

WRCLA -
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president of market affairs, Sustainable Forestry Initiative (SFI), Arlington, Va.; Jim Sutherland, director of forestry, B.C. Timber Sales, Victoria, B.C.; and Dallas Smith, president, Nanwakolas Council, Victoria, B.C. Following a working lunch, there was a panel of guest speakers that included Duncan Kerr, senior vice president and chief operating officer, Western Forest Products Inc., Duncan, B.C.; Kevin Mason, managing director, paper and forest products, Equity Research Associates, Gibsons, B.C.; and Russ Taylor, president, International Wood Markets Group Inc., Vancouver, B.C.

In addition, those not attending the conference were able to tour the Butchart Gardens in Brentwood Bay, B.C., or participate in an Eagle Wing Tours whale-watching excursion.

Peter Lang, general manager of the Western Red Cedar Lumber Assoc., headquartered in Vancouver, B.C., said that, despite the downturn in the North American economy, attendance at the conference was exceptional.

"We had the best numbers that we've ever had," he said. "We've been holding these for a number of years, and they've been growing every year. This year, we reached out to the international community, and had representation from Japan, Korea, New Zealand, Australia, Ireland, the United Kingdom and Holland, as well as Canada and the U.S."

Karen Brandt, who represented the SFI, said approximately only 10 percent of forests worldwide are certified. "The SFI is one of the largest forest management certification programs with 212 participants and over 500 organizations," she said. "In 2007, we reached 62 million hectares of certified forests, 235 chain-of-custody certifications and 637 certified locations."

Brandt said the "green" building movement is expected to grow from the current \$2.2 billion in activity to over \$4.7 billion by 2011. "North America, with more than half of the world's certified forests, is well positioned to meet that growing demand," she said. "Chain-of-custody is key."

Jim Sutherland, whose B.C. Timber Sales controls 20 percent of the timber cut on Crown lands, explained the function of his company, and spoke on certification and chain-of-custody efforts on timber under his jurisdiction.

Duncan Smith said First Nations such as the Nanwakolas Council are not financially stable enough to support sawmills, and must "partner with the industry or create partnerships to reach mutual goals."

The panel discussion touched on such topics as energy, overseas manufacturing, the U.S. economy and gas prices. In discussing rising costs and weakening demand, Duncan Kerr said, "It's a challenging time. We're all feeling the squeeze."

Kevin Mason, presenting evidence from Equity Research Analysis, said the big question is, "what's going on with the U.S. dollar." Mason said, "It looks like we're in a recession, or we soon will be. We'll see improvement in 2009, but the housing recovery will be slower than in the past."

Russ Taylor discussed the global timber perspective, mainly focusing on China and Russia. "Since the early '90s, global timber supplies have been changing," he said. "Logs still represent the largest import volume, and Russia represents 68 percent of these imports. The Russian log tax will significantly increase Chinese log import prices, and create log supply shortages in Scandinavia, China, Korea and Japan."

At the recent Summit, it was announced that the WRCLA and Cedar Shake & Shingle Bureau have teamed up to present the first "Western Red Cedar Architectural Design Awards", recognizing innovative design using Cedar.

The award categories are: residential, commercial/non-residential, resort/vacation, landscape/outdoor living and specialty shingle display.

Awards will be presented May 1, 2009, at a special awards event to be held in conjunction with the AIA National Convention Apr. 30-May 2, 2009. WRCLA will provide information about this on its website: www.wrcla.org.

SLMA -
Continued from page 1

most importantly a strong and engaged membership."

Hal Storey of S.I. Storey Lumber, a member of both the search committee and board of directors, added, "Debbie knows the members, she knows the association, she knows our partners and our issues. She has big shoes to fill with Steve's retirement, but she is up to the task. I look forward to the future of SLMA with Debbie at the team's helm."

New SLMA officers were also announced at the recent convention. They include: Charlie Thomas III, Shuqualak Lumber Co., Shuqualak, Miss., chairman; David Richbourg, H.W. Culp Lumber Co., New London, N.C., first vice chairman; Danny White, T.R. Miller Mill, Brewton, Ala., second vice chairman; Johnny Hall, Industrial Wood Products, Climax, N.C., treasurer; and Bryant Beadles, Bafour Lumber Co., Thomasville, Ga., past chairman, and was also the recipient of the SLMA Chairman's Award.

The keynote speaker at the event was Frank Luntz, who spoke about the 2008 Presidential elections and the importance of good communication skills in both candidates. He also encouraged members of the lumber industry to reach out and communicate the positive attributes of their products. Luntz is one of the most honored communication professionals in America today. *Time Magazine* named him one of

"50 of America's most promising leaders aged 40 and under" and he is the "hottest pollster" in America, according to the *Boston Globe*. Dr. Luntz has written, supervised, and conducted more than 1,500 surveys, focus groups and dial sessions in more than two dozen countries and four continents over the past decade. Luntz has become the go-to consultant when Fortune 100 companies need communication and language guidance: from General Motors to Federal Express; Disney to American Express; from AT&T to Pfizer; from Kroger supermarkets to McDonalds; and the entire soft drink and motion picture industry; as well as the U.S. Chamber of Commerce; and the National Association of Manufacturers and the Business Roundtable. Luntz graduated with honors from the University of Pennsylvania with a Bachelor of Arts degree in history and political science, and was named a Thouron Fellow. He received his Doctorate in Politics at the age of 25 from Oxford University. He spoke for 24 straight hours as part of the "Oxford Union Society Guinness World Book of Records" debate. In the spring of 1993, Luntz was named a Fellow at Harvard University's Institute of Politics, the second youngest individual ever to receive this honor.

Other speakers included Dan Baker, a nationally known speaker, teacher and consultant to the trucking industry, and Kevin Binam, of the Western Wood Products Assoc., who spoke on the SLMA's Historical Price Report. Martin Rollins, an environmental consultant,

addressed several EPA issues facing sawmills, and Jim Wimberly, a labor law attorney, spoke about labor law issues. Robert Glowinski, of the American Wood Council, also presented at the Annual Convention.

Founded in 1961, SLMA represents independent lumber manufacturers throughout the Southeast with the continued goal of helping perpetuate family-owned businesses.

INLAND -
Continued from page 1

LLC, Portland, Ore., first net, Cal 1; Ryan Powell, Standard Brothers Lumber, Post Falls, Idaho, first gross, and Brian Cook, Sprenger-Midwest Inc., Sioux Falls, S.D., first net, Cal 2; and Steve Traetz, Detroit Forest Products, Plymouth, Mich., first gross, and John VavRosky, Potlatch Forest Products Corp., Spokane, Wash., first net, Cal 3.

The best ball scramble was won by the team consisting of: Erol Deren, Riley Creek Lumber Co., Laclede, Idaho; Ron Liebelt, Exterior Wood Inc., Washougal, Wash.; Ken Koenig, Riley Creek Lumber Co., Englewood, Colo.; and Pat Duchien, Bitterroot Valley Forest Products,

Continued on page 30

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REAL CEDAR

UMPQUA PHOTOS – Continued from page 24



Rod Lucas, Action Wood Products, Brooks, Ore.; Kim Caldwell, BMC West, Sherwood, Ore.; and Grant Phillips and Kevin Dodd, Buckeye Pacific LLC, Portland, Ore.



Greg Mee, Action Wood Products, Brooks, Ore.; Hector Perez, Action Wood Products, Turner, Ore.; and Greg Sutton, Bent River Lumber Co., Tulsa, Okla.



Beth M. Flaherty and Nancy Lute, BMC West, Boise, Idaho; Dixie Tibbets, Swanson Group, Grants Pass, Ore.; and Joe Robinson, TJ Forest Products Inc., Nampa, Idaho



Matt and April Campbell, Gloria and Scott Eilefson and Kelly Brown, Swanson Group, Grants Pass, Ore.



Todd Kintz and Nancy Daniels, Swanson Group, Grants Pass, Ore.; and Drew Jacobs, Faronia Lumber, San Francisco, Calif.



Frank Peterson and Regina McCracken, Swanson Group, Grants Pass, Ore.; and Rod Lucas, Action Wood Products, Brooks, Ore.



Wayne and Lynne Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; Tonya Hollamon and Laura Weber, Roseburg Forest Products Co., Roseburg, Ore.



Jeff Ostrom, Ostrom Forest Products Inc., Lake Oswego, Ore.; Steve Swanson, Swanson Group, Grants Pass, Ore.; and Chuck Dansky, Billboard Lumber Products Ltd., Riddle, Ore.



Pat Murphy and Chris Sallee, Pacific Western Lumber, Lake Oswego, Ore.; and Tim Beaudoin, West Coast Industrial, West Linn, Ore.



John and Dar Stenbridge and Jim and Sara Hunt, Swanson Group, Grants Pass, Ore.



Alice Briggs, Greg Pittman and Jody Brown, D.R. Johnson Lumber Co., Riddle, Ore.; and John Grove, Oregon-Canadian Forest Products, North Plains, Ore.



Jeff Johnson, Kelly Johnson and Jim Hunt, D.R. Johnson Lumber Co., Riddle, Ore.; Duane Leavitts, Leavitts Freight Service, Springfield, Ore.; and Jodi Westbrook and Jenny Redfield, D.R. Johnson Lumber Co., Riddle, Ore.

BOISE PHOTOS – Continued from page 13



Chuck Ulick and Ray Barbee, Roseburg Forest Products Co., Roseburg, Ore.



Mike Tutor, Boise Cascade, Memphis, Tenn.; Mann Booth, E.C. Barton & Co., West Memphis, Ark.; and Neil Crowson and Larry Chance, E.C. Barton & Co., Jonesboro, Ark.



Greg Smith, E.C. Barton & Co., Jonesboro, Ark.; Mike Tutor, Boise Cascade, Memphis, Tenn.; and Kevin Pierce and Jeff Cole, E.C. Barton & Co.

MARY'S PHOTOS – Continued from page 14



Earl Stevens, Boise Cascade, Memphis, Tenn.; Brandi Hauswald and Kendyl Dean, Race On Driving Experience, Memphis, Tenn.; and Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.



Rich Littrell, Littrell Lumber, Decatur, Ala.; Jerry Filson, Boise Cascade, Nashville, Tenn.; and Tucker Littrell, Littrell Lumber



Randy Smith, Mary's River Lumber Co., Montesano, Wash.; Jim Anderton, Clear Point Inc., Tualatin, Ore.; Andy West, High Desert Trading Inc., Bend, Ore.; Glen Clason, Cascade Warehouse, Salem, Ore.

