's Inc. is a member of the National Lumber and Building Material Dealers Assoc. (NLBMDA), Southern Building Material Assoc. (SBMA), the Wood Truss Council (WTC), and the Assoc. of Millwork Distributors (AMD). McKinney is a member of the NLBMDA board, and forest products committee chairman for the Independent Builders Supply Assoc. (IBSA).

In his present position, which he's held for 20 years, McKinney purchases lumber and panels, and oversees all purchasing functions and pricing. He began his forest products career as a part-time warehouse laborer in 1969.

Tindell's has won numerous awards including the 2007 ProSales Magazine and SBMA Dealer of the Year, and is an 8-year recipient of the Tennessee OSHA SHARP Award for Excellence in Safety and Health. McKinney has won the

2006-2007 IBSA President's Award among other honors.

McKinney is a graduate of Fulton High School, and attended the University of Tennessee, both in Knoxville, Tenn.

McKinney and his wife of four years, Pati, have four children and five grandchildren. He enjoys spending time with his grandchildren, and playing golf and racquetball.

WHO'S WHO - Rafter

Continued from page 2

months ago, but has over 20 years of experience in the forest products industry. He began his career with MacMillan Bloedel Ltd. in 1988, and held wholesaling and marketing positions with Weyerhaeuser and Sawarne Lumber Co.

He is a graduate of West Vancouver High School, and attended British Columbia Institute of Technology's wood technology program. He is a past director of the Western Red Cedar Export Assoc. (WRCEA), a director of the Lumbermen's Winter Games and is the risk manager for the West Vancouver Minor Hockey Assoc.

Rafter and his wife of 15 years, Joan, have three children. He enjoys skiing, cycling and outdoor recreation.

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WHO'S WHO - Valcovic

Continued from page 2

annually. Trellis Structures specializes in custom manufacturing of large pergolas and manufactures a line of 70 arbor and trellis designs. The company is a member of the Wood Products Manufacturers Assoc. Valcovic began Trellis Structures 15 years ago. He began his career 30 years ago with a casework and furniture manufacturing shop he owned in Salem, Mass. Over the years, his responsibilities have included product design, point of purchase display design, as well as casework and kitchen manufacturing. Valcovic has been married for 20 years to his wife, Patricia Cornell, his business partner and a graphic designer at Trellis Structures. He enjoys sailing, theatrical set design and creating metal sculpture.

LACROSSE -

Continued from page 4

well as maintaining his role as treasurer. Vice president and general manager Doyle Wiskur began his tenure with the

company in 1975. After serving in the armed forces, he attended building materials mid-management classes at State Fair Community College in Sedalia, Mo. He walked straight into an assistant manager position at the LaCrosse store in Centralia after graduation and has been with the company ever since. He transitioned quickly to manager first at the Wellsville store, then to Marshall, and in 2004, to his current position at the corporate office in Louisiana. LaCrosse has transformed and expanded, since the early days, from mill to solely a retail chain. Currently, 12 yards are operated in Central and East Central Missouri, and four in West Central Illinois. At one time, the number was as high as 32, when horse-drawn carts were the means of transportation from landlocked towns just a few miles apart, devoid of river and rail access. As transportation improved, fewer yards were needed or, towns began to suffer the small town fate of so many subjected to "Big Box" expansion, where businesses leave and none move in. Though Louisiana is one such town, the company hub isn't going anywhere. At the corner of North Main and Tennessee Street, the sturdy blond brick building that is the headquarters, with its classic Greek architectural features, the Ionic scroll-topped columns and decorative frieze, is representative of a solid company that has endured since the late

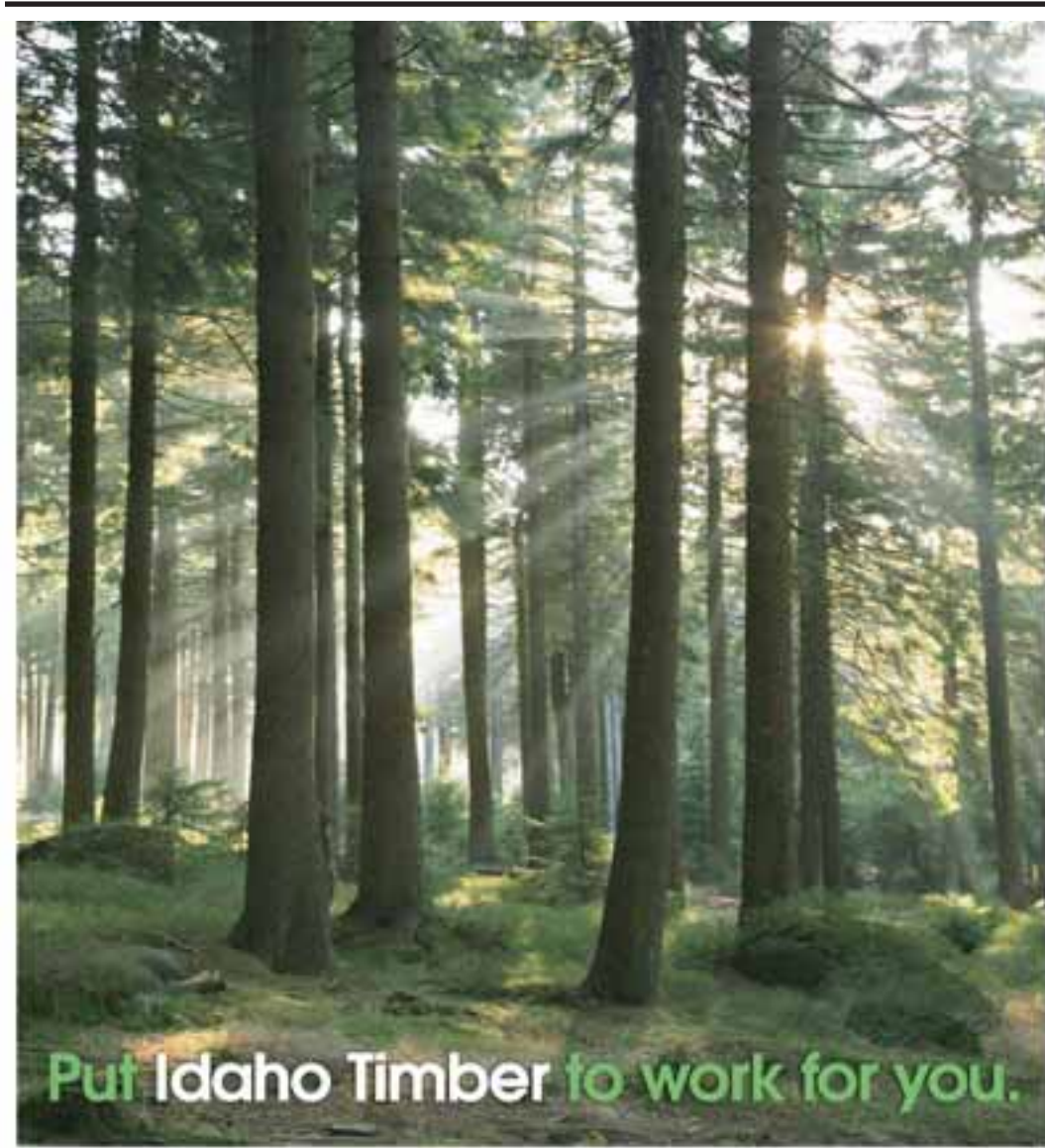
19th century. Across the street to the east is storage and catty-corner from the corporate offices is the retail store. Behind both are storage yards and beyond those, a rail line, running along the bank of the Mississippi River. Above it and continuing Highway 54 from the north into Illinois is the Champ Clark Bridge, which, intersecting with Highway 79 in Louisiana, is all that's needed to entice business out of town and into the Lowe's and Home Depot in Quincy, Ill.

Fortunately, Bowling Green, 12 miles west, where LaCrosse has revamped a former Kroger store into a new facility on four acres, is a growing community. The new Highway 61 from Hannibal opened Bowling Green up to traffic. "Instead of coming down 79 through Louisiana the way they used to, if they're in a hurry, they're going to travel Highway 61," said Wiskur.

