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# The Softwood Forest Products Buyer

Vol. 24 No. 3 The Softwood Industry's only newspaper....now reaching 43,462 firms (20,000 per issue)

May/June 2009

## NELMA Holds 76th Annual Convention in Boston

By Terry Miller

**Boston, Mass.**—The 76th Annual Convention of the Northeastern Lumber Manufacturers Association (NELMA) was held here recently at the Marriott Long Wharf Hotel. This year's "Boston for a Buck!" theme brought in 161 members

and guests for the 1-1/2 day event that offered attendees a familiar environment for business networking, in addition to learning more about economic insights, construction and design trends, industry issues and Association programs and

Additional photos on page 10

Continued on page 27



Pete Buckley, Mill River Lumber, North Barrington, Vt.; Win Smith, Limington Lumber Co., East Baldwin, Maine; Larry Huot, DiPrizio Pine Sales, Middleton, N.H.; and Steve Tulchin, Tulnoy Lumber Co., New York, N.Y.



B Manning, Durgin & Crowell Lumber Co. Inc., New London, N.H.; Tom Eastman, Hood Distribution/McQueston Group, North Billerica, Mass.; Dan Holt, Eastern Forest Products, Lyndeborough, N.H.; and Jonathan French, Old Town Lumber, Kenduskeag, Maine

## Western Wood Products Speakers Address Global Challenges

By Wayne Miller

**Scottsdale, Ariz.**—Though attendance was down from previous years, a majority of members of the Western Wood Products Association (WWPA) convened here recently at the Doubletree Paradise Valley Resort in observance of the organization's 2009 Annual Meeting. Keynote speakers were on hand to

Additional photos on pages 14 & 16

Continued on page 28



Duane Vaagen, Vaagen Bros. Lumber Inc., Colville, Wash.; Steve Swanson, Swanson Group Inc., Glendale, Ore.; Mark Denner, Rosboro LLC, Springfield, Ore.; and Jim Peterson, Evergreen Foundation, Bigfork, Mont.

## LAT Guests Enjoy Galveston Event

Photos By Jeanne Hedgepeth

**Galveston, Texas**—Approximately 50 exhibitors gathered here recently at the Galveston Island Convention Center to display new products and services to attendees of the 123rd Annual Convention of the Lumbermen's Association of

Additional photos on page 16

Continued on page 29



Michael Dorman, Brenda Elliot (Associate of the Year), Gary Flenoy and David Ray, Temple-Inland, Diboll, Texas

## NAWLA Members Gain Perspective At Regionals

By Terry and Wayne Miller

**Rolling Meadows, Ill.**—The North American Wholesale Lumber Association (NAWLA) will spend the next few months gearing up for its annual Traders Market®, scheduled this year for Nov. 5-7 at the Hyatt Regency On The River

Walk in Chicago.

Around the country, NAWLA members have held regional meetings in recent weeks to discuss issues directly pertaining to their markets. One such meeting

Additional photos on pages 10, 12 & 14

Continued on page 29



Jim McGinnis, The McGinnis Lumber Co., Meridian, Miss.; Buck Hutchison, Hutchison Lumber & Building Products, Adams City, Colo.; Mark Junkins, McShan Lumber Co. Inc., McShan, Ala.; and Mark Palmer, NAWLA, Rolling Meadows, Ill.



Buck Hutchison, Hutchison Lumber & Building Products, Adams City, Colo.; Susan Fitzsimmons, Snaveley Forest Products, Pittsburgh, Pa.; Tom LeVere and Monique Bauer, North Pacific, Portland, Ore.; and Mark Palmer, NAWLA, Rolling Meadows, Ill.

## Who's Who In Softwoods



Warren Albrecht

As an encore to his 32-year history in the purchasing, processing and management of wood products, **Warren Albrecht** launched his own company this year, **A-Sharp Wood Products**, located in Holbrook, New York. As the name suggests, A-Sharp Wood Products remanufactures high-

Continued on page 20



David Bigford

**David Bigford** is vice president of **Bigford Enterprises**, located in North Locust, N.C. Specializing in commercial framing, roof and floor trusses, Bigford Enterprises processes 2,760,000 board feet of Southern Yellow Pine annually. Most of the company's projects utilize 1-1/2 inch thickness

Continued on page 24



Kevin Blalock

**Kevin Blalock** is the manager of **Real Building Supply** in Leakey, Texas. Real Building Supply manufactures trusses, engineered wood products, lumber for framing and moulding, flooring, windows and custom doors in SPF, graded White Pine, pattern stocks and 122 for interior

Continued on page 27



Patrick J. Murphy

**Patrick J. Murphy** is the sales manager for **Pacific Western Lumber (Pac West)** in Lake Oswego, Ore. Pac West markets and sells dry and green dimension lumber and timbers, treated materials, posts and poles, round stock, fencing, oriented strand board, used railroad ties, plywood,

Continued on page 27



Ken Street

**Ken Street** is sales manager for **Shelter Products Inc.** located in Daphne, Ala. A full services supplier of building materials to the multi-family building industry, this division of Shelter Products, Inc., purchases 60 million board feet annually of Southern Yellow Pine, SPF, Doug-Fir and Hem-Fir.

Continued on page 27



John C. Sweet

**John C. Sweet** is the owner of **Sweet Timber Frames** in Mount Desert, Maine. Sweet Timber Frames manufactures timber frames for homes, barns, garages and structures, as well as doors and kitchens. Specializing in natural form timber work, full scribe log work and architectural millwork, the

Continued on page 27

## WPC-Sponsored Market Research Projects Completed

For more APA News and Information, go to [www.apawood.org](http://www.apawood.org)

The results of four market research projects sponsored by the Wood Products Council (WPC) and managed by APA were published recently and are now available free of charge at <http://www.apawood.org/WoodProductsCouncil>.

The reports include:

- Wood Used in Residential Repair and Remodeling, U.S. and Canada, 2006.
- Wood Used in New Residential Construction, U.S. and Canada, 2006.
- U.S. Home Builder Perceptions of Wood and Non-Wood Products, 2008.
- U.S. Home Owner Perceptions of Wood and Non-Wood Products, 2008.

The first two reports are updates of past reports published in 2003 and earlier. The research was funded by the Binational Softwood Lumber Council with additional support from the Engineered Wood Technology Association and the U.S. Forest Service.



### Work About to Begin on New ANSI Rim Board Standard

APA has initiated the process of developing a new American National Standards Institute (ANSI) consensus standard for rim board under APA's recognition as an (ANSI) accredited standards developer. The standard, to be based on APA's Performance Standard for APA EWS Rim Boards, PRR-401, will be developed by a committee of stakeholders, including manufacturers, distributors, designers, end users and building code regulators. APA utilized its ANSI accreditation to spearhead development of a new engineered wood siding standard (PRP-210), recently published, and is also working on development of a national consensus standard for structural insulated panels in cooperation with the Structural Insulated Panel Association (SIPA). More information can be found on APA's Standards Development page at [www.apawood.org/standards](http://www.apawood.org/standards).

### APA Offers Subscriptions to Its Monthly Housing, Quarterly Production Reports

Subscriptions to monthly housing market and quarterly engineered wood production reports are now being offered by APA—The Engineered Wood Association, the Association has announced.

The housing market report is in the form of a PowerPoint presentation and includes housing starts and permit data, new and existing home sales, home inventories and months of supply, mortgage rate trends, and a housing starts forecast. Also included are data on nonresidential construction spending, industrial production and remodeling, consumer prices and spending, and U.S. and Canadian gross domestic product. The report is based on information compiled through a comprehensive review of industry and

government reports and is e-mailed to subscribers. The annual subscription is \$600.

The quarterly industry production reports, published about two weeks after the end of each quarter and encompassing both the U.S. and Canada, cover Softwood plywood, oriented strand board, glued laminated (glulam) timber, wood I-joists, and laminated veneer lumber (LVL). The reports provide data on U.S. panel production by region as well as panel import and export data and mill closures and openings for all engineered wood product categories. Annual subscriptions to the quarterly production report are \$250. The report is delivered by e-mail as a pdf file.

To order either or both reports, go to the Publications section of the APA website at [www.apawood.org](http://www.apawood.org). Based in Tacoma, Wash., APA is a non-profit trade association representing North American manufacturers of plywood, oriented strandboard, glued laminated timber, wood I-joists, laminated veneer lumber, and other structural engineered wood products. Its primary

Continued on page 30



### House GOP Leader's Housing Recovery Proposal

Members of the House Republican Economic Working Group recently released their proposed "Responsible Homeowners Act." The National Lumber And Building Material Dealers Association (NLBMDA) applauded this proposal.

The plan includes providing a \$15,000 home buyer tax credit for all purchases of primary residences provided that the buyer has a five percent down payment. Equalizing the treatment of a home purchased as a primary residence with a home purchased for rental purposes by providing the same exclusion from taxes for any future appreciation in the home value and providing an additional \$5,000 refinancing tax credit to help families cover the costs of a mortgage, refinancing, buy down points or reduce their principal balance is also covered in the proposal. Each part of the House proposal covers only purchases through

## THE WASHINGTON SCENE

July 1, 2010.

