

WRCLA -
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rectly with a focus on sustainability and green building.

McKie was followed by Michelle Desiderio of the National Assoc. of Home Builders who spoke predominantly about green building certification. Desiderio noted that green building is the bright spot in the industry now and that homes built by green standards are selling faster and at a slightly higher price.

Later about 20 people attended a round table discussion and the global market was the topic of discussion. Some highlights of that dialogue included: the observation that Japan pulled out of the recession in late spring and there have been positive signs in housing since June or July; a big change in the market has not been evident in China, where wood and steel dominate the housing construction market; and the Korean market is not as big as the China market, however since 2000, there has been a ten-fold increase in the use of wood in home construction there.

For more information about issues pertaining to the use of Cedar, visit the www.wrcla.org website.

SFPA -
Continued from page 1

Spartanburg Forest Products, which was followed by a presentation by Dave McMullen and Nathan Fleming, both of *redpepper* magazine. Included in the presentation was a review of the campaign's website, results to date and upcoming projects. Concluding the message, Kim Drew, Drew Public Relations, summarized SPAN's public relations campaign with specific emphasis on elements supporting the Real Outdoor Living campaign.

Cathy Kaake of SFPA gave an overview of the Raised Floor Living campaign results. This campaign strategy focused on working with designers, code officials, floodplain managers and consumers to influence builders while utilizing SPC's partnerships with APA and the L.S.U. AgCenter.

An update on the Softwood Pine Council's Habitat for Humanity grant from BSLC was held by Richard Wallace, SFPA, and Sarah Materne, The Ehrhardt Group. Highlights included raised floor Habitat homes in Mobile, Ala., and Vero Beach, Fla. Richard Kleiner, SFPA, concluded by summarizing Raised Floor Systems activities, which include trade shows, demonstration homes and subdivision developments.

Ned DeJarnette, SFPA, explained the planned phase out of AF&PA from USDA/FAS international programs by 2010. While explaining the positives and negatives of the reorganization, he reviewed the current structure and status of USDA/FAS programs.

The final item of business covered for the day was a review of the financial status for all 2009 budgets. As of June 8, 2009, 28 percent of the total approved SPC marketing budget of \$4.4 million was spent.

SPC Session II included roundtable discussions regarding the SPC Special Products, Treated Systems, International Markets and Building Systems Committees.

Westervelt Lumber's Joe Patton introduced Ward Hubbell with the Green Building Initiative (GBI). Hubbell gave a presentation on "Choices among Green Building Rating Programs." The GBI strategy outlines creating alternatives that fairly reflect wood's attributes and continuing efforts to modify LEED's monopoly in the industry. Russell Richardson of the SFPA concluded by summarizing Special Products roundtable issues including chain of custody, certification and making green messaging a top priority.

Treated Systems roundtable was presented by Hal Storey of S.I. Storey Lumber, who gave an overview of the topic. Closing discussions included promotion of treated engineered wood products. Cox Industries' Brian Hayson

summarized key issues at the International Markets roundtable. Mike Gullede of Deltic Timber, gave an overview of topics discussed at the Building Systems roundtable.

An observation of multi-story hotels in Atlanta being built with steel or concrete instead of wood was noted by one member and suggested as a cost-study analysis. Pros and cons of simplified lumber design values for RISA's engineering software were also discussed.

Concluding the SPFA annual meeting, suggestions for improvement were presented and members were thanked for attending the meeting. In general the consensus was that the roundtables provided an excellent forum for members to discuss issues of importance.

During the annual meeting the SFPA Board of Directors elected a new slate of officers. They are Chairman Adrian Blocker of West Fraser Inc., Germantown, Tenn.; Vice-Chairman Joe Patton of Westervelt Lumber in Tuscaloosa, Ala.; and Treasurer Fritz Mason of Georgia-Pacific LLC in Atlanta, Ga. Outgoing chairman Patrick Harrigan of Harrigan Lumber Co. in Monroeville, Ala., will serve as immediate past chairman. "These continue to be very difficult times for the industry, but SFPA and its member companies have proven their resolve in overcoming adversity," Blocker said. "As such, I look forward to serving the members during this period of tremendous uncertainty."

The officers will assume their new roles

immediately. "We welcome these outstanding industry leaders who have stepped forward to guide our association in the coming year," Morgan said. For more information visit www.sfpa.org.

WASHINGTON SCENE -
Continued from page 2

Resources (WBNR) recently approved the exchange of 14,400 acres of land between DNR and the Washington Department of Fish and Wildlife (WDFW). Mostly forested lands will be received by DNR to be managed and produce revenue for the Common School (K-12) trust. WDFW will receive shrubstepe lands managed for wildlife habitat.

The WBNR board also approved the purchase of 2,300 acres of forestland from Rayonier Inc. in Lewis County. The lands were purchased under a legislative mandate that DNR purchase "at risk" timberlands to protect their use for timber production purposes. The lands were zoned for 80-acre home sites in close proximity to Interstate 5 and will be managed to produce revenue for the Common School trust.

In related news, the WBNR Board was briefed on FY10 timber sales sold since mid-summer, which total 117 (mmbf). Two sales have gone "no-bid" and the average sale price was \$181 per thou-

sand board feet, a modest increase from previous months. DNR timber is still in demand with an average of four bidders on each sale and an overbid ratio of 54 percent. Sources report DNR expects to bring over 740 (mmbf) of timber to the market during FY10.

WHO'S WHO - Hallanger
Continued from page 2

8.5 million board feet of several hardwood species annually.

The firm offers a wide variety of products and services, including: lumber, component parts and sheet goods, cut-to-size, SLR/S2S, glued edge panels, cut-to-size and random length moulding, dovetail drawer parts, five-piece raised panel doors, kiln drying and dimension stock for retail fixtures.

St. Croix is a member of the National Hardwood Lumber Assoc. and the Kitchen Cabinet Manufacturers Assoc. Born in Minneapolis, Minn., in 1965, Hallanger spent 12 years as a species grader, and the last seven years as the purchaser for St. Croix. He previously worked in a sawmill as a foreman and attended the NHLA grading school. Hallanger has two children and enjoys fishing, golf, snowmobiling, hunting and riding Harley-Davidson motorcycles.

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WLS

WHO'S WHO - Bachinski

Continued from page 2

also carry Redwood, Cedar, Treated, Borate and Fire Rated along with most hardwoods. They provide customers with a full array of any OSB and Plywood needs. Bachinski's primary responsibilities include the purchasing of SPF, GDF, KDHF, KDDF, as well as Cedar, Redwood, Treated and LTL's in the West. Unique services 84 Lumber provides include installed sales, component manufacturing plants, builder's insurance, a travel department for associates and customers, a commercial sales department and government sales.

84 Lumber sells its goods and services locally, regionally, nationally and internationally.

84 Lumber purchases well over a billion board feet annually, including 1,000,000 board feet of FSC certified wood between he and others.

84 Lumber is an associate member of the Western Wood Products Association, and Mississippi Lumber Manufacturers Association.

Bachinski has worked for 84 Lumber for over 6-1/2 years, having served as commodity buyer the last six.

