

The Softwood Buyer  
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# The Softwood Forest Products Buyer

Vol. 24 No. 6    The Softwood Industry's only newspaper.....now reaching 42,229 firms (20,000 per issue)    November/December 2009

## More Than 100 Gather For NELMA

*Photos By Terry Miller*

**Kennebunkport, Maine**—The Northeastern Lumber Manufacturers Association's (NELMA) Fall Board Meeting & Golf Scramble was recently held here in the historic Nonantum Resort, and Webhannet Golf Club played host. A total of 107 members and guests of the Association participated in all or part of this year's traditional two-day event.

To kick things off, a perfect early fall day greeted 67 golfers as they hit the links for the 18-hole tournament. Winners of the longest drive contest: Judy Irish of Pleasant River Lumber and Jack Bowen of Hancock Lumber. The foursome team of Chris Brochu and Jason Brochu of Pleasant River Lumber and Chris Jacobson and Paul Lennon, both with LUA, ended the day as the Low Gross Score Winners.

Low Net Score winners were: First Place – Bob Bronkie of Unstable Farm, Dante Diorio of Diorio Forest Products, Rich Quitadamo of W.R. McCoy Co., and Rob Wiczorek of Wiczorek Insurance. Second Place – Jack Bowen, Russ Coulter, Matt Duprey, and Steve Teixeira, all with Hancock Lumber. Third Place went to the team of Dan Holt and Jamie Place of Eastern Forest Products,

*Additional photos on page 12*

*Continued on page 17*



Darren Zwicker, Irving Forest Products, Saint John, N.B.; Dan Holt, Eastern Forest Products, Lyndeborough, N.H.; and B Manning, Durgin & Crowell Lumber Co. Inc., New London, N.H.

## WRCLA/WRCEA Partner At Global Event

*By Wayne Miller*

**Whistler, B.C.**—Guests and members of the Western Red Cedar Lumber Assoc. (WRCLA) and the Western Red Cedar Export Assoc. (WRCEA) partnered recently with BC Wood and the Cedar Shake and Shingle Bureau at the Global Buyers Mission, a global marketing and networking event.

Quadra Wood Products of Abbotsford, B.C., and OrePac Building Products of Wilsonville, Ore., sponsored the cocktail and the subsequent dinner for this associational gathering.

In addition to guest speakers, attendees enjoyed a Cedar Networking Reception and barbecue at the Whistler Golf Club.

Presentations included the "U.S. Market Update & Review." Jack Draper, of the WRCLA, introduced Cees de Jager, also of the WRCLA, who discussed various aspects of the Cedar industry. He said research shows architects and clients make decisions regarding material in custom homes, and FSC-certification is valued and recognized as sustainable by architects. De Jager addressed promotional efforts by the WRCLA to bring top-of-mind awareness not only to the organization but also Cedar.

*Additional photos on page 16*

*Continued on page 17*



Jim Gillis and Robert Sandve, Haida Forest Products Ltd., Burnaby, B.C.; Jake Van Schothorst, Prairie Cedar, Coalhurst, Alta.; and Chris Beveridge, Skana Forest Products Ltd., Richmond, B.C.

## Global Buyers Mission Bucks Economic Trends

*Photos By Wayne Miller*

**Whistler, B.C.**—BC Wood recently hosted the 6th annual GBM, an in-market trade show featuring Canadian value-added wood products. Despite difficult economic times, the 2009 Global Buyers Mission (GBM) was sold out, said Brian Hawrysh, BC Wood Specialties Group (BC Wood) CEO.

"This was the largest-ever Global Buyers Mission, with over 700 participants – 50 percent more than we planned for," said Hawrysh. "BC's value-added wood industry is determined to push through today's economic challenges. Clearly, the GBM is seen as a good vehicle for that."

"Exhibition space was fully booked and we've attracted buyers from around the world who still want to do business with our industry. Such strong interest is encouraging, especially in light of current economic conditions."

Over 230 pre-qualified international buyers came from Australia, Belgium, China, Czech Republic, Germany, Ireland, Japan, Korea, Mexico, Malaysia, Italy, Scotland, Spain, Taiwan, Vietnam, the United States, and the United Kingdom.

Products on display at the 2009 GBM included log homes, pre-fabricated

*Additional photos on pages 12, 14 & 16*

*Continued on page 17*



John Gardner and Paul Saini, The Teal-Jones Group, Surrey, B.C.; Brent Stuart, Russin Lumber, Montgomery, N.Y., and Scott Boates, The Teal-Jones Group

## SFPA Members Convene In New Orleans

**New Orleans, La.**—The Southern Forest Products Assoc. (SFPA) recently held its annual four-day meeting here at the Roosevelt Hotel.

The meeting began with nominations, pension and executive committee meetings followed by cocktails at the close of the day. Activities on the second day included a fishing excursion, golf, an Expo Advisory and Southern Pine Council (SPC) International committee meeting, as well as a welcome reception.

The exhibition hall opened with a continental breakfast and an SFPA session that included a welcome message from Patrick Harrigan of Harrigan Lumber Co. Keynote speaker Steve Lovett, founder and president of Phoenix Strategic Solutions, discussed updates to the Blue Ribbon Commission's Softwood Checkoff Program.

SPC chairman Mike Warren with Temple-Inland, called the first session of the SPC meeting to order and SFPA legal council, Harry Hardin delivered an Antitrust Reminder message that summarized antitrust limitations related to discussions during the meeting.

The Real Outdoor Living campaign was introduced by Mike Pastore,

*Additional photos on pages 16 & 18*

*Continued on page 19*



Rick and Kay Reynolds, Taylor Machine Works Inc., Louisville, Miss.; and Lisa and Mike Warren, Temple-Inland Inc., Diboll, Texas



# Who's Who In Softwoods



Bill Hallanger

**Bill Hallanger** is the purchaser for **St. Croix Valley Hardwoods Inc.** of White Bear Lake, Minn. St. Croix is a producer of Softwood dimension, moulding, hardwood dimension and plywood. Hallanger purchases 350,000 board feet of kiln-dried and green Northern White Pine and

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Mike Bachinski

**Mike Bachinski** is a commodity buyer for **84 Lumber Company** in Eighty Four, Pa. The company, a retail lumber yard and manufacturer, offers SYP, SPF, kiln-dried Douglas Fir (KDDF), Green Douglas Fir (GDF), Hemlock-Fir (HF), ESLP and European in all grades, lengths and widths. They

Continued on page 20



Cass Mongoven

**Cass Mongoven** is owner, designer and builder with **Casey Truss Company** in East Helena, Mont. Casey Truss Company offers Douglas Fir Larch roof and floor trusses, 1800 to 2400, in lengths of 8 to 20 feet in 2x4, 2x6 and 2x8 as well as stud grade, 5 to 7 feet. The company purchases

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David Kipp

**David Kipp** is purchasing manager for **Structural Component Systems, Inc. (SCS)**, of Fremont, Neb. Structural Component Systems is a manufacturer of floor and roof trusses, wall panels and stairs and it sells engineered wood floor systems, lumber, sheathings and complete framing packages.

Continued on page 20



Russell Pyles

**Russell Pyles** is the owner/operator of **M & P Lumber Co. Inc.** in Monticello, Ky. M & P Lumber Co. Inc. offers lumber in Aromatic Cedar as well as closet linings, furniture posts and shavings (No. 2 Common and Better, 4/4, 5/4, 6/4, 8/4, 10/4, surfaced or rough). The company purchases

Continued on page 20



Scott Rimmer

**Scott Rimmer** got his start in the forest products industry in 1986 as a press operator in a plywood mill. Today, he is responsible for lumber sales at **Forest Grove Lumber Co. Inc.** in McMinnville, Ore. He has been in his current position for nine years and at the firm for 15 years. Forest Grove Lumber

Continued on page 20

## Market Outlook for 2010 Changes

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

As 2009 draws to an end, the forest products industry continues to suffer from the effects of the U.S. housing meltdown and recessions in the U.S. and Canada. This year should mark the bottom of the current housing cycle with 545,000 conventional housing starts made up of 435,000 single-family and 110,000 multifamily. This will be a 40 percent decline from last year.

Since the spring, APA has increased the 2010 single-family housing forecast by 25,000 to 555,000 homes based on recent positive home sales data, the assumption that interest rates will remain low, the prospects for a continuation of the first-time homebuyer tax credit and the outlook for an overall improving economy. For multifamily in 2010, the forecast has been lowered by 35,000 units to only 110,000 – the same as this year. The multifamily situation is still murky with banks and other lenders reluctant to lend for multifamily and commercial developments. Overall, the forecast is for 665,000 conventional starts in 2010, slightly lower than the 675,000 forecast in the spring.