Additional photos on page 28

Ontario/Quebec Business Trends



By David Owens
Associate Editor

Although the Softwood lumber industry has faced a challenging couple of years, the owners of some mill and wholesale operations are finding ways to keep themselves and their businesses above water. In some cases, they are looking both high and low.

One long time Ontario mill, for example, began shifting its business to cater to high-end business back in 1990. The owner said even then it was apparent that the company needed to change its business model.

"That's when we realized, this is no good; we're just beating our head against a wall so that it feels good when we stop. We got out and started looking at other avenues," he said.

Rather than continuing to operate as a mill, he began carving out a niche for himself. He said he was fortunate in that several of his suppliers were ready to help him make the transition to serving high-end contractors.

"I try to keep that philosophy going now," he said. "If a customer needs one board, that's okay. I don't look down at one board people."

Today, Pine sales make up about a quarter of his business, with much of that coming in the form of Pine flooring and paneling. He said the tongue and groove flooring for rec rooms has been popular, as has beadboard.

"We do sell better grades from No.3 up

to a clear. It's about 25 percent of our business," he said.

He noted that steady growth has been a hallmark of his company. "I'm quite satisfied, considering what is happening in the business. For the last four or five years, we've had sales increases of 5 to 7 percent. This year, we'll probably break even, but that's good."

He said some of his business security is a result of his customers' clientele, adding that many of them appear to "be immune to the vagaries of the marketplace." He also has a number of serious hobbyists who need good lumber for their projects, or who are making furniture. He added that although there is some competition, he said it is geographically spread out.

"We're not competing with each other," he said. "In fact we have good relationships with each other. If we don't have it I'll gladly send it to our competitors."

He said he is glad his company shifted focus when it did, citing the need to carve out a niche in a marketplace increasingly dominated by larger retailers.

"We just had another Home Depot open four miles from us last week," he said. "Within 10 miles, there are five Home Depots. I'm glad we got out of the regular retail market because we would have been dead. For us it's a nicer mix; philosophically, I like it because you have people come in who want to buy these nice woods."

But the high-end customers are not the only ones helping to keep the Softwood industry alive. One sawmill in Ontario has found solid sales in producing unique pieces and economy wood, and is doing very well by it.

"The 2x4's are not in good shape because there is no construction," a sales representative from the company said. "There is no volume whatsoever. That's the big problem. However, the oddballs and economy material we are selling at a very good return."

Like many others, he attributed the

Continued on page 38

South/Southeast Business Trends



By Gary Miller
Managing Editor

According to sources in the Southeast, sales have remained flat throughout much of 2008. Some sawmill curtailments have also given a boost to prices, but may not be enough, according to one contact.

An Alabama wholesale distributor said his company's profits are off from last year. "It has been better, but it could be worse," he said. "We're holding our own. It's been pretty flat so far this year."

The source said Southern Yellow Pine dimension has seen an uptick in recent weeks, while Cedar and other species are down approximately 20 percent from last year. "I think we may see some improvement during the middle of next year, but we won't get back to normal activities until 2010," he said. "Maybe all of this bad news will have worked through the system by then."

A Florida-based lumber wholesaler said there's not a lot of good news, and many lumberyard chains and distributors continue to face financial hardships.

"A lot of end users, lumberyards and truss facilities are in trouble," he said. "We're having credit issues with numerous accounts that were always solid. We're all in this together so we just have to let some time go by. Things are bad, but they'll get better."

Companies Finding Ways To Combat Diesel Costs

TW Perry, a building materials supplier

with locations in Leesburg and Springfield, Va., is one of many companies trying to overcome the rising cost of diesel fuel. The company, which operates a fleet of 70 trucks, recently added a small surcharge (\$5 for next-day delivery), but is absorbing many of the higher surcharges from vendors.

Rich Cortese, president of TW Perry, said the company is well-equipped to handle the rising cost of diesel due to initiatives they began during the housing boom. The firm began a "next-day delivery" program during the boom period, but often found it difficult when working with busy contractors. TW Perry streamlined its logistics operations using new software, and those investments are now paying off.

With rising costs also come more reports of diesel fuel theft. Some companies, including Somerville Lumber, are using a fuel management system known as FuelForce that requires drivers to use key cards at gas pumps, and records how much gas goes into each vehicle. Drivers must then input their mileage.

NAR Names Bowling Green An Ambassador City

The National Assoc. of Realtors (NAR) and the U.S. Conference of Mayors recently named Bowling Green, Ky., as an Ambassador City for its homeownership education and foreclosure counseling initiatives.

Bowling Green's Ambassador designation recognizes the joint efforts of the city, Bowling Green Mayor Elaine Walker, and the Realtor Assoc. of Southern Kentucky, along with lenders, nonprofits and other housing advocates, in developing the homeownership education program, "Creating a Responsible Community." The program aims to increase and sustain the area's homeownership through education and pre- and post-purchase finance counseling. The goal is to raise homeownership rates and minimize foreclosures in the

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MARY'S PHOTOS – Continued from page 26



Dennis Miller, Union Pacific Railroad Co., Vancouver, Wash.; Nathan Wilson, High Desert Trading Inc., Bend, Ore.; Greg Patterson, North Pacific, Portland, Ore.; and Leland Curtis, Billboard Lumber Products Ltd., Riddle, Ore.



Brad Kirkbride, Mary's River Lumber Co., Corvallis, Ore.; Bob Vandewall, OrePac, Tacoma, Wash.; Gordon Groshong, Wilson-Heirgood Associates, Eugene, Ore.; and Daryl Hogge, Bank of America, Portland, Ore.



Brandon Kirkbride, Bank of America, Portland, Ore.; Chad Kavanagh, Mary's River Lumber Co., San Diego, Calif.; Craig Hodgson, Cascade Warehouse, Junction City, Ore.; and Pete Kelley, Mary's River Lumber Co., Corvallis, Ore.



Joe Chagnon, Mary's River Lumber Co., Corvallis, Ore.; Darby McConaughey, General Freight Services, Wilsonville, Ore.; Travis Kundert, Joe Nickols Livestock Bedding, Albany, Ore.; and Erin Manson, General Freight Services



Terry Smith and Randy Schuchardt, Mary's River Lumber Co., Montesano, Wash.; Lester Sjolholm, LNS Sales Inc., Lacey, Wash.; and Bob Gruhke, International Wood Products LLC, Tumwater, Wash.



John Harris, iLevel by Weyerhaeuser Hardwoods & Industrial Products, Tacoma, Wash.; Jeff Jameson, iLevel by Weyerhaeuser Hardwoods & Industrial Products, Federal Way, Wash.; Dave Halsey, Patrick Lumber Co., Portland, Ore.; and Chase Lamothe, Patrick Lumber Co., Corvallis, Ore.



Don Dye, Mary's River Lumber Co., Corvallis, Ore.; Steve Schmitt and Pete Henningfield, Stimson Lumber Co., Portland, Ore.; and Larry Smith, Billboard Lumber Products Inc., Keizer, Ore.



Jim Steele, Weatherly's Inc., Eugene, Ore.; Marc Crozier, 4-C's Lumber Co. Inc., Eugene, Ore.; and Donn Thomas and Rick Enos, Real Wood Products, Eugene, Ore.



Jon Root, Cascade Capital, Tacoma, Wash.; Jeff Brigge, RFP Manufacturing Inc., Spanaway, Wash.; and Don Myers and Don Dye Jr., Boise Cascade, Vancouver, Wash.

TRI-PRO™ PHOTOS – Continued from page 17



Jim Sokolis, Rockwood Insurance, Couer d' Alene, Idaho; Steve Hirst, Tri-Pro Cedar Products Inc., Oldtown, Idaho; Ray Saccomanno, Big Bart, Blanchard, Idaho; Joel Jacobsen, Lumber for Less, Newport, Wash.; and Cory Anderson, Haddock Associates, Coeur d' Alene, Idaho



Dustin O' Sullivan, Cedar Source Manufacturing, Portland, Ore.; Cindy Wood, Intermountain Orient Inc., Phoenix, Ariz.; Debbie Cluster, Tri-Pro Cedar Products Inc., Oldtown, Idaho; and Denny O' Sullivan, Cedar Source Manufacturing

PACIFIC COAST PHOTOS – Continued from page 23



Rex Swanson of APA The Engineered Wood Association, Tacoma, Wash.



Duane Roth, Contact Industries, Clackamas, Ore.



Ryan Kline, Disdero Lumber Co., Clackamas, Ore.



Tom Angel, Philip Shoults, Andrea Holmes and Yuri Lawrence, LP Building Products, Nashville, Tenn.



Garnett Douglass, and Ken Goodnough, Pacific MDF Products, Rocklin, Calif.

Western Business Trends



By Terry Miller
Associate Editor

Information from sources in the Western region was mixed about how they are surviving the downturn in the housing industry. Whether

maintaining a low inventory, or diversifying a product mix, companies are getting themselves prepared for the future.

A Montana sawmill source said many companies are struggling to break even in this market. "We're operating on a very lean inventory, highly specified in both studs and boards," he said.

The contact said sales of Ponderosa Pine boards remain strong, and there has been some seasonal price appreciation on common boards. "But, I think it's going to remain pretty tough for the foreseeable future anyway," he said. "From a resource standpoint, we are experiencing some log shortages. A high demand for pulp logs has been compounded by us coming into fire season."

An Idaho-based sawmill and planing mill source said his company is surviving the downturn due to diversification of inventory.

"It's not real good, but because we're so diversified, it's not too bad either," he said. "The volume is definitely not there from where it was a year ago. There's a lot more overhead, and you have to jump around and run different machine centers to make everybody happy."

The source said volume on both Cedar and White Fir need some improvement, as do Fir prices. "In the second quarter of 2009, we'll see a little uptick," he said.

"When you have a big boom, you have a big bust. Normal business conditions would be good."

Existing-Home Sales Up Slightly In West

According to the National Assoc. of Realtors (NAR), existing-homes sales recently rose 1 percent in the West to a pace of 1.03 million, still 6.4 percent lower than a year ago. The median price in the West was \$288,400, which is 17.2 percent below 2007 figures.

Nationwide, existing-home sales fell 2.6 percent to a seasonally adjusted annual rate of 4.86 million units, 15.5 percent lower year-to-date. Total housing inventory rose 0.2 percent to 4.49 million existing homes, an 11.1-month supply at the current sales pace.