His first job in the forest products industry was as manager trainee at an 84 Lumber location in Wellsburg, W.Va. He

also has worked in operations and inventory control.

Bachinski graduated from Charleroi High School. He went on to earn a bachelor's degree in management from Bethany College. He is a member of the Brooke County Planning Commission. In 2006, he was named Buyer of the Year for 84 Lumber. Bachinski and his wife of 9-1/2 years, Jill Bachinski, have a son, Anthony and a daughter, Melyn. In his free time, Bachinski enjoys sports, hunting, fishing and spending time with his family.

WHO'S WHO - Mongoven

Continued from page 2

200,000 board feet of wood per year.

Mongoven has owned this company since April, 2006. He has been involved in the wood products industry nine years. Prior to owning Casey Truss Company, Mongoven started C & D Construction in 2000.

Mongoven completed programs of study in both welding and computer science from the University of Montana and Helena College of Technology. He is a member of the Helena Building Industry Association and the Montana Contractors Association.

He enjoys hunting, fishing, biking, other exercise and spending time with his family. He and his wife of 15 years, Samantha, have a son and a daughter.

WHO'S WHO - Kipp

Continued from page 2

SCS is very diverse by servicing several different market segments. It provides complete framing packages for multi-family, single family, tract homes, franchises, agricultural and commercial.

SCS also offers design consultation for engineers, architects, general contractors and framers alike. SCS offers its goods and services nationally.

SCS buys up to 30 million board feet per year of SPF, Doug Fir Larch and Southern Yellow Pine in 2x4 - 2/12, stud, #2 and Better, 1650, 1800, 2100, 2400, 2850, all kiln-dried, surfaced.

SCS is a member of the Northwestern Lumberman's Association, Truss Plate Institute and Structural Building Components Association.

Kipp has been purchasing manager for seven years. His first job in the forest products industry was 30 years ago, as a warehouse employee and truck driver for a retail lumberyard, Standard Lumber in West Burlington, Iowa. He was promoted to Standard's purchasing

The Softwood Forest Products Buyer

department and was responsible for purchasing lumber and building materials for their six locations. Since then, he has worked for Weyerhaeuser Company in Council Bluffs, Iowa, as sales/product manager for lumber and panel products; for Berdex International in Omaha, Neb., as manager for an office wholesale operation and for Hawkeye Distribution, Inc. in Sioux City, Iowa, as vice president - forest products division. He came to SCS in 2002.

Kipp is a graduate of Notre Dame High School in Burlington, Iowa. He also studied at Southeastern Community College and the University of Nebraska at Omaha.

Kipp and his wife of 17 years, Jackie, have two sons, two daughters, three grandsons and one granddaughter. In his free time, Kipp enjoys boating, golf, music, coaching youth wrestling, fitness, bicycling, sports and watching college football.

WHO'S WHO - Pyles

Continued from page 2

approximately 700,000 board feet annually.

Pyles has been in his present position for 27 years. He began working at a hardwood sawmill at age 18.

Pyles and his wife, Murlene, have three children and five grandchildren.

WHO'S WHO - Rimmer

Continued from page 2

offers a complete line of Douglas Fir timber products including Tru-Dry (FGL's Radio Frequency Vacuum Dried Product), Heritage (RF NHS kiln-dried timber), conventionally kiln-dried timbers, 3" thick and up, and green timbers. Forest Grove Lumber (FGL) offers a variety of custom surfaces including Accuruff®, band sawn, hand hewn, and circle sawn. FGL also manufactures corbels, knee braces, and arches on a custom basis.

Rimmer served in the U.S. Navy from 1986 to 1990, as a heavy equipment operator. In his spare time, he enjoys fishing and has three children, Amanda, Jordan, and Morgan. In addition, he welcomed the newest member of the family on September 3. Jacob Jay is Scott's first grandchild (his daughter Amanda is the new mom). Jacob weighed 9 lb., 6 oz. at birth.

SWEET -

Continued from page 4

thetically appealing. With the help of his father, brother and 11-year old son, he built his first timber frame home in 1981.

A member of the community took notice of the quality result of Sweet's labor and inquired about having one of his own built. Twenty-four years later, the people of Sweet Timber Frames are still constructing exclusive sustainable homes.

Distinctive wood sculptures are formed from the native species of Maine such as Pine, Spruce, Hemlock and oak. With large beams that lock together, the wooden pegs create an attractive alternative to the use of metal. Wooden pegs replace metal nails working as a locking mechanism with the joints of the timbers. In this unique method, the only component that holds the complete structure together is wood.

With a traditional style, the basic design of a Sweet Timber Frame home includes floor plans, elevations and a roof plan. Several designs are available to choose from as well as the option of working with a designer or architect to create a one-of-a-kind home of the consumer's choice.

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SWEET -

Continued from page 20

The company offers timber frame homes, barns, garages and other structures. With 12 employees the craftsmen of Sweet Timber Frames are skilled in natural form timber, doors, cabinets, compound roof joinery, full scribe log work, Japanese shoji screens and in-state general contracting services.

Among the many projects completed by Sweet Timber Frames, a timber frame octagon was built for famous mystery writer Janwillem van de Wetering for the purpose of American Indian meditations and ceremonies, as well as a 28' x 40' timber frame home on Spectacal Island in Maine which required a sea truck for transporting materials. The builders of the company welcome challenges and are rewarded by the knowledge that each frame cut is durable, energy efficient and environmentally sound.

On approximately 4,000 square feet, two facilities house a planer, band saw, chop saw and other equipment utilized in the manufacturing process. Sweet Timber Frames purchases 300,000 board feet annually of Hemlock, Maple, Cypress and oak.

Family-owned and operated key people include: owners John and Ann Sweet; son, John Sweet II; and son-in-law, Steve Dmitrieff. When asked what he attributes his success to Sweet replied, "Attention to detail with an emphasis on quality and persistence for quality construction."

Sweet Timber Frames is a member of Timber Frame Business Council, Natural Resources Council of Maine, Builder Central, Maine Wood Products Assoc., Timber Framers Guild and WERU. John Sweet, "once an iron worker, always an iron worker", remains a member of the International Association of Bridge, Structural and Ornamental Ironworkers.

For more information about Sweet Timber Frames and its products visit the company website at www.sweettimberframes.com, email at info@sweettimberframes.com or contact direct at (207) 276-3254.

R. B. -

Continued from page 6

particular plants are located and how to get the products processed with proper packaging and shipping made the project come together well."

For the customer who needs a quick turnaround, R. B. Lumber Co. is the place to call. Whether the order is large or small the company can fill the bill in a hurry. "We have a client in the South who manufactures old style columns for which we source 2x4 and 2x6. He only needs two or three units at a time. So we do LTL or a partial shipment so that he doesn't have to buy a whole truckload of material that would last 10 months. We supply him with a two-month supply so he can have new inventory for special requests. This particular client's order file is only one week out so we get the product to him in a short period of time," Brown said.