Since the spring, the North American 2010 forecast for structural panel production has been lowered 2.5 percent to 27.1 billion square feet. While demand from new residential construction and repair and remodeling is about the same in the two forecasts, the lower forecast comes from weaker than expected industrial and nonresidential construction markets. Industrials such as furniture, transportation and materials handling are now expected to recover more slowly from the recession. Nonresidential construction is now in a downward spiral triggered by the banking crisis and this market is not expected to bottom until sometime in 2010. North American production of 27.1 billion square feet in 2010 will be a 10 percent increase from 24.6 billion feet expected this year.

Demand and production of glulam timber, I-joists and LVL is expected to increase in 2010; but, not as much as forecast in APA's spring outlook. The challenges for housing and the rest of the economy are all affecting these engineered wood products. Glulam is forecast to increase 8 percent to 210 million board feet next year. I-joists are forecast to increase 35 percent to 565 million linear feet and LVL 25 percent to 42.5 million cubic feet. For more information, contact Craig Adair through APA at 253-620-7429.

### Winning Builder Selected in Raise the Floor Challenge

Andy Chambers, Mastercraft Builder Group, has been selected to build the winning design in the Raise the Floor Design Challenge, a three-part competition in Jacksonville, Fla. Sponsored by Raised Floor Living, with APA, the Southern Pine

Council, Northeast Florida Builders Association, and the Florida Wood Council participating, the design challenge is one of several targeted promotions that APA and the Southern Pine Council are using to demonstrate the advantages of raised wood foundation construction. Chambers, who is also the incoming president of the Northeast Florida Builders Association, will construct the winning home in the Murray Hill neighborhood of Jacksonville.

In the second phase of the competition, Jacksonville area home designers are competing for the winning design that Chambers will build. The winning designer will be selected in October. The third phase of the competition, coordinated by the Southern Pine Council, is a *Design Your Dream Home* sweepstakes for homeowners. The winner of that competition will receive \$5,000 in design services from the winning designer. For more information contact Bob Clark through APA at 253-620-7429.



### Thomas Tidwell, 17th Chief Of The USDA Forest Service

Agriculture Secretary Tom Vilsack recently announced that Tom Tidwell will serve as the new Chief for the U.S. Forest Service. "Tom Tidwell's 32 years of experience in our forests and impressive track record of collaboration and problem-solving will help us tackle the great challenges ahead," Vilsack said. Throughout his 32 years with the Forest Service, Tidwell has held a variety of positions. He began his career with the Forest Service on the Boise National Forest. Since then he has worked in eight different national forests, across three regions. Positions included: district ranger, forest supervisor, and legislative affairs specialist in the Washington office.

## THE WASHINGTON SCENE

Leslie Weldon will fill the position of Regional Forester that Tidwell occupied when he became chief. Weldon will oversee 15 national forests and four national grasslands within the states of Montana, Idaho and North Dakota. For more information visit [www.fs.fed.us](http://www.fs.fed.us).

### Appropriations Ticking Timeline

While the House passed twelve of the annual spending bills before a recent recess, the Senate has yet to act on eight of the spending bills. In particular the Interior Appropriations bill which funds the Forest Service and Department of Interior is on this list. According to the American Forest Resource Council (AFRC), the House version of the bill maintained the President's request of \$357 million for the wildfire contingency fund, which would only be tapped if federal agencies exhausted regularly budgeted money for wildfire suppression. Another \$378 million was requested for hazardous fuels

reduction. The bill would also give the Forest Service a \$154 million boost in non-fire funding line items, which include the legacy road and trail program to receive \$100 million and a modest \$4 million increase in the forest products line item bringing the total to \$336.7 million.

The Senate Appropriations Sub-committee presented its version of the 2010 Interior Bill which sets Interior and Environment account spending at \$200 million less than the House version. National forest timber management was allotted \$338 million representing a \$5 million increase over current funding levels. Hazardous fuels reduction activities would receive \$350 million at an increase of \$22 million.

The bill must be approved by the Senate Appropriations Committee and then voted on by the full Senate, followed by conferring with the House to negotiate a final bill.

### Agriculture Secretary Announces Economic Recovery Projects

Agriculture Secretary Tom Vilsack recently announced projects funded by the American Recovery and Reinvestment Act (ARRA) for forest health protection projects. These 78 projects will receive approximately \$89 million and are located on forested lands in 30 states. The funding will be used to restore forest health conditions on Federal, State and private forest and rangelands recovering from fires, forest insects and disease outbreaks. "These Recovery Act projects will put

people to work and advance the Obama Administration's vision for a balanced and cooperative approach to forest management that will provide for public health and safety by restoring forestlands and rangelands damaged by insects, disease and invasive species," Vilsack said. "Proper forest management helps protect our forests for the benefit of current and future generations by restoring the vitality and productivity of the land."

According to the United States Department of Agriculture (USDA), these funds will be used to complete high priority projects to restore forest health and resiliency by reducing insect and disease problems. Among the projects announced were efforts to thin understory trees and control spread of pests, which will reduce the risk of massive forest die-offs.

The funds will also help provide technical and financial assistance for care of lands owned by States, local governments, private organizations and private individuals. These activities will protect highly valued forested areas, reduce the risks of vegetation mortality, increase landscape resilience and prevent future disease and insect outbreaks. A list of the forest health protection projects and information on other Forest Service ARRA projects can be found at [www.fs.usda.gov/recovery](http://www.fs.usda.gov/recovery).

### Natural Resources Activity

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# SWEET TIMBER FRAMES—Building One-Of-A-Kind, One-At-A-Time

By Michelle Keller



Sweet Timber Frames owner John Sweet volunteered his time and services for the local playground and is shown here building three playground houses.



This is a photograph of a 32'x32' saltbox timber frame home built by Sweet Timber Frames. At 3,816 square-feet, this home also includes a daylight basement.



Timber framers at work in the company's larger shop.

**Mt. Desert, Maine**—Sweet Timber Frames is located just off the eastern coast of Maine on Mt. Desert Island in a town surrounded by quaint harbors, cozy summer cottages and America's only fjord.

After 18 years and erecting multiple key structures across North America, journeyman ironworker John Sweet began his own business, Sweet Timber Frames.

Sweet began his career in construction in 1972 working for a concrete, sand and gravel materials supplier as a welder, rigger and burner. From that

position he was introduced to heavy construction where he met a crew of ironworkers and launched his career in ironworking.

After his apprenticeship in Virginia, Sweet began assembling major high rise steel structures. He was part of the team that constructed the new draw-span bridge that crosses James River and the Chesapeake Bay Bridge, a 23 mile long fixed link that connects the cities of Virginia Beach and Norfolk, Virginia to Cape Charles in Northampton County along with the rest of the eastern shore of Virginia.

Among others, he raised iron for the Interstate 75 twin truss span bridge on the Ohio River and helped build International Paper in Jay, Maine. After leaving his mark in cities throughout the country such as Virginia, Ohio and New Hampshire, he moved his family to the place of his birth in Maine and continued to do ironwork for one of the many paper mills in the area.

Sweet purchased land and set out to build his own home. He became interested in timber framing because it offered durability, value and was aesthetically pleasing.

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Sweet Timber Frames' employees in the small mill-work shop.



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A Maple staircase inside a 32'x32' saltbox Sweet Timber Frame home.



A Sweet Timber craftsman cleans out a mortise pocket with a 2-inch framing chisel.



A 14'x24' bedroom with common rafters and collar ties.



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# R. B. LUMBER CO.– Creating Profitable Relationships Through Integrity

By Wayne Miller



(L to R) Gary Knight and Randy Brown, owners of R. B. Lumber Co.



Sourcing mainly from the Pacific Northwest, R. B. Lumber Co. markets its products throughout North America, British Columbia and Nova Scotia. "The majority of our product comes directly from the Pacific Northwest," Brown explained. "We do a small amount with the inland empire, purchasing Inland Red Cedar for 2x4, 2x3 and 8-foot fencing and fencing rail stock."



An employee prepares 1x2, 4' Western Red Cedar tile batts for shipment.



Shown here is R. B. Lumber Co.'s 1x6 Western Red Cedar fencing.



This is a photograph of 1x6 Western Red Cedar being ripped to 1x4 with an automatic rip saw.

**Oregon City, Ore.**—Established in 1996, R. B. Lumber Co., a wholesale remanufacturer based here, produces Western Red Cedar products including fencing, decking and finger joint blocking in Clear to economy grade. The company's owners, Gary Knight and Randy Brown have a plethora of 64 years of experience in the forest products industry. Brown began by handling Spruce and MSR Softwood lumber for the finger joint market along with economy pallet stock. When Gary Knight came on board in 2002 with expertise in the Cedar market, the focus of R. B. Lumber evolved to Western Red Cedar products.