In spite of all the change, the population in Louisiana is stable, and LaCrosse's yard is holding its own. The historic town is a noted landmark for its antebellum homes and downtown buildings as some of the most well-sustained Victorian architecture in the state. "At the same time that some business crosses the river, some is funneled into town," Wiskur said. "With three highways coming through town, if they want


The Softwood Forest Products Buyer


to find us, they won't have a problem." Trucks travel those highways to the Louisiana LaCrosse yards, from distribution centers in St. Louis and Kansas City, such as Wholesalers Forest Products, Cedar Creek, Roberts & Dybdahl, Weyerhaeuser, EA Nielson and Trees Unlimited, transporting at least 200,000 board feet of SPF and Yellow Pine, and from a company named Schaller Hardwoods for close to 15,000 board feet of hardwood per year for cabinetry. Through affiliation with Dolt Best and Orgill Brothers hardware buying groups, LaCrosse purchases additional lumber when appropriate. Overall, the company purchases 4 million board-feet-plus of lumber per year to fill orders for all their different sized yards. Likewise, LaCrosse trucks, mostly Ford and Chevy, travel the highways to deliver lumber. The Louisiana store serves customers within a 30+ mile radius to consumer and professional builders for new construction, renovations, remodel and fix up projects. Most of the locations have at least two forklifts, either Hyster, Caterpillar, or Mitsubishi, to load trucks with customer orders from the storage yards. Protecting materials from the elements are several buildings: a "stick lumber" unit measuring 30x120 feet, a 100x60 foot storage building, and another 300x30 foot building for metals, plywoods, sidings, and other miscellany. In the lower lot closer to the river, a 40x100 square foot bulk storage area is designated for units of lumbers, plywoods and shingles. The showroom is relatively small in the Louisiana location—1200 square feet—whereas some of the newer or remodeled showrooms measure up to 6,000 square feet, as in Bowling Green and Columbia. A company goal is to expand by adding a few more yards, said Wiskur, but not in the immediate future. "The city of Havana, Illinois, needed our old downtown store location for the riverfront so we're building a new yard from the ground up. We're also looking to remodeling the Louisiana location someday, a facelift inside and out, and expanding the hardware area." In addition to delivery, other facets of the company's customer services include custom mixing of paint, material takeoffs, construction estimates advice to homeowners on what works and what won't, generally helping out in whatever way that is needed, said Wiskur. Draftsman Daryle Wallace creates computerized CAD blueprint takeoffs for all 16 yards in his office in the block building across the street from the corporate offices. It's big enough for storage and office supplies too, because originally, in the 1950s, it was built to house an early computer, which required the entire space. "Those first ones didn't pan out for the lumber industry," recalled Wiskur. "It took us a long time to want to get back into the mode of computers." Most yards are now on computerized inventory systems. Previously, knowledgeable management kept track of what was needed by knowing what was on hand and the demands coming up. With or without computers, said Wiskur, the individual manager dictates what and how much he stocks. "We don't get too much involved. We let the managers run their business. And that's what keeps them there year after year. Joe Schuckenbrock has been manager of the store across the street for 25 years, and almost everybody in the corporate office has been there for 15 to 20 years or more." The strength of the company is the employee population, remarked Wiskur. "They have the knowledge of what people are after. The longer you stay in business and the more you pay attention, the more knowledge you're going to have about what customers need. A lot of the big boxes can't do that. They just have people. They don't have the years of knowledge we have with our long term employees."



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## Ontario/Quebec Business Trends



By David Owens  
Associate Editor

Despite the continuing economic challenges on both the domestic and international fronts, some Canadian wholesalers and mill owners are making strides in terms of keeping sales level. At the same time, many in the Softwood lumber industry believe that a true turnaround in sales is not on the immediate horizon.

Recent global economic shifts seem to be weighing less on the minds of those in the Canadian Softwood lumber industry than those concerns that are more close to home, specifically, the United States and Canada.

"We're surviving," one salesman at a Quebec-based wholesale operation said. "We're doing OK. I wish we had more sales, but we always wish that."

His company, which focuses a good deal of its efforts on White Pine, has been experiencing a slowdown in terms of sales over the past year or two. "There is limited demand. In the last couple of years, demand has dropped off to half of what it was," he said.

This particular wholesaler sells primarily to window and door manufacturers, as well as craftsmen producing moulding and furniture. The sales representative said he and his competitors are having a difficult time primarily because of Chinese-built products, which are undercutting demand.

"They offer lower prices, which is a major problem, but it is only one of the factors," he said, noting that a number of people have switched from Pine to Poplar because the latter has become price-competitive during the past few years. "We've had to change our inventory levels, counterbalancing with other products. The other problem is that a lot of the small mills have already shut down in Quebec. We are trying to play it safe by keeping our inventory down."

This salesman was reluctant to pin his hopes on the future; he noted that many of the domestic furniture manufacturers have been forced to close their doors because of low demand. But, he said he is confident there will always be some demand for White Pine. He said there are some encouraging signs.

"The price is mainly stable, even though the demand is weaker," he said, adding that his company certainly has the capacity to provide more when the economic indicators turn around. "We could do more. We have the facilities and the experience. Part of the slowdown in demand is cyclical. Hopefully we'll see people buying less furniture from other countries."

Over in Ontario, one small mill reported a more optimistic outlook; it is keeping its financial head above water by focusing almost exclusively on the local market. The owner said his sales are largely restricted to within 100 kilometers of his mill.

"Demand has remained about the same," he said of the past couple of years. "We do a lot of custom work for other mills. We focus on smaller quantities for reconstruction, working with small lots. I don't really feel the pinch of things going out of the country."

At the same time, he is bracing for the cyclical slowdown that he experiences each year. "I think demand will drop off for us, but not because of anything big," he said. "Quite often, come the first of January, our orders drop off, but that's normal."

On the wholesale side of the business, another Ontario-based company is keeping its attention focused on tightening its belt in terms of inventory. The president of this particular wholesale company said he feels that 2009 may bring more of the same when it comes to

demand for Softwood lumber. "We supply home builders in Ontario, both residential and commercial," he said. "The demand is certainly down from last year. Overall, business is down about 15 percent."

He noted that although building has been steady in Ottawa and Toronto, other communities have not been as strong.

"I believe it will be considerably slower next year," he said, citing job losses and plant closings in Ontario. He added that mill production continues to outstrip demand, even with the mill closures of the past year. "We still have more than an adequate supply of product, even though we have lost a significant number of mills. The western mills are filling that gap."

He said that his company, which has been in existence for more than 50 years, has no intention of changing its business model or product mix, but is willing rather to ride out the current downturn in the economy. "The biggest significant factor in this market will be job loss," he said. "We've seen a lot of primary manufacturing jobs, good paying jobs, lost."

One Quebec mill trader sounded a similar prediction. He said demand for SPF has been, and remains low, and he feels that this trend will continue for the foreseeable future, or at least until the

Continued on page 33

## South/Southeast Business Trends



By Gary Miller  
Managing Editor

Sources in the Southeast region are confident that the housing market will improve and stem the tide for the forest products industry. However, they also noted that it would be an uphill battle.

A Mississippi wholesale source said he's holding out hope for an improved market, and believes a positive outlook is important.

"If you're feeling gloomy, it can depress you to the point that you can't react creatively, and that really hurts business," he said. "You have to find a positive way to look at things, and make the best of whatever situation you're in."

The contact, who specializes in Southern Yellow Pine, said prices between grades have narrowed

because of lessened production. Transportation rates have also decreased in recent months.

The source said a growing concern is the loss of smaller, family owned mills that have a hard time surviving in this downturn in the market. "Some of them will go out of business because of circumstances largely beyond their control," he said. "This has always been a 'survival of the fittest' type industry, and very supply-demand driven. That's sometimes in our favor, and sometimes against us. But, the companies that weather this will come out stronger. I just hope we don't lose too many businesses before then."

A North Carolina sawmill source said there is not much optimism in the marketplace right now. "Prices are kind of depressed, but you can move some lumber," he said. "The challenge is to lose as little money on shipping charges as you can."

The contact added, "Domestically, it's pretty tough. Eastern White Pine is moving, but has definitely slowed down in sales for 4/4," he said. "At one time, everyone was using their inventory and not buying anything. Now, they're low on inventory, and when there's an order, they want it the next day."

The source said he believes that the market will improve in time, but likely not before 2010. "I wish I had a crystal ball,

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## Western Business Trends



**By Terry Miller**  
**Associate Editor**

Those contacted in the Western region said they have maintained their bottom line by finding new markets for their products. They indicated that more and more companies are finding another niche as the housing market continues its slide.

An Idaho sawmill source said his company has been successful by finding a niche in White Pine. "A large percentage goes into furniture and industrial products," he said. "We're trying to keep from making a lot of any one thing that nobody wants. The commodity guys are so efficient that in the niche markets, where you can be flexible, you tend to do better."

The contact said the main business issues are tied to banking and finance, and "there's not anything the forest products industry can do about it. Elasticity will come back to the market, but we have to reach a level where an incremental increase in demand will start to turn things around. We've got to reboot this computer."

The source noted that it would likely be another six months before any positive movement is made in the housing market. "I'm looking for a recovery beginning next spring," he said. "The industry just can't maintain the levels of production that it's been sawing. Prices are dropping to a level to curtail production, and housing prices are also coming down. Eventually, we will find a level where we can trade again."

A Montana wholesale source added that it's been a challenge even in some specialty markets.

"Things are moving, but at not nearly the rate we'd like them to be," he said. "Sales are probably off about 30 percent across the board. Our 1x12 log cabin siding in Lodgepole Pine has always kind of been our biggest mover, and is still moving pretty good."

The contact, who deals mainly with multi-million dollar homes, said higher-end timber and log siding are still moving albeit more slowly. "Those bigger houses are still being built," he said. "Those average smaller homes are the ones that aren't being built much. At least that's what we're seeing up here. I'm not an expert, but if this market turns around soon, I'd be shocked."