As for specialty requests, the two principals are well seasoned at fulfilling them. "Perhaps the customer can't find the finger-jointed blocks they need, or simply don't have the time to find them; we do the entire thing. We are a service supply company. If there is a need, we manufacture it; if it's a finished product, we find it," Brown commented. "We offer mixed loads with half rails, half fencing or 4x4's. In today's economy everybody is buying just what they need and we are accommodating that trend."

Gary Knight added, "Regarding the remanufacturing side of our business, where it's direct wholesale, we don't manufacture from the log to the lumber base. We take raw lumber and manufacture a finished product base for our customers based on their requests, requirements and inquiries. We also supply a fair amount to people that manufacture a finished product. Whether it's fencing or posts and rails or even

tongue and groove for pattern stock, we sell the finished product back out of that."

Most of R. B. Lumber Co.'s customers have a retail customer base or an installation-based customer base. "We're on contract to sell production back out of the plants that we process material into," Knight explained. "Where our customers have bought the material and processed it, the product that hasn't been utilized is on contract to be sold back.

Honesty and integrity are the foundation on which R. B. Lumber Company was built. "You have to have honesty and integrity as well as a genuine concern for your customer and your supplier. Whether it's a mill source, a customer and on to the freight handlers, you have to be honest with your contacts and treat everybody with respect, honesty and integrity. If you don't, you have no place in the business world," Randy Brown said.

The message Randy Brown, Gary Knight and all of R. B. Lumber Co. delivers is clear. Collaborating with customers and suppliers alike to ensure profitable business for all parties is their business. "It's about creating relationships here at R. B. Lumber Co. Creating ongoing profitable business in a business relationship and a personal relationship is our top priority," Brown said. "Our customers are our friends not just customers, we guarantee a 'win-win' situation for everyone involved."

R. B. Lumber Co. is a member of the North American Wholesale Lumber Assoc. (NAWLA), Portland Wholesale Lumber Assoc. (PWLA), The Portland Group and Hoo Hoo International. The company also participates in BC Wood's Annual Global Buyers Mission in Whistler, B.C.

For more information about R. B. Lumber Co. and their products and services, contact (503) 655-8020.

LUA -

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\$100,000 property claim. But if that forces the entire mill to shut down for a week while the machine is being repaired or replaced, the cost in terms of lost production and sales can be many, many times that. This can all be avoided with the additional protection provided by business interruption coverage, including:

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ter recovery plan measures up, or for more information on business interruption insurance, visit www.LUA.cc or contact your local Lumbermen's Underwriting Alliance sales representative for a more detailed assessment of your business interruption needs.

MIDWEST TRENDS -

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overall business activity was 20 percent better than in previous months.

A mortgage company in Topeka, Kan. recently increased their employment by 40 percent but the amount of mortgages going through the office is down by 35 percent. "That is not going to produce a rebound in the economy," he explained.

When asked about the impacts of the first-time homebuyer credit the builder commented, "The credit should have been for new construction only, period. In my opinion, that would have turned the entire economy around. What we're doing now is giving tax credit for buying repossessed homes, which are already discounted by 40 percent. There is something wrong with that theory. The only thing that has the power and the strength to drive us out is what got us in, and that's housing. Selling a repossessed home does nothing but put money in the agents pocket; building a

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Western Business Trends



By Terry Miller
Associate Editor

While sources in the Western region expect 'dips' in business activity, overall they report strong underlying economic factors indicate that the

housing industry is on the mend. With continued price and mortgage interest rate declines contacts say new homes have not been so affordable in more than seven years. Many metro areas report that strength in oil and agriculture has already provided a moderate push for their overall markets. Although the unemployment rate continues to rise, experts say the housing market has recovered before during a period of rising job losses. Softwood lumber suppliers agree that positive signs are continuous but many are still struggling with limited supplies and lack of consumer confidence.

In Montana, a Softwood lumber board supplier said business activity is picking up slightly, and along with others, supply shortages are a concern. "It's a very precarious balance but it will not take much supply to turn things around the other way. Our business is specialized to boards and seasonally we are heading into a period where people come back inside and start working on their indoor projects."

The source, which manufactures Ponderosa Pine and Spruce boards also has a stud mill that has been closed temporarily. "Our stud mill probably won't be running for a year. We've got a niche with our boards in the general

world of Western lumber," he said.

Transportation prices have been stable and are having a positive impact on his operation. "We're not seeing any increases in fuel prices that would change the dynamics," he explained. "Probably one of the biggest things that has helped us is the strong euro has reduced the supply of European Spruce into the Southeast which allows us to reach into that market a little better with our product."

With an expansive customer base that ranges from stocking distributors to retailers and wholesalers, the source said his clients were keeping tight inventories. "Everyone is keeping just what the customer wants for just-in-time shipments."

Going into 2010 the source is hoping for more improvements. "I'm expecting that we'll see a dip in activity through January and hopefully things will pick up in the spring," he said.

A Softwood lumber supplier in Idaho said that while conditions were improving for future business activity, the "here and now" is still difficult. "The lumber market is driven by two things only, the state of the economy and consumer confidence. If people believe things are getting better from sources in Washington, consumer confidence will improve but not until then."

The contact, which supplies Western Red Cedar, mentioned that his inventory levels have slightly increased in recent weeks. He also said a major concern of the industry is cash flow. "In terms of receivables, people who always pay on time are now paying a little slower. The cash business has been improving but people are waiting a longer period of time to get requisitions and nobody is particularly comfortable with that."

Metropolitan areas of Texas such as Houston report continuing opportunities for construction and sales. According to Builder Magazine, two builders in the area are banking their futures on the Houston market that continues to be a bright spot in America's housing sector.

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Northeast Business Trends



By Sue Putnam
Editorial Director

Housing is a hot topic across the Northeast region. At press time two House committees heard testimony from the housing

industry and experts about the soon-to-expire \$8,000 housing tax credit and the White House is determining whether the credit will be extended. The National Assoc. of Realtors (NAR) and the National Assoc. of Home Builders (NAHB) are leading the support team of the credit extension into 2010. Some Softwood lumber supplier and builder sources support the extension of the tax credit, but others said the results of the first-time homebuyer credit proved mostly beneficial for existing home sales, which they say will not stimulate housing starts or the economy.

Concurrent with other regions, fuel prices remain stable, making transportation issues of less concern. Kiplinger reports a U.S. average decrease of five cents per gallon in regular gasoline, and two cents for diesel.

A new website was recently launched by a 20-year construction industry veteran in Medford, N.Y., which will connect lumber suppliers with contractors who are looking for the best price available for materials.

A Massachusetts Softwood lumber supplier said business conditions were marginally better but the upcoming winter was always high on the list of concerns. "Overall it's hard to say, I think September was marginally better, which is good, but people are concerned with

the coming winter."

The source, whose customer base is mainly contractors said his clients' business activity was mixed. "It's up and down. Some people say the phone has been ringing with quotes and others say the opposite. It's really a bit scattered as opposed to any consistency."

When asked about the \$8,000 first-time home buyer credit, he commented, "The tax credit stimulated existing home sales but had little effect on new home sales. My opinion and that of many of my customers is that the purchase of existing homes stimulates the real estate industry and provides little for the general economy. New home sales will stimulate the economy by providing material purchases, employment and ultimately creating a win-win situation for everyone. If the tax credit was limited to new home sales, we might see better results."