Important provisions were included to encourage lenders to work with homeowners in danger of foreclosure. A lender can invest in keeping the homeowner in their home by refinancing their mortgage and lowering the owner's monthly payments and providing the homeowner agrees to share a portion of future home appreciation with the lender, the lender will not be taxed on future profit and the borrower will not incur tax liability as a result of refinancing.

"NLBMDA commends the House Republican Economic Working Group for their leadership in providing a substantive proposal to revive the housing market by addressing the key issues of the housing recession," NLBMDA president, Michael O'Brien said. "As we have said on several occasions, in order for the housing market to fully recover, we must spur housing demand while effectively dealing with the foreclosure crisis. This legislation addresses both those key points."

"If adopted, this legislation could go a long way toward reviving the housing economy by encouraging more home purchases, creating new jobs and restoring consumer confidence in the housing market," O'Brien added.

### Omnibus Spending Bill

The Senate recently approved a \$410 billion FY09 omnibus-spending bill that will fund government operations covered by the nine appropriation bills that Congress did not pass prior to the start of FY09.

Identical to the version passed by the House of Representatives in February, this package will allocate \$1.51 billion to the National Forest System representing a \$40.2 million increase over FY08 levels and \$160.3 million over President Bush's FY09 request.

Approximately \$322.5 million will be allotted to the Forest Service for timber management, a \$10 million increase over levels in 2008. Funding for the Northwest Forest Plan was also included in the plan targeting a \$10 million increase to forests located outside of the Northwest Forest Plan area with unfunded capability.

Several provisions of interest to mills on the West Coast are included. Hazardous fuels funding levels for the Quincy Library Group (QLG) activities will be no less than \$26.2 million. Consequently, following the recently announced closure of Sierra Pacific Industries Quincy log mill, it remains unclear how the Forest Service will implement the forest management activities authorized by QLG. The bill does include significant grant funding to maintain the remaining forest products infrastructure in the southern Sierra's. Senate Interior Appropriations Chairman Dianne Feinstein promoted these initiatives.

### Federal Land Assistance Management Enhancement Act

A bi-partisan group of the Senate and

House of Representatives recently re-introduced the Federal Land Assistance, Management and Enhancement Act (FLAME). Addressing funding shortages for fighting wildfires and the decline in land management funding, the Act provides a separate budget for fighting larger wildfires. The funding will be appropriated annually.

Federal land management agencies will continue to fund initial attack and other predicted and anticipated wild land fire suppression activities from their annual budgets.

### Reduced Minimum Bid Rate From Forest Service

Recognizing the state of the economy and current lumber prices, the Forest Service has cut its minimum bid rate by 50 percent, which are the lowest rates for which the Forest Service may sell timber. Minimum rates, are now set at no less than \$5 per hundred cubic feet for the higher grade species, \$3 per cubic foot for the mid-grade species and \$1 per cubic foot for the industrial grade species. For non-convertible products the minimum rate is \$0.01 per unit of measure.

### Recent Washington Legislation

Several issues of importance to the forest products industry have recently gone before Washington State Legislature. Review procedures on DNR proprietary actions including timber sales would have doubled up in Senate Bill 5983. A lawsuit by environmentalists was the origin of the bill, which was held until the last moment to file the suit and then filed under the wrong statute. Part of the suit never made it past the trial court but

Continued on page 31

# Table of Contents

## FEATURES:

NELMA Holds 76th Convention . . . . .1  
 WWPA Speakers Address Challenges . .1  
 LAT Guests Enjoy Event . . . . .1  
 NAWLA Members Gain Perspective . . .1  
 The Lumber Baron . . . . .4  
 Mid Valley Lumber Specialties Ltd . . . .17  
 Mill Services, Inc. . . . .18  
 Anthony Forest Products . . . . .20  
 Web-Based Info Replaces Red Book .21  
 Richardson Hosts LAT Reception . . . .22  
 SCMA Gathers For Meeting . . . . .23  
 SLMA Celebrated Successful Gathering .24

## DEPARTMENTS:

Who's Who in Softwoods. . . . . 2  
 APA News . . . . . 2  
 Washington Scene. . . . . 2  
 Retail Review . . . . . 5 & 6  
 West Coast Business Trends . . . . . 8  
 Midwest Business Trends . . . . . 8  
 Ontario/Quebec Business Trends . . . . .25  
 South/Southeast Business Trends . . . . .25  
 Western Business Trends . . . . . 26  
 Northeast Business Trends . . . . . 26  
 Trade Talk . . . . . 34  
 Stock Exchange . . . . . 37, 38 & 39  
 Obituaries . . . . . 41 & 43  
 Classified Opportunities . . . . . 43, 45 & 46  
 Softwood Calendar . . . . . 45  
 Index of Advertisers . . . . . 47

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

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 Oxford University Press, New York, 1987

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# LUMBER BARON Cuts To The 'Heart' Of The Matter

By Kathleen Brooks



The Lumber Baron, located in Albany, Calif., was an exclusive supplier of Redwood to the \$25 million restoration of the Conservatory of Flowers in San Francisco's Golden Gate Park in 2003 after the landmark site was destroyed by a winter storm in 1995.



The Lumber Baron's versatile selection of Redwoods provided the necessary wood source for these benches by Dialogue Design-Build.



This photo, provided by Dialogue Design-Build, is of a set of solid curved doors milled from 3x8's provided by The Lumber Baron. The doors will be installed at an amphitheatre.

**Albany, Calif.**—Bureaucratic rejection turned out to be a blessing for Albert Slendebroek, who once wanted to grow and sell Christmas trees on his 100-acre property in Philo, Calif.

He applied for an FHA loan and completed the paperwork. "But then a local board nixed it," Slendebroek recalled. "So I said, 'I'll be back!'"

Thirty years later, Slendebroek has carved out a successful niche in selling high-quality Redwood for decks, fences and siding. The 62-year-old entrepreneur also has just turned over his company, The Lumber Baron, to his son, Max, 28.

The Lumber Baron, located in Albany, stocks over 25 different sizes of

Redwood — unseasoned and kiln-dried, surfaced and rough — as well as beams and timbers from six to 20 feet long. While most other lumber yards sell only one or two grades of Redwood, the elder Slendebroek prides himself on selling five grades of premium all-heart Redwood:

- Construction Heart (aka "Con Heart"

or "Blue"). This is the most economical grade. It allows for knots up to 2-1/4 inch in diameter on a 6-inch wide piece and larger knots on wider face widths. It also allows for unsound knots, heart center and sapwood on an occasional edge.

- Select Heart (aka "Select" or "Single Green"). This grade allows for knots up to two inches diameter on a six inch piece and larger knots in wider face widths. The knots must be tight and well distributed; heart center is not allowed. Edge sapwood may be present.

- Super Select Heart (aka "Super" or "Double Green"). This grade permits two knots up to 1-inch diameter on a 6-inch wide piece for lengths up to 14 feet, and three knots for 16-20 foot lengths. More knots may be allowed for lumber 4 inches and thicker; all must be tight and sound. Heart center is not allowed. Edge sapwood may be present.

- Clear Heart Fascia (aka "Fascia," "CHF" or "Red"). The grade lacks knots on its best face, while one or two knots are permitted on reverse face. Heart center is not allowed. Edge sapwood may be present. When reverse face isn't visible, this grade appears similar to CAH.

- Clear All Heart "CAH" (aka "Yellow"). This is the highest quality Redwood available. No knots on any faces, no sapwood, any defects limited to reverse face.

"I try to look for the older growth," he said. "I don't have any sapwood in the yard, which is highly unusual."

The beauty and durability of Redwood have made it the wood of choice for many exterior projects. Redwood is naturally resistant to rot and termites, and is less likely than other woods to split or warp. Strong yet lightweight, redwood also is easy to machine, paint or stain.

"Redwood doesn't have many competitors," Slendebroek said. "Cedar is probably the closest."

The Lumber Baron fulfills market demand for salvaged and recycled lumber, which has become "kind of an 'in' thing in the last four or five years," Slendebroek said. The company purchases 6x16 timbers from the California Department of Transportation, which periodically tears down old wooden bridges that it deems are too narrow or unsafe.

"I bought a couple of bridges that way," he said. "It's beautiful material, crème de la crème from the '30s."

One of The Lumber Baron's biggest projects has been aiding in the restoration of the Conservatory of Flowers in San Francisco's Golden Gate Park. Opened in 1879, the Victorian greenhouse showcased 1,700 species of rare, beautiful tropical plants — until a winter storm in 1995 left the landmark in wooden and glass tatters. A \$25 million restoration ensued and the Conservatory reopened in 2003.

The restoration included about \$500,000 worth of buckskin logs, which are timbers that have been abandoned by loggers or have fallen naturally. Full sawn Clear All Heart timber with a dry, vertical grain was used. "That was a really huge job," Slendebroek said.

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Hampton's Willamina timberlands at sunrise

## SHARING THE FUTURE

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# RETAIL REVIEW

### Zeeland Lumber And Hamilton Farm Merge

**Zeeland, Mich.**—Zeeland Lumber Co., based here, recently merged with Hamilton Farm Bureau's lumber division in Hamilton, Mich., forming Zeeland Lumber Holdings.

Now with three divisions, Zeeland Lumber & Supply, Hamilton Truss and Zeeland Contractor Services, all products will be delivered from the Zeeland yard.

Zeeland Lumber assumed 75 percent ownership and five seats on the board and Hamilton Farm Bureau received 25 percent ownership and two seats.