Lawrence Yun, NAR chief economist, said that despite an overall sales decline, existing-home sales rose significantly from a year ago in Las Vegas, Nev., among other places. "Sales are now beginning to pick up in Phoenix," he said.

Single-family home sales declined 3.2 percent to a seasonally adjusted annual rate of 4.27 million, 14.8 percent below 2007 figures. The median existing single-family home price was \$213,800, down 6.7 percent from a year ago.

PHSI Rises 4.6 Percent In Western Region

According to the latest forecast by the NAR, pending home sales recently rose 4.6 percent to 101 in the Western region, but remain 1.7 percent below a year ago. The Pending Home Sales Index, a forward-looking indicator based on contracts signed, rose 5.3 percent nationwide to 89, still 12.3 percent below 2007 figures.

Lawrence Yun, NAR chief economist, said sales have been in a pattern of rising and falling with a fairly narrow range. "The vacillation of data from one month to the next indicates a housing market in transition," he said. "The rising in pend-

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Northeast Business Trends



By Sue Putnam
Editorial Director

Sources in the Northeast recently stated that sales have been sluggish, but some hope remains in the remodeling sector.

A Connecticut wholesale distributor said the housing market continues to be down in comparison with years past.

"Times have been a little tight to say the least," he said. "New home sales have been sluggish, but the remodeling sector has been strong. Particularly, high-end remodeling has been fairly consistent. Otherwise, it's tough going."

A Maine planing mill source said he's been able to move products, just at a slower pace.

"We're having to work much harder to make our sales," he said. "Some overhead costs are still strong, and margins have been squeezed. A turnaround will not come around until next summer, but I'm still optimistic about the long term. When we get through this mess, the industry will be in a better place."

The contact said a decrease in Eastern White Pine production has helped prices, but production has not slowed down enough to meet purchasing levels.

Multi-family Starts Fuel Rise In Northeast

According to the U.S. Commerce Department, newly instituted building code changes in New York City recently helped nationwide housing starts and building permits rise 9.1 percent and 11.6 percent, to 1.07 million units and

1.09 million units, respectively.

Multi-family housing starts, fueled by a big jump in the Northeast, rose 42.5 percent to 419,000 units nationwide. Multi-family permits also rose 39.4 percent to 478,000 units. Due to the New York City data, building permits in the Northeast rose 73 percent.

Starts of new single-family homes dropped 5.3 percent, to a seasonally adjusted annual rate of 647,000 units, the slowest pace in 17 years and down 64.5 percent from the building boom peak of January 2006. Single-family permits declined 3.5 percent to 613,000 units. Excluding the Northeast data, overall housing starts dropped 4 percent and building permits increased by 0.7 percent.

"Traffic of prospective buyers is down substantially, and consumer confidence is very low," said David Seiders, chief economist for the National Assoc. of Home Builders (NAHB). "Job-market losses, deepening problems in the finance arena and sinking home values aggravated by the wave of foreclosures are all contributing factors that are keeping potential homebuyers on the sidelines."

County Green Building Programs Continue To Rise

According to the American Institute of Architects (AIA), based in Washington, D.C., the number of counties with green building programs has risen from eight to 31 for an increase of 387.5 percent. In order to study eco-friendly initiatives, AIA commissioned a study, named "Local Leaders in Sustainability: Green Counties," which found that nearly 43 million people live in counties with green building programs.

Montgomery County, Md., was one of several counties chosen in a case study to reflect the best practices and diversity of sustainability policy. The study's Eastern Region, which includes the Northeast, was also found to have the most green building programs at 19,

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Missoula, Mont.
Mike Bailey, North Pacific, Portland, Ore., and Mike Holm of Oregon-Canadian Forest Products Inc., North Plains, Ore. won the horse race, with the team of Ron Cluster, Tri-Pro™ Cedar Products, Oldtown, Idaho and Dennis Ebel, Bitterroot Valley Forest Products, Missoula, Mont., as runner-up.

The sales managers from all of the mills that are part of the Inland Lumber Producers Assoc. participated in a closest-to-the-pin contest on the signature "floating green" hole. John Branstetter of Vaagen Bros. Lumber, Colville, Wash., took the top prize.

WHO'S WHO - Asher
Continued from page 2

wood line includes Southern Yellow Pine, western commodity panels and specialty panels like ACX, MDO, marine and concrete form. While North Pacific sells a complete line of OSB panels, they specialize in oversized (4x9 and 4x10) and Structure 1. Originally from Medford, Ore., Asher started his career in the lumber industry with North Pacific in 2000. Prior to that, Asher attended Tigard High School in Tigard, Ore., and graduated from the University of Oregon (U of O) with a degree in psychology and minor in business. As a football player at U of O, he was named "Defensive Player of the Year" in 1991, 2nd Team All Pac 10 in 1994, 1st Team All Pac 10 in 1995 and played in two bowl games, the Rose Bowl in 1994 and Cotton Bowl in 1995. After leading the Ducks in tackles, he was drafted by the Washington Redskins in 1996. After two years in the NFL, a neck injury caused him to leave the NFL, which brought him to the lumber industry. Currently, Asher resides in Portland, Ore.,

with his wife, Erin, and two children. In his free time, he enjoys fly-fishing and golf. Founded in 1948, North Pacific is an employee-owned, privately held wholesale distributor of building materials, industrial and hardwood products, and other specialty products. The company is one of the largest distributors in the U.S. with over \$1 billion in sales annually.

WHO'S WHO - Derkach
Continued from page 2

moved into sales 25 years ago, specializing in Western Red Cedar products. Mid Valley Lumber Specialties was established in 1994 and is owned by Al Fortune. The company focus is on Western Red Cedar with a product line to include fencing, decking, dimension, timbers, baluster, fascia and industrial grade lumber.

WHO'S WHO - Greene
Continued from page 2

ty wood products (full dimension and rough sawn) throughout Colorado. Woodworks Lumber and Sawmill also engages in logging, select cutting and clearing for the National Forest, Bureau of Land Management and private property owners. The company purchases over 1 million board feet of lumber annually. Greene has been involved in the forest products industry for 18 years. He began his career as a professor, logger and timber products buyer-broker. Greene is a graduate of Central High School in Sioux City, Iowa. He received a master's degree from the University of Colorado in Boulder, Colo., and a doctorate in statistics from Colorado State University in Fort Collins, Colo.

Greene and his wife of 30 years, Patricia, have one child and two grandchildren.

WHO'S WHO - Hardin
Continued from page 2

Spruce-Pine-Fir (SPF) 1x3 through 2x12 (premium, No. 2, No. 3, Economy), Southern Yellow Pine (No. 1 through No. 4, MSR), oriented strand board and plywood. North American Forest Products is a member of the Wood Truss Council of America, Recreational Park Trailer Industry Assoc., Midwest Industrialized Unit Manufacturers Assoc. and the North American Wholesale Lumber Assoc. The firm purchases approximately 140 million board feet of lumber annually.

Hardin has been involved in the forest products industry since 1980. He began his career unloading boxcars for Chase Barlow Lumber Co. in Louisville, Ky. Hardin has been in his current role for 12 years. His other responsibilities have included working for a homebuilder, outside sales and sales manager.

Hardin graduated from Spencer County High School in Taylorsville, Ky. He received a bachelor's degree in business and marketing from the University of Kentucky in Lexington.

Hardin and his wife of 17 years, Amy, have one child. He enjoys family activities, hunting and fishing.

WHO'S WHO - Mussman
Continued from page 2

Spruce-Pine-Fir and Southern Yellow Pine materials. The company purchases more than 1 million board feet of lumber annually.

Mussman has worked for the company for two years. He is a graduate of Cedar Falls (Iowa) High School, and received an associate's degree in marketing management

from Hawkeye Community College in Waterloo, Iowa. He received a bachelor's degree in marketing/management from Upper Iowa University in Fayette, Iowa. Mussman was awarded the President's Club Award from Sherwin-Williams for profit and sales. Mussman has two daughters, and is interested in Corvettes.

DANIELS -
Continued from page 4

"We specialize in bears, but always enjoy a custom order. We capture very natural, realistic positions in each carving," Johnny said. "The process is amazing to watch, and the results are incredible. After the carving is complete, the final character is sanded, painted and detailed. The result is a highly detailed, one of a kind sculpture."

All this takes place in a rented yard and a large building in an industrial park at the edge of town.

"When we moved into this place, it was like—what are we going to do with all this space?—and just a little while later we've started to outgrow it," Ron said.

The custom production mostly happens inside the building, while the tree house production mostly happens in the yard.

"We don't build things until people order them, so we have stacks of raw materials ready to go including lumber, logs, recycled roof shingles, wine barrel staves, etc.," Ron said. "There are a lot of tree houses in various stages of production."

The company purchases about 400,000 board feet of Douglas Fir, Western Red Cedar and Redwood lumber annually, along with plywood. Most of the lumber is purchased from mills in the Pacific Northwest and northern California.

"We use almost 100 percent Softwoods," Ron said. "There are various types of chainsaws that we use to hollow out those logs and carve. We also have a crane, a few fork lifts, couple of trucks, scissor lift,

Continued on page 31

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DANIELS -
Continued from page 30

nail guns and general construction tools." Daniels Wood Land has over 40 employees and ships most of their products via truck. Sometimes a step deck truck is needed and often times numerous vehicles are used to transport the tree houses.

"We've shipped tree houses all over the world, including Hong Kong, Japan, Jordan, Saudi Arabia, Canada, Mexico, Spain and more," Ron said. "Our clients include celebrities such as Clint Eastwood, Vanessa Williams, professional athletes including NBA star Jason Kidd, and MLB star Roy Halladay. We're grateful to all of our customers and fans for their support."

The city of Paso Robles, a community of 29,500 nestled in the coastal mountain range of central California, is where the values and riches of the past are interwoven with the future. Located close to mountains, beaches, and deserts, it is home to one of the United States' greatest wine growing areas and a growing number of hot springs resorts. The City has a long history with both wine and healing waters. Situated midway between Los Angeles and San Francisco, it is also a gateway to thriving metropolitan areas north, south and east.

At the rate Daniels Wood Land is going, the city may become known for its tree houses.

It is amazing to see how the creativity and ideas of a few guys can become the American dream.

"We're always excited to build new things that no one has ever seen before. We're constantly innovating and to a certain extent, no two tree houses are the same," Ron said.

As long as Daniels Wood Land keeps that mindset, they should be around "buildin', carvin' and creatin'," according to Johnny Daniels.

For more information about Daniels Wood Land, call 805-239-2832.