### WCI Releases Final Design Document

The Western Climate Initiative (WCI) recently released its final design document for its proposed carbon cap and trade programs. The proposal states that any source of emissions greater than 25,000 metric tons or more of greenhouse gas emissions are subject to the cap and trade beginning in 2012. Sources less than this threshold will be subject to the cap and trade beginning in 2015.

Carbon emissions from biomass sources may be excluded from the cap and trade if the state determines that the source is carbon neutral. Agriculture and forestry management would likely not be part of the capped sectors.

The WCI also recommends that offset programs be developed, but that they collectively not exceed 49 percent of the total reductions in emissions. These programs are left to the states to develop. The final recommendations specifically identify forest projects as potential offset sources including afforestation, reforestation, forest management, forest preservation/conservation and forest products.

Continued on page 34

## Northeast Business Trends



**By Sue Putnam**  
**Editorial Director**

According to sources in the Northeast, all eyes are on the recently passed \$700 billion bailout package to see what effect it will have on the struggling forest products industry.

A New Hampshire wholesale and sawmill source said the current state of the market is directly connected to supply and demand issues.

"There's just way more supply than there is demand," he said. "Housing starts have gone from 2.3 million to under 1 million, which means a whole lot less wood is needed. It's not being helped a great deal by the current financial crisis."

The contact said 6-inch and 8-inch wide premium Eastern White Pine has shown some strength recently, but prices remain too low on most products. He said that it was too early to tell whether the Wall Street bailout plan would have a major impact on business.

"Putting \$700 billion before the pork barrel spending should help something," he said. "But, there are a lot more issues than what this bill is going to address."

A Massachusetts retail lumberyard source added that, "Everybody is holding their breath when it comes to the bailout bill and presidential election. Hopefully, the general state of the economy will turn the corner. I'm not saying I'm optimistic, but I'm hopeful."

The contact said that many of his salesmen are noting how quiet things have been lately. While pressure treated

## The Softwood Forest Products Buyer

Southern Yellow Pine is performing well, there are not as many sales calls as usual. He added that interior work, doors and windows are also "holding up reasonably well."

"There's always a seasonal issue with us here even in the best of times," he said. "But, the combination of the weather and difficulties in the economy has everybody concerned. We're just waiting to see how the whole thing shakes out. Hopefully, we'll have an increase in consumer confidence that can promote some activity."

### Northeast Sees Increased Home Sales

According to recent estimates, the Washington, D.C., area has seen an increase of more than 30 percent year-to-date in existing home sales. Buyers typically don't purchase homes at the end of summer. However, this year, the number of sales dropped by only 200, while a decline of more than 1,300 was seen last year.

In Maryland's Montgomery County, sales increased 31 percent year-to-date, while sales also climbed 24 percent in Frederick County. Existing home sales were even higher on the other side of Washington, D.C., into northern Virginia.

Analysts believe that if sales continue to improve, prices would be stabilized and the current buyers' market could see some balance. Sellers would also benefit from a decline in inventories, which is being seen throughout the region. Approximately 10,900 homes are listed with area Realtors, down 21 percent from this time last year.

### Northeast Gains In Builder Confidence

According to the National Assoc. of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), builder confidence recently rose six points in the Northeast to stand at 22. Nationwide, the HMI gained two points to 18, up from its record low the previous two months.

Continued on page 35

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1x6 - 5'/6'/8' #3 No Hole S1S2E Flat Top or Dog Ear'd

1x8 - 5'/6'/8' #3 No Hole S1S2E Flat Top or Dog Ear'd

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COLUMBIA CEDAR -  
Continued from page 10

unique is the skins are exactly as nature made them. We don't cut or blow out the knots and replace them with synthetic putty. We only repair the knots that fall out during the creation of the skins, and lay-up, so the natural look of tight knot Cedar is graded into our product line.

"The added rough saw will texture and pattern the panels exactly as specified by the APA," he said. "We've worked very closely with them to assure our customers are getting a product they are familiar with in construction, but unique and natural in appearance."

Ralph added, "To add versatility to our product lines, we are also providing an okoumé faced line we call Craftsman. It's an A-grade okoumé panel that will have the same textured finish as the Cedar Craft panels, but is a true clear, light wood color."

Nice and Knotty

Chris Retherford, sales manager at Columbia Cedar, said, "Some of our customers have been misled to believe that okoumé is Cedar. I think it's important to know the difference. Okoumé is an African hardwood and is also known as gaboon. It has a light salmon to tan color, and in veneers it rarely has knots. Our Cedar Craft panels are authentic Western Red Cedar, from our own Cedar logs, that have all the qualities and appearance of natural Cedar."

Ralph said, "I've been in the Cedar business for more than 35 years, and have on my team the most knowledgeable group of guys in the business selling. For the Cedar and okoumé panels, call Todd Fox, Dave Duncan or Larry Petree at Lazy S Lumber, or Chris Retherford at Columbia Cedar. At Panel Crafters, the best guys in the business are Mike Palmerton who is our sales team manager, Tom Overbeck and Paul Kell. These guys have integrity and do their best for our customers in service.

They are hardwood specialists and can get the job done."

Green In Many Colors

Paul Kell, sales at Panel Crafters, said, "Panel Crafters is unique in the panel business, because we offer FSC-certified as well as no added formaldehyde products and can obtain products in ranges that most other suppliers can't. With our 5-foot wide presses and sanders, we offer product dimensions that save you time and money on both material costs and cut waste that needs to be disposed of after the job is finished. Our versatility allows us to manufacture panels from 3x6 to 5x10 and any dimension in between. Cross grain, book match, slip match or whole piece. We like the 'out of the norm,' and can mix those with our standard panels."

Panel Crafters Inc. is a sister company to Lazy S Lumber Inc. of Beavercreek, Ore., and also to Columbia Cedar Inc. of Kettle Falls, Wash.

The companies are owned and operated by Ralph and Merry Schmidt who at this writing have transferred to Eagle Point, Ore., from their home in Kettle Falls, Wash., to spearhead the Panel Crafters "Cedar Craft" project. "This is what we do," Merry said. "When we commit to a company, we do what it takes to make it successful so the transfer was easy."

The Schmidts named their products including Smith River 6 patch clear, Deschutes 6 patch premium knotty, Rogue Valley 18 patch knotty and McKenzie paint grade after the region.

"Ralph and I worked on those names while driving down from Kettle Falls," Merry said. "The area's rivers are so beautiful and it was a catchy way to identify our products, with the Deschutes being our favorite because we've spent so much time on that river fishing for steelhead. If you've ever caught a 12-pound keeper, you'll know what I'm talking about."

For more information on Columbia Cedar, contact Chris Retherford at

509-738-4711. For more information on Lazy S Lumber, contact Todd Fox and Dave Duncan at 503-632-3550, or Larry Petree at 360-229-4013. For more information on Panel Crafts, contact Paul Kell and Tom Overbeck at 541-830-0088.

SISKIYOU -  
Continued from page 11

sees purchasing of Incense Cedar and hardwood, at the company's Weed, Calif., location.

"All of the employees at Siskiyou strive to enable us to provide the best products possible for our customers," added Duchi. "We have received positive feedback from customers about our Reserve line. This is a credit to every person here who has participated in developing the product."

SLMA -  
Continued from page 12

Manufacturers Assoc. Inc. (SLMA), with headquarters located here. Rountree has been associated with SLMA for more than 20 years. He served as president of the association for several years, and is currently the project manager until the end of 2008.

Well-wishers convened at the Wyndham Peachtree Conference Center, located in Peachtree, Ga. prior to traveling to SLMA's new offices here for a tour of the facility. Guests enjoyed a cocktail hour prior to dinner.

Rountree thanked guests and all SLMA chairman he had the pleasure of working with through the years to enable

SLMA's success as an organization.

HANCOCK -  
Continued from page 13

Hancock Lumber, a sixth generation company, began operation in 1848 as a small logging operation in Casco, Maine. Its first sawmill went into operation in the 1880s. Today, Hancock Lumber operates three sawmills in Maine (Casco, Pittsfield and Bethel) and is the largest producer of Eastern White Pine in the United States. Hancock "Made in Maine" Pine products are shipped nationwide.

Hancock Lumber entered the retail business in 1954 with a retail yard in Casco. Today, Hancock Lumber is Maine's largest lumberyard with retail yards in Casco, Windham, Yarmouth, and Kennebunk as well as discount stores in Bethel, Casco and Pittsfield. Hancock Lumber also operates a corporate sales division, a panelization company, Hancock Windows in Portland, and additional retail stores located in Damariscotta, and Brunswick.

For more information, visit [www.hancocklumber.com](http://www.hancocklumber.com).

APA ANNIVERSARY -  
Continued from page 14

recipient of the Bronson J. Lewis Award," Rehwinkel said.

General session keynote speakers were Bernard Markstein III, vice president, forecasting and analysis at the National Association of Home Builders

Continued on page 31



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APA ANNIVERSARY -

Continued from page 30

(NAHB), who presented an assessment of the housing market, and Dowell Myers, professor of urban planning and demography at the University of Southern California, who provided a longer term view of housing market demographics.