President, Harold VandenBosch Jr. will serve as CEO and Hamilton Farm's Bob Fenton as president.

Both stores will be located on former Wal-Mart sites covering about 37,000 square feet and will include a lawn and



garden center along with a drive-thru lumberyard. The Demopolis store is scheduled to open in June and the Andalusia store will open in July.

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

### A.C. Houston And Sadlin Lumber Join Forces

**Las Vegas, Nev.**—A.C. Houston Lumber Co., based here, has agreed to purchase assets of Sandlin Lumber Co., also located here.

"This expansion reaffirms A.C. Houston Lumber's commitment to the southern Nevada market in which we have had the pleasure of providing quality service and products since 1948," president Ron Mason said.

Operating lumber and truss manufacturing facilities in Las Vegas; Indio and Sacramento, Calif. and Ketchum, Idaho, the company sold five yards in New Mexico and Colorado to Alpine Lumber Co. last year.

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

### Parr Lumber Closes Three Hillsboro, Ore.

—Parr Lumber Co., based here, announced the closing of three of its retail lumberyards recently. The closings are located in Madras and Redmond, Ore., and also in Woodland, Wash.

Parr Lumber Co. is a building materials and services provider targeting professional contractors and homeowners in the Northwest.

The Parr Company is comprised of six companies: Parr Lumber Co., Cascade Wholesale Hardware, NSC, NSCI, Parr Marketing Group and Parr Cabinet Outlet. Established in 1930, Parr Lumber Co. is family owned now with 24 locations. For more information about products and services visit [www.parr.com](http://www.parr.com).

### MBMDA Appoints New Leaders

**Brandon, Miss.**—The Mid-South Building Material Dealers Assoc.

(MBMDA) recently appointed Tom Stine, Stine Lumber Co. in Sulphur, La., as president and Dealer of the Year at a recent convention.

President elect is David Huntington of Huntington Lumber in Hazlehurst, Miss.; first vice president, William King, King Lumber, Bassfield, Miss.; second vice president, Jim Smith, Home Hardware



Centers, Natchez, Miss.; treasurer Doug Gregory, Morrison Terrebonne, Houma, La., and Malinda Schram of Lake Charles, La., was elected ladies auxiliary president. Cedar Creek Distributors was the Supplier of the Year recipient. Dwight Long was awarded a Dedication to Service Award and Gerald Keyes was honored with the Lifetime Service Award.

Founded in 1924, the MBMDA serves as an advocate for the independent building material dealers. The association is dedicated to representing dealers to bring savings and benefits to members.

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

### Beyond Hardware True Value Opens

**Penfield, N.Y.**—Beyond Hardware True Value opened here recently. The 21,000 square foot store owned by Matt Shapiro and Jim Marsh also has a 3,000 square foot outdoor center that includes a section devoted to 'green' products. "This store will fill a void for a store this size that can offer old-time service and a large enough selection to be a compelling alternative to a big box," Shapiro said of the store that replaces a Chase-Pitkin Home & Garden building that has been vacant since 2006.

According to Building Products Digest, if the store is successful the partners hope to open five to seven more locations in the coming years.

### Weston Forest Group Re-qualify As Best Managed Company

**Mississauga, Ont.**—Weston Forest Group, located here, has again been nominated as one of Canada's 50 Best Managed Companies. A 2008 recipient of the award, the company is honored to receive the award again. "We are honored to receive recognition as one of



Canada's Best Managed Companies for the second year in a row," president Rick Ekstein said. "It speaks of our commitment to our customers, our employees and our industry. We're working hard to remain one of Canada's 50 Best Managed Companies in 2009. One way we'll get there is with a company-wide attitude that acknowledges the challenges of the recession but refuse to participate in the hype."

"In a tough economy, Weston has continued to focus on their core vision, as well as applying innovative leading business practices and creating stakeholder value," commented John Hughes, Partner, Private Company service group within Deloitte, a national sponsor of the Best Managed program.

Weston Forest Group, founded in 1953 supplies domestic and imported Softwoods, hardwoods and engineered wood products and panel products across Canada, the U.S. and around the globe. For more information visit [www.westonforestgroup.com](http://www.westonforestgroup.com).

### Marvin's To Open Two More

**Leeds, Ala.**—Marvin's Building Materials & Home Centers, headquartered here, recently announced plans to open two more stores in Demopolis and Andalusia, Ala.

Continued on page 6

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## RETAIL REVIEW

Continued from page 5

### iLevel Sponsors Green Building Benefit Lessons

**Federal Way, Wash.**—iLevel by Weyerhaeuser, based here, recently announced the availability of a new comprehensive course on wood structural framing materials.

The course is comprised of five individual lessons, each 10 to 15 minutes long. iLevel's experts in structural framing and

### iLevel by Weyerhaeuser

sustainable forestry, along with builders experienced in green construction, discuss the role of framing in a green home. Builders completing the course will learn about:

- Green attributes of wood;
- Purposes and advantages of certified lumber;
- Benefits of using engineered wood products;
- Techniques for reducing framing construction waste, and
- How wood framing can help builders

achieve certification under major green building rating programs.

"We developed this course as part of our ongoing commitment to both builders and the environment," said Susan Swirlsey, Director of Brand and Customer Marketing for iLevel.

"Working with iLevel allows us to engage builders with a course that is a convenient, user-friendly and authoritative guide to green structural framing materials and methods," CEO of Green Builder® Media, Sara Gutterman said.

Green Builder® Media LLC is a media company in the North American residential building industry that focuses on green building and responsible growth.

iLevel by Weyerhaeuser is an integrated residential framing business that provides unified building solutions.

Participants can take the course online at [www.greenbuildercollege.com](http://www.greenbuildercollege.com).

### More Cuts At 84 Lumber

**Elghty-Four, Pa.**—84 Lumber Co., headquartered here, recently announced more cuts and closures.

More stores were closed in Austintown and Sandusky, Ohio; Lakeville, Indiana;

Riviera Beach, Florida and Chelsea, Alabama. Approximately 30 more employees at the company's headquarters were laid off and truss component plants in McFarland, Wisconsin and Knoxville, Indiana were also closed.

Throughout the past two and a half years, 84 Lumber has closed 170 stores and laid off more than 3,200 employees. The company attributes the cuts at its headquarters to fewer of its locations requiring administrative support.

### Scotch Lumber Co. Temporarily Closing

**Fulton, Ala.**—Scotch Lumber Co., located here, recently announced it would temporarily close. The 100 year-old company produces Pine lumber from its own timberlands.

Scotch Lumber Co. is a family owned and operated company that has been passed down through generations. For more information about Scotch Lumber Co. and its products and services visit [www.scotchlumber.com](http://www.scotchlumber.com).

### Big Creek Lumber Relocates

**Davenport, Calif.**—Based here, Big Creek Lumber Co. recently closed its yard in Santa Cruz, Calif., and moved into a new, larger location with a 19,000 square foot building, closer to the freeway.

The Softwood Forest Products Buyer

Four times larger than the old building, the new location allows more room to showcase products that customers have requested as well as green goods.

Covered space to protect both lumber and workers from the elements is provided. This new location also includes a new load-building machine to carry orders to a truck for delivery. Constructed at Big Creek's truck stop in Davenport, the machine is said to carry up to 5 tons and uses less fuel than a forklift.

For more information please visit [www.big-creek.com](http://www.big-creek.com).

### Athens Building Supply Consolidates

**Athens, Ga.**—Athens Building Supply (ABS), located here, recently closed Farmers Hardware and consolidated operations at its ABS yard in Winder, Ga.

Accounts were transferred to the 1.5-acre yard in Winder purchased last year from PlyMart. Tools, inventory and equipment of Farmers Hardware were auctioned.

Owner Bill Callaway plans to sell or lease the 5-acre complex in Athens and return when the economy improves as a design center or smaller lumberyard.

### Ace Hardware Awarded Service Champs

**Oak Brook, Ill.**—Headquartered here, Ace Hardware Corp. recently appeared on the top 10 of BusinessWeek's "Customer Service Champs", ranking, notably the only home improvement retailer to be included.

According to the magazine, Ace has maintained service levels by cutting costs and utilizing technology that helps store managers determine the best times to stock shelves and clean restrooms based on prior shopping patterns. "Our retailers have always provided top-notch service to their customers," President and CEO, Ray Griffith said. "These entrepreneurs have the support and strength of a strong national brand while localizing their businesses to meet the needs of the community."

By consolidating call centers, the chain is able to offer customer service hours later in the evening and longer on the weekend. "Our retailers and store associates work hard to ensure their customers receive the helpful hardware advice they need," Griffith said.

### Weyerhaeuser Texas Curtailment Ends In Closure

**Dallas, Texas**—Weyerhaeuser recently announced that it is closing its mill operations located here. What first began as a curtailment ended in the loss of 78 workers.

A representative for the Dallas mill, the Carpenters Industrial Council Local 2714, was notified before workers received pink slips. President of CILCL 2714, Jeff Kershaw said the layoff came as no surprise. "The only bit of surprise was that it came this early, following previous layoffs," he said.

Kershaw noted that the closure was permanent. "It is permanent, that was clear by the letter they gave me at 6 a.m.," he said.