Sourcing mainly from the Pacific Northwest, R. B. Lumber Co. markets its products throughout North America, British Columbia and Nova Scotia. "The majority of our product comes directly from the Pacific Northwest," Brown explained. "We do a small amount with the inland empire,

purchasing Inland Red Cedar for 2x4, 2x3 and 8-foot fencing and fencing rail stock."

Through export clients, the firm's products are shipped overseas. "We try to be a source for customers regardless of the customer's region," Brown said. "We are a source-oriented wholesale remanufacturing company whose focus is to source what customers need, whether it's wood products or other items."

R. B. Lumber has the relationships and resources in place to source products for their customers no matter how diverse the request. "We recently received an inquiry from a New York school system. They intended to build a 4x8 and 10x10 perimeter fence with a pyramid top at 10x10. It also included 4x8 end rails and single rails," Knight said. "We were able to source the material from places we know will remanufacture the parts correctly. We put the entire package together and sent back a couple of trucks to the customer with exactly what they requested per spec. Having the knowledge of where these

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Randy Brown (wearing hat) makes a quality control check.

Randy Brown (left) and Gary Knight (right) are well seasoned at fulfilling customer requests.







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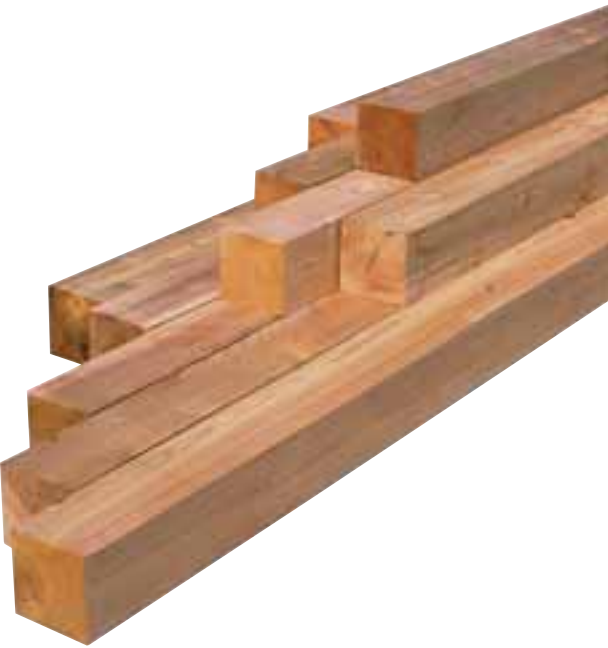
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All on one shipment you could have fencing, timbers, decking, balusters, lattice panels, shakes, shingles, ridge cap or more.



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# LUA: It Can Happen To You – How To Survive A Catastrophic Loss



An unexpected fire catches at a hardwood planing mill.

**Boca Raton, Fla.**—An electrical fire, flooding, vehicle accidents, catastrophic weather, robbery: is your business prepared to handle any of these scenarios? Since you can't determine when disaster will strike, it is important that you are prepared and know what actions to take in the event you are faced with one.

not be in the best interest of your business and those around you," explains Lumbermen's Underwriting Alliance President and COO Mike North. "At LUA, we partner with our customers to provide a planned approach to recovery should the need ever arise." While developing such a plan can be



Firefighters work diligently to put the fire out but the damage being done is irreversible.

challenging, many find that piecing together disaster preparedness plans – including lists of coordinated steps to follow when faced with a catastrophe – can be very helpful. Make sure each facility has a prevention plan containing several key elements, including a clear policy statement, well-defined activation authority and a method to distribute information regarding the disaster. The plan should also provide for employee training and performing ongoing reviews and revisions to the written procedures.



Restoration from fire is expensive. This image shows the devastating aftermath of a destructive fire.

The format and elements of a disaster plan vary widely from company to company – large, multi-national organizations may have complex legal, insurance, information and security needs, while smaller organizations may be fully served by brief disaster prevention and recovery guidelines.

What follows is a general checklist of initial steps to take in the event disaster strikes:

- **Activate proper evacuation and safety procedures first.**
- **Activate the emergency alarm and notify emergency services.**
- **Notify upper management of the nature of the disaster.**
- **Start calling the list of team members assigned to disaster recovery.**
- **Assess the damage.**
- **Photograph damaged materials and facility.**
- **Implement previously established procedures for protecting vital records.**
- **Label and remove damaged materials (or materials that are not damaged if they are obstructions), depending on the volume of damaged documents and/or the extent of damage to the facility housing the documents.**

Depending on the scale of the disaster, plans also need to incorporate decisions on clean up, ranging from repair to rebuild. This raises the important question of how will you generate revenue during this time. It is essential to consider what happens after the initial loss is over. So now what?

1. **Do you have a plan if your plant goes down?**
2. **Can you use another facility?**
3. **Do you have any arrangements with a friend or a competitor to help?**
4. **Do you have business interruption coverage to help in this situation?**
5. **When will you re-open?**  
**What will happen to your employees?**
  1. **Do you have them come to work?**
  2. **How will you pay them if there is no revenue?**
  3. **Who do you keep if you have to lay people off?**

During the aftermath of such catastrophes, many businesses find that despite the fact that they are fully insured for the value of their property, they do not have insurance protection on the earnings that they produce. According to the Insurance Information Institute, most people would never considering opening a business without buying insurance to cover damage from fire or windstorms. But too many business owners, especially smaller companies, fail to think about not just property damage but also the inevitable challenges they face while they wait for that property to be restored. A business that has to close down completely while the premises and/or equipment are being repaired may lose out to competitors, both in sales and employment. That is why a quick resumption of business after a disaster is essential. Particularly in today's economy, business owners must recognize that a small property loss can often result in a significant business interruption claim. For example, an integral piece of equipment could catch fire, causing a

Continued on page 21

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# RETAIL REVIEW

**Orgill Inc. Opens New Missouri Facility**

**Memphis, Tenn.**—Independently owned hardlines distributor, Orgill Inc. recently began shipping from its new Mid-America SuperCenter in Sikeston, Mo. The company began construction on the new state-of-the-art facility in July of 2008. Byrne Whitehead, Orgill's executive vice president of operations and COO, said the 795,000-square-foot-facility was built on a 70-acre site and is expandable to one million square feet. "Our new facility in Sikeston will offer a great deal of efficiency to our entire distribution network," Whitehead said. "Not only will it provide us with a consolidated location to process our growing numbers of import containers, but it will also give us the capacity to accommodate our growth with customers throughout Mid America."

Orgill Inc. provides retailers across the United States and in more than 60 countries access to more than 65,000 prod-

ucts and industry-leading retail services. For more information visit [www.orgill.com](http://www.orgill.com).

**Multiple Stock Yards Reopened Raleigh, N.C.**—Stock Building Supply locations in Connecticut, Illinois, Indiana, New York, North Carolina, South Carolina and Wisconsin are being re-opened by new and in some cases previous owners. Stock Building Supply had leased nearly all of these locations, so the chain agreed to sell only inventory and equipment.

Private equity firm Building Industry Partners, Dallas, Texas, agreed to take over four yards in Connecticut, seven in New York and 13 in Wisconsin.

The yards are scheduled to become three separate, independent chains with the New York facilities returning to the name Bellevue Builders Supply, based in Schenectady under president Greg Gaskell. Yards in Connecticut will be

renamed East Haven Builders Supply, based in East Haven under president Bimig.

**LMC Appoints John Somerville Jr. As CEO Wayne, Pa.**—Considered the industry's largest lumber and building materials buying group, Lumbermen's Merchandising Corp. (LMC) recently appointed John Somerville Jr. as its new President and CEO. Somerville is replacing Tony DeCarlos, who after 32 years with the co-op is retiring. The former sales Vice President of Dow Building Solutions held a variety of positions dur-



John Somerville  
Photo courtesy of LMC

The Softwood Forest Products Buyer ing his 35 years with Dow, including director of marketing and sales for North American fabricated products and commercial director for building materials, North America.

Founded in 1935 by 35 lumberyard owners in southeastern Pennsylvania, LMC currently serves 350 LBM dealers located across North America. According to Home Channel News, LMC ranked second on the Top 150 Distributors Scoreboard, with \$3.2 billion in annual sales.

**30 L&W Supply Centers To Close Chicago, Ill.**—USG Corp. announced its L&W subsidiary, a building products distribution business, is closing 30 distribution centers. This move was described as "a further step in (USG's) ongoing adjustment of its operations and staffing to adapt to market conditions."