Going into the winter months the supplier said he hopes for the best but is prepared for the fact that winter is traditionally slow and based on the state of the economy, doesn't expect improvement until the second quarter of 2010.

Both the NAHB and NAR are strongly advocating an extension of the \$8,000 first-time homebuyer tax credit for 2010. The tax credit is due to expire December 1, 2009. "The threats of more foreclosed property coming to market, combined with the mortgage rate resets and growing unemployment are simply too great to take a wait-and-see approach," NAR regional vice president for New York, New Jersey and Pennsylvania, Joseph Canfora said. "The best available tool for sustaining the gains that have been made will soon expire as of Dec. 1, 2009."

The National Lumber & Building Material Dealers Assoc. (NLBMDA) has also endorsed an extension and expansion of the tax credit. "We are just beginning to see the positive effects of the existing new home buyer tax credit and extension of the credit will enable the industry to restore jobs and revive our

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Ontario/Quebec Business Trends



By Michelle Keller
Associate Editor

As economic prognosticators discuss whether or not the global recession is slowing down or even perhaps over, those on the front lines of the Softwood lumber industry say that there are some indications that things are improving slightly. Still, many say they are reluctant to declare without reservation that they are out of the woods.

A sales representative at one Quebec mill said his company produces mostly kiln-dried Spruce for house construction projects and that the slowdown in new construction on both sides of the border between the United States and Canada has had a dramatic effect on the industry as a whole. He quickly added, however, that not all is grim.

"Compared to six months ago, it's a little better," he said. "But compared with two years ago, we're going lower."

He said that his company supplies exclusively to Canadian contractors, but added that the lack of new housing starts throughout North America has had a significant impact on the way the industry functions.

"The lumber game is a lot different now," he said. "There are a lot less houses on the market. People are focusing on renovations. There is less lumber being sold, but it is selling."

He noted that in addition to Spruce, his company deals in Pine as well, mostly for finishing windows. He said the win-

dow industry has helped keep his business going as contractors have shifted away from new construction and towards repair and improvement projects.

"We're seeing more windows, and more people investing in the houses they already have," he said.

That sense of optimism is reflected in Ontario as well, where the manager of one wholesale operation said he sees a slight uptick in terms of business.

"My personal feeling is that it's a little better, but still spotty," he said. "One day I'm really excited and I think something is coming around, and then there are two weeks of nothing. It curbs your enthusiasm right away," he added with a laugh.

He attributed the improvement to a combination of factors, including motivated buyers. However, he quickly added that although several mills have shut down over the past couple of years, excess production remains an ongoing issue.

"Every time one mill shuts down, they boost production somewhere else," he said.

He also said that the current problems are not really all that new.

"The markets have been suffering for the last four years, and the past two or three have been very poor," he said. "I'm probably more enthusiastic now than four years ago."

Despite the economic fluctuations, he said his small company has remained focused on providing Eastern White Pine to its customers.

"We've been able to manage through rough times. I'm a stubborn person, and I like what I'm doing," he said, adding that there are some forces beyond the control of the industry. "The strong Canadian dollar is really, really hurting us right now. It's the biggest bump in the road right now."

Although the exchange rate is not helping matters, others do see some economic light coming courtesy of govern-

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South/Southeast Business Trends



By Gary Miller
Managing Editor

Some areas in the Southeast are better than others as

contacts offer varying opinions on how the market is faring. Suppliers of upper grade lumber say production is greater than demand, while lower grade industrial lumber producers are manufacturing limited amounts of lower grade Softwood lumber to meet existing demand. All sources agree transportation costs are improving along with a general improvement in home sales. Mortgage lenders in the region reported a pickup in purchase loans specific to low-to-middle tier homes. Commercial loans however, remain soft.

A Softwood lumber supplier in Arkansas said the current Southern Yellow Pine market was struggling to gain momentum. "The production in this species still seems to be greater than the demand. The same problem seems to exist for West Coast Cedar and Spruce," he said. "The banks are still being too tight on loans and consumer confidence is still down. People are worried about being laid off. This slow economy has devastated the construction and lumber industry."

This particular contact said his inventory levels were 50 percent down from 2008. "We're still trying to get them down more. We have seen transportation costs become stable," he commented. "There are many contract truckers

you can negotiate with to get a good price on shipments of lumber; however, if you need to ship a truck load of lumber into south Florida, you're going to pay a large premium for that."

He said his retail lumberyard customers aren't the only ones with concerns. "We also have a manufacturing side of our business that sells to wholesale distribution lumberyard companies, and they are also trying to drop inventories to save money. In the Softwood lumber industry, I think we will see another round of layoffs and some more closures will take place," he said.

"I think the fourth quarter of this year and the first quarter of 2010 are going to be as ugly or uglier than what we've already seen."

In Mississippi, an industrial wood products supplier noted that business conditions have been steady. "Margins are the main thing that we're concerned about right now because they have been pinched severely. But we are still able to make some money. We're heavy to the industrial side of the market. So we're not really dependent on the housing industry. Having said that, to some extent everything is dependent upon home building at some point. The ripple effect has really begun to catch up with us in the last few months," he explained.

The source mentioned production was severely limited. "We're having a tougher time getting some of the materials that we need than in normal times due to less production," he said. "A lot of the products that we buy are low grade. If you're making the same percentage of No. 3 or 4 type lumber and you've got 50 percent or less production than a couple of years ago, there's going to be a proportionately—lower amount of material. The demand for the industrial product hasn't slowed to the extent that No. 2 and Better grades of lumber has for a retailer or a homebuilder. So that puts us in a bind because there is still a good demand for the products that we ship but a lot less supply available."

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Boards -3&Btr - S1S2E

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MIDWEST TRENDS -

Continued from page 21

new house creates jobs.”

Coldwell Banker Gundaker, which has 25 offices in the St. Louis area, reported an increase in business activity of 23 percent from last year on homes sold for less than \$100,000 and 16 percent for homes sold for less than \$150,000. “There’s no question it’s had a positive impact on our business,” Jim Dohr, President of Coldwell said. “Much of the action in our business is at the lower end, and it’s really being fueled by the first-time tax credit.”

Economists estimate that between 350,000 and 400,000 of home sales would not have happened this year without the tax credit. Recent data acquired from real estate tracking firm, Zillow, found that if the credit were extended another year, it would be a deciding factor for 18 percent of first-time homebuyers. “That’s nothing to sneeze at,” said Zillow, chief economist of Stan Humphries, “At \$15 billion, it works out to almost \$45,000 for every sale generated.”

HANCOCK -

Continued from page 15



Lawrence Newton, U.S. Lumber Group, Atlanta, Ga.; Matt Duprey, Hancock Lumber Co., Casco, Maine; and Bernie Nugent, Warren Trask Co., Stoughton, Mass.

get-together were: Bob Keener, Russin Lumber, first place; Jerry Buteau, None Such Forest Products, second place; and Gean Martin, Home Hardware, third place.