Greg Miller, spokesperson for Weyerhaeuser confirmed that the mill closure is permanent. According to Miller, the 140-acre plant produces an average of 200 million board feet per year of green Douglas Fir 2x4's, 2x12's and 4x8's, all of which are products affected by the building slump.

"It's a matter of what the overall market is doing out there and what is happening with the housing market," Miller said. "It's part and parcel to the market."

### Jay-K Lumber Consolidating Branch

**New Hartford, Conn.**—Jay-K Independent Lumber Corp. is consolidating its cabinet branch in Herkimer, Conn., to its main location here. The retail lumber, building supplies and

Continued on page 30

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## West Coast Business Trends



**By Wayne Miller  
Executive Editor**

In mid April most suppliers contacted on the West Coast, both north and south of the Canadian border, said inquiries picked up substantially during March,

but slowed in April.

Al Fortune, head of Mid Valley Lumber Specialties, Aldergrove, B.C., said, "Our sales are spotty in general. Our sawmill suppliers say business is picking up, but not to the levels a normal year would reach. On a scale of one to 10, sales activities for mid-April are about a six. More buyers are looking, but they want it quick and they are looking for deals. Prices are firming up on Cedar, and Cedar sawmills are not rolling over to sell product. Buying is hand to mouth and we are seeing more mixed loads than ever."

Carlos Furtado of Sawarne Lumber, Richmond, B.C., said, "Things are starting to wake up in Cedar sales, but it is very specified. It is tough to sell. If they don't need it they don't buy. In the last

few weeks we have gotten more inquiries through emails and phone calls, with little buying to put material on the ground, just as needed to fill orders. Cedar supplies are okay for now, but any strengthening in demand will mean shortages. Logging has been shut down by many sawmills. It is going to be a tough year all around."

Ron Helmer of Davron Forest Products, Surrey, B.C., said, "We've seen some pretty rotten times, but we are starting to see some improvement in Cedar products. Profitability is not up to speed, but we are coming forward with a good base of inventory. The biggest factor on lower Cedar logs were 'utility logs', which are usually in the middle lower of the wood pile. Those logs have been swept up into pulp so now a bottom has been created for Cedar logs. Now there is so little logging for white wood, it has created a bottom for the logger and the sawmills. There is more confidence that has filtered up from the bottom than we have seen in months. We are about 60 percent of where prices and volumes were a couple of years ago. Cedar is now well priced to gain back market share from composites and other substitutes."

Helmer said, "May, June and July will constitute an extended sales period for Cedar, but with very little inventory carried by buyers. It is a positive direction for us as suppliers."

Continued on page 33

## Midwest Business Trends



**By Paul Miller Jr.  
Assistant  
Managing Editor**

Sources across the Midwest region are beginning to see some light as they approach the halfway mark of 2009. While business is compar-

tively slower than the same time last year, most say business is picking up. Housing starts are still more than 40 percent below sales activity of a year ago, however they have seen a slight increase in recent months. Several contacts said that media "doom and gloom" has affected their sales.

A retail lumber and building materials supplier in Iowa commented that people in his part of the country are not really feeling recession pain. "We're out here where we don't feel the effects nearly as fast as those in the city. We don't have plants here laying off 150 people or anything like that. The people here still have their jobs and so their lives are fairly stable. I think that puts us in a better position than those on the coast or in the city," he said.

## The Softwood Forest Products Buyer

The supplier who stocks 2x4 through 2x12's, Douglas Fir and SPF along with sanded and sheathing grade plywoods, said that he hasn't seen any fluctuation in product movement. "We're still bidding jobs every day and our business has been fairly steady, pretty much what I would expect it to be this time of year." He did say that people were slow to commit, "People are having a little difficulty committing. They turn on the television, and it scares them off of any long term projects."

As for inventory levels, the source said that his levels were large for this time of year to which he credits cheaper lumber prices. "Lumber products have never been cheaper and those numbers will eventually reverse, so we're buying products right away, even if the job doesn't start for a few months. I know what the prices are today, I have no idea what they'll be in a few months," he explained.

The contact, whose customers are primarily contractors along with farmers, said the cost of shingles was also affecting the building industry. "Asphalt products are still high, shingles are high. When they went up it was due to crude oil prices but now the crude is down and the price of shingles is still pretty high." He also commented that fuel prices were considerably down compared to last year's highs. "The surcharges were a big issue last year but they've backed off of those, not as fast as they put them on but they have gone down," he said.

Looking ahead the contact said he expects a steady acceptable year.

According to Fordaq reports, an improved and steady sales rate of Softwood lumber products has set the scene for the market to firm up on higher footing. The reports said that while price gains were uneven, traders of all species agreed that the market's tone had improved based on reduced supplies due to curtailments and a seasonal pickup.

Residential real estate markets remained low in most areas, with scattered signs of stabilization as reported by The Beige Book. Sales remained low in some areas and rose marginally in others; most reported small declines. A contact in Dallas, Texas reported a rising, better-than expected sales pace for existing or new homes in certain areas, which he attributed to falling prices and improved financing terms for some types of home mortgages.

A Southern Yellow Pine supplier in Missouri said that overall the market was at least 'trying' to pick up. "The change in the weather always spurs things along," he said. The prices of lumber products are easy right now and with warmer weather, maybe people aren't turning the television on as much," the contact said relating to other suppliers in the region. "People get the life scared out of them by watching television. I think people are starting to realize that they just have to get up and move on, it's not going to change until we change it," he said referring to recent activity.

The contact that supplies Douglas Fir and Western Red Cedar said that Douglas Fir was moving faster and his inventory levels were the same as last year. "We haven't backed off any, our prices are steady and transportation costs have gone down from a year ago which makes things easier."

As for the remaining six months, the source said, "I think it's going to get better. I don't think it's going to be off the charts, it will be a gradual thing."

Recent information acquired from the National Association of Home Builders (NAHB) states that due to record low mortgage rates and declining home prices, 55 million families (about half of U.S. households) can afford today's \$200,000 median-priced new home. "That's an increase of 17 million households from conditions just two years ago and the best housing affordability number we have seen in years," NAHB Chairman Joe Robson said. "We are now seeing the first signs that buyers are returning to the marketplace."

The information is based on data from the U.S. Census Bureau that compares home prices, mortgage rates and minimum income needed to purchase a median-priced home in 2007, 2008 and

Continued on page 31

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**NELMA PHOTOS** - Continued from page 1



Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; Jeff Hardy, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; Win Smith, Limington Lumber Co., East Baldwin, Maine; and John Krueger, Seaboard International Forest Products, Nashua, N.H.



Marc Moore, NELMA, Cumberland Center, Maine; Alden Robbins, Robbins Lumber Inc., Searsmont, Maine; Jethro Poulin, Milan Lumber Co., Milan, N.H.; and Jeff Easterling, NELMA



Tyler Gill, EnerNOC, Boston, Mass.; Jim Robbins, Robbins Lumber Inc., Searsmont, Maine; B Manning, Durgin & Crowell Lumber Co., New London, N.H.; and Mark Woodbrey, Lovell Lumber Co., Lovell, Maine



Darren Zwicker, J.D. Irving Ltd., St. John, N.B.; and Cinda Jones and Shane Bajnoci, W.D. Cowlis Inc., North Amherst, Mass.



Dennis Connelly, Ze-Vo Technologies, Grafton, Mass.; Dan Paige, Sandy Neck Traders, South Dennis, Mass.; Chuck Gaede, Durgin & Crowell Lumber Co., New London, N.H.; Trina Francesconi, Sandy Neck Traders; and Dan Harrison, Cersosimo Lumber Co. Inc., Brattleboro, Vt.



Dante and Elizabeth Diorio, Diorio Forest Products Inc., Ashland, Va.; and Jessica and Scott Brown, DiPrizio Pine Sales, Middleton, N.H.



Charlie Lumbert, Moose River Lumber Co. Inc., Jackman, Maine; and Maria and Paul Lennon, Lumbermen's Underwriting Alliance, Bow, N.H.



Bill Ossenfort, Pleasant River Lumber Co., Dover Foxcroft, Maine; Chris Jacobson, Lumbermen's Underwriting Alliance, Raleigh, N.C.; Wil Nance, Lumbermen's Underwriting Alliance, Birmingham, Ala.; and Adrien Brochu, Pleasant River Lumber Co.



Rich and Julie Quitadamo, L.R. McCoy & Co. Inc., Worcester, Mass.; and John Benjamin, Robbins Lumber Inc., Searsmont, Maine



B and Megan Manning, Durgin & Crowell Lumber Co., New London, N.H.; Cathy and Bill Christopher, Diorio Forest Products Inc., Ashland, Va.; and Scott Steve, HDK Wood Products, Harrisville, N.Y.



Scott and Jessica Brown, DiPrizio Pine Sales, Middleton, N.H.; Dan Holt, Eastern Forest Products, Lyndeborough, N.H.; and Chuck Gaede, Durgin & Crowell Lumber Co., New London, N.H.



Robert St-Laurent, Claude Lessard and Pierre Donais, Bois Clo-val, Quebec, Canada

**NAWLA Birmingham Photos** - Continued from page 1



John Garth, Warren Trask Co., Stoughton, Mass.; Kevin Hynes and Matt Duprey, Hancock Lumber Co. Inc., Casco, Maine; and Vince Micale, Warren Trask Co.