USG chairman and CEO William Foote said efforts to cut costs and increase liquidity were succeeding. "Stabilization in the domestic residential segment appears to be on the horizon and will be a welcome relief," he added. "Meanwhile, we will continue our efforts to control costs, improve liquidity and return our businesses to profitability."

Included in the company's \$25 million charge is \$13 million related to lease terminations, \$8 million in termination benefits and \$4 million in inventory write-offs along with other associated costs.

Locations of the 30 distribution centers were not disclosed. L&W currently has about 220 centers around the country.

**Lavalley Lumber Opens In Massachusetts Sanford, Maine**—Lavalley Lumber, headquartered here, recently acquired three former Stock Building Supply locations in Mass., a lumberyard in Lakeville and a yard and kitchen design store in Norwood.

These additions will total 10 lumberyards for Lavalley along with an Eastern White Pine sawmill. The company will do business as New England Building Materials in Mass., and N.H. It operates under the Lavalley name in southern Maine and as Poole Brothers Lumber in mid-coast Maine.

**Schubert Lumber Co. Revises Plans Knoxville, Tenn.**—Schubert Lumber Co., located here, has revised plans to permanently close the 117 year-old business. Instead, the company hopes to suspend operations and reopen when the economy turns around.

Founded in 1892 by Nicholas Schubert, Schubert Lumber Co. has been supplying lumber products including roof trusses and door units for over a century. For more information visit [www.schubertsinc.com](http://www.schubertsinc.com).

**Eco-Friendly Hardware Store Opens In Oregon Bend, Ore.**—Eco-Tech Building Supply, a green building materials supplier, recently opened here. A distributor of natural and non-toxic building materi-

Continued on page 11

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# RETAIL REVIEW

Continued from page 10

als the company was opened by Hopi Jenkins. For more information visit [www.ecotecbuildingsupply.com](http://www.ecotecbuildingsupply.com).

### Riverhead Building Supply To Acquire JT's Lumber Co.

**Shirley, N.Y.**—Riverhead Building Supply Corp., based here, has agreed to acquire JT's Lumber Co., North Kingstown and Middletown, R.I. Included in the deal, the two yards will continue to operate under the JT's name with existing staffs. Riverheads nine lumberyards, seven showrooms and one millwork plant are currently all located in New York.

### Montana Sawmill Adds Retail

**Missoula, Mont.**—RBM Lumber Inc. recently opened a new retail store here. The family-owned company has a sawmill in Columbia Mills. The firm does it's own logging in forests in northwest Montana and produces mostly specialty wood products, such as beams, mouldings and flooring. RBM Lumber Inc. was founded and developed by the Thompson family. Evelyn, Ben, Roy, Joy and Malcolm Thompson, along with dedicated employees continue to run the business today.

### California Hardware Dealer To Expand

**Freemont, Calif.**—Dale Hardware, located here, has submitted a tentative plan to double its square footage by adding an enclosed drive-through lumber center, two new garden centers, offices and retail space. Nearby buildings would be demolished for additional parking area. The company's owner, Gar Smith said that parking and landscaping issues could delay the project. A key issue is how the expanded store will mesh with future development at a vacant city-owned 6.6-acre lot across the street.

### Wisconsin Lumber Chain Opens New Showroom

**Janesville, Wisc.**—Marling Lumber recently opened a HomeWorks décor showroom and relocated its company headquarters from Madison, Wisc., to the new 17,000 square-foot facility. Over the last two years Marling spent \$2 million transforming a former Wolohan Lumber yard into the extravagant showroom. Functioning kitchen areas, closet, bath and office cabinets are on display along with energy-efficient products. An "aging-in-place" section targets homeowners who want to remain in their homes as they grow older. Marling also has lumberyards in Janesville and Madison, a door plant in Edgerton and HomeWorks units in Madison, Waukesha and Green Bay.

### Lakeshore Lumber Closes After 50 Years

**Ludington, Mich.**—Lakeshore Lumber & Floor Covering, based here, recently closed its doors after 50 years. Ron Sanders, co-owner retired in January and partner Brent Scott is considering opening a new flooring company at a different location.

### Kibler Lumber Closing In Kentucky

**Mt. Orab, Ohio**—Kibler Lumber, headquartered here, is closing doors to its Flemingsburg, Ky. location. The company will consolidate to its other operation in Maysville. Manager Bill Lamkin, equipment and staff will be moved to Maysville. For more information visit [www.kibler.com](http://www.kibler.com).

### Lowe's Opens New Locations Mooresville, N.C.

—Lowe's Companies Inc., headquartered here, recently



ly opened new stores in E. Lancaster, Pa., Hamburg and Hornell, N.Y., Marrero, La., S. Durham, N.C., Mt. Juliet, Tenn. and in Summerville, S.C. According to *Home Textiles Today* the home improvement center has plans to open 62 to 66 stores by the end of this fiscal year, which would reflect a square

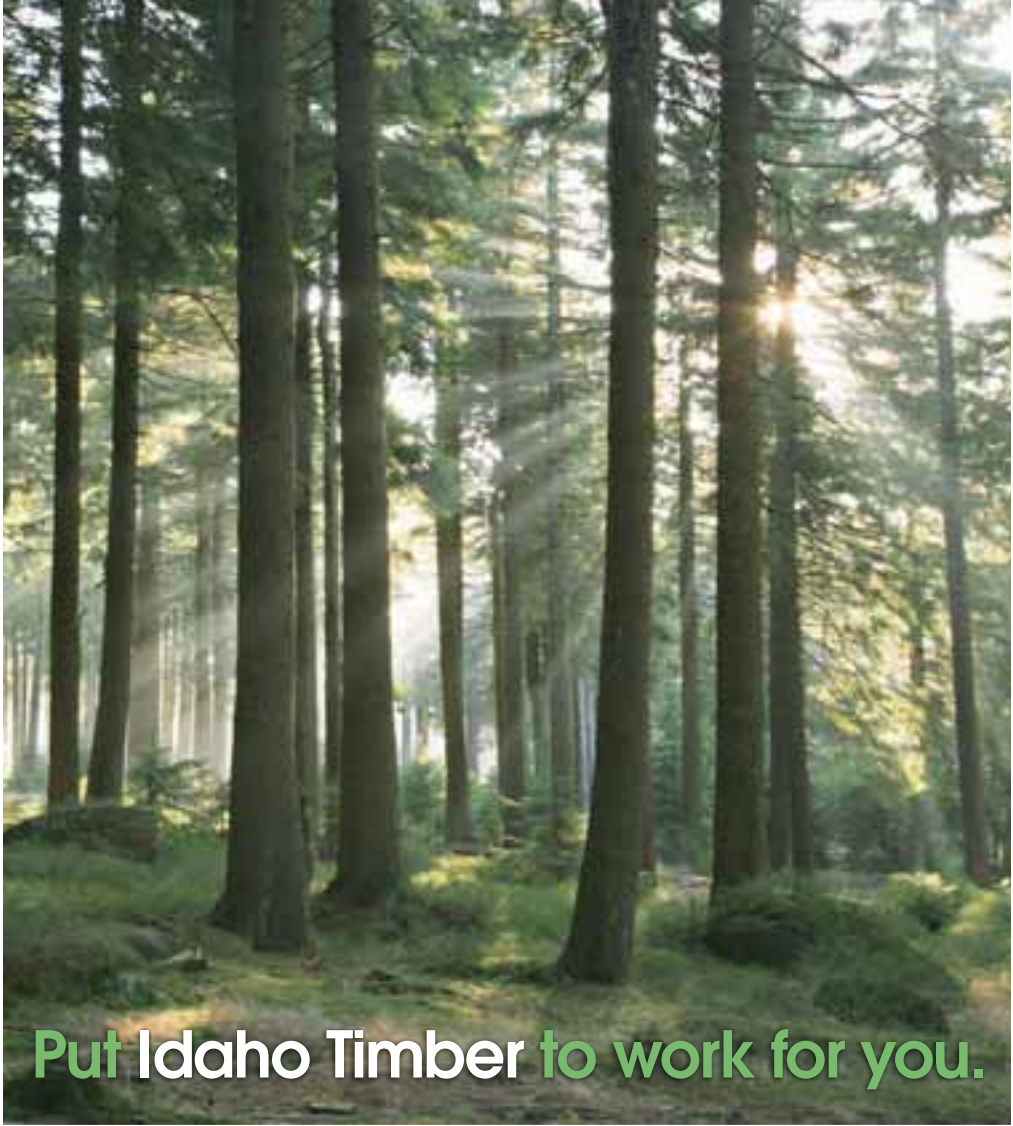
footage growth of approximately 4 percent. "Our growth will be fueled by prudent store expansion into underserved markets as well as the exploration of international opportunities that allow us to capitalize on our strengths," said Executive Vice President of business development Gregory Bridgeford.