Among the companies represented in the tournament, in addition to the ones previously mentioned, were Eastern Forest Products, Timber Trading, U.S. Lumber Group Inc., Warren Trask Co., West Elizabeth, and The Softwood Forest Products Buyer.

Additionally, attendees participated in a tour of Hancock’s sawmill in Casco, Maine, and dined on lobster.

For more information about the company, visit its website at www.hancocklumber.com.

WESTERN TRENDS -

Continued from page 22

A startup builder, J. Kyle Homes projects completion of its first model by the end of 2009. J. Kyle Homes president Jason (Kyle) Hammonds said that market conditions have reduced lot prices to where his company can now get into a premium location that would have been out of its reach two years earlier. He also mentioned his company will start between 50 and 60 homes in 2010, ranging from 1,800 to 3,800 square feet in the \$280,000 to \$400,000 range.

The other builder, Newmark Homes, expects to build 300 homes that will range from 1,800 to 5,000 square feet at an average price of \$275,000. The firm’s president, Mike Moody, said his company would confine its construction and sales to master-planned communities in the Houston market exclusively for the next five years. Moody is confident regarding the market, of which he said has “stabilized since June, and become more predictable, although it’s still way off from 2006 and 2007.”

The Softwood Forest Products Buyer

The Western Wood Products Assoc. (WWPA) recently released its 2008 Western Lumber Production Totals. The report, based on data received from 12 Western states, showed that Oregon remained the largest lumber producing state in the country in spite of a significant production drop. Wholesale value of Oregon’s lumber was nearly 43 percent lower at \$1.26 billion while output from Washington state mills declined 18.4 percent to 3.89 billion board feet. Similar declines were noted in other Western states such as Idaho, down 23.3 percent to a total of 1.34 billion board feet and Montana produced 668 million board feet, a decrease of 15.4 percent.

According to the WWPA, Western lumber production is down 26 percent so far for 2009. The association expects lumber markets to recover, albeit slowly, starting in 2010. For the entire report visit www.wwpa.org.

NORTHEAST TRENDS -

Continued from page 22

economy,” said NLBMDA President and CEO Michael O’Brien. “Making the credit available to all prospective home buyers to increase its use should be a priority as the Committee considers tax legislation this fall.”

“Without Congressional action now, the market may freeze again—possibly as soon as this month,” Boyd Campbell, a Maryland real estate agent said during a recent hearing by the House Subcommittee on Housing and Community Opportunity.

In New Jersey a Softwood lumber supplier also said business conditions were slightly improving. “Housing and employment are the primary factors right now. We do business with people nationwide and unemployment rates are affecting consumer confidence,” he said.

The contact, which supplies Eastern White Pine and Cedar, said his retail lumberyard customers were preparing for the winter by keeping their inventories low. “People are buying, but they’re buying what they need, when they need it, no more and no less.” He also commented on his concerns for the second quarter of 2010. “It depends on the winter. If the winter months are hard, it will make conditions harder in the spring.”

In neighboring New York, a 20-year veteran of the commercial and residential construction industry, Frederick Cann Jr., launched www.bidformaterials.com. According to *ProSales Magazine* the site allows construction pros to create profiles and then access a nationwide database of suppliers and contractors.

Once logged into the site, pros can list the materials they need in the designated region of the country where they are working. Suppliers, including lumberyards, can then make private offers of the materials they provide.

The motivation behind the site was to give contractors an opportunity to save money while receiving competitive prices. “Contractors get endless possibilities for better prices on materials, which would result in better bids to customers, generating more work for their company,” he told *ProSales*. “Suppliers get unlimited leads, which improves their sales as well. It’s a no-brainer.”

ONTARIO/QUEBEC TRENDS-

Continued from page 23

ment intervention. The president of one Ontario-based mill said the government’s tax incentive for home improvement has led to something of an economic boost for his company. “It’s a lot better than it was six months ago,” he said.

His company, which also produces prefabricated sauna units as well as liner packages, has seen a significant upturn in business, both in the American and Canadian markets.

Continued on page 29

ONTARIO/QUEBEC TRENDS -

Continued from page 28

"The sauna orders, which have been a mainstay of the business, seemed to increase a lot this summer," he said. "I'm hoping it continues; that's for sure."

As a result of increased demand, he added, the company has not seen a lot of reason to diversify its offerings. He noted that diversification would also mean essentially starting from scratch.

"We specialize so much that it's become second nature to us," he said. "We're banking that we're going to have a little more interest in what we're doing."

In terms of challenges, he said he is always concerned about maintaining reliable supplies. He said that although he is currently working with a strong supplier, there is always a concern that there will be enough lumber when it is needed.

He closed by saying that the biggest problem he sees is a lack of confidence at the enduser level. He said he sees some resurgence in that confidence in his local market, and hopes that it carries over into the rest of the country.

That would be good news for the manager of one Quebec wholesale operation who said he has yet to see a notable improvement in demand. "It's quieter than it used to be right now," he said. "It's very quiet and slow and I do not think the fall will be much better. We should see some action next year."

He said that as far as an economic barometer is concerned, his attention is focused primarily on unemployment numbers. His business, which he said sells primarily to big box stores and lumber yards, has not seen the improving numbers of some of his peers. He also said he is reluctant to diversify more than he already has.

"We've already very much diversified across Canada in many locations," he said. "What we're doing is looking for opportunity right now to increase our market share in a different area."

As far as challenges go, he said there is no question where his concern lies: with customers. He said he remains apprehensive that any improvement right now is tentative and that it may not continue for the long term.

"Demand is the main issue," he said. "What's coming from our customers is that many people are looking around, believe me, but they are not buying. They need to feel secure."

He is not alone with that sense of tentativeness. Back in Ontario, the wholesale manager summed up the feelings of many. "Our business is sensitive all the time; it's always fragile," he said. "But right now, it's particularly fragile."

SOUTHEAST TRENDS-

Continued from page 23

In comparison to last year the contact said 2009 has been a fair year. "For us, 2008 was a great year and 2009 has been an 'okay' year. Compared to a lot of the stories out there, that's cause for celebration. Our philosophy is if we make it to the other side of this market, there will be more business out there for the survivors because there will be less competition."

Going forward the source expects to see more of the same current conditions over the next six months. "I'm an optimist but I'm also a realist," he said. "I don't see much on the horizon that indicates things will be much better than we are right now. I don't think conditions will get worse; they'll just stay about the same and then hopefully from spring into the middle of 2010 we'll see a rebound."

According to the Beige Book, economic reports show that the Southeast continues to show signs of improvement in many sectors. New orders helped manufacturers have solid increases in shipments, and employment in the manufacturing sector continues to stabilize. Changes in prices for raw materials and finished goods also picked up. Real estate agents across the region

observed general improvement in home sales, specifically for low-to-middle priced housing.

Mortgage lenders reported slow but steady activity. Sources noted a pickup in new mortgages, and a dwindling demand for refinancing. Credit standards appear unchanged with some institutions tightening guidelines further, increasing scrutiny on appraisals and allowing fewer leniencies in gray areas.