Geoff Gannon, PHL Industries, Plymouth, N.H.; Randy Zellis, Pennsylvania Lumbermens Mutual Insurance, Philadelphia, Pa.; and Bob Bronkie, The Unstable Farm, East Aurora, N.Y.



Dan Younger, Pennsylvania Lumbermens Mutual Insurance, Philadelphia, Pa.; Dennis Allen, Klumb Lumber Co., Fairhope, Ala.; and Dave Wilson, Dixie Plywood and Lumber Co., Savannah, Ga.



Marty Krapf, Roseburg Forest Products, Canton, Ga.; Len Barker, UCM Forest Products Inc., Sugar Hill, Ga.; and Mark Wells, Universal Forest Products, Union City, Ga.



Jerry Wright, Great Southern Wood Preserving, Abbeville, Ala.; Jim Roach, A.E.R.T. Moisture Shield, Roswell, Ga.; Dave Hallock, (guest), Hastings-On-Hudson, N.Y.; and Calvin Biddix and Ronnie Stroud, U.S. Lumber Group Inc., Duluth, Ga.



Len Barker, UCM Forest Products Inc., Sugar Hill, Ga.; Scott Smith, Chapman Forest Products Inc., Chapman, Ala.; and Mel Lundberg, Elof Hansson Timber, Suwanee, Ga.



Walter Russell, American Lumber, Birmingham, Ala.; Ken Goforth, Molton, Allen & Williams LLC, Birmingham, Ala.; and Buck Hutchison, Hutchison Lumber & Building Products, Adams City, Colo.



Jim Stuckey, Wholesale Wood Products, Dothan, Ala.; Curt Stuckey, Wholesale Wood Products, Birmingham, Ala.; and Tom Carter, Steel City Lumber Co., Birmingham, Ala.

Additional photos on page 12

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Jeff Darden, American Lumber, Birmingham, Ala.; and Jeremy Williams and Jay Moore, Timber Products Inspection Inc., Conyers, Ga.



Pat Ogletree, Steel City Lumber Co., Birmingham, Ala.; and Marty Krapf, Roseburg Forest Products, Canton, Ga.



Ashley Kay, Bryan Lovingood, Lawrence Newton, Neyland Lipham, Ronnie Stroud and Calvin Biddix, U.S. Lumber Group Inc., Duluth, Ga.



Mark Wells, Universal Forest Products, Union City, Ga.; and Jim Loy, Southern Pine Inspection Bureau, Pensacola, Fla.



Mark Junkins, McShan Lumber Co. Inc., McShan, Ala.; Stewart O'Neil, Klumb Lumber Co., Daphne, Ala.; Debbie Brady, Southeastern Lumber Manufacturing Assoc., Tyrone, Ala.; and Hunter McShan, McShan Lumber Co. Inc., McShan, Ala.



Dave Koncso, Jason Mirabito and Mike Hans, Birmingham International, Birmingham, Ala.; and Dillon Forbes, Coastal Plywood Co., Havana, Fla.



Buddy Terry and Richard Sorrell, Barnett Millworks Inc., Theodore, Ala.; Bill Fisher, Stringfellow Lumber Co. Inc., Birmingham, Ala.; Rhett Jourdan, Wholesale Wood Products, Birmingham, Ala.; and Marty Krapf, Roseburg Forest Products, Canton, Ga.



Ashley Kay, U.S. Lumber Group Inc., Duluth, Ga.; Deborah Klardy, Pearson Lumber Co., Tuscaloosa, Ala.



Walt Dendy, Pearson Lumber Co., Tuscaloosa, Ala.; and Wayne Miller, The Softwood Forest Products Buyer, Memphis, Tenn.



Buddy Klumb, Klumb Lumber Co., Pt. Clear, Ala.; James Hatch, Chapman Forest Products Inc., Chapman, Ala.; and Jim Bartelson, Blue Book Services Inc., Carol Stream, Ill.



Bob Bell, Bolen-Brunson-Bell Lumber Co., Memphis, Tenn.; Stewart and Vicki O'Neill, Klumb Lumber Co., Daphne, Ala.; and Shane Naish, Birmingham International, Birmingham, Ala.



Smitty Thorne, Alabama State Port Authority, Mobile, Ala.; and Hunter McShan, McShan Lumber Co., McShan, Ala.; and Mark Palmer, NAWLA, Rolling Meadows, Ill.

**NAWLA Boston Photos - Continued fom page 1**



Dave Kowalsky, Great Southern Wood Preserving, Abbeville, Ala.; James Hatch, Chapman Forest Products Inc., Chapman, Ala.; Joe Patton, Westervelt Lumber, Tuscaloosa, Ala.; and Jim McGinnis, The McGinnis Lumber Co., Meridian, Miss.



Rick Grandinetti, Vision Planning, Inc., Morrisville, N.C.; and Mark Palmer, NAWLA, Rolling Meadows, Ill.



Curt McLeod, Capital Forest Products Inc., Annapolis, Md.; John Smart, Cabot, Newburyport, Mass.; and Nicole and Shane Bajnoci, W.D. Cowlis Inc., North Amherst, Mass.



Mac Dew, Still River Lumber Co., Brookfield, Conn.; Jed Dawson, L.R. McCoy & Co. Inc., Worcester, Mass.; Susan Fitzsimmons, Snavelly Forest Products, Pittsburgh, Pa.; Jim Robbins, Robbins Lumber Inc., Searsmont, Maine; and Trish Roche, RISI, Bedford, Mass.



John Bumby, The Maine Wood Treaters, Mechanic Falls, Maine; Dan Harrison, Cersosimo Lumber Co., Brattleboro, Vt.; John Benjamin, Robbins Lumber Inc., Searsmont, Maine; and Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.



Pat Heffernan, DMSI, Omaha, Neb.; Bob King, Fiberon, Laconia, N.H.; Dave Hallock, guest, Hastings-on-Hudson, N.Y.; Jim Hallock, Watkins Sawmills Ltd., Mission, B.C.; and Greg Ciampa, Correct Building Products, Biddeford, Maine



Doug Britton, Britton Lumber Co. Inc., Fairlee, Vt.; Rich Quitadamo, L.R. McCoy & Co. Inc., Worcester, Mass.; Dennis Connelly, Ze-Vo Technologies, Grafton, Mass.; Dick Buck, Genesee Reserve Supply, Rochester, N.Y.



Michael Sabo, PLM Insurance Co., Philadelphia, Pa.; Martin Grohman, Correct Building Products, Biddeford, Maine; Dan Carroll, North Pacific, Portland, Ore.; Gary Weinstein, Cambia, Kingston, N.H.; and Tom May, PLS Logistics Services, Rochester, Pa.



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Carman Smith and Greg Smith, Gilbert Smith Forest Products, Barriere, B.C.; Betty Jo Carpenter, Stimson Lumber, Portland, Ore.; and Don Dye, Mary's River Lumber Co., Corvallis, Ore.



Jon Anderson, Random Lengths Publications, Eugene, Ore.; and Gregg Wilkinson and Jay Ross, North Pacific, Portland, Ore.



Scott Elston, Forest City Trading Group, Portland, Ore.; Mark Donovan, Western International, Portland, Ore.; Butch Bernhardt, WWPA, Portland, Ore.; and David Stallcop, Van Port International Inc., Boring, Ore.



Tom LeVere, co-chair of the meeting, North Pacific, Portland, Ore.; Chris Knowles, faculty member, Oregon State University, Corvallis, Ore.; Jonathan Gates, student, Oregon State University, Florence, Ore.; John Williamson, student, Oregon State University, Corvallis, Ore.; and Denny Echols, student, Oregon State University, Salem, Ore.



Frank Johnson, North Pacific, Waynesboro, Miss.; Tom Tomjack, North Pacific, Portland, Ore.; Mark Inglis, RFL Rain Forest Lumber, Lake Oswego, Ore.; and Mark Palmer, NAWLA, Rolling Meadows, Ill.



Chris Pelsler and Terry Haddix, Oregon-Canadian Forest Products, North Plains, Ore.; and Dana Jansen and Susan Anderson, Dansu International, Tualatin, Ore.

**NAWLA Portland Photos - Continued from page 1**



Kevin Dodds and Grant Phillips, Buckeye Pacific, Portland, Ore.; Jack Henderson, North Pacific, Portland, Ore.; and Denny Echols, Oregon State University, Salem, Ore.



Pat Murphy, Pacific Western Lumber, Lake Oswego, Ore.; Joe Nealon, Pacific Western Lumber, Lakewood, Wash.; and Rob Burnett, Disdero Lumber Co., Clackamas, Ore.



Scott Driskill, Oregon Canadian Forest Products, North Plains, Ore.; Gregg Wilkinson, North Pacific, Portland, Ore.; and Chris Pelsler, Oregon Canadian Forest Products



Jack Henderson, North Pacific, Portland, Ore.; and Frank Johnson, North Pacific, Waynesboro, Miss.



Grant Phillips, Wil Kuester and Kevin Dodds, Buckeye Pacific, Portland, Ore.; and Mark Mitchell and Scott Swanson, Stimson Lumber, Portland, Ore.



Jim Rodway, Patrick Lumber Co., Portland, Ore.; Loren Krebs, Disdero Lumber Co., Clackamas, Ore.; Chris Chase, Patrick Lumber Co.; and Harvey Hetfeld, Precision Lumber Co., Vancouver, Wash.