### Kent Liquidating After 115 Years

**Kent, Ohio**—Kent Hardware, based here, is liquidating after 115 years in business. Owner Wayne Demmer will continue to operate Demmer Hardware in Massillon, Ohio.

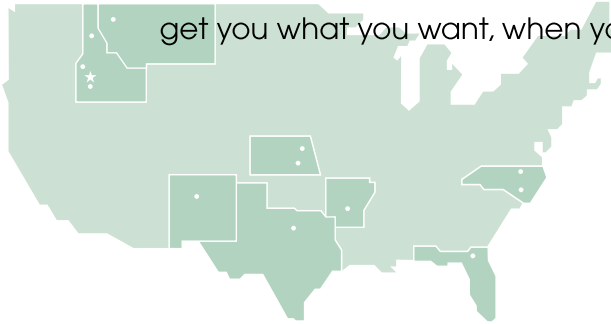
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NeLMA PHOTOS – Continued from page 1



Alden Robbins, Robbins Lumber Inc., Searsmont, Maine; Win Smith, Jr., Limington Lumber Co., East Baldwin, Maine; and Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.



Rob Hoffman, Capital Forest Products, Annapolis, Md.; and Jim Robbins and John Benjamin, Robbins Lumber Inc., Searsmont, Maine



Craig Myers, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; Rich Quitadamo, L.R. McCoy & Co. Inc., Worcester, Mass.; Jeff Hardy, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; and Prisco DiPrizio, P. DiPrizio Lumber, Rochester, N.H.



Tyler Gill, Enernoc, Boston, Mass.; Chuck Gaede, Durgin & Crowell Lumber Co. Inc., New London, N.H.; John Krueger, Seaboard International, Nashua, N.H.; and Matt Demers, Demers Lumber Inc., Dieppe, N.B.



Tom Richardson, Crobb Box Co., Elworth, Maine; Jim Robbins, Robbins Lumber Inc., Searsmont, Maine; and Russell Coulter, Hancock Lumber Co., Casco, Maine



Scott and Jessica Brown, DiPrizio Pine Sales, Middleton, N.H.; Tom Merkert, Capital Forest Products, Annapolis, Md.; and Alden Robbins, Robbins Lumber Inc., Searsmont, Maine



Anthony and Kim Baroni, Sandy Neck Traders, Dennis, Mass.; Phyllis and Prisco DiPrizio, P. DiPrizio Lumber, Rochester, N.H.; and Chris Jacobson, Lumbermen's Underwriting Alliance, Raleigh, N.C.



Jeff Easterling, president of NeLMA, Cumberland Center, Maine; and Darren Zwicker, Irving Forest Products Inc., St. John, N.B.



Don Pendergast, Matt Pomeroy, Marc Moore and Jason Ostrem, NeLMA, Cumberland Center, Maine



Dan Harrison, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; Jim Robbins, Robbins Lumber Inc., Searsmont, Maine; and Matt Duprey, Hancock Lumber Co., Casco, Maine



Jamie Place, Eastern Forest Products, Lyndeborough, N.H.; and Alden Robbins, Robbins Lumber Inc., Searsmont, Maine



Jason Brochu, Pleasant River Lumber Co., Dover Foxcroft, Maine; Chris Jacobson, Lumbermen's Underwriting Alliance, Raleigh, N.C.; Maria and Paul Lennon, Lumbermen's Underwriting Alliance, Bow, N.H.; and Chris Brochu, Pleasant River Lumber Co.



Rich Quitadamo, L.R. McCoy & Co., Worcester, Mass.; Dante Diorio, Diorio Forest Products Inc., Ashland, Va.; and Bob Bronkie, Unstable Farm, East Aurora, N.Y.



Doug Chaisson, Irving Forest Products Inc., St. John, N.B.; Peter Buckley, Mill River Lumber Ltd., North Clarendon, Vt.; Tom Jenkins, Old Town Lumber Co., Kenduskeag, Maine; Bob Pope, USNR, Montpelier, Vt.; and Dante Diorio, Diorio Forest Products Inc., Ashland, Va.



Peter Buckley, Mill River Lumber Co. Ltd., North Clarendon, Vt.; Jeff Desjardins, Moose River Lumber Co. Ltd., Moose River, Maine; and Jeff Easterling, president of NeLMA, Cumberland Center, Maine

GLOBAL PHOTOS – Continued from page 1



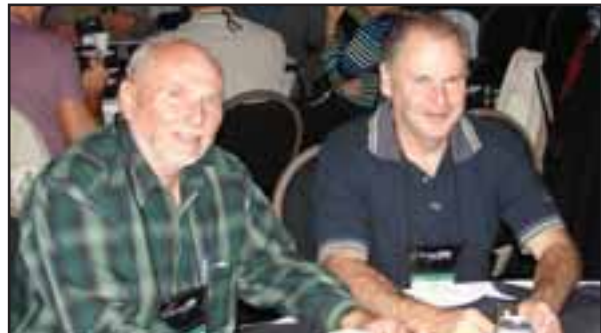
Ian Wight, Pacific Western Wood Works Ltd., Delta, B.C.; Fuqiao Zhang, Hanzhou Jinsen Park Landscaping Co. Ltd., Hanzhou, China; Les Jozsa, Forintek Canada Ltd., Vancouver, B.C.; and Dennis Wight, Pacific Western Wood Works



Paul Zartman, The Waldun Group, Maple Ridge, B.C.; Peter Burns, OregonCanadian Europe Inc., Wigan, United Kingdom; and Curtis Walker, The Waldun Group



Michael and Patricia Woods, Sound Cedar Co. Inc., Mount Vernon, Wash.; and Carlos Furtado, Sawarne Lumber Co. Ltd., Richmond, B.C.



Tom Jones and Dick Jones, The Teal-Jones Group, Surrey, B.C.



Scott Wetaski, Canadian Engineered Wood Products Ltd., Sylvan Lake, Alta.; J.C. Lee, BC Wood/Canada Wood Group, Kangwon-Do, Korea; and Jeff Li, BC Wood/Canada Wood Group, Shanghai, China



Laura Diakiw, Canada Mortgage & Housing Corp., Vancouver, B.C.; and Griffin Jones, Canadian Engineered Wood Products Ltd., Sidney, B.C.

Additional photos on page 14



## West Coast Business Trends



By Wayne Miller  
Executive Editor

In mid October winter weather in parts of North America was adversely affecting sales of most northwest suppliers.

In British Columbia, Jim Dunse, sales manager for Mill & Timber, Surrey, B.C., said, "A lot of my Western Red Cedar lumber buyers are winding down for the year. It is usually a little busier this time of the year than it has been lately. We are seeing only spot buying. Buyers are talking about what they might want for next year. I am telling my customers that we will see a tight log supply around April or May and that they should anticipate buying what they bought this year before those log shortages show up. Currently our sales are down a notch from a month ago. We are running one mill and only one shift, easing back on our production as sales slow up."

Ryan Furtado at Sawarne Lumber, Richmond, B.C., said, "For most of our fellow Cedar suppliers it has been slow recently. We have been an anomaly in that our sales for that same period of time were amazingly strong. This week has been pretty bleak after such a flurry of business. We are only getting calls from other suppliers in the area trying to sell to us. Texas buyers have remained a shining light, but rain in the southeastern U.S. has slowed that area, too. There is still no profit to be had, especially with the exchange rate right at parity with the U.S. dollar. There is a fear of oil prices going to the Euro dollar and that this will further weaken the U.S. dollar. Also, many of us in Canada are apprehensive about what the U.S. government is doing with the stimulus and spending programs. Right now we are looking forward to the Traders Market in Chicago in a couple of weeks. That may jump start a few orders and stimulate some business. However, if the distributors were smart they would wait to buy when the exchange rate is better to work in their favor with a stronger U.S. dollar against our dollar."

Al Fortune, head of Mid Valley Lumber, Aldergrove, B.C., said, "Normally there is a bit of pickup in the Cedar business at this time, but it has been slow. Mills are curtailing. I am not sure what would happen if there were a bit of a kick in the Cedar market because there is so much less material in inventories from the mill on down. Prices are firming up on Cedar items. On top of this, our rising Canadian dollar is not helping our sales to the U.S."

Kent Beveridge of Skana Forest Products, Richmond, B.C., said, "We were hoping the activity would pick up after Labor Day. It hasn't. Mills are suffering and the exchange rate has not helped matters for the mills. A few items are in short supply creating some demand. This creates an interesting market with some lengths and widths hard to find. We are in the black but sales and profits are down. We have hired a few young guys here in our central office and we are trying to find a couple more to help us in Montreal and in Florida if we can find the right fit."