As reported by the Book, in Florida contacts actually experienced year-over-year gains in pre-existing home sales. Georgia homebuilders however cited difficulty competing with foreclosed home prices. Demand for starter homes remained relatively strong across the Southeast and a pick up in mid-market home sales was noted in some regions.

To view the complete *Beige Book* report visit www.federalreserve.gov.

WEST COAST TRENDS -

Continued from page 13

they are quieter due to rains and snow in many areas. No one knows what spring will bring. Most mills are shutting down production to a drip. We are running what we know we can move or what we know buyers will purchase in the next few months, mostly dry items. Our Philomath, Ore., mill was shut down last week and next week our Montesano, Wash., mill will be down. The only surprise lately was when we had one customer who out of the blue ordered six carloads of material heading for Texas. We have come down a little on our Cedar prices, but that amount of material ordered from one customer was a nice surprise in these days when no one wants to talk about buying in volume."

Gary Knight of R. B. Lumber, Oregon City, Ore., said, "It's a tough market out there for the wholesaler. We sell a lot of industrial items, but things have slowed a lot. The mills are curtailing production more all the time due to slow sales. Customers don't want to carry inventory they can't immediately sell. Even specialty items are hard to sell now. Buyers don't know what they should pay and suppliers don't know what to sell it for; it's such a cutthroat market now. We are making some fence panels that are being shipped out soon and I am thankful for that."

Vince Mast of Hampton Lumber, Portland, Ore., said, "Selling is day to day and I am happy to report that we have had two solid days of sales. This is an early fall rally, but nothing major. Green Doug-Fir is rising and firming a bit. Dry Doug-Fir has found a bottom and dry Hem-Fir is up about \$10. The Canadian dollar is making it tough on those suppliers selling into the U.S. and this has helped us supply more white-woods to our domestic market. At the moment prices are holding or firming on most items. We still see disciplined curtailments through the winter for most mills. Thanksgiving through March is a slow time for home centers."

Pat Murphy of Pacific Western Lumber, Lake Oswego, Ore., said, "We don't see much happening for the rest of this year and next year is a muddle. We see more foreclosures ahead and more people losing jobs. The news tells us the recession is over, but we don't see this as true in Oregon, Washington and California. I have customers in the low mountain areas along the west coast who used to buy truckloads every week, but who have bought nothing in a year."

Gene Secco of Forest Grove Lumber, McMinnville, Ore., said, "We are seeing more interest in our high end timbers. We are focusing more on sales of this product, which we are drying to 15 percent rather than the 19 percent most others supply. We're seeing more serious quoting lately and this is encouraging."

Most everyone contacted planned to attend the early November Chicago NAWLA Traders Market®, with only a few sitting on the fence until the last minute to decide.

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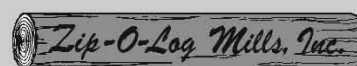
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TRADE TALK

NAWLA Announces New President

Rolling Meadows, Ill.—The North American Wholesale Lumber Assoc., recently announced the new president of NAWLA.

After an exhaustive nationwide search, including interviews with candidates from inside and outside the forest products industry, Gary J. Vitale has accepted the position.

Vitale brings 25 years of significant industry experience to NAWLA. His most recent position was President/CEO of TW Hager Lumber Company, a wholesale distribution company headquartered in Grand Rapids, Mich.

Vitale's responsibilities at Hager included the design, communication and implementation of strategic plans, ensuring product and customer diversification, financial reporting, inventory control and significant customer and manufacturing relationships.

Prior to his tenure as President/CEO of TW Hager, Vitale worked for Guardsman Products as the General Manager of the Wood Coatings Distribution Group. He has also held positions with Formplac of North America and Formica Corporation.

"Gary's commitment and passion for serving NAWLA on a volunteer level is evidenced by his assuming chairmanship of the Membership, Communications, and Branding Steering Committees; as well as his serving as second vice chair of our association," a NAWLA representative said.

Vitale earned a Bachelor of Science degree in marketing management from St. Peter's College and has completed master's degree course work at Rutgers University. For more information visit www.lumber.org.

Temple-Inland Chairman Named CEO Of The Year

Washington, D.C.—The American Forest & Paper Association (AF&PA) recently announced Temple-Inland Chairman and CEO Doyle Simons as RISI's 2009 North American CEO of the Year at RISI's recent 24th North American Forest Products Conference in San Diego.

Simons is a member of AF&PA's board of directors and co-chairman of AF&PA PAC, the Association's political action committee. "Doyle is an outstanding leader in our industry and in the Association. This honor is well deserved and I am sure it will not be his last," said AF&PA President and CEO Donna Harman.

RISI awards the honor with input from a panel of investment analysts and portfolio managers who consider which forest products company has shown the most outstanding performance during the past year.

At 45 years old, Simons is the youngest CEO ever to receive RISI's award. Based in Austin, Texas and having approximately 12,000 employees, Temple-Inland manufactures packaging and building products and is North America's third largest corrugated box producer.

For more information visit www.afandpa.org.

Russ Kimbell Joins 'Safest Company' Recipient Anthony Forest Products

El Dorado, Ark.—Russ Anthony, executive vice president of Anthony

The Softwood Forest Products Buyer

Forest Products Co., recently announced that Russ Kimbell, former vice president and general manager of U.S. Timber's southern division, has joined Anthony Forest Products Company to lead the lumber sales organization.

"The addition of Russ Kimbell as lumber sales manager will bring over 25 years of lumber sales knowledge and management experience to our organization," Russ Anthony said.

Russ Kimbell added, "I am very excited about working for Anthony Forest due to the company's survivability in the current market due to business integration, diversity of experienced management, and reputation of quality in the marketplace."

The Engineered Wood Assoc. (APA) recently announced Anthony Forest Products as the first "Safest Company Award" recipient. Anthony Forest's Arkansas Laminating Plant in El Dorado and Georgia Laminating Plant in Washington, were also recognized in the "Incident Free Honor Society."

Partner company Anthony-Domtar Inc. also announced that Power Joist® line of I-Joist is now certified under the Forest Stewardship Council (FSC). "This means all Power Joist in the series ADI 40, 60, 80 and 90 have earned "FSC mixed," said vice president of marketing, Kerlin Drake. "Our plant in Sault Ste. Marie and our sales office at Anthony Forest Products in El Dorado, Ark., are both certified under the FSC chain-of-custody," he added.

Lumber sales manager Russ Kimbell may be reached at rkimball@anthony-forest.com or 870-862-3414.

Anthony Forest Products Company is an integrated forest products business incorporated in 1965. The company owns approximately 91,000 acres of timberland in Arkansas, Louisiana and Texas. It operates Southern Pine lumber producing mills in Urbana, Ark., Atlanta and Texas; and wood chip mills in Plain Dealing, La. and Troup, Texas. For more information visit www.anthony-forest.com.

Domtar Corporation is known as the largest integrated manufacturer and marketer of uncoated freesheet paper in North America and the second largest in the world based on production capacity. For more information visit www.domtar.com. Anthony Forest Products Company and Domtar Inc. of Montreal, Canada jointly own and operate the I-Joist manufacturing plant in Sault Ste. Marie, Ontario.