Craig Larsen, Softwood Export Council, Portland, Ore.; Craig Johnston, Forest City Trading Group, Portland, Ore.; and Jim Talley, Blasen & Blasen Lumber, Portland, Ore.



Betty Jo Carpenter, Stimson Lumber, Portland, Ore.; Greg Carter, Rosboro, Springfield, Ore.; Edie McCartney, Lumber Products, Tualatin, Ore.; and Joni Hanson, Pelican Bay Forest Products, Bend, Ore.



Don Dye, Mary's River Lumber Co., Corvallis, Ore.; Karin Bruhn, Pennsylvania Lumbermens Mutual Insurance, Philadelphia, Pa.; Dan Rice, RFL Rain Forest Lumber, Lake Oswego, Ore.; and Gordon King and Chuck Lamping, Hampton Lumber, Portland, Ore.



Ed Matsuyama, Softwood Export Council, Tokyo, Japan; Bill Goodman, Georgia-Pacific West Inc., Portland, Ore.; Mark Denner, Rosboro LLC, Springfield, Ore.; and John Deisher, Georgia-Pacific West, Inc.

**WWPA Photos - Continued from page 1**



Wade Mosby, The Collins Cos., Portland, Ore.; Steve Schmitt, Stimson Lumber Co., Portland, Ore.; and John Sheik, Ochoco Lumber Co., Prineville, Ore.



Brad Turner, HALCO Software Systems Ltd., Vancouver, B.C.; Mike Durga and Douglas Reed, Simpson Lumber Co. LLC, Tacoma, Wash.; Alex Rapoport, HALCO Software Systems Ltd.; and Mike Phillips, Hampton Affiliates, Portland, Ore.



Russ Vaagen, Vaagen Bros. Lumber Inc., Colville, Wash.; Butch Bernhardt, director, information services, WWPA, Portland, Ore.; and Craig Larsen, Softwood Export Council, Portland, Ore.



Jeff Setzer, Setzer Forest Products Inc., Sacramento, Calif.; Chris Ketcham, Vanport International, Boring, Ore.; Tom Shaffer, Neiman Enterprises Inc., Hulett, Wyo.; and Wayne Miller, The Softwood Forest Products Buyer, Memphis, Tenn.

*Additional photos on page 16*

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**WWPA Photos** - Continued from page 14



Frank Campbell, ISK Biocides Inc., Memphis, Tenn.; and Claude Gregory, Signode Packaging Systems, Greensboro, N.C.



Christopher Crucitt, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; and Kevin Cheung, WWPA, Portland, Ore.



Diane and Eric Schooler, The Collins Cos., Portland, Ore., WWPA chairman



Scott Elston, Forest City Trading Group Inc., Portland, Ore.; Mark Elston, Hampton Affiliates, Portland, Ore.; and Laurie Creech and Douglas Reed, Simpson Lumber Co. LLC, Tacoma, Wash.



George Emmerson, Sierra Pacific Industries, Anderson, Calif.; Bob Lewis, Columbia Vista Corp., Vancouver, Wash.; Mike O'Halloran, president and CEO, WWPA, Portland, Ore.; and Chris Ketcham, Vanport International, Boring, Ore.



Charlie Fox, Timber Products Manufacturers Assoc., Spokane, Wash.; and Butch Bernhardt, WWPA, Portland, Ore.



Craig Larsen, Softwood Export Council, Portland, Ore.; Melodee Ren, Softwood Export Council, Shanghai, China; Tomoko Igarishi, Softwood Export Council, Tokyo, Japan; and Jim Matthews, WWPA, Portland, Ore.



Jim and Linda Scharnhorst, Idaho Forest Group LLC, Coeur d'Alene, Idaho; and Ted Roberts, Roberts & Dybdahl Inc., Des Moines, Iowa



Lynn and Tom Hanneman, WWPA, Portland, Ore.; and Russ and Linda Hobbs, Plum Creek Manufacturing Inc., Columbia Falls, Mont.



Steve Zika, Hampton Affiliates, Portland, Ore.; and Susan and Wade Mosby, The Collins Cos., Portland, Ore.



Mike Phillips, Hampton Affiliates, Portland, Ore.; Eric Schooler, The Collins Cos., Portland, Ore.; and Bob Miller, Simpson Lumber Co., Shelton, Wash.



David Jackson, WWPA, Portland, Ore.; Diane Schooler, The Collins Cos., Portland, Ore.; and Mark Porter, Hampton Affiliates, Portland, Ore.



Melodie and Pat Grady, Jim Vandegrift and Evelyn Kamitomo, Bennett Lumber Products Inc., Princeton, Idaho



Mike and Gretchen O'Halloran, WWPA, Portland, Ore.



Steven Rogers, Buddy Haile, Durae Miller, Mike Boone and Bobby Crowley, Richardson Timber, Dallas, Texas



Ronnie Hess, Mike Aaron, Keith Holmes and Al Cron, Boise Cascade LLC, Dallas, Texas



Mike Potthoff, DMSI Software, Omaha, Neb.



Mark Ridley and Dave Awtry, Alamo Forest Products, San Antonio, Texas



Carter Smith, Clint Cowan, Cheryl Riley, Chris McCollum and Chris Robertson, Cedar Supply Inc., Carrollton, Texas



Russell Richardson, Southern Pine Council, Kenner, La.



Jim Thrash, Miles Tompkins and John Roberts, Snavely Forest Products, Dallas, Texas



Blake Cooper, Colby Mayeaux, Lee Baxtor, Marty Nieswander and Bert Campbell, RoyOMartin, Alexandria, La.



Mitch Frieda, Daniel Johnson, Roger Gilley, Jane Smith, K.C. Cox and Trey Rogers, Weyerhaeuser Hardwoods & Industrial Products, Carrollton, Texas

**LAT Photos** - Continued from page 1



# Over 100 Years Experience Brings Commitment to Quality and Service



Al Fortune, president and owner of Mid Valley Lumber Specialties and lumber salesman Omar Derkach preparing a load of Western Red Cedar for shipment.



1x6-6' #2 & Btr, S1S2E Western Red Cedar ready to be loaded.



Mid Valley Lumber Specialties 4x4, Clear Western Red Cedar.

**Aldergrove, B.C.** – Although Mid Valley Lumber is a relatively new company, founded in 1994, its team possesses well over 100 years experience. President Al Fortune believes this experience is invaluable. “These trusted veterans in the industry have learned the value of a customer and how important it is to keep them coming back. It’s simple; treat our customers as you would like to be treated and supply them the right products. That shouldn’t be too much to ask,” Fortune said.

The sales team is made up of Ken Swartz, formerly Cedartone Specialties, a name synonymous to quality Cedar fencing products; Omar Derkach, 40-year marketing veteran of Mill & Timber; Jeff Robinson, 20-plus years sales and distribution experience at Leslie Forest Products; and Al Fortune, president, Mid Valley Lumber with over 25 years experience in sales and manufacturing, of Western Red Cedar.

According to Fortune, at Mid Valley Lumber your word is your bond and a commitment to quality and customer satisfaction. “We are not looking for a one time sale; we are looking to build long term relationships with our customers. A happy customer is a repeat customer and we want repeat customers,” Fortune said. “One way to ensure repeat customers is to produce quality consistent products time after time. You also need to have the flexibility to change with the market conditions and adapt to the customers requirements.”

Special grade sorts, specific packaging and specified lengths are just part of a normal day at Mid Valley Lumber. The company also offers highly mixed and specified loads, to accommodate these economic times when customers are trying to keep inventories very lean and diverse. If Mid Valley does not currently manufacture the Western Red Cedar item a customer requests, they will find a way to either produce or procure it. From this approach they have recently added Douglas Fir Appearance Grade Timbers and Hemlock/Fir industrials to their current product offerings.

Douglas Fir Timbers are available in special grade sorts and almost any size or length up to 40 feet. The product can also be offered with anti stain treatment. Industrial or cut stock items in either Hemlock or Douglas Fir can be supplied. Mid Valley offers a full line of Western Red Cedar products for almost any application. Balusters, appearance grade posts or timbers, decking, fence boards, fence rails, fence posts, and industrial components for a multitude of projects are included in the company’s products. Also included are pallets, fish planks and lawn furniture. “As Cedar is not like many other species, it has the natural resistance to decay and rot, which makes it an excellent environmental choice for several products,” Fortune said.

Mid Valley consistently draws its raw material from the same sources, primarily coastal British Columbia fiber with some Western Red Cedar drawn from the interior of the province. “The fiber comes from both areas of the province as specific fiber is better suited for certain product lines,” Fortune explained.

From the moment Mid Valley starts producing its products, they are monitored throughout the manufacturing processes. “We have a very hands-on approach to what we’re producing and what we do for customers,” Fortune said. Details included in the hands-on philosophy include utilizing special paper-wrap on bundles, and protecting high-end material with bottom protection from dirt and discoloration.

The company also uses only plastic banding to prevent metal oxidation

Continued on page 30



Mid Valley Lumber Specialties carefully loads wrapped Western Red Cedar onto a truck.



Western Red Cedar paper wrapped and ready for shipment.

## The Anatomy of The Idaho Timber Advantage

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**Proven Service**  
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# MILL SERVICES: Greenest Finger Joint Product on the Market?