BOISE
Continued from page 13

ny's customers. Festivities were held at the Memphis Motorsports Park where several guests earned laps around the speedway after taking driving lessons through Race On Driving Experience, which provided the thrill of driving an actual NASCAR racecar.

Several of Boise's customers completed Race On's driving school, and then climbed in the driver's seat to enjoy a fast-paced lap around the racetrack, topping 115 miles per hour. Other customers fastened their seatbelts for a 140-mile-per-hour lap around the track with their Race On driving instructor.

All were treated to lunch, and vendors were on hand to display and demonstrate some of their latest products.

The Memphis-branch of Boise's BMD divisions is one of several located around the country. Boise has a long history as a manufacturer of engineered wood products, plywood, lumber, and particleboard and distributor of a broad line of building materials, including wood products manufactured by the company's wood products division. The company is privately-owned and headquartered in Boise, Idaho.

MARY'S RIVER -
Continued from page 14

Kavanagh, and Rick Enos of Real Wood Products. Darby McConaughy and Erin Manson, both of General Freight Services, also received women's long drive prizes.

Mary's River Lumber Co. is a leading producer of Western Red Cedar. The firm manufactures a diverse line of Cedar products including siding, decking, boards and fencing. Mary's River is an industry leader in the development and implementation of cutting-edge sawmill and finishing systems

specifically designed for processing Western Red Cedar.

TRI-PRO™ -
Continued from page 17

the overall player.

Tri-Pro Cedar Products is a Cedar manufacturing mill located in the panhandle of Idaho. The firm's Albeni Falls plant is situated on 200 acres of land with access to rail, as well as truck and van loading capabilities.

The company operates ten 70,000-board-foot capacity dry kilns, four planers, seven re-saws and an automatic stickering machine with covered storage holding capacity of over 100,000 square feet. Currently, Tri-Pro Cedar ships between 3.5 and 4 million board feet per month.

Tri-Pro manufactures a complete line of green and kiln-dried Cedar products including quality deckings, sidings, patterns and trim.

POTLATCH
Continued from page 19

Resort, located here. The company's annual cocktail party provided an evening of fun and casual networking.

Potlatch Corp. owns 1.7 million acres of timber certified by the Forest Stewardship Council (FSC), and manufactures a wide variety of forest products. The company traces its history to the founding in 1903 of Potlatch Lumber Co. Potlatch now employs approximately 3,800 people at 13 facilities across the country.

BCWLA -
Continued from page 21

a whole.

In 2005 for example the BCWLA roasted its Lumberman Of The Year, Ernie Thony, V.P. Sales for West Fraser Mills. In 2006 it was Canada's Foreign Affairs Minister the Honourable David Emerson, MP formerly head of Canfor. Last year it was Steve Granger, retiring president of one of Forest City Trading Group's crown jewels, Olympic Industries.

Dalton Lewis entered the lumber industry in Prince George, B.C. in the early "sixties." He worked closely with such legends as Mel Rustad (Rustad Bros.), Bill and Dave Dunkley (Dunkley Lumber), Don McColl (Netherlands Overseas Mills) and Bill Kordyban (Carrier Lumber).

During his long, illustrious, and colorful career other lumber stops along the way included Ferguson Lake Sawmills (Polar Brand), Imperial Lumber, Balfour Guthrie, Can Am, Lignum, Finlay Forest Ind., and AFA Forest Products.

Detours along the logging road of life also included owning a hair dressing salon and two pubs. But the sawdust always remained in Lewis's veins.

He and his wife Yuri, of Welco Lumber Corp., Vancouver, B.C., live in Richmond, B.C. "I have three grown children," he says. "Two perfect grandchildren and a pug named Zach. I love fishing and golf. I have four friends - I hope they came to the roast?"

It is said that a man is measured by the company he keeps. If the crowd that filled the Whistler Ballroom at the River Rock Casino Resort to overflowing to join Dalton Bruce Lewis on his special award night is any indication, he was indeed in good company.

PACIFIC -
Continued from page 23

The annual event has evolved into a pre-

Continued on page 37

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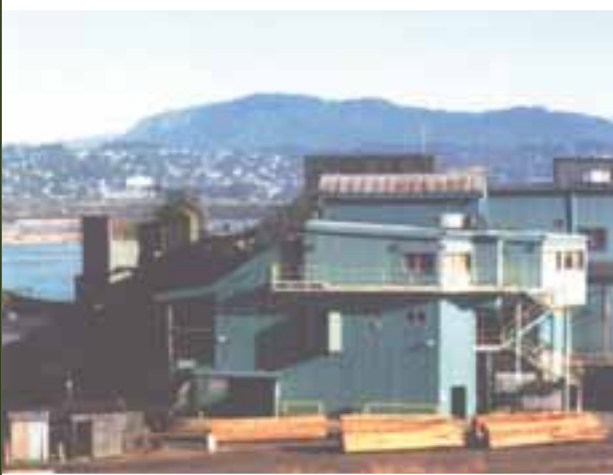
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PACIFIC -
Continued from page 31

mier trade show and conference that attracts more than 26,000 residential builders, developers, architects, financiers, product manufacturers and consultants in the industry.

More than 650 building product suppliers exhibited their wares this year at the event, which focused heavily on green, eco-friendly, energy efficient and sustainability. Speakers addressed this from a purely business standpoint, noting that green building makes sense to a company's bottomline. That was the specific message at the Builder-to-Builder Green Forum, an information session that more than 100 building professionals attended. Energy efficient homes, for example, sell at a faster pace due to their lower operating costs.

J. Walker Smith, president of research firm Yankelovich Partners suggested that today's homebuyers are not as concerned about the environment as builders may think. He advised builders to offer homebuyers incentives to go green. "Talk about saving me money (as a homeowner)," he said. "Don't talk about green."

Overall, speakers at the PCBC were optimistic and upbeat. Marketing researcher John Burns said in his panel session that "the day is coming when we'll be making a lot of money, and I think it's coming soon."

Burns panelists concurred. Those panelists included Richard Dugas, president and chief executive officer (CEO) of Pulte Homes, and Bert Selva, president and CEO of Shea Homes. Burns noted great deals on land right now are plentiful, as well as opportunities in home buying due to dropping sales prices.

Selva advised builders to focus on things they can control. And panelists concurred that a tax credit for home buying to avert damage to the country's economy is needed by the federal government.

More than 60 seminars and workshops during PCBC featured renowned figures in business, media, sports, literature and entertainment.

Also, the winner of the coveted Gold

Nugget Award was Talking Rock, a luxury master-planned community in the Prescott, Ariz., area. Gold Nuggets honor creative achievements in architectural design and land use planning for residential, commercial and industrial projects internationally. This year, 520 entries were entered in the Gold Nuggets contest in various categories. Entries come from 14 Western states, as well as other countries.

WASHINGTON SCENE -
Continued from page 2

and importers will be held to a flexible "due care" concept, which means larger importers such as big-box stores could be held to a higher standard than smaller independent companies. Countries with a higher record of illegal logging would likely also be more closely targeted.

Penalties range from \$250 to over \$500,000 with a possible jail sentence for knowingly sourcing or failing to exercise due care when sourcing products that contain illegal timber or plants.

Despite not being covered under the Lacey Act, Softwood lumber and Softwood lumber products do have protection under the import declaration programme.

FY09 Appropriations Bill May Be Carried Over

As of press time, it was likely 12 FY09 appropriations bills would not be approved before the start of the fiscal year on Oct. 1. While defense and homeland security appropriations bills may be voted on, the rest of the federal government will probably begin FY09 operating under a continuing resolution.

The House Appropriations Committee meetings were recently brought to a standstill after Republican amendments to open parts of the Outer Continental Shelf and Arctic National Wildlife Refuge to oil and natural gas exploration. As a result, House leadership opted not to address public lands, environment and energy-related

appropriations bills before the November election. Meanwhile, the Senate Appropriations Committee cancelled subcommittee and full committee mark-ups of the Interior Appropriations bill.

Democratic leaders in the House and Senate are pushing for a second emergency supplemental appropriations bill to include domestic spending items that were dropped from the \$255 billion supplemental passed in June.

Following rampant wildfires in California, Senate Interior Appropriations Chairwoman Dianne Feinstein (D-Calif.) has requested that the supplemental include \$910 million to fund wildfire suppression efforts, rehabilitation and recovery efforts in California.

FLAME Act Passes House By Voice Vote

The House of Representatives recently passed by voice vote the Federal Land Assistance, Management and Enhancement Act (FLAME), which would create a federal wildfire-fighting account aimed at easing the financial burden that catastrophic wildfires have on the Forest Service and the Interior Department.

This special fund would cover the cost for severe or complex wildfires that are more than 300 acres. Fires of this size make up a small portion of the total number of wildland fires (less than 2 percent), but a majority of the firefighting budget (80 percent).

Money for the fund would be appropriated based on the average firefighting costs over the last five fiscal years. The Forest Service has already spent more than \$900 million of the \$1.2 billion it has available for fire suppression in FY08.

IRS Eliminates Netting Rule For Open-Loop Biomass Facilities

The Internal Revenue Service (IRS) recently issued new guidance to eliminate the netting rule for open-loop biomass facilities. The revised policy will overturn interim guidance that required open-loop biomass facilities sited at an industrial facility to net the electrical load of any adjacent industrial facility (if owned by the same taxpayer) from the open-loop plant's electricity generation, before claiming the Production Tax Credit (PTC) on the

remainder, regardless of whether the open-loop plant was actually serving the electrical load of the industrial facility.

This will allow open-loop biomass facilities to claim the PTC on all the renewable power it sells to the grid, irrespective of how an adjacent facility meets its power needs. This will provide a significant boost to the economics of open-loop biomass power production. The guidance does not reverse the third-party sale rule, which primarily applies to pulp and paper facilities, and requires that power actually be sold onto the grid in order to claim the PTC. The administrative fix to the netting rule should strengthen efforts to secure rate parity for open-loop biomass.

WEST COAST TRENDS

Continued from page 8

not anxious to ship wood to the United States. Right now we are seeing a turnaround with clear Redwood starting to be used more in place of clear Western Red Cedar. The price of Redwood is only about half as much as Cedar and it is very available. Over the years I have seen these two species flip flop. When the price of one specie goes way up, buyers switch over to the other. We find they are almost perfectly interchangeable."

Duchi said that he feels that higher end markets are stronger than the commodity markets. "Sales are not easy anywhere right now, but the higher end sales are still rolling along at a decent pace," he said. Freight is making more of a difference every day in the way many suppliers do business. It is not so much a factor for us because the value of our shipments is so much higher than commodity items. Freight and fuel costs are a smaller percentage of the total for us than it is for less expensive wood."