Cameron "Cam" Cook, sales manager for Gorman Brothers, West Bank, B.C., said, "Our board sales are going strong, largely due to Asian markets that are buying enough to keep production flowing. Until a year and a half back we were selling 75 percent of our boards into U.S. distribution. Now that is down to 33 percent of our production. This time of year the U.S. goes quiet with more rain and snow slowing the building industry. Again, our export sales to the Middle East, South Africa and the Asian markets have helped us to stay busy. We are anticipating a decent 2010 spring. There are fewer board producers left and that puts more business in our lap. Our mill schedule is five days a week

and we are trying to start up a third shift."

In northern California, Darren Duchi of Siskiyou Forest Products, located in Andersen, said, "Parts of the country are better than others in terms of sales. We've also increased our export sales since the dollar took a dive, going direct to some accounts and through exporters to reach other areas. We are keeping our production crews busy and now are working two shifts, one day time and the other at night. While our door and window part business is slow, our finger-joint, siding and trim items have grown. Now, in this economy, is the time to do some of the things you do not have time to do when business is at a faster pace. We are talking about putting in a high-speed planer and a moulder in an effort to become more efficient and more competitive. We have found that the money you spend as a supplier goes a lot further in a slower economy than it does in better times. It is also a great advantage to be strong enough so that you don't have to go begging the banks when you want to make improvements to your operation."

Raymond Luther at Mary's River, Corvallis, Ore., said, "Right now no one wants to stock inventory at the distribution level. On their part it has to be a sure order for them to buy. For us the last couple of months the Home Center business has kept us fairly busy. Now,

Continued on page 29

## Midwest Business Trends



By Paul Miller Jr.  
Assistant  
Managing Editor

Midwest Softwood suppliers and builders alike are a mixed group in terms of current business conditions and the outlook for the coming

year. The \$8,000 homebuyer tax credit is a hot subject with many reporting positive benefits keeping the housing market afloat during challenging times. According to the IRS, approximately 1.4 million people have already claimed the credit on their taxes. Real estate agents report low prices and historically low interest rates are sparking homebuyer's interest.

A Texas Softwood supplier noted that business activity is picking up but confidence is still low. "I see a lot more multi-family situations because people are scared to get into homes and do not have the ability to afford it. The confidence level is not back yet," he said.

The contact, which handles green Doug Fir and Western Red Cedar said No. 1

Common and Better Doug Fir is moving better than in previous months. He said his retail lumberyard customers are picking up. "They drive our business and if they're picking up, we will pick up right behind them."

While demand for certified products is evident in the Midwest region, the source said it wasn't a frequent request. "The demand is there, but it's not an everyday situation that we have to handle directly. On average we get a call about once a month for certified products."

Looking into 2010 the supplier expects a steady increase in sales. "It's not going to be by leaps and bounds, but gradually sales should start to pick up. We were expecting to see a turn around in the fourth quarter of this year and it did pick up slightly, I expect things will start to really turn by the second quarter of 2010," he said.

In Kansas a builder/supplier said the Softwood lumber market is stabilizing. "Our core area is Colorado, Missouri, Nebraska, Iowa and Kansas with a slight penetration into Oklahoma," he explained. "Areas such as Kansas and Nebraska are stronger than others, however, you have to weigh in the fact that Kansas and Nebraska have many fewer housing starts than the other states. Colorado, which has had the deepest cutbacks, is showing signs of recovery." Excluding Colorado the source said

Continued on page 21

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GLOBAL PHOTOS – Continued from page 12



Dave Farley, BC Wood, Vancouver, B.C.; Ainhoa Zamacona, Canada Wood Group Europe, Brussels, Belgium; and Jim Moore, Iisaak Forest Resources Ltd., Ucluelet, B.C.



Jim Ivanoff, BC Wood, Tokyo, Japan; Abby Mann, Ainsworth Engineered, Vancouver, B.C.; and Paul Tabuchi, Tamlin International Homes Ltd., Langley, B.C.



Wayne Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; Cyndi Eszen and Brian Hawrysh, BC Wood, Vancouver, B.C.



Ryan, Laura, Elaine and Carlos Furtado, Sawarne Lumber Co. Ltd., Richmond, B.C.



Len Taylor, Taylor Forest Products, Pembroke, Mass.; Scott and Jody Boates, The Teal-Jones Group, Surrey, B.C.; and Curt McLeod, Capital Forest Products Inc., Hingham, Mass.



Randi Walker and Brian Hawrysh, BC Wood, Vancouver, B.C.



Greg Smith, Gilbert Smith Forest Products Ltd., Barriere, B.C.; Steve Tolnai, Synergy Pacific Engineered Timber Ltd., Armstrong, B.C.; and Brett Johnson, Dakeryn Industries Ltd., North Vancouver, B.C.



Mike DeMarni and Charlene Ellickson, Crawford Creek Lumber Co. Ltd., Surrey, B.C.



Al Fortune and Jeff Robinson, Mid Valley Lumber Specialties Ltd., Aldergrove, B.C.



Ben Goode, Woodtone, Chilliwack, B.C.; Jacqueline Pizzey, Dove Creek Timber Corp., Courtenay, B.C.; and Gary Davey and Dustin Wilkie, Woodtone



Russ Taylor, International Wood Marketing Group Inc., Vancouver, B.C.; Tony Pilli, Sea To Sky Forest Products Ltd., Vancouver, B.C.; and Warner Budau, Stilewood International, Port Coquitlam, B.C.



Ron Enyeart, Enyeart Cedar Products LLC, Tigard, Ore.; Rick Middleton, Davron Forest Products Ltd., Surrey, B.C.; and Terry Gaines, Northwest Forest Products, Tacoma, Wash.



Randy Engh, Sat Brar and Peter Laslo, BC Shake & Shingle Assoc., Mission, B.C.



Sat Brar, BC Shake & Shingle Assoc., Mission, B.C.; and David Jeffers, PPG Machine Applied Coatings, Raleigh, N.C.



Stewart Clark and Paul Zartman, Twin Rivers Cedar Products Ltd., Mission, B.C.; and Monty Wood, Montgomery Wood Architect, Vancouver, B.C.



Paul Mackie, Western Red Cedar Lumber Assoc., Vancouver, B.C.; Alan Lazauskas, Skana Forest Products, Richmond, B.C.; Bob Dewald, Reid & Wright Inc., Broomfield, Colo.; and Ed Burke, Western Red Cedar Lumber Assoc.



Kirk Nagy, The Waldun Group, Maple Ridge, B.C.; Tony Bonura, Cedar Shake & Shingle Bureau, North Port, N.Y.; and Kelly Vaille and Peter Parmenter, Cedar Shake & Shingle Bureau, Mission, B.C.



Chad Findlay and Bruce Cheng, Cedarshed Industries Inc., Langley, B.C.; and Lian-Chia Liao, Art Splendor Interior Design Ltd., Taipei, Taiwan



Craig Roberts and Derik Pallan, Howe Sound Forest Products Ltd., Campbell River, B.C.; and Jason and Mary Jacobson, Coldwater Timber Products, St. Anthony, Idaho



Griffin Jones, Canadian Engineered Wood Products Ltd., Victoria, B.C.; and Keith Berg, Idaho Pacific Lumber Co., Boise, Idaho



Alec Clark, The Waldun Group, Maple Ridge, B.C.; Roger Champagne, Capital Forest Products Inc., Annapolis, Md.; Tina Clark, The Waldun Group; and Aron Kurlander, Capital Forest Products Inc., Wilton, N.H.



# Attendees Gather For Annual HANCOCK Event

By Terry Miller



Matt Duprey, Hancock Lumber Co., Casco, Maine; Rick Hoag, West Elizabeth Lumber, Pittsburgh, Pa.; Kevin Hynes, Hancock Lumber Co.; and Russell Coulter, Hancock Lumber Co., Bethel, Maine



Wayne Huck, Jack Bowen and Mike Michaud, Hancock Lumber Co., Casco, Maine



Jack Bowen, Hancock Lumber Co., Casco, Maine; Rick Hoag, West Elizabeth Lumber Co., Pittsburgh, Pa.; and Jean and Julia Martin, Home Hardware, St. Jacobs, Ont.



Kevin Hancock, Hancock Lumber Co., Casco, Maine; Julia and Jean Martin, Home Hardware, St. Jacobs, Ont.



Wayne Huck and Mike Michaud, Hancock Lumber Co., Casco, Maine; and Lawrence Newton, U.S. Lumber Group, Atlanta, Ga.