Dan Holt (Left) and Jamie Place, co-owners of Mill Services, are proud that their EASTERN brand finger joint boards offer one of the most environmentally friendly options on the market today.



Mill Services in Cobleskill, N. Y. uses locally grown and harvested Eastern White Pine for its finger joint boards.



The manufacturing process begins as the lumber is sent to the Luxscan scanner to identify defects. Six separate cameras scan each board and record the information.



A Weining 450 Opti-cut, known as "the fastest saw in the world," carries out the cutting solution provided by the Luxscan scanner.



Blocks are carefully inspected at multiple points before they are fed into the CRP 2000 finger jointer.



Mill Services' finger joint boards are coated with a specially formulated latex primer. Oil primers are also available.

## It doesn't get Greener than Red.

### Mary's River Western Red Cedar, that is.

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

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

Mary's River's manufacturing requires less energy than steel, cement-based wood substitutes, and plastic-based composites. Our plants are closely regulated for environmental compliance.

Western Red Cedar's warm tone, natural grain, and rich texture make it the product of choice for siding, decking, railing, and fascia, *and*, no one does Western Red Cedar like Mary's River. Give us a call at 1-800-523-2052



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**Cobleskill, N.Y.**—What is the "greenest" finger joint board on the market? Jamie Place and Dan Holt, co-owners of Mill Services, Inc. in Cobleskill, N.Y., say it must be the Eastern White Pine boards that their company produces.

"Our wood is locally grown and harvested just a short distance from our facility, and we manufacture the boards from start to finish under one roof. Right off the bat, we're slashing our emissions because we don't need to ship materials from overseas or even from outside the northeast," Place explains.

Holt points out that the Eastern White Pine that Mill Services uses also offers significant environmental advantages. "Eastern White Pine is one of the world's most renewable resources. More wood fiber is being grown in New England now than ever before," he comments. Holt adds that Eastern White Pine's natural resistance to decay means that no chemicals are needed to enhance durability. "Just look around New England and you'll see lots of 200-year-old buildings, many of which have some of their original Eastern White Pine trim boards. It's a proven product with a long history of durability."

Continued on page 30



Mill Services uses one of two Watkins moulders to create a smooth, high quality finish.

Finger joint blanks are stacked on custom milled stickers to hold them perfectly straight during the overnight drying process.



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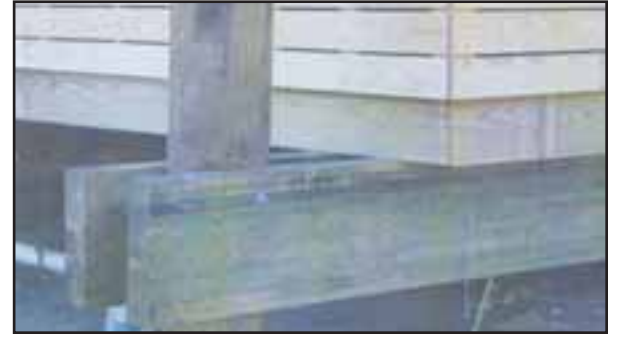
# ANTHONY FOREST PRODUCTS Introduces Power Preserve Glulam



Anthony Forest Products' treated columns.



AFP is now offering 10-1/2 inch and 10-3/4 inch wide laminated beams and columns at the El Dorado, Arkansas laminating plant.



Anthony Forest Products' lumber being utilized in commercial construction.



A photo of Anthony Forest Products' raised wood floor.



A diagram included in Anthony Forest Products recent flyer.

**El Dorado, Ark.**—Anthony Forest Products Co., based here, recently released a two-page flyer to assist deck builders/designers in properly sizing a Power Preserved Glulam™ Beam for deck applications. The guide includes a size selection table based on the deck joist span and the actual span of the beam between the columns to make it simple to pick out a size.

By using Power Preserved Glulam Beams as the main structural support, column spacing will increase thereby reducing installed cost.

Anthony Forest is also making it easier to size beams and columns for any deck with this flyer. By using a 5-1/4 inch x 5-1/2 inch Power Preserved Column™ in all deck applications not exceeding 14-feet in height, there is no selection process at all. Going higher than 14-feet would require column sizing.

The deck guide is available for distribution to retail customers and their contractor and deck builders.

To compliment the Power Preserved Glulam Deck Guide, a comprehensive Power Preserved Glulam Beams and Columns brochure is available discussing in detail the products, preservatives, AWWPA use categories, load tables, and applications for treated glulam and columns.

AFP is now offering 10-1/2 inch and 10-3/4 inch wide laminated beams and columns at the

El Dorado, Arkansas laminating plant. The beams to be offered are the 2400F<sub>b</sub>- 1.8E- 300F<sub>v</sub> architectural, industrial, and framing appearance classifications. The columns will be the firm's standard combination #50 which is all the #1 Dense SYP. All load tables are available in print from our website.

The latest addition to our Power Products line of engineered wood products from Anthony-Domtar Inc. is deep depth Power Joist™. These ADI 80 and 90 series joist are primarily for non-residential construction and go to 24 inches deep. The ADI 80 uses the SPF 2x4 2100F -1.8E MSR lumber flange, while the ADI 90 uses the 2x4 2400F - 2.0E MSR lumber flange and both utilize a 7/16" OSB webstock.

Anthony Forest Products Co. was founded in 1916. Currently the company owns approximately 92,132 acres of timberland in Arkansas, Louisiana and Texas and manufactures over 150 million board feet of kiln dried, grade marked, premium Southern Pine Lumber specializing in 2 x 10 and 2 x 12.

Southern Pine lumber producing mills are located in Urbana, Arkansas and Atlanta, Texas. The firm also operates wood chip mills in Plain Dealing, Louisiana and Troup, Texas with engineered wood laminating plants in El Dorado, Arkansas and Washington, Georgia.

Anthony Forest Products Co. and Domtar Inc. based in Montreal, Quebec jointly own and operate an I-joist manufacturing plant in Sault Ste. Marie, Ontario.

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### WHO'S WHO - Albrecht

Continued from page 2

quality, fine-grained lumber into such products as guitar tops, piano-sound-board lumber and ribs and a wide variety of commercial lumber, mouldings and squares. The company carries green and kiln-dried Sitka Spruce, Western Red Cedar, Douglas Fir, Western Hemlock and Alaskan Yellow Cedar in all thicknesses and all grades, including customer specifications that

Continued on page 27

## New Web-Based Info Replaces Red Book

By Kathleen Brooks



Chris Beveridge

**Chicago, Ill.**—Much hard work by a North American Wholesale Lumber Association (NAWLA) task force has finally resulted in a new credit-information source for the lumber industry – a replacement for the Lumbermen's Red Book, which is scheduled to be available this summer.

Industry insiders might recall that the company behind the Red Book mysteriously vanished in late 2007. "They just disappeared overnight," said Mark Palmer, Executive Director and Interim CEO of NAWLA, based in suburban Chicago. "We received numerous phone calls from our members asking what had happened. So we went downtown, looked in the company's window and everything was gone. We never found out what happened."

Lost – along with thousands of dollars in semi-annual dues – was the lumber industry's main source of a company's financial strength and payment history. "There was no reliable credit information to guide the companies, manufacturers, distributors and retailers as they tried to make informed decisions on whether to take on new customers," Palmer said.

He noted that Dun & Bradstreet and other financial services did not focus on the lumber sector and that their information was too general in nature. "People had to make gut decisions not based on reliable information," Palmer said. "Our association members were essentially 'flying blind,' so NAWLA leveraged its industry stature to find a replacement as quickly as possible."

In early 2008, NAWLA's board appointed Chris Beveridge, president of Skana Forest Products Inc., to lead a task force of top lumber-industry credit and finance professionals. Its job was to screen credit-information providers and determine which company would be best able to deliver the needed data.

"It was just a matter of finding the right fit for the lumber industry," said Beveridge, adding that the process took about six months.

Blue Book Services, a credit-rating agency serving the fruit and vegetable industry since 1901, was the task force's recommendation in November 2008. "Blue Book Services has the infrastructure and experience necessary to create this new credit-reporting tool," Palmer said. The primary driver behind that company's selection, he said, "is its century-long track record of integrity and its ability to quickly adapt its rating systems and online program to the lumber industry's needs."

"We felt it would be an excellent fit," Beveridge said. He pointed out that Blue Book Services had proven that it could effectively serve a large industry "and it impressed us that the company could step up and do the task."

Blue Book listing information will be formatted similarly to that of the defunct Red Book "so there should be a certain comfort level for former Red

Book users," said Jim Bartelson, Executive Vice President of Blue Book Services.

What parallels exist between the lumber and the fruit/vegetable industries? Bartelson noted that both industries have similar supply-chain flows and credit-extension practices. "Both are also people industries," he said, adding that "we're working hard to help the lumber industry make safe and profitable business decisions."

The new Blue Book will be web-based. "Soon, there will be real-time access when needed," Palmer said. "And the service will be much improved."

Online access will let members perform data sorts to find companies and people more easily and much more detailed information on credit and payment experience will be available, he said. Another advantage is that the Blue Book will be updated constantly.