Markstein said new and existing home sale rates are still declining but that he believes they are close to bottoming out. He said NAHB expects a modest rebound in residential construction activity beginning early next year. Myers presented data showing the expected rise in the ratio of seniors in the general population, which he said could trigger numerous crises, including Social Security insolvency, Medicare and health insurance cost rises, workforce and taxpayer replacement challenges, maintenance of infrastructure and an over supply of home sellers. He said that immigration and a better educated and therefore wealthier younger generation could help avert those crises.

APA Vice President and Corporate Secretary Ed Elias provided a general session summary of the Association's newly revised Strategic Plan, which sets goals and measurement criteria related to wood product market share, membership, compliance to standards, financial management and organizational effectiveness. "With this plan in place, with your continued strong support, and with the eventual economic and housing market turnaround that is sure to come, our industry and your association have tremendous prospects ahead for success and prosperity," Elias said.

The general session was followed by three roundtable discussions covering green building legislative trends, led by Erin Shaffer, vice president of federal outreach for the Green Building Initiative; selling to the nonresidential construction market, led by Keith Counce, president of Panelized

Structures, Inc.; and adhesive issues, led by Al Weaver, North American business manager for plywood and LVL adhesives at Hexion Specialty Chemicals.

The Marketing Advisory Committee meeting included an update on the joint APA-Southern Pine Council Gulf Coast rebuilding campaign by APA Gulf Coast Market Manager Bob Clark, a market forecast presented by APA Market Research Director Craig Adair, and APA Strategic Marketing Plan activity updates.

The Info Fair supplier exhibition featured approximately 60 exhibitors. EWTA Managing Director Terry Kerwood also presented Supplier of the Year Awards to *Panel World* magazine in the consultant category, Ventek, Inc. in the equipment category, and Hexion Specialty Chemicals, Inc., materials and supplies category. The supplier awards program recognizes the value and importance of the business relationships between APA member companies and their EWTA member suppliers.

A highlight of the meeting was a special awards ceremony during the Chairman's Dinner for the winners of the latest APA mill safety competition. The winning mills were:

- Boise Cascade's Willamina, Oregon veneer mill.
- Georgia-Pacific Wood Products' Corrigan, Texas; Fordyce, Arkansas; Gloster, Mississippi; and Madison, Georgia plywood mills.
- LP Corporation's Athens, Georgia OSB facility and Wilmington, North Carolina I-joist and LVL plant.
- Timber Products Company's Yreka, California veneer plant.

APA Vice Chairman Jeff Wagner, who also serves as chairman of a newly established APA Mill Safety Awards Program Standing Committee, said, "The APA Safety Competition is one of the most valuable services that our Association provides. It elevates the importance of safety in our collective consciousness, it encourages efforts to improve industry safety programs and

procedures, and it honors those companies and mills whose safety achievements each year set the standard for our industry." The annual competition honors the management and employees of facilities with the lowest incidence rates based on guidelines established by the U.S. Occupational Safety and Health Administration (OSHA).

APA's 2009 annual meeting and Info Fair will be held November 13-16 at the Ritz-Carlton, Amelia Island, Florida.

Founded in 1933 and based in Tacoma, Wash., APA represents approximately 150 plywood, oriented strandboard, glulam timber, wood I-joist, Rim Board and laminated veneer lumber mills throughout the U.S. and Canada. Its primary functions are quality auditing and testing, applied research, and market support and development.

SHAVER -

Continued from page 17

event for guests of all ages.

Held at Shaver's Flying S Ranch adja-



Greg Hilton, Forestry Mutual Insurance Co., Marion, N.C.; Chad Shaver, Shaver Wood Products Inc., Cleveland, N.C.; and Cyndi and William Godfrey, Godfrey Lumber Co., Statesville, N.C.

cent to the company's sawmill, the day was filled with gospel, bluegrass and festival music that set the mood for a day of activities. Guests included neigh-

bors, friends, employees and customers of Shaver Wood Products.

All in attendance enjoyed dinners either of chicken or barbecue pork and the children were treated to corndogs.

Shaver Wood Products has two sawmills, manufactures Southern Yellow Pine items and hardwood lumber, pallets, cants, ties and timbers.

WEST COAST TRENDS -

Continued from page 8

used to buy car loads are now buying trucks or vans and those that bought trucks or vans are now buying lifts. Price is not the key. We simply see a lot of customers sitting on the side lines."

Tony Darling with Skana Forest Products, Richmond, B.C., said, "There is a lot of fear and uncertainty and it is sometimes difficult to understand what is going on. We are getting down to historically low numbers in white woods, which is what I focus on with my sales within Canada. Prices have eroded and it is an over produced market.

"Another factor that is quite recent is that the Canadian dollar is down about seven percent against the U.S. currency. We don't see relief coming for the sawmills and the question becomes who will continue running? We have already seen casualties and we are wondering who is next. Wholesaling can still be profitable, but even that market is so competitive that only the lowest margins are possible."

Ray Pauwels, also with Skana, said, "The Cedar market is about as quiet as I have ever seen it. It is simply dead. Canadian business is not too bad, but sales to the U.S. market is like pushing a string. The winter months, November through January are almost here when you normally see curtailment by sawmills and remans. It's going to be

Continued on page 33

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SFPA PHOTOS – Continued from page 22



Roberto Torres, American Softwoods, Deleg, Mexico; and Lon Sibert, Renewable Resource Associates, Atlanta, Ga.



Lori Estroff, Premier Meetings, Marietta, Ga.; Terry Storey, SI Storey Lumber Co. Inc., Rome, Ga.; and Hal and Sarah Storey, SI Storey Lumber Co. Inc., Armuchee, Ga.



Ardis Almond, Almond Brothers Lumber Co., Coushatta, La.; Billy Berry, Collum's Lumber Products LLC, Allendale, S.C.; and Robert Pollard, Pollard Lumber Co. Inc., Appling, Ga.



Jack Jordan, Jordan Lumber Co., Mt. Gilead, N.C.; Charlie Thomas, Shuqualak Lumber Co., Shuqualak, Miss.; and Renee and Jay Galloway, Tolleson Lumber Co. Inc., Perry, Ga.



Patrick Harrigan, Harrigan Lumber Co. Inc., Monroeville, Ala.; and Tony Sheffield, Scotch Lumber Co. Inc., Fulton, Ala.



Ken Morgan, Morgan Lumber Co. Inc., Red Oak, Va.; and Dick Elliott and Nash Elliott, Elliott Sawmilling Co. Inc., Estill, S.C.

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**WEST COAST TRENDS -**  
Continued from page 31

interesting to see how time works in this situation. We are struggling right now and have been since the first quarter of this year ended.”

Cameron Cook, on the sales team for Gorman Brothers, West Bank, B.C., said, “Our boards are moving well and we are about where we were two months ago. We are selling all of our production. Just being a global player has helped us. Prices are flat. On No. 2 in lower grades we have actually gone up in price. I have a decent order file, so we don’t complain.”

**Gary Knight of RB Lumber in Oregon City, Ore., said, “Business is spotty. About a week back we had a flurry of sales going for about 10 days with a lot of the fencing and industrial items going to Texas and the Gulf Coast, but since then it has been quiet. At this time of year states that have an inventory tax behave differently than those that do not. We’ve seen some decent, steady business setting up for next year. You have to simply keep digging around and ask for the order. Find a way to put something together.”**

Pat Murphy with Pacific Western Lumber, Lake Oswego, Ore., said, “The mills seem real down right now. They are calling me and some of them I have never talked with before. I have customers who have not bought anything for the past year who I used to sell all year long. Fortunately I have a couple of steady Oregon buyers and one California buyer who just keeps rolling along and this keeps me fairly busy.”

Mark Grube with Zip-O-Log Mills, Inc., Eugene, Ore., said, “Our customers are concerned about the fourth quarter. Everyone is kind of in shock right now—not sure of what is going to happen (with the economy). However, our big timbers are a specialty product and the specialty products have not seen the hurt that commodity items have seen. With credit tightening we will see slower business. Our timber sales are fair and we’re doing okay so far.”

Vince Mast with Hampton Affiliates, Portland, said, “We are experiencing yearly lows in green Doug Fir, dry Doug Fir and dry 2 x 4 Hem Fir. It’s driven by the negative financial news. A lot of people are paralyzed by it. The stock market took another hit today. When that happens our phones stop ringing until three or four days later. Home Centers took more than 10 million feet last week, which is 100 plus cars. I am thinking there is more business out there, but the pace is different. There is more wood than buyers. We are having to lower our price to move the wood. The market is compressed horribly. The standard and better middle grades are selling at prices the low grade used to sell at. Now the trouble is moving the low grade. We are selling more to the export market and getting \$20 premiums over domestic prices.

When the snow flies we will see more downward pressure and more mill closures. No mills are making money at today’s levels.”