Jean Martin, Home Hardware, St. Jacobs, Ont.; Lawrence Newton, U.S. Lumber Group, Atlanta, Ga.; Jack Bowen, Hancock Lumber Co., Casco, Maine; and Mike Halle and Gray Laurinaitis, Hancock Lumber Co., Bethel, Maine

**Bethel, Maine**—Guests joined the staff of Hancock Lumber recently at Sunday River in observance of the Sixth Annual Hancock Invitational Golf Tournament. Winners on the golf course at the annual

Continued on page 28



Matt Duprey, Hancock Lumber Co., Casco, Maine; and Bob Keener, Russin Lumber Corp., Montgomery, N.Y.



Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; Jerry Buteau, None Such Forest Products, Gorham, Maine; and Toby Hammond, Hancock Lumber Co., Casco, Maine



Kevin Hynes and Matt Duprey, Hancock Lumber Co., Casco, Maine; and Bernie Nugent, Warren Trask Co., Stoughton, Mass.

Jerry Buteau, None Such Forest Products, Gorham, Maine; Russell Coulter, Hancock Lumber, Bethel, Maine; and Steve Texiera, Timber Trading, Worcester, Mass.



Additional photo on page 28

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Thomas Wright, All-Coast Forest Products Inc., Cloverdale, Calif.; and Rick Middleton, Davron Forest Products Ltd., Surrey, B.C.



Stuart Clark, The Waldun Group, Maple Ridge, B.C.; Ron Enyeart, Enyeart Cedar Products LLC, Tigard, Ore.; and Kirk Nagy, The Waldun Group, Maple Ridge, B.C.



Mohammad Amir and Brad Wolgemoth, STF Precut Lumber, Port Moody, B.C.



Joe Petree, OrePac Building Products Inc., Tacoma, B.C.; Jack Alley and Glenn Dutton, OrePac Building Products Inc., Wilsonville, Ore.; Paul Mackie, Western Red Cedar Lumber Assoc., Millcreek, Wash.; and Derek Unger, Quadra Wood Products Ltd., Abbotsford, B.C.

WRCLA PHOTOS – Continued from page 1



Don Demens, Western Forest Products, Vancouver, B.C.; Ray Pauwels, Skana Forest Products Ltd., Richmond, B.C.; Stephen Frasher, Western Forest Products; and Cees de Jager, Western Red Cedar Assoc., Vancouver, B.C.



Laura, Ryan, Elaine and Carlos Furtado, Sawarne Lumber Co., Ltd., Richmond, B.C.



Alan Lazauskas, Skana Forest Products Ltd., Richmond, B.C.; Scott Stockton, Leah and Rob Marusic, Downie Timber Ltd./Selkirk Specialty Wood, Revelstoke, B.C.; and Greg Smith, Gilbert Smith Forest Products Ltd., Barriere, B.C.



Chris Beveridge, Skana Forest Products Ltd., Richmond, B.C.; and Lynne and Ron Enyeart, Enyeart Cedar Products LLC, Tigard, Ore.



Brian and Katherine Tyldesley, and Jock Wood, Tye Timber Products Ltd., Langley, B.C.; and Doug Clitheroe, International Forest Products Ltd., Coquitlam, B.C.



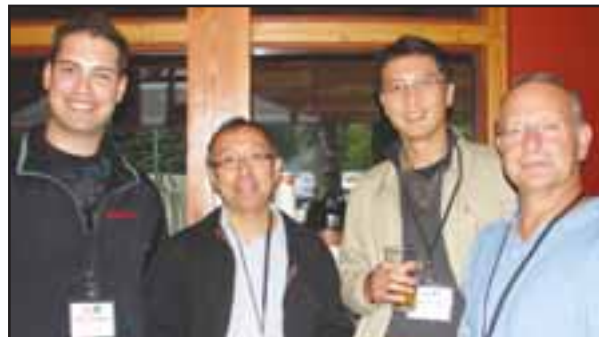
Brad Meeker, Errington Cedar Products Ltd., Errington, B.C.; Jeff Derby and Stephen Frasher, Western Forest Products Inc., Vancouver, B.C.; Brent Stuart, Russin Lumber Corp., Montgomery, N.Y.; and Mark Rutledge, Shakertown, Winlock, Wash.



Neil and Barb Van Swearingen, Independent Dispatch Inc., Portland, Ore.; Jim Tuffin, Riverhead Building Supply Corp., Long Island, N.Y.; and Gary Arthur, Haida Forest Products Ltd., Burnaby, B.C.



Pat Miller, Cedar Creek Lumber Inc., Dallas, Texas; and Leah Jones and Don Demens, Western Forest Products Inc., Vancouver, B.C.



Ryan Furtado, Sawarne Lumber Co., Ltd., Richmond, B.C.; Bruce Cheng, Cedarshed Industries, Langley, B.C.; Garrick Jay, International Forest Products Inc., Maple Ridge, B.C.; and Terry Gaines, Northwest Forest Products, Tacoma, Wash.



Donna Wirges, Paul and Christine Zartman, Twin River Cedar Products Ltd., Maple Ridge, B.C.



Bruce St. John, Western Forest Products Inc., Vancouver, B.C.; Erin Carter and Shane Burger, Grimshaw Architects, New York, N.Y.; and Diane and Jack Draper, Western Red Cedar Lumber Assoc., Vancouver, B.C.



Trent Tucker and Pat Miller, Cedar Creek Lumber Inc., Dallas, Texas; and Cal Dyck, Quadra Wood Products, Abbotsford, B.C.



Ben Meachen, Western Forest Products, Vancouver, B.C.; Bryan Johnson, Lawn Master Outdoor Living, Dallas, Texas; Trent Tucker, Cedar Creek Lumber Inc., Dallas, Texas; Shane Leath, Lawn Master Outdoor Living; Stephen Frasher, Western Forest Products Inc., Vancouver, B.C.; and John Sanders, Lawn Master Outdoor Living

SFPA PHOTOS – Continued from page 1



Jay Moore, Timber Products Inspection Inc., Conyers, Ga.; Debbie Brady, Southeastern Lumber Manufacturers Assoc. (SLMA), Tyrone, Ga.; Grady Payne III, Conner Industries Inc., Fort Worth, Texas; Pat Patranella, Temple-Inland Inc., Diboll, Texas; and Fritz Mason, Georgia-Pacific LLC, Atlanta, Ga.



Jay Zhang, KM China Properties Ltd., Dublin, Ohio; Ned DeJarnette, director, International Markets, Southern Forest Products Assoc. (SFPA), Kenner, La.; Brian Hayson, Cox Industries Inc., Orangeburg, S.C.; and Jeff Baumgartner, Lampe & Malphrus Lumber Co., Smithfield, N.C.



Lane Merchant, Mauvila Timber LLC, Loxley, Ala.; Robin Swift, Swift Lumber Inc., Atmore, Ala.; John Batson, John O. Batson Consultant, Roswell, Ga.; and Joe Kusar, Tolleson Lumber Co. Inc., Perry, Ga.

Additional photos on page 18



NELMA -

Continued from page 1

B Manning of Durgin & Crowell Lumber, and Darren Zwicker of J.D. Irving, Ltd. Awards for the Golf Scramble winners were presented during the Chairman's Dinner at the Nonantum Resort at the end of the day, which included a four way tiebreaker putting contest held in the dining room, won by Chris Brochu of Pleasant River Lumber.

Day two of the event was devoted to economic forecasts, issues updates, and Association business at-hand. Paul Jannke of Forest Economic Advisors LLC led off the meeting agenda with an update of the economic and market forecast, titling his presentation "Digging Out from the Disaster: What Will Recovery Look Like." His message indicated that although the bottom of the market may have been found, it will be a "slow crawl" back to a healthy business climate. Following Jannke's economic news, NELMA Chairman, Jeff Desjardins of Moose River Lumber, convened the fall meeting of the Board of Directors. Extensive information was provided to Board members and meeting guests on a variety of pertinent issues that included:

- An update by NELMA's legal counsel, George Burns, on two ongoing federal lawsuits by the Association against companies and individuals for trademark infringements,
- A progress report by Kevin Hancock of Hancock Lumber on the North American Softwood Lumber "Check-Off" Program, currently under discussion by a Blue Ribbon Committee of lumber industry representatives from the U.S. and Canada. He is representing the interests of the northeastern U.S. lumber manufacturers on the Committee,
- A NELMA program and activity update by Jeff Easterling, president, and Marc Moore, director of inspection services,
- Reports from Association Committees and Working Groups that have met since the April Board meeting, which included updates from the Chairman of the Marketing Committee, Matt Duprey of Hancock Lumber and Chairman of the Advisory Committee and the Dues/Mill Grades Study Group, Tom Jenkins of Old Town Lumber,
- A presentation by John Rooks of The Soap Group on the "Eastern White Pine v. Radiata Pine" viral video, version 2, being developed by NELMA's Marketing Committee,
- An update on activities and actions by the Coalition for Fair Lumber Imports, given by the Coalition's Executive Director, Zoltan van Heyningen, and
- The latest news on state and federal EPA requirements and requirements that pertain to the lumber industry in the northeast, provided by Phil Ruck of CES, Inc.