The initial product launch will include company contact information and pay history, supplemented with licensed credit information from a third-party credit source. Lumber companies are expected to proactively expand the depth and detail of information about their company, including such details as ownership and finances. This can be accomplished now by visiting [www.lumberbluebook.com](http://www.lumberbluebook.com), clicking on the "submit your company data" tab and following the instructions.

A future step would be to develop and disseminate company ratings, presuming that lumber companies will confidentially share the names and locations of trade partners as well as their actual trading experiences.

Depending on industry participation, the next offering could be predictive ratings, similar to consumer-credit scores. Blue Book Services officials said they could develop a score that reliably predicts the probability of payment delinquency or default within a time period.

"NAWLA is pleased and proud to have provided leadership to address this urgent industry need," Palmer said. "Serving the best interests of the lumber and building-materials industry is, of course, our aim and we believe Blue Book Services shares that mission."



Mark Palmer

For more information, please go to [lumberbluebook.com](http://lumberbluebook.com) or call Blue Book Services at 630-668-3500 or NAWLA's Mark Palmer at 847-870-7470.

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## RICHARDSON Hosts LAT Reception



Keith Haines, Boise Cascade LLC, Dallas, Texas; Jamie Hursh, Richardson Timbers, Dallas, Texas; and Mike Aaron and Al Cron, Boise Cascade



Durae Miller and Bobby Crowley, Richardson Timbers, Dallas, Texas



Jim Dunse, Mill & Timber, Surrey, B.C.; Pat Miller and Frank Nivle, Cedar Creek Texas, Carrollton, Texas; Ben Meacham, Weston Forest Products, Mississauga, Ont.; and Brian Hauerwas, Mike Thornberry, Mitch Frieda and Rick Roberts, Cedar Creek Texas



Chuck Pool, Mainstreet Lumber, Denison, Texas; Marilyn Archer and Pam McCarley, Morton Lumber, Borger, Texas; Durae Miller, Richardson Timbers, Dallas, Texas; Kyle McCarley, Paris Lumber, Paris, Texas; and Robert Archer, Morton Lumber



Tosh Strader, Capital Lumber, Dallas, Texas; and Trey Roger, Weyerhaeuser Hardwoods & Industrial Products, Carrollton, Texas



Chris Abel and Scott Gaskin, Capital Lumber, Houston, Texas; Mike Boone, Buddy Haile and Steven Rogers, Richardson Timbers, Dallas, Texas; and K.C. Cox and Jane Smith, Weyerhaeuser Hardwoods & Industrial Products, Carrollton, Texas



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

**Galveston, Texas**—Richardson Timbers, located in Dallas, recently hosted approximately 100 guests who attended the Lumbermen's Association of Texas (LAT) convention, which took place at the Galveston Island Convention Center.

At the nearby Hilton Crystal, guests gathered for a brief social reception to network and relax after a day of viewing

Continued on page 31



Rick Roberts, Cedar Creek Texas, Carrollton, Texas; Bobby Crowley, Richardson Timbers, Dallas, Texas; Telisa Marsh, Capitol Lumber, Houston, Texas; and Mike Thornberry, Cedar Creek Texas



Chris Abel, Capitol Lumber, Houston, Texas; Leonard Gloor, Gloor Lumber, Brownsville, Texas; and Daniel Johnson, Weyerhaeuser Hardwoods & Industrial Products, Carrollton, Texas



Sandra Hamilton, Mark Hamilton, Connie Evans and Alan Meier, Scholl Forest Industries, Houston, Texas

Kory Klein, Cedar Creek Texas, Carrollton, Texas; and JoAnn Gillebaard, Holland Southwest International, Houston, Texas



## SCMA Gathers For Meeting



Linwood Truitt, Beasley Forest Products Inc., Hazlehurst, Ga.; and Phil West and Bo Hammond, Coastal Lumber Co., Weldon, N.C.



Charles Andre, Custom Lumber Manufacturing Co., Dothan, Ala.; George Riley, Williams Lumber Co. of North Carolina Inc., Rocky Mount, N.C.; and Harry Rogers, Big River Cypress and Hardwoods Inc., Blountstown, Fla.



Ernie Pyle, Ontario Hardwood Co. Inc., Keysville, Va.; Mark and Nancy Tuck, Gates Custom Milling Inc., Gatesville, N.C.; and Skip Doty, A.P. Hubbard Lumber Corp., Greensboro, N.C.



Chris Sackett and Pem Jenkins, Turn Bull Lumber Co., Elizabethtown, N.C.; and Buddy Irby, Anderson-Tully Worldwide, Vicksburg, Miss.



Frank Vallot, Louisiana State Cypress and Acadian Cypress & Hardwood, Ponchatula, La.; Rusty Logue, Battle Lumber Co. Inc., Wadley, Ga.; and Doug Brock, Sunshine State Partners LLC, Hosford, Fla.



Terry Miller, Softwood Forest Products Buyer, Memphis, Tenn.; Richard Wilkerson and Nathan Irby, Anderson-Tully Worldwide, Vicksburg, Miss.; and John Millea, The Southern Cypress Manufacturers Assoc., Pittsburgh, Pa.

**Charlotte, N.C.**—Members of the Southern Cypress Manufacturers Association (SCMA) met recently here and discussed the SCMA's 2009 Promotion Plan and a recent donation to the University of North Carolina.

According to Ian Faught, who manages communications and marketing for the SCMA, the Promotion Plan is an aggressive marketing plan that focuses on the association's initiatives to update and enhance websites to help build awareness of Cypress as a renewable resource and promote sustainable forestry.

The association also donated two Cypress benches to the University of North Carolina's Botanical Gardens, located on campus.

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

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Rusty Logue, Battle Lumber Co. Inc., Wadley, Ga.; Linda Jovanovich, Hardwood Manufacturers Assoc., Pittsburgh, Pa.; and Linwood Truitt, Beasley Forest Products Inc., Hazlehurst, Ga.

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## SLMA Celebrates Successful Gathering



Ryan Hilsinger and Lee Ashburn, Industrial Wood Products, Climax, N.C.; Bob Lane, The Timbermen, Camak, Ga.; and Sammy McCorkle, The Timbermen, Camak, Ga.



Digges Morgan, Southern Forest Products Assoc., Kenner, La.; and Nick Roppolo, Conner Industries, Fort Worth, Texas



Bob Dixon Jr., M.C. Dixon Lumber Co., Eufaula, Ala.; Bert Campbell, Roy O'Martin, Alexandria, La.; and Bob White, M.C. Dixon Lumber Co.



Tyler McShan, McShan Lumber Co., McShan, Ala.; Hal Storey, S.I. Storey Lumber Co., Armuchee, Ga.; and Tom Cator, SLMA, Washington, D.C.



Furman Brodie, Charles Ingram Lumber Co., Effingham, S.C.; Sandie Sparks, Sparks Lumber, Ellijay, Ga.; and Chris Raybon, Baxley Equipment, Hot Springs, Ark.

**Atlanta, Ga.**—Representatives of the Southeastern Lumber Manufacturers Association (SLMA) said that its 2009 Spring Meeting was a "huge success. Even with today's tough market conditions, over 150 SLMA members and associate members traveled to Atlanta for the event." "We couldn't be more pleased with the turnout," stated SLMA President Debbie Brady. "The fact that we had more attendees at this year's meeting than at last year's despite declining markets proves that word about the value of this meeting is spreading."

What drew such an impressive group of members to the event? Aside from the exceptional networking opportunity, said Brady, attendees also heard updates from industry experts, including economists Ed Siefried and Wade Camp, Forest2Market's Pete Stewart, the Treated Wood Council's Jeff Miller and green building expert Michael Virga.

Also, two member-led panels convened during the meeting and kept members engaged. Lynda Anthony, of Anthony Forest Products, Tommy McInvale, of Keadle Lumber and Ben Stimpson, of Gulf Lumber, led a discussion on successful safety and health programs. David Richbourg, of H.W. Culp Lumber, Chuck Watkins and Jason Gullledge, both of North Florida Lumber, all gave reports on new technology their respective mills had installed recently.

New for this year's Spring Meeting was a vendor Expo. During the evening's cocktail reception, 14 SLMA associate members set up table-top exhibits to display their company's latest products and services.

SLMA thanked everyone who participated in the Political Action Committee's (PAC) raffle as well. Over \$5,400 was raised to help SLMA with its pursuit of members' political priorities.

SLMA is already gearing up for its next big event: the 2009 Annual Conference on July 23-25 at the Ritz Carlton, Amelia Island, Fla.

For more information, contact the SLMA at 770-631-6701.

### WHO'S WHO - Bigford

Continued from page 2

of No. 1 and No. 2 grades of kiln-dried lumber in either single-surface or finish-planed on four sides.

From small, one-time assignments to multi-family, motel and commercial projects, David Bigford has been an instrumental part of Bigford Enterprises' daily sales, operations and purchasing functions since he and his brother founded the company 15 years ago. In that time, the company has completed contracts for over 150 motels and fulfilled multi-million-dollar commercial projects with such companies as Bovis, Skanska, Clark, John S. Clark and WM Jordon. David has extensive experience in working with HUD, VA, FHA, Tax-credit and student housing projects.

Bigford grew up in a Texas-based framing-industry family and has succeeded as a self-employed lumber industry professional from the start. He is a graduate of Cleveland High School. He has one son, one daughter and enjoys cooking, boating and fishing.

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