Don Dye, sales manager for Mary’s River Lumber, Corvallis, Ore., said, “Business is slow, but we have Cedar moving every day. Tight knot products are holding their own and economy and utility is moving fine. Common grades of Cedar, especially rough, are hardest to move. Most of our customers say they are just trying to do business as usual. We are fortunate that most Cedar goes into specialty items or specialty uses away from the commodity market. In the past I have wondered why our two sawmills and reman plant make so many items. Today I am glad we have that flexibility. It has made us a lot stronger and more able to deal with today’s market.”

Sources in Canada report that lumber prices are at a 17-year low with no expectation of improvement in the near future. Also, Canada’s foreign trade with the U.S., which a decade ago constituted about 85 percent, is now below 80

percent and reportedly trending downward.

**MIDWEST TRENDS -**  
Continued from page 8

tion remained slow, but showed signs of bottoming out.

The Tenth District (Kansas City) residential real estate market was mixed with sales strengthening slightly and prices continuing to fall. Residential sales improved modestly since the last survey period, but still remained well below year-ago levels. While sales of lower-priced homes and foreclosures increased, respondents commented that demand for higher-priced homes was weak.

In the 11th District (Dallas), sales of new and existing homes remain slow and buyers are extremely cautious, according to contacts. Homebuilders continue to cut back on starts, and new home inventories are edging down. Sales incentives are prevalent on completed homes, but overall, prices are holding up relatively well in both the new and existing markets.

**MU Address Economic Issues**

The University of Missouri (MU) in Columbia, Mo., recently hosted an economic summit that included professors of the MU School of Business and local banking leaders. The experts acknowledged that while Missouri has seen a slowdown like the rest of the country, the middle of the state has avoided some of those hardships.

According to recent statistics, the Columbia area is expected to sell approximately 1,800 new single-family homes this year, down more than 1,000 houses than previous years.

John Howe, a representative of the MU School of Business, said, “My view is that one of the biggest problems has been this is a failure of government. So I think this requires major reworking of our public policy and thinking about housing policies in particular.”

As of press time, more meetings had been scheduled for the future.

**ONTARIO/QUEBEC TRENDS -**  
Continued from page 25

United States and Canada are able to turn around their respective housing markets.

“Demand is low, and it’s because of housing,” he said of new construction. “We all know what is causing it, but no one knows when it will change.”

Although recent international efforts to boost the global economy have produced some positive results, he said his company is not waiting to see if such efforts bear lasting economic fruit. As a result, he said, his company is expanding its traditional sites beyond markets in the United States and working to open up new opportunities in Canada.

“It’s a matter of prices and demand,” he said. “We hope it will change, but I don’t see much change in the near future.”

**SOUTHEAST TRENDS -**  
Continued from page 25

but it will probably be a year before things really pick back up,” he said. “During the Christmas season, there’s generally a building slowdown anyway. But, we’re still spending money upgrading our equipment and building inventory to get ready for a turnaround.”

**North Carolina Receives Energy Grant**

North Carolina Gov. Mike Easley recently announced that the state has received a federal Department of

Continued on page 34



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SOUTHEAST TRENDS -

Continued from page 33

Energy grant to develop and implement an innovative energy-efficient state code for building construction and renovation that will save consumers up to \$40 million annually on utility bills. The grant will be used to develop a new set of requirements for building construction to make homes and offices more energy efficient and provide training and technical assistance to improve the compliance with building codes.

The three-year, \$499,190 grant will help North Carolina implement a 21st century building code with common-sense requirements that will result in a 30 percent drop in annual energy consumption by setting out rules for use of more energy efficient materials, appliances and electrical equipment. The grant will also enable North Carolina to improve the training of code inspectors, increase compliance with the code among building designers, engineers and contractors, and establish an appropriate level of enforcement.

By adopting and enforcing an updated building code, North Carolina is projected to save more than \$40 million annually in residential and commercial energy bills and to cut air polluting emissions from power generating plants by 236,000 tons of carbon dioxide, 481 tons of sulfur dioxide and 253 tons of nitrogen oxide.

The Southeastern states of North Carolina and Florida were two of the six states to win a grant to advance building codes from the U.S. Department of Energy's Office of Energy Efficiency and Renewable Energy.

Housing Starts, Permits Fall In Southeast

According to figures released by the U.S. Commerce Department, housing starts recently fell 7.4 percent in the Southeast, while the number of permits issued dropped 9.9 percent. Nationwide housing starts declined 6.2 percent as homebuilders continue to cut back on new construction to help stem a recovery in the housing market.

"Builders understand that there is still a substantial amount of unsold inventory to be worked down, and they continue to do the right thing by reducing production and pulling fewer permits for new homes to help restore better balance between supply and demand," said Sandy Dunn, National Assoc. of Home Builders (NAHB) president. "With help from the new first-time homebuyer tax credit and improving rates on home mortgages, the long downswing in production activity is slowly but surely putting us back on track to a healthy housing market."

Total housing starts fell 6.2 percent to a seasonally adjusted annual rate of 895,000 units, the slowest production pace since January 1991. Single-family starts fell 1.9 percent to 630,000 units, while multifamily starts declined 15.1 percent to 265,000 units.

Meanwhile, permit issuance, which can be an indicator of future building activity, also fell to a 17-year low. Total permits were down 8.9 percent to a seasonally adjusted annual rate of 854,000 units, with single-family permits down 5.1 percent to 554,000 units and multifamily permits down 15 percent to 300,000 units.

Biomass Plants Stir Availability Debate

Biomass continues to take a step in the right direction in Georgia where Oglethorpe Power Corp., located in Oglethorpe, Ga., plans to build at least two new biomass plants in the state. However, those plans have stirred some debate regarding the amount of woody material available statewide.

Oglethorpe's two 100-megawatt plants would consume a lot of residue from sawmills and other wood waste to generate electricity. But, forest companies also need access to those materials.

"Certainly for various companies in the forest industry who have to purchase timber as their raw material, they're going to see these guys as competition — and they may very well be," said Alva Hopkins, a spokesman for the Georgia

The Softwood Forest Products Buyer

Forestry Assoc.

For now, it is believed that small landowners in the area would be able to generate enough extra wood waste for the two biomass plants. However, if a need for live trees develops, it would further cause concerns.

WESTERN TRENDS -

Continued from page 26

The WCI is a regional effort of seven states and four Canadian provinces, created to identify, evaluate and implement collective and cooperative ways to reduce greenhouse gases in the region. Western states involved in the initiative include Arizona, Montana, New Mexico and Utah.

Existing-Home Sales Down In West

According to the National Assoc. of Realtors (NAR), existing-home sales recently fell 5.3 percent in the Western region to an annual rate of 1.07 million, but sales are up 4.9 percent year-to-date. The median price in the West was \$251,600, down 23.9 percent from a year ago.

Lawrence Yun, NAR chief economist, said, "The highest concentration of foreclosures is in the West, which is weighing down the median price because many buyers are taking advantage of deeply discounted prices." He added that sharp price cuts are a big reason why sales are turning around in places like Nevada.

Nationally, existing-home sales — including single-family, townhomes, condominiums and co-ops — declined 2.2 percent to a seasonally adjusted annual rate of 4.91 million units, down 10.7 percent year-to-date. Total housing inventory fell 7 percent to 4.26 million existing homes available for sale, which represents a 10.4-month supply at the current sales pace.

Single-family home sales decreased 1.4 percent to a seasonally adjusted annual rate of 4.35 million units, a drop of 9.6 percent from yearly figures. Existing condominium and co-op sales fell 8.2 percent to a seasonally adjusted annual rate of 560,000 units, some 19 percent below the year ago pace.

Low Prices, Affordable Interest Brighten Western Home Sales Activity

According to the NAR Pending Home Sales Index (PHSI), the level of the home sales in the Western region recently surged 18.4 percent to 109.5, about 37.8 percent above a year ago. Nationwide, the PHSI, a forward-looking indicator based on contracts signed, rose 7.4 percent to 93.4, up 8.8 percent year-to-date.

Yun said homebuyers are responding to improved affordability. "What we're seeing is the momentum of people taking advantage of low home prices, with pending home sales up strongly in Nevada and Arizona," he said. "It's unclear how much contract activity may be impacted by the credit disruptions on Wall Street, but we're hopeful most of the increase will translate into closed existing-home sales."

According to NAR estimates, existing-home sales are expected to close the year at 5.04 million and 5.41 million in 2009. Following national decreases of 5 to 8 percent in 2008, home prices are projected to increase 2 to 3 percent next year.

New-home sales should total around 503,000 this year and 471,000 in 2009. Housing starts, including multifamily units, will likely fall 28.2 percent to 937,000 units this year, and close 2009 at around 843,000 as builders continue to clear their inventory.



**NORTHEAST TRENDS -**  
Continued from page 26

“Builders have several reasons to be more optimistic at this time,” said Sandy Dunn, NAHB president. “Many are sensing that home sales are nearing a turning point with the support of the newly enacted first-time home-buyer tax credit. Meanwhile, with the government’s explicit backing of Fannie Mae and Freddie Mac now assured, this should help keep mortgage rates at very favorable levels going forward.”