In addition to the updates, the Board also discussed action items included on the agenda and approved the following motions:

- The NELMA Program and Budget for 2010, as presented at the meeting,
  - Full support for final development of the marketing program's viral video concept and revised version, and
  - Extension of the NELMA dues reduction program through December 2009, which had been implemented in April.
- The Association would like to extend its appreciation to the generous sponsors of the 2009 Fall Golf Scramble and Board of Directors Meeting: Acadia Insurance, Diorio Forest Products, DiPrizio Pine Sales, Eastern Forest Products, Eastern Insurance, Hancock Lumber Company, HESCO, J.D. Irving Ltd., P. DiPrizio Lumber Company, R.E. Lowell Lumber Company, Rouville Packaging, Sandy Neck Traders, Seaboard International Forest Products, Timber Trading, USNR, and Wiczorek Insurance.

Mark your calendars for the 2010 NELMA Convention, set for May 13 & 14 at the Hyatt Regency Hotel in Boston, Massachusetts. Watch for details at [www.nelma.org](http://www.nelma.org).

GLOBAL -

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homes, engineered wood products, treated lumber, windows, doors, mouldings, flooring, and other value-added wood building products.

The GBM is expected to generate over \$20 million in sales for value-added producers. Held at the TELUS Whistler Conference Centre, the show is Canada's largest event dedicated to value-added wood producers. It hosted international buyers, registered North American architects and representatives of local wood products manufacturers.

Buyers and architects also toured production facilities and visited construction sites around BC to see how value-added products are produced and used. Besides helping buyers immediately source high quality, innovative and competitively priced wood products, the tours helped build future business relationships by familiarizing potential customers with BC's wood species, value-added wood producers and up-to-date construction technologies used in Olympic venues and local and First Nations communities.

Speakers at the GBM included Russ Taylor, of R.E. Taylor & Associates, whose address was "Perspectives On North American & Global Markets: After The Housing Collapse – What Next?"

Taylor noted that in regard to demand, global Softwood log demand is growing at 2 percent annually and predicts a rebound in U.S. housing starts will begin in earnest in 2010. Europe, he said, will follow the U.S. and rebound. As for the global market, Taylor said demand for lumber in Japan is stagnant while there is "roaring" demand in China for fiber. Korea, Taiwan and Vietnam's markets require imports.

Additionally, in regard to supply issues, Taylor offered that timber supplies worldwide are tight now and ocean freight rates and currencies serve as the "big equalizers."

In regard specifically to North American Wood Products, Taylor said Softwood lumber demand is down 50 percent since 2005 and hardwood lumber demand is down at least 35 percent.

For more information about BC Wood's Global Buyers Mission, please contact [gbm@bcwood.com](mailto:gbm@bcwood.com).

WRCLA -

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De Jager spoke briefly about the Bi-national Softwood Lumber Council, which was established in 2006. The organization's goal is to increase use of wood in North America, both commer-

cially and residentially. De Jager noted that one goal is to increase use of wood in commercial buildings that are up to 4-stories in height. Now, he said, only 10 percent of commercial buildings are constructed of wood.

He also discussed the development and establishment of a Softwood building products check-off system, which the Bi-national Softwood Lumber Council is helping to fund.

Field reports from various WRCLA representatives followed, including Steve From who said that industry standards are driven by the need to protect (on the West Coast) California buildings from wildfires. He said there is a noticeable effort underway to reduce exterior hazards on homes in order to reduce fire loss.

Ed Burke spoke on the topic of finishings or coatings. He noted the proven performance of Cedar when properly coated. He added that the WRCLA offers unbiased scientifically, verifiable information on which conditions work and which do not. He summed up that if properly coated, Cedar is not high maintenance and lasts indefinitely.

Paul McKie addressed the new set of priorities assigned to field representatives, including the "lunch & learn programs" with architects. He said an architect advisory service is being established which involves training architects on how to use Cedar effectively and cor-

Continued on page 19

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SFPA PHOTOS – Continued from page 16



Griff Stanley, retired, Gulf States Paper Corp., Tuscaloosa, Ala.; Lane Merchant, Mauvila Timber LLC, Loxley, Ala.; and Mark Richardson, Westervelt Lumber, Tuscaloosa, Ala.



Jeff Baumgartner, Lampe & Malphrus Lumber Co., Smithfield, N.C.; Mark Junkins, McShan Lumber Co., Inc., McShan, Ala.; and Joe Patton, Westervelt Lumber, Tuscaloosa, Ala.



Brian Hayson, Cox Industries Inc., Orangeburg, S.C.; Stacy Thompson, Wood-Mizer Industrial Products Div., Newnan, Ga.; and Tim Brown, Cox Industries Inc., New Bern, N.C.



Adrian Blocker, West Fraser Inc., Germantown, Tenn.; Mike George, Weyerhaeuser, Hot Springs, Ark.; and John Rhea, Lucidyne Technologies Inc., Shreveport, La.



Wayne Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; Jim Loy, Southern Pine Inspection Bureau (SPIB), Pensacola, Fla.; Mark Richardson, Westervelt Lumber, Moundville, Ala.; and Ron Coker, Hood Industries Inc., Hattiesburg, Miss.



Steve Lovett, Phoenix Strategic Solutions (Blue Ribbon Commission), Bethesda, Md.; Digges Morgan, President of SFPA and Georgiann Gullett, SFPA, Kenner, La.; and Buck Vandersteen, executive director, Louisiana Forestry Assoc., Alexandria, La.



Richard Wallace, vice president of communications, SFPA, Kenner, La.; Sarah Materne, The Ehrhardt Group, New Orleans, La.; Kim Drew, Drew Public Relations, Midland, Ga.; and Marc Ehrhardt, The Ehrhardt Group, New Orleans, La.



William Almond, Almond Bros. Lumber Co., Coushatta, La.; Cathy Kaake, Sr. Director, Engineered & Framing Markets, SFPA, Kenner, La.; Joe Patton, Westervelt Lumber, Moundville, Ala.; and Ryan Hilsinger, East Coast Lumber, Climax, N.C.



Brock Descant, Elder Wood Preserving Co. Inc., Mansura, La.; Richard Wallace, vice president, communications, SFPA, Kenner, La.; and Richard Kleiner, director, Treated Markets, SFPA



Nick Roppolo, Conner Industries Inc., Fort Worth, Texas; David Richbourg, H.W. Culp Lumber Co., New London, N.C.; Eric Gee, director, Expo & Forest Resources, SFPA, Kenner, La.; David DeVries, Georgia-Pacific Treated Lumber LLC, Montgomery, Ala.; and Bill Howard, Claude Howard Lumber Co., Statesboro, Ga.



Fritz Mason, Georgia-Pacific LLC, Atlanta, Ga.; John Hammack, Hood Industries Inc., Hattiesburg, Miss.; Scott Vande Linde, West Fraser Inc., Germantown, Tenn.; and Gale Miller, Autolog, Inc., Tuscaloosa, Ala.



Mike Hubbard, Optimal Inc., Birmingham, Ala.; Chuck Boaz, Corley Mfg. Co., Chattanooga, Tenn.; Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; and Gale Miller, Autolog, Inc., Tuscaloosa, Ala.



Harry Hardin, Jones Walker & Waechter, New Orleans, La.; Lynda Anthony and Kerlin Drake, Anthony Forest Products, El Dorado, Ark.; and Vince Almond, Almond Bros. Lumber Co., Coushatta, La.



Harry and Ellen Hardin III, Jones Walker & Waechter, New Orleans, La.; and Patrick Harrigan, Harrigan Lumber Co. Inc., Monroeville, Ala.



Dan Nyberg, Morton Buildings, Morton, Ill.; Jack (retired) and Gay Stevens, Dixie Plywood and Lumber Co., Savannah, Ga.; and Digges Morgan, president, SFPA, Kenner, La.



Mike Sims, Porter Engineering Ltd., Trussville, Ala.; and Mary and Mike Hubbard, Optimil Inc, Birmingham, Ala.



Tim and Debra Lee Brown, Cox Industries Inc., Cove City, N.C.; and Brian and Carol Hayson, Cox Industries Inc., Orangeburg, S.C.



Nick Roppolo, Conner Industries Inc., Fort Worth, Texas; John Rhea, Lucidyne Technologies Inc., Bossier City, La.; and John McShan, McShan Lumber Co. Inc., McShan, Ala.



William Almond, Almond Bros. Lumber Co., Coushatta, La.; and Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.