Tom Carlile Named Boise Cascade Holdings CEO

Boise, Idaho—Boise Cascade Holdings LLC recently named Tom Carlile as chief executive officer. Carlile has been the company's chief financial officer since November 2004 and has worked for Boise Cascade since 1973 in numerous financial and operating positions. He will replace Duane McDougall who will remain as chairman of the board.

"It's an honor to have this opportunity to guide Boise Cascade through these challenging business markets," said Carlile. "Duane has helped us navigate through a difficult nine months and, fortunately, as chairman he will continue to provide us with his expertise in this business. I want to thank Duane for his hard work and support and I look forward to continuing to benefit from his advice."

McDougall became CEO in December



Russ Kimbell

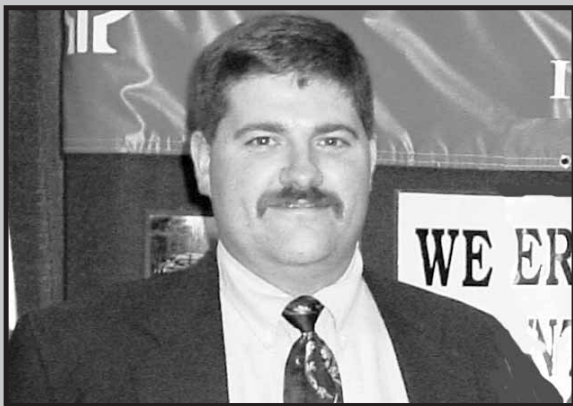


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TRADE TALK

Continued from page 30

2008 when the demand for wood products was in rapid decline. While successfully leading the company through a number of difficult decisions on facility curtailments and cost reductions, he was also able to grow Boise Cascade's remaining operations with the expansion of the Medford, Ore., plywood mill; the purchase of the Pilot Rock, Ore., sawmill; the acquisition of Total Structural Systems in Maine; and expansion in the distribution business.

McDougall has served on Boise Cascade Holdings' Board of Directors since 2005 and will continue in his role as chairman of the board. "I have had the opportunity to work with Tom over the last five years, and we are very fortunate to have someone with his leadership skills and detailed knowledge of the company and the industry stepping in to the CEO role at this time," McDougall said.

Boise Cascade manufactures engineered wood products, plywood, lumber and particleboard; and distributes a broad line of building materials, including wood products manufactured by the company. The company is privately owned and headquartered in Boise, Idaho. For more information visit www.bc.com.

Progressive Solutions Celebrates 20 Years

Vancouver, B.C.—Progressive Solutions Inc. (PSI), headquartered here, is celebrating 20 years of success with a new logo and website.

The software systems provider for the forestry, lumber and building material industries has grown from a start-up to a recognized leader in the lumber building materials and wood products industry thanks to its commitment to product innovation, customer-focused management practices and employee development.

"There's no question that 20 years, especially in the software industry, is an important milestone and a reflection of the hard work and dedication of all our employees," said Len Williams, president and CEO of Progressive Solutions Inc. "What we're most proud of however is just how far our products have come and how they're helping our customers survive and thrive in a difficult economy."

"The fact is, our products and our company are a reflection of the companies and people we serve. The feedback and requests we get from our users has played a tremendous role in the evolution of our software and we're proud to share this celebration with them. If you look at our clients, you'll see plenty of companies that have already celebrated their 100th anniversary. That type of long-term success comes from making intelligent and forward thinking business decisions. Like us, they plan to be successful for many decades to come and we're proud that they see our Progressive Solutions software as one of the keys to their long-term success."

For more information visit www.progressive-solutions.com.

K-Ply Returns Under New Name

Port Angeles, Wash.—K-Ply, based here, has been acquired by a group of investors and is scheduled to reopen as Peninsula Plywood, notably the 68-year old facility's original name.

Josh Renshaw, president and co-owner was sales manager of K-Ply, which was owned by Klukwan Inc., Haines, Alaska. Along with other investors he negotiated a long-term lease with the port of Port Angeles that requires the new owners to

begin renovating and repairing the mill within 45 days. According to *Merchant Magazine*, it also calls for the hiring of 60 full-time employees in the next three months. Closed in November, 132 employees lost jobs.

"Plywood is a big part of the history of this town," Renshaw said. "Now we can see it in the future as well."

SCMA Welcomes Delta Millworks

Pittsburgh, Pa.—The Southern Cypress Manufacturers Assoc. (SCMA) announced the addition of Delta Millworks, of Austin, Texas.

Delta Millworks was founded in 1985, as a home restoration business. Since then, Delta has evolved into a specialized, high-quality wood product and millwork supplier to Central Texas.

The SCMA is a non-profit organization with 26 member companies dedicated to the promotion of Cypress building products to trade professionals and consumers. For more information visit www.cypressinfo.org or www.deltamillworks.com.

Columbus Lumber Receives Exemption

Brookhaven, Miss.—Columbus Lumber, based here, recently received a Freeport warehouse exemption that removes taxes on products shipped out of state, which will save the company about \$9,000 per year.

Co-owner Doug Boykin explained to local officials, "every penny counts during the worst housing lumber market in decades. We think it's going to turn around next year, but it's going to be a slow climb," he said. "We asked for the board's help so we can make it through."

Columbus Lumber is a supplier of Southern Yellow Pine, Advance Guard Borate Treated Wood Products and MicroPro Treated Wood Products. For more information visit www.columbuslumber.com.

Sunbelt Launches New Website

Alpharetta, Ga.—Full service material handling distributor and general contractor, Sunbelt, recently launched its new website. Parrish Stapleton, marketing director, said, "The new website will be easier to navigate, provide fresh content, and up to date information about ongoing projects." Both Sunbelt and sister company Sunbelt Material Handling of Canada Corp. will provide content to the site.

"Our goal is to provide up to date and innovative material handling and storage information to the public," Stapleton explained. "We will post ROI studies as well as publish relevant material handling and storage White Papers."

The website will provide information on products and services and will be a reference source to those who are researching operational efficiency within the material handling and storage realm of all industries. For more information visit www.SunbeltRacks.com or call 800-353-0892.

SFPA Joins 'Green' Discussion

Kenner, La.—The Southern Forest Products Assoc., based here, recently joined the Building Materials Assoc. Green Committee meeting held in Biloxi, Miss.

SFPA's director of industrial markets, Russell Richardson was invited to attend to represent the viewpoint of the forest products industry. The various green building programs and their impact to building products were among the topics discussed.

Richardson addressed the committee

Continued on page 32

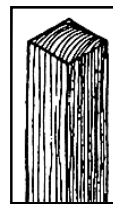
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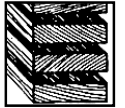


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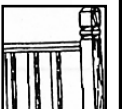


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Russell Richardson

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TRADE TALK

Continued from page 31

about certified wood products and how they fit into green building construction. "One of the top discussion questions was how to source Forest Stewardship Council (FSC) lumber for customers requesting it for LEED projects," he said. A discussion of how wood products move from the forest to the market followed.