NAHB Chief Economist David Seiders added, “Nearly half of the builders in our survey indicated that they expect to see a positive impact from the tax credit in their market areas. Of those respondents, 20 percent said their market has already experienced some of this effect. Meanwhile, consumer confidence has risen and more households are saying that now is a good time to buy a home. All of these factors, along with the recent downward movements in mortgage rates, suggest that new-home sales will be stabilizing in the final quarter of the year.”

All three of HMI’s component indexes registered gains. The indexes gauging current sales conditions and traffic of prospective buyers were each up a single point, to 17 and 14, respectively. Meanwhile, the index gauging sales expectations for the next six months rose by six points, to 30 — which was four points higher than its year-ago level.

**INFOR Launches Forest Product Directory**

INFOR Inc. recently announced the creation of a non-timber forest product directory for Maine as well as Atlantic Canada. While some products such as Christmas trees are well established, others are more specialized in nature and low volumes of the products are being marketed. Other alternative uses of woodlots are also being investigated including recreational activities such as hiking trails.

The objective of the project is to bring together a collection of resource materials for the producers and provide an interactive marketing forum such as a Web site to help connect buyers and sellers. The project should help woodlot owners find new and diverse ways to get income from their forestland.

INFOR Inc. is one of the largest providers of business software in the world. The company acquires and develops functionally rich software backed by thousands of domain experts, and works towards improvement through continuous innovation, faster implementation options, global enablement and flexible buying options.

**TRADE TALK**

**North Pacific To Market RoyOMartin Certified Products Portland, Ore.**—North Pacific,



Bobby Byrd

headquartered here, and Roy O Martin (Martco), based in Alexandria, La., recently announced a joint production and market program to sell Forest Stewardship Council (FSC) certified oriented strandboard in Northern California. RoyOMartin recently constructed an

OSB mill in Oakdale, La. The products, which will be offered at North Pacific’s distribution center in Napa, contain no urea formaldehyde and are categorized as Low-Emitting Materials — Composite Wood under the Leadership in Energy and Environmental Design (LEED) Green Building Rating System.

North Pacific’s distribution center will also stock RoyOMartin’s FSC-certified Tuff Strand®, StructWall, StructWall XL and The Grid® brands, ready for next-day delivery to dealers and distributors in the Northern California region.

“North Pacific and RoyOMartin have a long-standing working relationship,” said Bobby Byrd, OSB sales manager for Roy O Martin. “Wholesale distribution of FSC-certified products was a missing link in the traditional supply chain and North Pacific recognized the importance of filling that need in the marketplace. When I met the Napa team, their motivation, energy and knowledge convinced me that North Pacific was the right choice for a FSC-certified OSB distributor in Northern California.”



Patrick Dennehy

Founded in 1923 as Roy O. Martin Lumber, RoyOMartin is the brand name of Martin Companies LLC, and operates four manufacturing facilities in central Louisiana and Alabama. The firm also owns and manages nearly 580,000 acres of Softwood and hardwood forestland in Louisiana, making it one of the largest private landowners in the state.

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

In other North Pacific news, Patrick Dennehy was recently promoted to distribution center manager for the company’s Concord, N.H., facility.

**Riley Creek, Bennett Forest Industries Now Idaho Forest Group**

**Chilco, Idaho**—Riley Creek Lumber Co. and Bennett Forest



Pat Carper

Lumber Industries recently completed their merger and are now operating as Idaho Forest Group with its sales staff based here. The company is currently constructing a new office in Coeur d’Alene, Idaho, which will serve as the new headquarters beginning in early 2009.

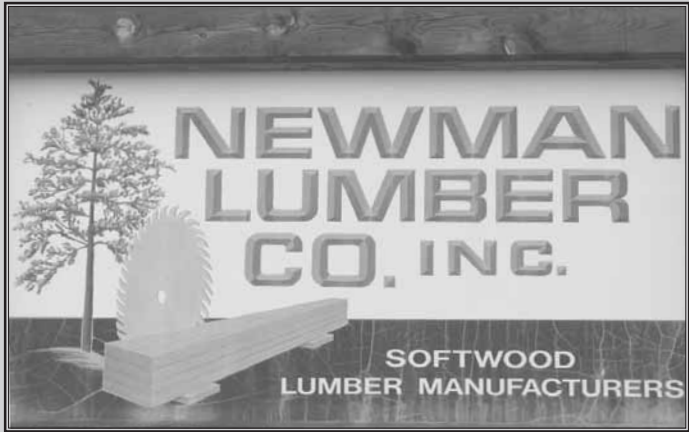
Idaho Forest Group operates four Idaho-based lumber manufacturing facilities in Chilco, Grangeville, Laclede and Moyie Springs. Marc Brinkmeyer, owner of Riley Creek Lumber and chairman of the board for Idaho Forest Group, said, “This merger is the culmination of decades of effort from the Bennett and Brinkmeyer families — one company will now carry on our great tradition as we take better advantage of our combined manufacturing and marketing capabilities.”

In related news, Pat Carper, sales representative and traffic manager for Bennett Forest Industries, recently retired after more than 35 years in the industry. A graduate of Eastern Washington University, Carper began

Continued on page 36

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## TRADE TALK

Continued from page 35

his career with Bennett in April 2002.

### Smith Promoted At Rosboro

**Springfield, Ore.**—David Smith was recently promoted to glulam sales manager at Rosboro, headquartered here. Based in Oregon's Willamette Valley, Rosboro manufactures some of the industry's most popular glulam products as well as a wide range of lumber and plywood products for the home building market. The company also has a hardwood door and window frame manufacturing facility in Seattle, Wash. Rosboro owns and manages timberland strategically located in the highly productive forests of the Pacific Midwest.



David Smith

### Mary's River Wins Best of Corvallis Award

**Corvallis, Ore.**—Mary's River Lumber Co., based here, recently received the 2008 Best of Corvallis Award in the lumber category from the U.S. Local Business Assoc. (USLBA). The USLBA award program recognized outstanding local businesses throughout the country. Winners are determined based on information gathered both internally by the USLBA and by data provided by third parties. Mary's River Lumber is one of America's leading producers of Western Red Cedar products through its core values of commitment to service, unsurpassed quality, innovation and diverse product availability. The company's second growth, tight-knotted Western Red Cedar products have set new standards for quality, while maintaining the needs of the environment.

### Reid & Wright Earns Triple CoC Certification

**Broomfield, Colo.**—Reid & Wright Inc., located here, recently earned triple chain-of-custody certification through the Forest Stewardship Council (FSC), Sustainable Forestry Initiative (SFI) and the Programme for the Endorsement of Forest Certification (PEFC). Chain-of-custody certification through the three organizations will allow Reid & Wright Inc. to sell FSC, SFI and PEFC certified products, which meet requirements set by Leadership in Energy and Environmental Design (LEED). Established in 1948 by Robert F. Reid and Robert J. Wright, Reid & Wright Inc. began as a wholesale distribution company specializing in California Redwood. Today, the company is headquartered in Bend, Ore., and maintains a distribution division in Broomfield, Colo. The Broomfield division employs over 40 workers who service customers' diverse needs in the specialty building products business.

### UFP Plants Earn FSC Certification

**Grand Rapids, Mich.**—Universal Forest Products, headquartered here, recently received Forest Stewardship Council (FSC) Chain-of-Custody Certification for eight of its manufacturing facilities. The plants earning

The Softwood Forest Products Buyer

certification include Ranson, W.Va.; Windsor, Colo.; Chandler, Ariz.; San Antonio and New Waverly, Texas; Woodburn, Ore.; and Thornton and Riverside, Calif.

FSC Chain-of-Custody Certification required that a company use a strict management system detailing from where lumber is shipped, guaranteeing the products come from well-managed forests. The certification was awarded following a third-party review by Scientific Certification Systems (SCS).

"Demand for FSC-certified lumber has increased, and we're ensuring we're well-positioned to answer that demand and meet our customers' needs," said Dick Gauthier, vice president of marketing. "FSC certification is a great distinction that will help drive our business, and that illustrates Universal's history of responsible procurement practices."

### Groups Benefit From Softwood Lumber Agreement Allocation

**Washington, D.C.**—Some \$1 billion in duties collected from Canadian Softwood lumber producers under the Softwood Lumber Agreement between 2002 and 2006 has helped benefit five U.S.-based entities.

Approximately \$500 million was distributed to members of the Coalition for Fair Lumber Imports. Zoltan van Heyningen, executive director of the Coalition, said that more than 180 Coalition members have received payments through an escrow account.

The Binational Softwood Lumber Council, which was created through the agreement, was funded with \$50 million. About \$10 million is earmarked for dispute resolution costs in the London Court of International Arbitration.

Some \$450 million has gone to "meritorious initiatives" such as the non-profit United States Endowment for Forestry and Communities, the American Forest Foundation and Habitat For Humanity.

### WoodWorks Develops College Learning Modules

**Pomona, Calif.**—WoodWorks, an initiative of the Wood Products Council, recently announced a partnership with California State Polytechnic University Pomona (Cal Poly) to develop a set of virtual educational courses covering the use of wood in non-residential building design. The courses are intended for initial use in undergraduate and graduate-level engineering programs, and for the continuing education of industry professionals.