Brian Jones at Zip-O-Log Mills, Eugene, Ore., said, "We're still moving timbers

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WEST COAST TRENDS

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every day and our mill is still producing on two shifts, but it is a tough market. You have to make more calls than ever, especially to move the framing lumber and commodity items. It's a grind," he said.

Gary Knight of R.B. Lumber, Oregon City, Ore., said, "It's a tough market out there and every day is a struggle. In our wholesale business you find out what the customer wants to buy and then you go find it at the best price you can. We are selling domestic stock and imported items." Knight said that recently Rick Shoemaker, a veteran in sales of Cedar and Whitewoods, has joined R.B. Lumber, which Knight and his partner Randy Brown operate. "Rick's doing a great job for us," he said. "In the short time he has been with us, he's already brought in a good number of sales and proved to be a strong addition to our company." Knight said fencing is still moving. He is also seeing some post and rail sales and he is seeing stronger sales of industrial items. "Volumes are off 10 to 15 percent with some of our customers that sell some big box stores," he said.

Vince Mast of Hampton Lumber Sales, Portland, said, "We've been real active in sales of dry Hem Fir with solid sales. But the 2 x 10 market is kind of weak. Everything in dry stock is seeing better sales, but green Doug Fir is a dog; there is no demand. A lot of northwest mills have shut down. We are not expecting any big activity after Labor Day. We think there will be more consolidation. Credit issues are a big factor now, sometimes with company names you'd never have guessed being a problem. We see prices staying down and we feel that it will get worse before it gets better for the entire winter.

In British Columbia, Cam Cook, in sales for Gorman Brothers, Westbank, said, "Our board sales have picked up since two weeks ago and we seem to have turned the corner a bit - I'm talking in global sales, including everything. We are still selling only 50 percent of our production into the United States. Japan and Korea are back from their summer slowdowns and those areas are buying wood again."

He said, "In the U.S. there is a shortage of 1 x 4, No. 2 and this could be because of less European stock in this country, plus downtime at a lot of mills across North America. We are seeing more orders for 1 x 4s. Our inventory levels are coming down and we are seeing good figures for the fall. We are in good shape. We are almost back to running around the clock and will be doing that by September 1st. We see improvements in demand from North and South Carolina and along the East Coast. The Midwest is in a bit of a slump, but is improving. The West Coast is doing okay overall, with Alaska picking up after a long winter. We saw a long spring with a lot of rains and floods that held up buying and we are seeing some of that buying now."

Jim Dunse, sales manager for Mill & Timber Products, Surrey, B.C., said, "Cedar sales have gotten more difficult. July was okay, but August has gotten tough. Our customers have told us they feel they will see somewhat of an increase in September sales. Prices on Cedar have not been the issue. It is usage. Dropping prices does not make buyers more interested. A lot of Cedar mills have taken some downtime. Right now we are inventorying a bit more wood. Our customers tell us they will need wood for October and November. Our mill is operating on a regular schedule."

Ian Wright of Pacific Western Wood, Delta, B.C., said, "I'm only here while Dennis (his son) is on holiday. Business is not too bad, but currently it is slow. The Canadian dollar has lost a bit against the U.S. dollar and that always helps. Some say it will go down to 90 cents in the next six months. We are having no trouble getting the Cedar we need for our lattice, decking and clear products."

Carlos Furtado of Sawarne Lumber, Richmond, B.C., said, "Our Cedar business is very quiet. The phones are dead and business is really off. Most people we talk with say their sales are off 30 to 35 percent. No buyers want to commit. Price is not a factor. The buyers tell us they will buy the wood when they need it. I feel over the long term most people are positive, but we are going through a slow period in late summer."

MIDWEST TRENDS

Continued from page 8

In a similar report, the Federal Reserve Board said home sales are down approximately 16 percent year-to-date in St. Louis, Mo. Single-family housing permits are also down 42 percent year-to-date in St. Louis, and flat in Fargo, N.D.

ONTARIO/QUEBEC TRENDS

Continued from page 27

lumber problems in Canada to the economic troubles in the United States, citing drops in the housing market in particular.

"The softness of the market, that's why people are reluctant to buy," he said. "They say, 'Why buy today when I can save \$10,000, \$20,000, or \$40,000 next month?' There is no confidence whatsoever."

One area where he has not seen a drop off, however, is in low-end lumber. "People still need crating and lumber for industrial use," he said. "There is always a use for lumber for industrial purposes."

Although this segment is doing well, he is hopeful that the other areas of his business will catch up sooner rather than later. "I think we will see a turnaround in one year," he said. "I don't want to be pessimistic, but I think I am realistic. We'll see an improvement, but only next year. Right now, my feeling is that we are in the bottom of the cycle."

In his 30 years in the business, he said he has seen a lot of cycles come and go. He added that he has always been impressed by the optimism of Americans, a resiliency that seemed inexhaustible until this year.

"I started business in 1978, and the American people have always been very optimistic," he said. "For Americans, the glass is always half full. Your glass 99 percent of the time is half full. Right now, everybody sees the glass as half empty. It's hard to build on that."

At least one Ontario wholesaler echoed those sentiments. He said he believes a revitalized United States economy is the only thing that will lift the Softwood lumber industry out of the current doldrums. "It's not going to change this year I'm afraid; maybe late in 2009," he said. "With the mill closures, the price is starting to stabilize. Unfortunately it's costing people's jobs, which is not good. Everything you read is about people laying off people here, or laying people off there. Until that stops and we have a little bit more good news on that front, we're going to have a little bit of a problem."

But one Quebec-based wholesaler said he is a bit more hopeful, based on recent numbers that his company has posted.

"It's been very, very good lately," he said. "We were shut down one week in July, and sales have been good. It's quiet, but the price keeps going up because the supply is very tight right now. It is probably too early to say if we've hit the bottom, but I don't think things will go like we saw them go three months or four months ago."

SOUTHEAST TRENDS

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area.

As part of the program, a "Super Saturday" event was held to give residents access to homeownership education and help them assess their foreclosure risk. Homeowners met with Realtors, lenders and lawyers to review their mortgage terms, learn about any potential risks, and get advice on options to help minimize their chances of foreclosure.

Tennessee To Receive Wood Utilization Grant

The Fiscal Year 2009 (FY09) agriculture appropriations bill, recently

SOUTHEAST TRENDS

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announced by U.S. Sen. Lamar Alexander (R-Tenn.), includes funding for the University of Tennessee in Knoxville's Wood Utilization Special Research Grant program.

The bill would provide \$.84 million, or more than \$450,000 annually, to support horticulture research by the university. The University of Tennessee's Institute of Agriculture is one of 10 centers nationwide that takes part in the wood utilization research program. The program supports the research and development of engineered wood products including composites, strand-oriented materials and other value-added products that are important to Tennessee's forestry industry.

New Orleans Is Fastest Growing City

After devastation by Hurricane Katrina in 2005, New Orleans, La., was the fastest-growing large city (100,000 or more residents) between July 1, 2006, and July 1, 2007, according to a new report by the Census Bureau. "This follows the city having the largest rate of population loss since 2000," the report said, noting New Orleans' population rose by 13.8 percent during the time period.

Other cities in the Southeast making the list include Cary, N.C., (fifth); Port St. Lucie, Fla. (seventh); and Clarksville, Tenn. (ninth). Columbus, Ga., had the largest percentage decrease due to a decline in the population living in military barracks. Columbus was followed by Baton Rouge, La.; Hollywood, Fla.; Jackson, Miss.; and Coral Springs, Fla. Baton Rouge and Jackson were both affected by evacuees from New Orleans moving out.

WESTERN TRENDS

Continued from page 29

ing home sales was broad-based with all four regions showing gains. This is welcome news because a rise in contract activity is necessary for an overall housing recovery. With a tax credit now available to first-time homebuyers, increases in home sales could be sustained with the momentum carrying into 2009."

Sales gains have been consistently strong in recent months in Las Vegas, Nev., where affordability conditions have greatly improved.

With roughly 2.5 million first-time homebuyers taking advantage of the temporary tax credit, existing-home sales are likely to rise 7 percent to 5.51 million in 2009 from a total of 5.15 million this year.

Western Residents Face Barriers To Home Buying

According to a recent study by Move Inc., demand for homeownership remains healthy and a significant number of households expect to purchase a home despite the obstacles in today's market. Some 41 percent of current homeowners said they planned to purchase a home again, and 80 percent of all renters indicated a desire to eventually become homeowners.

Of those surveyed, 45 percent of people in the Western region expressed financial concerns as a barrier to buying a home in the current market. Some 39 percent of Westerners said high home prices was the greatest single barrier, above the 31 percent nationwide average. About one-third of those ages 18 to 34 nationwide said they were concerned about a lack of money (38 percent) or poor credit (18 percent).

In an online poll, 81 percent of homebuyers said they were nervous about the current housing market. However, 44 percent believe the housing market will improve once a new president takes office in January.

"These findings show that despite the difficulties homebuyers face in the wake of the subprime crisis and their concerns about economic uncertainty, underlying

demand appears relatively strong," said Lorna Borenstein, president of Move Inc. "Consumers see better times coming."

NORTHEAST TRENDS

Continued from page 29

covering approximately 19 million people. AIA has recommended that counties with green programs should build a broad coalition to be part of policy proposals; hire a full-time director of sustainability; train and accredit county employees in the rating system; and work with regional governments to avoid patchwork and independent programs.

Real Estate Markets Continue To Decline In Northeast

According to the Federal Reserve Board's recent "Beige Book," residential real estate markets have declined or are still weak across most of the country, including the Boston and Philadelphia Districts. Sales also remain sluggish in the New York District — especially at the high end. Difficulties obtaining mortgage financing were reported in the New York District, as well.

In the First District (Boston), residential real estate markets continue to show slower sales in 2008 than in 2007. In Massachusetts, home sales decreased 10 percent year-over-year. Connecticut and New Hampshire experienced year-to-date home sales declines of 27 percent and 23 percent, respectively. Rhode Island home sales decreased 18 percent year-over-year.

Housing markets in the Second District (New York) showed further signs of softening. A contact in New Jersey's housing industry indicated that the market continues to deteriorate but not dramatically. Prices have declined by an estimated 15 percent from peak levels in 2005-2006, with most of the decline coming in the past year. Sales activity is still described as well, while buyer traffic is said to be holding up at the lower end of the market (under \$300K).

Residential real estate activity has also weakened in the Third District (Philadelphia). Residential real estate agents reported sales have slowed for existing homes, while homebuilders are continuing to see falling sales and rising cancellations. Commercial real estate is also sluggish throughout the districts.

TRADE TALK

Irby A Veteran At Tri-Pro™

Orofino, Idaho—Alex Irby is the resource manager for Tri-Pro Forest Products Inc., headquartered here. In his position, he procures logs for the mill, as well as Tri-Pro™ Cedar Products in Oldtown, Idaho.

Tri-Pro Forest Products specializes in Select White Fir (Grand Fir), Douglas Fir, Cedar and Spruce timbers, and 2x4 through 2x12 kiln-dried S4S dimension lumber. The company purchases more than 17 million board feet of logs annually. The company is a member of the Clearwater Timber Protective Assoc., an independent qualified government agency that protects federal, state and private lands.

Prior to joining the company, Irby served as a forest firefighter for 26 years, and a forester for 25 years. He became a firefighter at a young age, and had advanced to assistant chief fire warden upon his retirement.

In addition to his time as a firefighter and forester, Irby has been involved with a number of community service projects and events. He is the past president of Orofino Celebrations Inc., a former Jaycee Senator, past president of the Chamber of Commerce, former board member of the



Alex Irby

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TRADE TALK

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Fish & Game Commission; and current member of the Outfitters and Guides Licensing Board.

Irby has also been involved for 11 years with the Clearwater Basin Collaborative, a soil conservation district, and helps manage some private forestland. He has also helped create local fire and water associations to help provide services for rural residents. "I think what I'm most proud of is being a part of the Clearwater Basin and assuring that there is a good forest supply for the future," he said.

**Bennett Forest Industries,
Riley Creek Merge**

Coeur d' Alene, Idaho—Bennett Forest Industries, based here, and Riley Creek Lumber, located in Laclede, Idaho, recently announced plans to merge their two lumber companies as of Sept. 1. The combined company will operate four Idaho-based lumber manufacturing facilities in Chilco, Grangeville, Laclede and Moyie Springs.

Both Riley Creek and Bennett Forest Industries are long-time family-owned and operated firms focused on serving their customers and employees, investing in their facilities, and remaining committed to their forest products heritage. "The common core values and mission both companies share make this merger a unique opportunity for building a strong lumber franchise, which is better positioned for providing a higher level of service to our customers and employees," said Scott Atkinson, president of the combined company.

Marc Brinkmeyer, owner of Riley Creek Lumber, will serve as chairman of the board. "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," he said.

Dick Bennett, owner of Bennett Forest Industries, added, "We have been in the lumber business for the past five decades and although current operating conditions are about as tough as I have ever experienced, the opportunities in front of our combined companies have me as excited about our future as I can remember." Bennett will serve the company as a director, and continue providing his industry knowledge and wisdom.



Dick Bennett

Riley Creek Buys JD Lumber

Priest River, Idaho—Riley Creek Lumber Co., based in Laclede, Idaho, recently purchased the sawmill plant, property, equipment and certain timber contracts of JD Lumber Inc., headquartered here.

In an open letter to the community, JD Lumber officials Jeff Weimer and Dave Slaughter said, "Due to the continuing poor market for finished lumber, we have decided to accept an offer from Riley Creek Lumber to purchase our sawmill. We will cease operation of the JD Lumber mill effective September 2008."

Slaughter and Weimer said future operations of the JD Lumber facility will be evaluated next spring. JD Lumber officials noted the "excellent" working relationship with city, county and state officials, and thanked employees, the management team and "the many, many real good, down-to-earth people that we deal with in our industry and call our friends."

JD Lumber underwent a multi-million dollar expansion project of its 60-acre mill in 2002-2003, adding dry kilns, and a new boiler and sorting systems and new pro-



Dave Slaughter

duction equipment.

**Warm Springs Reaches
Agreement With Vanpor**

Warm Springs, Ore.—Warm Springs Forest Products Industries, a wholly-owned business enterprise of the Confederated Tribes of Warm Springs, located here, recently entered into an agreement with Vanport International Inc., based in Boring, Ore., to custom cut logs for the international market. Approximately 80 percent of the production will be for the export market.

Warm Springs Forest Products Industries is an industry leader with a long tradition of customer service. The company harvests its timber on a managed, sustained-yield basis, and is equipped to meet the needs of its customers in special orders and cuts, highly mixed and specified loadings, and paper wrapping.

**Potlatch Plans To Spin-Off
Pulp-Based Businesses**

Spokane, Wash.—The Board of Directors of Potlatch Corp., located here, recently unanimously approved the company's plan to pursue a tax-free spin-off of its pulp-based businesses into a publicly traded company called Clearwater Paper Corp. The planned spin-off is subject to final Board approval based on regulatory, market and other conditions.

A spin-off will create two stand-alone, publicly-traded entities: a timber REIT, which is a verified forest practices leader with 1.7 million acres of forestland in Arkansas, Idaho, Minnesota and Wisconsin; and a pulp-based manufacturing company that will include Potlatch's consumer products facilities in Lewiston, Idaho, Las Vegas, Nev., and Elwood, Ill., and its pulp and paperboard facilities in Lewiston, Idaho, and Cypress Bend, Ark. The businesses to be spun-off had revenues of approximately \$1.2 billion in 2007.

Michael J. Covey will remain chairman, president and chief executive officer of Potlatch. Gordon L. Jones will be president and chief executive officer of Clearwater Paper. Potlatch will remain headquartered in Spokane, Wash., and Clearwater Paper's headquarters will be based in the Spokane area at a new office location.

"This spin-off will enable the management and board of both Potlatch and Clearwater Paper to have a sharper focus on their core businesses," Covey said. "Additionally, as two stand-alone entities with sound operations and talented management teams, both companies will be better positioned to manage and grow their businesses, leverage their distinct competitive strengths, attract and retain key employees, and pursue value-creation opportunities such as acquisitions over the long-term."

Potlatch's Lewiston, Idaho, wood products facility, which shares a common site with the Lewiston pulp-based facilities, will also be part of Clearwater Paper. Potlatch's other wood products operations, consisting of four sawmills in Idaho, Arkansas, Minnesota and Michigan, and one industrial-grade plywood mill and one particleboard mill in Idaho, will be retained by Potlatch.

**Conservation Groups Buy
Plum Creek Forestland**

Kallispell, Mont.—The Nature Conservancy and The Trust for Public Land recently reached an agreement to purchase approximately 320,000 acres of forestland here from Plum Creek Timber Co. for \$510 million.

The purchase is part of an effort to keep these forests in productive timber management and protect the area's clean water and abundant fish and wildlife habitat, while promoting continued public access to these lands for fishing, hiking, hunting and other recreational pursuits.

"This project is a once-in-a-lifetime opportunity to protect these lands for our families and future generations," said U.S. Sen. Max Baucus (D-Mont.). "It will keep jobs in Montana, help maintain our communities and our working forests, and preserve public access for hunting and fishing. This will be the most significant land conservation project in the state's history, by far, and I'm proud to be part of it."

An important goal of the agreement is the continued support of local timber economies. Though many factors affect the timber industry in western Montana, the conservation of these lands for forest

TRADE TALK

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uses will contribute to stability of the land base and its forest productivity. A condition of the agreement provides for continued timber harvesting on some of these lands to help supply Plum Creek mills with wood fiber for up to 15 years. This harvesting will be third-party certified as sustainable forestry.

"Plum Creek has a strong history of conservation and is pleased to partner in the sale of this important land to accommodate the public interest in its ecological, recreational and timber production values," said Rick Holley, president and chief executive officer of Plum Creek. "With this sale, we are proud that the company has placed more than 860,000 acres of land in the country, including more than 600,000 acres in Montana, into permanent conservation."

Roseburg Adds Solid Sawn Flanged RFPI® Joists

Roseburg, Ore.—Roseburg Forest Products, headquartered here, recently began manufacturing a solid sawn flanged RFPI® Joist at its Riddle, Ore., engineered wood products plant. The solid sawn RFPI® Joist will be made in two series, RFPI® 40S and RFPI® 60S.

Both series will have a 2-1/2 inch wide by 1-1/2 inch thick solid sawn flange and will be available in four depths, with lengths up to 60-feet. The I-Joists are engineered to the high-quality APA standards and are compatible with standard I-Joist hangers and connectors.

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

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

Greenleaf Trading Adds Experienced Lumber Traders

Denver, Colo.—Mike Harley, president, and Bob Snyder, vice president of newly formed trading company Greenleaf Trading LLC, based here, recently announced that their company has several experienced lumber traders working with their operation, namely Mark Barnes, Ryan Mosley and Ward Jenkins.



Mike Harley

Greenleaf distributes Softwood lumber from North American suppliers, and they sell lumber and domestic/imported plywood from five distribution points located throughout the United States. Greenleaf's headquarters are located in Denver, Colo., and they recently opened a new office in Sacramento, Calif.

Vaagen Bros. Installs Asset-Point's TabWare

Colville, Wash.—Vaagen Bros. Lumber Inc., located here, recently installed TabWare EFX from Greenville, S.C.-based AssetPoint, a leading provider of maintenance management software, to maintain their manufacturing operations.

TabWare EFX will be used to help Vaagen Bros. Lumber manage and maintain the newest technologies in mill processing. The newly installed equipment will allow Vaagen Bros. to utilize and manage materials down to a 2-inch top — essentially enabling forest restoration where it was not possible in the past.

"We welcome Vaagen Bros. to our large list of select manufacturing facilities utilizing advanced new technologies," said Vince Carrozzi, executive vice president of AssetPoint.

Vaagen Bros. Lumber produces 130 million board feet of lumber per year in addition to substantial amounts of wood by-products. By specializing in small logs,

Vaagen Bros. Lumber is in the unique position to impact the forest in such a way that reduces the danger of catastrophic fires while providing habitat for wildlife and recreation.

Mid-State Lumber Welcomes Canadian Affiliate

Branchburg, N.J.—Mid-State Lumber Corp., headquartered here, recently announced a new affiliation with Jager Engineered Wood Products, based in Calgary, Alta.

Jager Engineered Wood Products is one of Canada's oldest and largest engineered products manufacturers of structural engineered wood products. The firm markets "green products" such as JSI™ structural I-joists and high value TEM-LAM™ laminated veneer lumber. In addition to Jager's products, Mid-State Lumber distributes Anthony Forest Products' line of Power Beam®, Power Preserved Glulam® and Power Column®.