The design of commercial and non-residential buildings with wood is typically not included in university curricula and this effort represents a unique cooperation between the forest products industry and educational institutions.

Although Cal Poly Pomona is taking a leading role, a number of other universities and colleges will be participating including University of Wisconsin (Madison), Washington State University, University of Buffalo, Oregon State University, University of California (Berkeley), Colorado State University, University of Massachusetts (Amherst), Cal Poly University (San Luis Obispo), San Diego State University, California State University (Los Angeles) and Santa Clara University.

Mikhail Gershfeld, professional practice professor of civil engineering at Cal Poly Pomona, who is leading the project, said, "The long-term goal is to ensure that emerging design professionals have the skills to design non-residential structures in all of the major building materials — including wood. When selecting structural materials for a project, designers

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# TRADE TALK

Continued from page 36

need to consider a variety of factors. The lack of training and understanding of strength, limitations and proper use of a particular material shouldn't be among them."

Initiated by WoodWorks as part of its program to support the use of wood in non-residential buildings, the agreement includes the development of 30 learning modules for use as part of basic and advanced wood design courses. The courses are being developed under the umbrella of a newly established Wood Education Institute that consists of an advisory and development committee represented by a number of universities, design professionals and wood industry representatives.

For more information, visit [woodeducationinstitute.com](http://woodeducationinstitute.com).

## Taylor Joins Capital Lumber

**Phoenix, Ariz.**—Wes Taylor recently joined Capital Lumber Co., headquartered here, as account manager for its Tacoma Division. Taylor brings with him 22 years of industry experience, most recently with Gray Lumber.

Since 1948, Capital Lumber Co. has supported building materials manufacturers who have consistently acted as stewards of the world's resources and who have conscientiously met or exceeded state and national standards and laws. The company is a chain-of-custody distributor and can provide FSC-certified products. Capital specializes in such species as Redwood, Cedar, Douglas Fir, Pine as well as some hardwoods.



Wes Taylor

## SEC Hosts Softwood Seminars In China

**Portland, Ore.**—The Softwood Export Council (SEC), based here, recently hosted a series of seminars in Shenzhen, Xiamen and Shanghai, China, to help increase market awareness for Softwood around the world. Approximately 86 designers, architects and local interior design association members attended the meeting in Shenzhen, which is a center of trade due to its closeness to Hong Kong.

More than 180 participants attended the Xiamen meeting, and were interested in application and treatment of the wood as well as fire resistance. To attract the most designers and manufacturers, the Shanghai meeting was held during the Furniture Manufacturing & Supply China (FMC) show.

The Softwood Export Council is a trade council of U.S. Softwood grading agencies, industry trade associations, state export promotional development agencies and others interested in promotion of U.S. Softwood internationally. The SEC also coordinates overseas market development activities for the U.S. Softwood industry with the Foreign Agricultural Service.

## Gulf Lumber Purchases Klumb's Mobile Facility

**Mobile, Ala.**—Gulf Lumber Reman LLC, headquartered here, recently purchased Klumb Lumber Co.'s remanufacturing facilities on Blakely

Island, also in Mobile, Ala. Craig Gray will serve as general manager.

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## Western Lumber Production Continues Decline

**Portland, Ore.**—According to recent figures by the Western Wood Products Assoc. (WWPA), based here, lumber production at Western sawmills has dropped 16 percent year-to-date to stand at 6.86 billion board feet. Meanwhile, production in the South is approximately 7.86 billion board feet.

The report came on the heels of WWPA's 2007 breakdown, which showed production slipping for the second straight year to the lowest annual volume in more than a decade. Mills in 12 Western states produced 16.32 billion board feet of Softwood lumber in 2007, down 9.3 percent from the previous year. The estimated wholesale value of the lumber was \$6.1 billion, compared to \$6.8 billion in 2006. The volume was the lowest since 1996, when Western mills produced just 15.8 billion board feet.

While Oregon retained its title as the largest lumber producing state in the country, mills in the state cut 6.18 billion board feet of lumber in 2007, down 12.2 percent. Only Montana recorded a larger fall, with production dropped 13.8 percent to 790 million board feet. The estimated wholesale value of Oregon lumber production was \$2.19 billion, while Montana's production was \$281 million.

Production at mills in Washington State declined 7.2 percent to 4.76 billion board feet. The estimated wholesale value of the state's production was \$1.75 billion. California lumber output fell to 2.31 billion board feet valued at \$1.04 billion in 2007, a 10.8 percent decrease from the volume a year earlier.

At other Western states, Idaho lumber production totaled 1.75 billion board feet, down 5.1 percent. Production in South Dakota and Wyoming in 2007 was 291 million board feet and mills in the Four Corner states of Arizona, Colorado, New Mexico and Utah produced 234 million board feet. Volumes in these states were combined to maintain the confidentiality of individual mill data.

The Western Wood Products Assoc. represents lumber manufacturers in the 12 Western states. Based in Portland, WWPA compiles lumber industry statistics and provides business information services to mills. The association also delivers quality standards, technical and product support services to the industry.

## Noe Named AF&PA Vice President

**Washington, D.C.**—Paul Noe was recently named Vice President for Public Policy by the American Forest & Paper Assoc. (AF&PA), located here. Noe will lead AF&PA's policy development and regulatory advocacy and support its government affairs efforts.

Noe comes to AF&PA with extensive



Paul Noe

Continued on page 39

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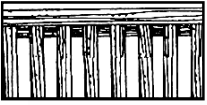
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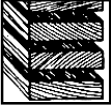
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# TRADE TALK

Continued from page 37

regulatory, legislative and technical experience, including in the environmental, energy, natural resources and regulatory policy areas. He most recently served as Vice President of Regulatory Affairs for the Grocery Manufacturers Assoc.

Noe served as senior counsel to three chairmen of the U.S. Senate Governmental Affairs Committee. He has also worked as counselor to the administrator of the White House Office of Information and Regulatory Affairs and in the Office of Management and Budget, and in private practice.

"Paul's background gives him a broad range of experience that we're excited to put to work for AF&PA's members," said Donna Harman, AF&PA president and chief executive officer. "He knows our industry's issues and he knows Washington, and I am confident that he will make a significant contribution to AF&PA's mission of advancing policies that promote a strong and sustainable U.S. forest products industry."

## Tembec Curtails Production

**Temiscaming, Que.—**Tembec, headquartered here, recently curtailed production at two of its sawmills in Elko and Canal Flats, B.C. According to the company, the plants were shut down for two weeks due to soft demand for lumber products in the United States.

In addition, Tembec reduced production at its finger joint facility in Cranbrook, B.C., and has ceased operations at its Cochrane, Ont., facility for five months.

"These shutdowns are a consequence of the prolonged downturn in the U.S. housing market and the directly related impact on the demand and price for lumber," said Dennis Rounsville, executive vice president of Tembec and president of Tembec's Forest Products Group. "With these market conditions expected to continue for the next several quarters, we need to act responsibly and adjust our production levels to current and foreseen market demand for lumber."

## Russin Lumber Corp. Adds Industry Veterans

**Montgomery, N.Y.—**Russin Lumber Corp., based here, recently named Bill Evasick and Lyle Tompkins as outside sales representatives for the company. Both men have extensive backgrounds in the building products industry.

Bill Evasick will be responsible for outside sales in the Connecticut market area. He brings over 35 years of industry experience to Russin Lumber including sales and sales management positions with major retail and wholesale lumber organizations.

Lyle Tompkins will handle outside sales for the growing upstate New York territory. He has 22 years of experience including sales, sales management and general management positions in the retail lumber and building material industry.

Russin Lumber Corp. is a premier distributor of quality lumber and building specialty products serving independent retail lumber dealers throughout the Northeastern and Mid-Atlantic United States. Russin Lumber also operates a machine applied coatings plant in Montgomery, N.Y., and a sophisticated Radiata Pine board plant in the Concepcion area of Chile.

## SFPA Announces Call For Papers

**Kenner, La.—**The Southern Forest Products Assoc., located here, recently announced a call for ideas and papers to be presented during the educational conference program of the 30th Forest Products Machinery & Equipment Exposition. Topics should address pertinent technologies and issues related to the wood products industry.

Set for June 11-13, 2009, at the New Orleans Convention Center, the international exposition will showcase the latest products and services for the wood products industry. To date, more than 110 companies have contracted exhibit space. "The educational conference program is an important component of this event, adding opportunities for attendees to learn about the latest advancements in technology, while earning continuing education credits," said Eric Gee, exposition director.

For more information, visit [www.sfpa-expo.com](http://www.sfpa-expo.com).

## Boston Readies For 'Greenbuild' Conference

**Washington, D.C.—**The U.S. Green Building Council, headquartered here, will host its annual Greenbuild show Nov. 19-21 at the Boston Convention and Exhibition Center. Nobel Peace Laureate Archbishop Desmond Tutu will serve as keynote speaker.