Jay Neadle is the engineered wood sales manager for Mid-State Lumber.

In related news, Mid-State Lumber recently hosted a barbecue at their Branchburg, N.J., facility. Bernie Bernstein, president of Mid-State, said, "This barbecue enabled our customers to visit our Branchburg facility and see the wide selection of products which we carry. It also enabled the Mid-State Lumber personnel to learn more about our customers' needs in a casual setting so that we can continue to improve our service to them."

Mid-State Lumber Corp. currently has three full-service warehouse facilities, strategically located in Branchburg, N.J., Warwick, N.Y., and Kingston, Pa., and has a customer base, which covers the Mid-Atlantic and lower New England regions. In addition to the warehouse facilities, commodity inventories are also maintained in several Eastern Seaboard re-load centers.

USNR Reports Latest Installs

Woodland, Wash.—USNR, headquartered here, recently installed a number of its products at Mad River Lumber in Arcata, Calif.; Tolko Industries in Merritt, B.C.; and Weyerhaeuser in Wright City, Okla.

Mad River Lumber, Arcata, Calif., ordered a USNR YieldMaster G3 carriage optimizer upgrade. Upgrading to the G3 incorporates new computers with faster processors, which provides increased solution speeds allowing mills to achieve higher production rates while using more features.

Tolko Industries, Merritt, B.C., installed a USNR Dynastar MillWide Maintenance Management system. The advanced Dynastar program offers manufacturing companies the functionality that empowers maintenance personnel and operators to effectively manage maintenance activities, improve manpower utilization and extend asset life.

Weyerhaeuser upgraded both of its existing edger optimizers in the Wright City, Okla., mill to MillExpert. The upgrade included new computers and PLC changes, which enables the mill to stay up-to-date with current technology and reap the benefits provided by ever-increasing computer power and improved software.

Campbell Starts Longhorn Lumber Co.

Powell Butte, Ore.—Brad Campbell recently started LongHorn Lumber Co. Inc., headquartered here, as a wholesale distribution company specializing in value added products and service for local and U.S. markets. The firm also imports European Spruce marketed through Lake Side Lumber Co.

Campbell has spent more than 28 years in the lumber industry in both production and marketing of domestic and import products. He said the company also plans to offer lumber packages for single and



Brad Campbell

Continued on page 43

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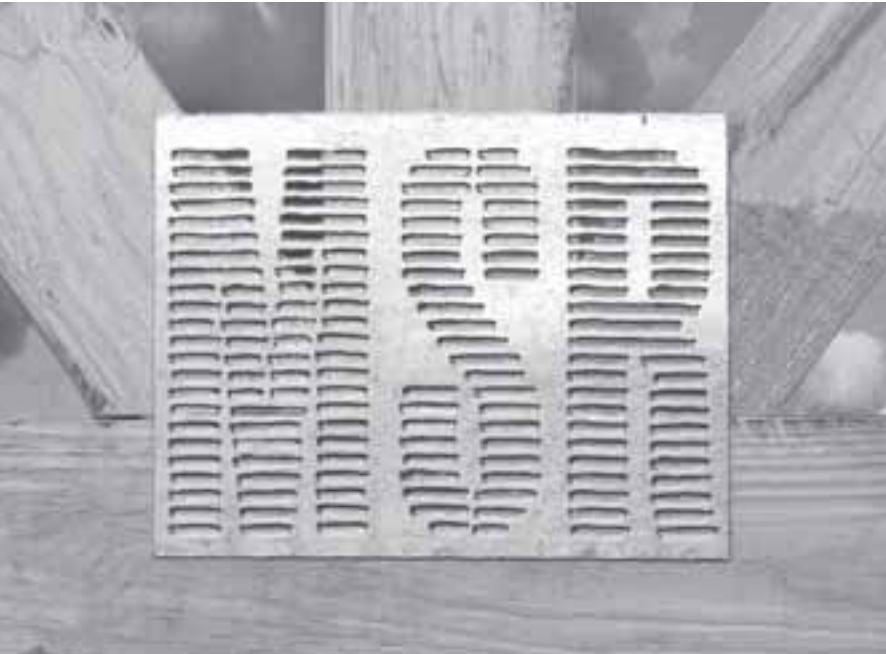
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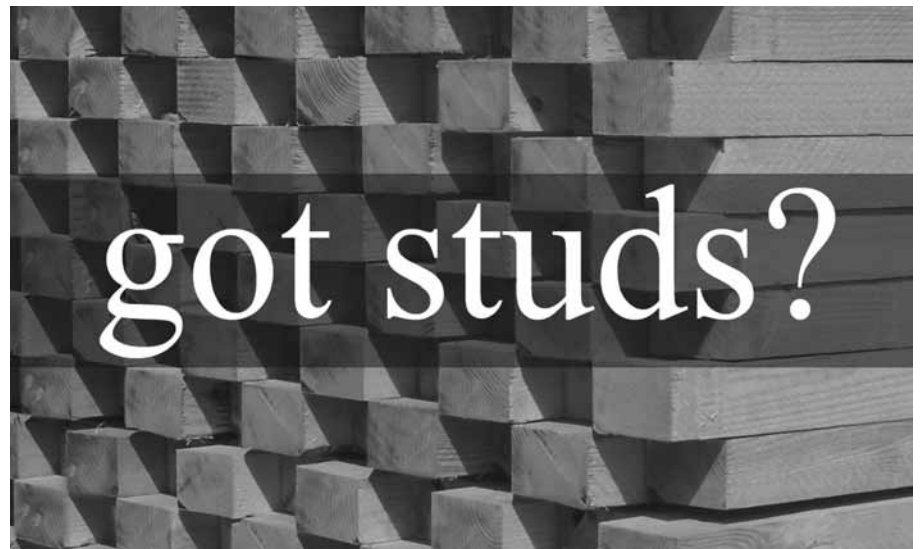
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TRADE TALK

Continued from page 41

multi-family homes as well as larger commercial projects.

LongHorn Lumber Co. manufactures High Line Patterns (4/4, 2x6, Select decking Pine, Spruce-Pine-Fir, Hemlock Fir, LP/PP); European Spruce for prop material, priming blanks and boards (5/4 x 3, 6, 8, 1x4, 1x6, 1x8, 2 and Better); Softwood and hardwood moulding and millwork packages including custom carved doors; Forest Stewardship Council (FSC) and reclaimed lumber available in barn wood and mantel stock; resawn timbers and custom timber trusses.

LongHorn Lumber specializes in dimensional Juniper "Rough Cut" lumber, which are eco-friendly, non-treated posts for vineyards and other applications where non-treated material is desired.

The company works with custom reman operations with Weing CNC moulders, and mill direct shipments by truck load and LTL. LongHorn Lumber inventories approximately 80,000 MBF of European Spruce on the East Coast, and 15 to 20,000 MBF of timbers and pattern stock on the West Coast.

Lenders Stall PALCO Reorganization Plan

Scotia, Calif.—Led by the Bank of New York Trust Co., lenders holding \$714 million of bonded debt related to the bankrupt Pacific Lumber Co., based here, have stalled reorganization plans.

The lenders claim that 200,000 acres of Pacific Lumber timberlands diminished in value during the firm's 18 months of bankruptcy proceedings. The group has asked for the full value of \$714 million be restored by a court-imposed "super priority claim" on top of Mendocino Redwood's \$530 million cash offer for both PALCO and the mill town of Scotia, Calif.

The federal bankruptcy court approved the takeover by Mendocino Redwood and Marathon Structured Finance Fund. Mendocino Redwood chairman Sandy Dean said the company plans to sustainably log the lands and continue operating a sawmill, but the bondholder claim could "render our plan unworkable."

Eight Indicted In Manke Lumber Embezzlement Scheme

Tacoma, Wash.—Eight people were recently indicted following a government investigation into a \$2.5 million embezzlement scheme at Manke Lumber, located here.

The government alleges that Brett M. Smith, 24, who worked for the lumber company for two years and was responsible for weighing and inspecting logs and then sending checks from the mill, created false records and sent checks to conspirators for logs that were never sent to the mill.

Others indicted were Smith's brother, Bryan Smith, 24; Elaine H. Turner, 28, and Jeffrey S. Ogburn, 24, all of Puyallup, Wash. It is believed that the group recruited four others to receive fraudulent checks including Jennifer L. Carino, 25; Robert M. Lester, 28; Robert E. Daniels, 27; and Zedrick M. Carter, 30. The government claims those four kept some proceeds after cashing the checks from Manke, and sent the remainder to Brett Smith.

Nordic Introduces Laminated I-Joist

Montreal, Que.—Nordic Engineered Wood, located here, recently introduced a laminated solid-sawn flange I-joist, called the NI-90x. The NI-90x is manufactured from high-density Black Spruce with Nordic's EnviroLam process, which minimizes waste. The new product also won the "Coup de Coeur" award at the annual ConTech Building Events Trade Show.

Nordic Engineered Wood is a wholly-owned subsidiary of Chantiers Chibougamau, an integrated manufacturer of lumber and engineered wood products. Nordic's main sales office is located in Montreal, Que., with regional sales offices in Ontario, New York, Georgia and Illinois.

Cox Acquires Taylor-Ramsey Wood Preserving

Orangeburg, S.C.—Cox Industries Inc., based here, recently acquired Taylor-

Ramsey Wood Preservers Inc., in Blackstone, Va. Jay Pugh, assistant plant manager of Cox's Structural Wood Preserving facility, will serve as plant manager of the Virginia location. Cox also purchased a separate sales office in Lynchburg, Va., that was owned by Taylor-Ramsey.

"We look forward to continuing the customer and vendor relationships that have been established by Taylor-Ramsey, and we anticipate a smooth transition," said Michael Johnson, Cox Industries president and chief executive officer. Johnson added that Cox plans to retain as many existing employees as possible during the change of ownership.

With the acquisition, Cox Industries further expanded its presence in the Mid-Atlantic and Northeastern United States. Cox Wood of Virginia is the 12th plant in five states that is owned and operated by parent company Cox Industries. The Blackstone location will continue operations as a residential treating facility, but may incorporate industrial operations in the future.

Since 1954, Cox Industries has been a manufacturer and distributor of treated wood products for the residential, commercial, industrial and utility markets. The family-owned and operated company produces a variety of quality wood products from decks, fences and framing to utility poles, docks, retaining walls and outdoor furniture.