A number of green building experts will also deliver speeches including Paul Anastas, director of the Center for Green Chemistry and Green Engineering at Yale University; Carol Browner of the Albright Group and a former EPA administrator; Majora Carter, executive director of Sustainable South Bronx; Howard Frumkin, director of the National Center for Environmental Health, CDC; and E.O. Wilson, University Research Professor Emeritus and Honorary Curator of Entomology at the Museum of Comparative Zoology at Harvard University.

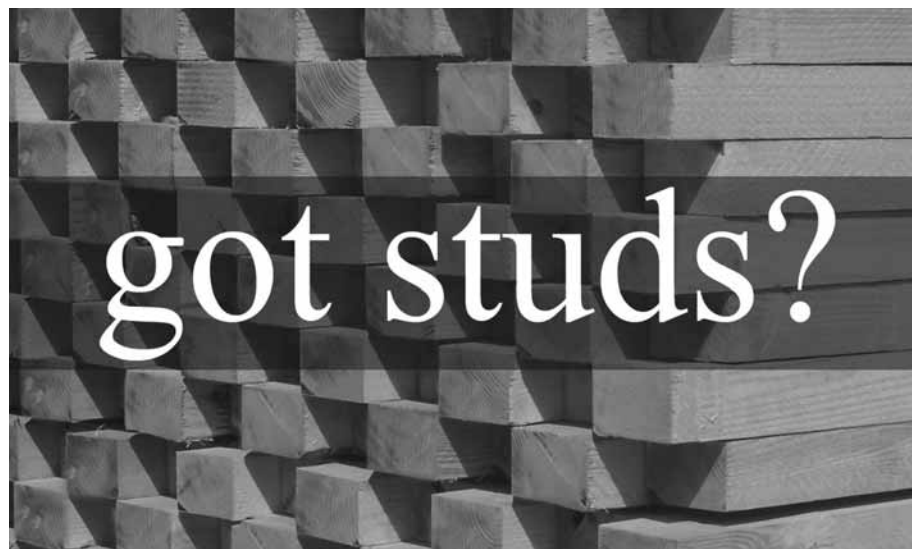
The show is themed "Revolutionary Green: Innovations for Global Sustainability," and will include LEED workshops and over 100 learning sessions. Workshops are also scheduled on sustainability in the world market, green cleaning for new home construction and understanding LEED guidelines.

For more information, visit [www.greenbuildexpo.org](http://www.greenbuildexpo.org).

## Wagner To Lead Forest Service's Pacific Northwest Region

**Washington, D.C.—**Mary Wagner was recently named Regional Forester of the Pacific Northwest Region of the U.S. Forest Service. In her position, Wagner will oversee 17 national forests and one national grassland within the states of Oregon and Washington. She was most recently Deputy Regional Forester for the Intermountain Region with oversight for Utah, Nevada, southern Idaho and eastern Wyoming.

"Mary brings a breadth of leadership experience in natural resource management and state and private forestry," said Abigail R. Kimbell, U.S. Forest Service chief. "She set a precedent as the first National Director of Wilderness and Wild and Scenic Rivers in Washington, D.C. Mary will be an excellent Regional Forester and an outstanding addition to the national leadership of the Forest Service."



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# SOFTWOOD CALENDAR

## NOVEMBER

**North American Wholesale Lumber Association Trader's Market®**, Chicago, Ill. Contact: 800-527-8258. Nov. 6-8.

**Wood WORKS! Awards**, Cohen Ballroom, Toronto Congress Centre. Visit [www.woodworksawards.com](http://www.woodworksawards.com). Nov. 12.

**Wood Solutions Fair**, Toronto Congress Centre. Contact: Sarah at [shicks@wood-works.ca](mailto:shicks@wood-works.ca) or call 866-886-3574 ext. 384. Nov. 13.

**British Columbia Wholesale Lumber Association**, Annual Smoker, Holiday Inn Hotel & Suites, North Vancouver, B.C. Contact: [jack@evergreenempire.com](mailto:jack@evergreenempire.com). Nov. 26.

**The Lumber and Building Materials Assoc. of Ontario**, 91st Annual General Meeting, Benmiller Inn, Goderich. Contact: [jmoquin@lbmao.on.ca](mailto:jmoquin@lbmao.on.ca) or 888-365-2626. Nov. 27.

## DECEMBER

**2008 NAWLA University of Industrial Distribution**, Indianapolis, Ind. Contact: 847-870-7470. Dec. 2-5.

**Portland Wholesale Lumber Association**, Annual Luncheon, Embassy Suites, Portland, Ore. Contact: [info@portlandwholesalelumberassociation.org](mailto:info@portlandwholesalelumberassociation.org). Dec. 5.

## JANUARY

**Michigan Lumber & Building Materials Association Great Lakes Building Products Exposition**, DeVos Place, Grand Rapids, Mich. Contact: 517-394-5225. Jan. 15-16, 2009.

**Northwestern Building Products Expo**, Sheraton Bloomington Hotel, Minneapolis, Minn. Contact: 763-595-4057. Jan. 18-20, 2009.

## FEBRUARY

**Northeastern Retail Lumber Association, Lumber & Building Material Expo**, Seaport World Trade Center, Boston, Mass. Contact: 518-286-1010. Feb. 4-6.



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If interested please send resume to **Delson Lumber LLC, 2 South 56th Place, Suite 201-E, Ridgefield, WA. 98642 or email humanresources@delsonlumber.com**

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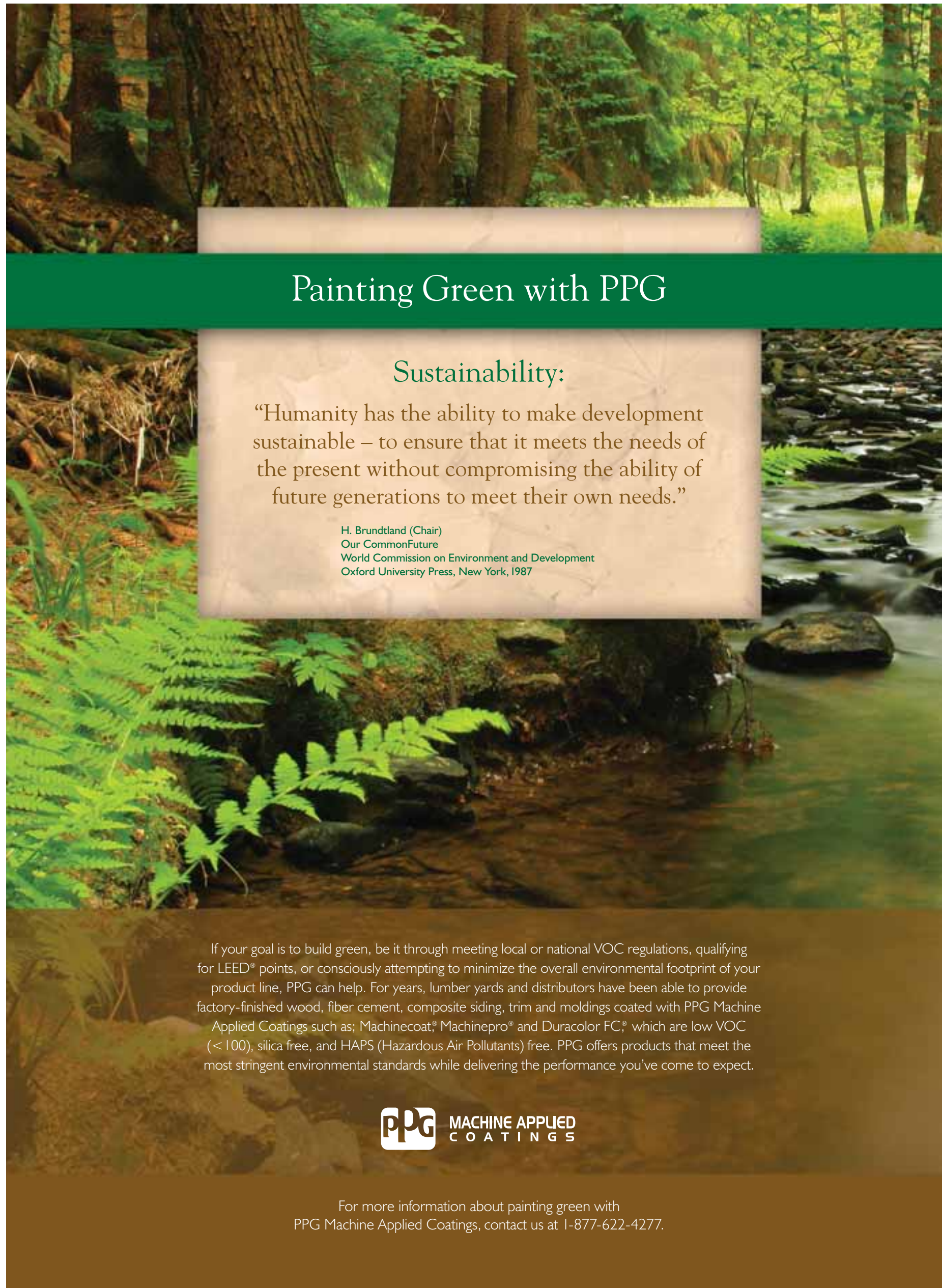
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