Cook County Lumber Receives FSC Certification

Chicago, Ill.—Cook County Lumber, located here, recently received Forest Stewardship Council (FSC) chain-of-custody certification to provide FSC lumber materials to dealers for building construction that qualifies for LEED accreditation.

The company said it recognized the growing demand of FSC materials in the marketplace, and a need to support customers who have taken the necessary steps to obtain FSC certification.

The Forest Stewardship Council is an independent, non-profit organization with a stated goal to promote the responsible management of the world's forests. The FSC accredits businesses and promotes voluntary, third party certification.

According to the U.S. Green Building Council Web site, LEED accreditation is given to professionals who demonstrate a thorough understanding of green building practices and principles and familiarity with LEED requirements, resources and processes.

AF&PA Names Strategic Communications Director

Washington, D.C.—The American Forest & Paper Assoc. (AF&PA), headquartered here, recently named Scott Millburn as Executive Director of AF&PA Strategic Communications. Millburn will coordinate AF&PA's communication outreach to industry, policy and opinion leaders, and the media.

Millburn came to AF&PA with a background in state and federal government, and public affairs consulting. He most recently served as vice president of Washington-based APCO Worldwide, where he worked on a wide range of issues including energy and trade policy, as well as health care and legal reform.

Millburn also served as press secretary in the White House Office of Management and Budget, and as senior communication advisor to members of the U.S. Senate and House of Representatives, and a governor.

"Scott's background at the state and federal level, in both chambers of Congress and at the White House, as well as advising corporate clients, gives him a broad range of experience that we're excited about putting to work for AF&PA's members," said Donna Harman, AF&PA president and chief executive officer. "Scott will bring a breadth of experience and contacts that will help AF&PA effectively advance policies that promote a strong and sustainable U.S. forest products industry."



Scott Millburn

Continued on page 45

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TRADE TALK

Continued from page 43

Census Bureau Releases 2007 Housing Report

Washington, D.C.—The U.S. Census Bureau, based here, recently released its “2007 Characteristics of New Housing” report, which showed a 26 percent decline in new single-family homes from an all-time high 1.654 million homes in 2006 to 1.218 million homes in 2007.

The report also noted that the area where Southern Pine grows is still the prime location for homebuilding with 631,000 or 51.8 percent of all single family homes completed in the United States last year built in the South.

The percentage of porches and decks incorporated into new homes increased, from 55 percent to 58 percent for porches, and from 25 percent to 26 percent for decks. The marketshare for raised floor foundations was also up.

For more information or for a PDF copy of the full report, visit www.census.gov.

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SOFTWOOD CALENDAR

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

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

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

Northeastern Lumber Manufacturers Association, 75th Anniversary Celebration Golf Outing, Sunday River Golf Club, Bethel (Newry), Maine. Contact: 207-829-6901. Sept. 18-19.

APA Annual Meeting, Ritz-Carlton, Lake Las Vegas, Henderson, Nev. Contact: help@apawood.org. Sept. 21-23.

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

October

Northeastern Retail Lumber Association, Annual Meeting, The Hotel Marlowe, Cambridge, Mass. Contact: Michelle Barrett, mbarrett@nrla.org. Oct. 17-19.

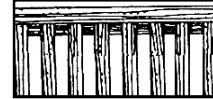
November

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

The Wood Works! Awards, Cohen Ballroom, Toronto Congress Centre. Visit www.woodworksawards.com. Nov. 12.

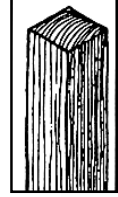
Wood Solutions Fair, Toronto Congress Centre. Contact: Sarah at shicks@wood-works.ca or call 866-886-3574 ext. 384. Nov. 13.

Quality Western



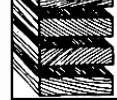

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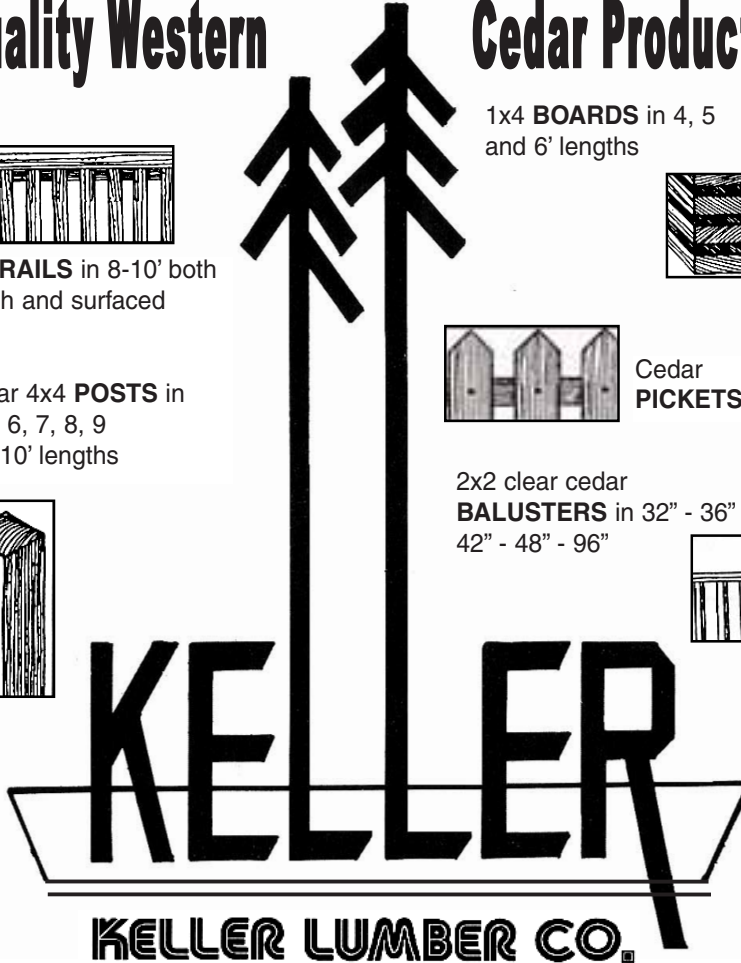
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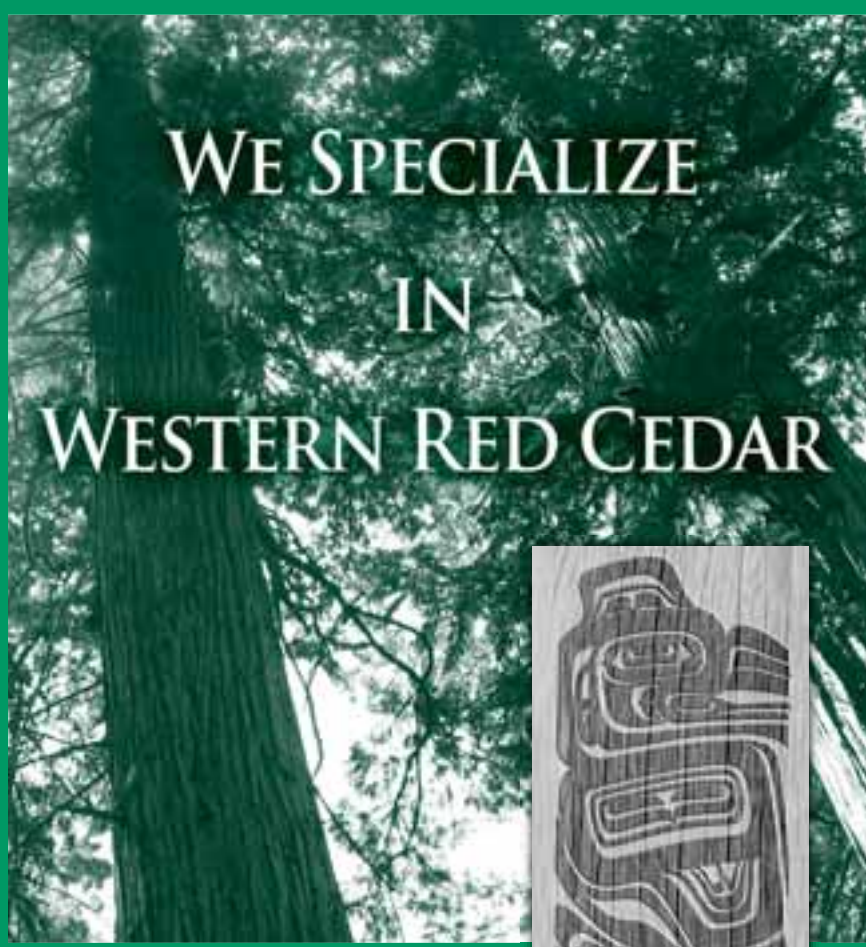
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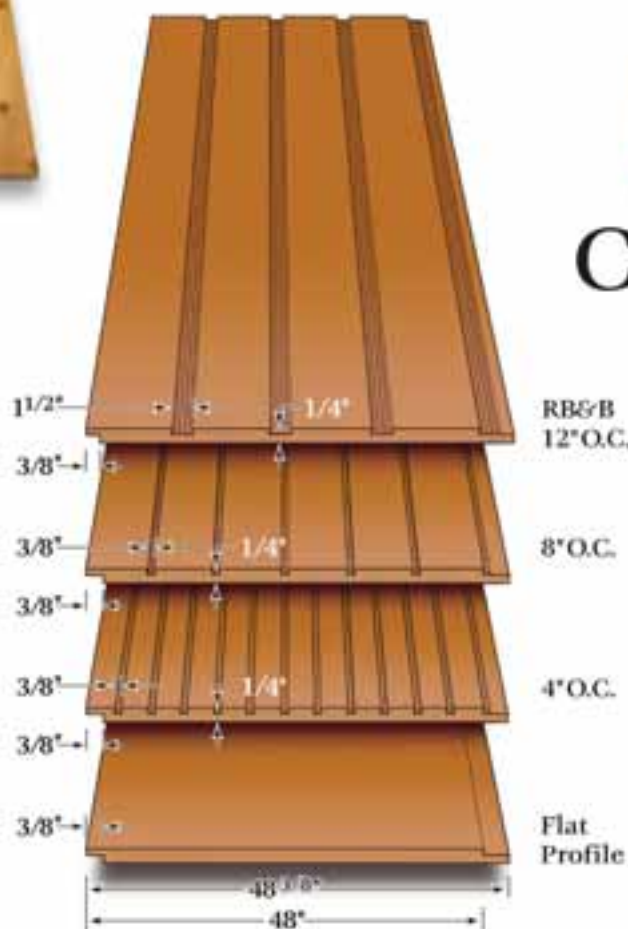
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