"This was a great opportunity for us to reach out to other members of the wood products supply chain and express our views to those who buy and sell our lumber," Russell said. "It also gave me a chance to learn about some of the challenges dealers are having selling our

(Note: This is a correction from the Sept./Oct. issue of the Softwood Buyer Newspaper, Who's Who department.)

Rayelle Vigneux recently joined **Weston Forest Products Inc.** based in Mississauga, Ontario, as a panel purchaser. Vigneux brings approximately 10 years experience, having previously worked in purchasing and most recently as a sales representative for Blueinx Corporation, in Canada.

Weston Forest Products Inc. is a family-owned company that has been in business for over 50 years. It is a full service distributor and remanufacturer of panel and lumber products for construction, crating, packaging, pallets, bed frames and other industrial applications. They were recently named one of the Top 50 Best Managed Companies in Canada for the second consecutive year.

The company supports such initiatives as the Programme for the Endorsement of Forest Certification (PEFC), the Forestry Stewardship Council, and the Sustainable Forestry Initiative. Weston Forest Products also has an on-site milling facility that remanufactures lum-

The Softwood Forest Products Buyer products in a green market." For more information contact Russell Richardson at 504-443-4464, ext. 239 or richardson@sfpa.org.

Teal-Jones Announces Personnel Change

Surrey, B.C.—The Teal-Jones Group recently announced that Jody Boates, who was with the company for six years and instrumental in its sales and marketing department of the Shake & Shingle Division, recently decided to pursue a career opportunity in an unrelated industry.

Scott Boates and Art Barker will continue to service Teal-Jones customers and accounts, and the company anticipates the addition of a new sales representative soon.

ber for "just-in-time" customers.



Rayelle Vigneux

Weston Forest Products Inc. is a member of the Canadian Lumbermen's Association, North American Wholesale Lumber Association (NAWLA), Canadian Wood Pallet and Container Association and the Quebec Pallet Association. For more information visit www.westonforestproducts.com.

Of joining Weston, Vigneux commented, "There is a great atmosphere and a lot of positive energy here. I'm excited to be a part of such a focused team."

Rayelle and her husband Michael Vigneux, who also works in the forest products industry, have been married for seven years and have three sons. She enjoys cooking, running, photography and entertaining friends and family in her spare time.

OBITUARIES

John M. Keller

Roseburg, Ore.—John M. Keller, 54, an employee of Keller Lumber located here, recently passed away due to complications of a hit-and-run crash.

Keller was born in Roseburg, Ore., on October 29, 1954, to John C. and Cora Lee Keller. A graduate of Roseburg High in 1972, he worked with his family at Keller Lumber Co. He was married to Pilar Jo (Yraguen) Keller for 31 years. He served God and kids with Youth For Christ for seven years.

Keller is survived by his wife, Pilar Jo, son Lucas Mahaffey; parents, John and Cora Keller; brother, Mike Keller and wife, Rachel, and Tony Sacket. A Celebration of Life for family and close friends was held. In lieu of flowers donations may be made to: Umpqua Valley YFC, P.O. Pox 992, Roseburg, Ore., 97470. A guest book is available to sign at www.wilsonchapeloftherosesfh.com.

knew him well, Crowell was passionate about his company and took pride in being able to work alongside his two beloved sons.



Peter O. Crowell

Later in life he took up bicycling and made several cross-country bicycle trips. He dedicated many hours to this passion by volunteering his time to help maintain miles of trail systems for others to enjoy with the Friends of the Northern Rail Trails and the Cross Florida Greenway, Santos Bike Trails in Ocala, Fla. Crowell was on a bike trip in Nova Scotia when he passed away.

Crowell is survived by his mother Ruth Crowell-Singer and stepfather John Singer of New London, N.H.; his sister Polly Crowell of Falmouth, Maine; his two sons and daughters-in-law: Peter Baron and Tracy Rowse Crowell, and Benjamin Roland and Abigail Lefebvre Crowell; grandsons Peter James and Hunter Samuel; Uncle Wendell Hayward, Aunt Ann Buxton, cousins Susan Hayward, Linda Hayward, Karen Morganrothe, and former wife and life-long friend Francoise Roland Crowell.

Memorial services were held at the First Baptist Church in New London. Donations can be made in memory of Peter Crowell to the Friends of the Northern Rail Trails online at www.fnrt.org, or by mailing to Friends of the Northern Rail Trail in Merrimack County, P.O. Box 154, Andover, N.H. 03216. An online guestbook is available at www.chadwickfuneralservice.com.

Peter Oren Crowell

New London, N.H.—Peter Oren Crowell, 65, recently passed away suddenly. He was born in Framingham, Mass., and grew up in Westborough, Mass. A graduate of Westborough High and Miami Dade Junior College, he served four years in the U.S. Coast Guard.

In 1970 Crowell moved to New London, N.H. and in 2000 he took winter residence in Ocala, Fla. A skilled electrician, he flew as a commercial pilot for many years and served as a state representative for two consecutive terms. From 1971-1988 he volunteered as a member of the New London Fire Department. Crowell was the co-founder of Hemphill Power and Light Co. and the owner and director of Durgin and Crowell Lumber Co. in Springfield, N.H., a company he started in 1976. According to those who

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SOFTWOOD CALENDAR

NOVEMBER

APA – The Engineered Wood Association, Annual Meeting, Amelia Island, Fla. Contact: 253-565-6600. Nov. 14-17.

info@portlandwholesalelumberassociation.org. Dec. 4.

JANUARY

The Lumber and Building Materials Assoc. of Ontario, Annual General Meeting, Clarion Resort Pinewood Park in North Bay, Ontario. Contact: 888-365-2626. Nov. 19.

Northwestern Lumber Assoc., Building Products Expo, Grand Casino Hinckley Conference Center, Hinckley, Minn. Contact: 763-544-6822 or e-mail nlassn@nlassn.org. Jan. 11-12, 2010.

British Columbia Wholesale Lumber Assoc., 7th Annual Smoker, Holiday Inn Hotel & Suites, North Vancouver, B.C. Contact: BCWLA President Steve Parkinson, 604-540-8234. Nov. 26.

National Association of Home Builders International Builders Show, Las Vegas Convention Center in Las Vegas, Nev. Contact: 202-266-8111. Jan. 19-22, 2010.

DECEMBER

Portland Wholesale Lumber Association, Annual Christmas Luncheon, Location TBD. Contact:



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Nordic's proprietary **ENVIRO E LAM™** process is the direct result of our commitment to the best and highest utilization of our wood fiber. While it's not easy to process underutilized fiber, Nordic transforms treetops into the key component of its glued laminated product line. **ENVIRO E LAM™** is featured in Nordic Lam™ Beams, Columns, Tall Wall Studs, and our latest innovation, the NI-90x I-Joist Series.

With over 2 million acres of vital forestland, Nordic is certified under internationally recognized standards ISO 9001, ISO 14001 and the Forest Stewardship Council.

Nordic's ongoing commitment to sustainable forestry means investing in advanced manufacturing processes to keep on the cutting edge of technology and product development.

Sustainable Wood Solutions



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MACHINERY LIST

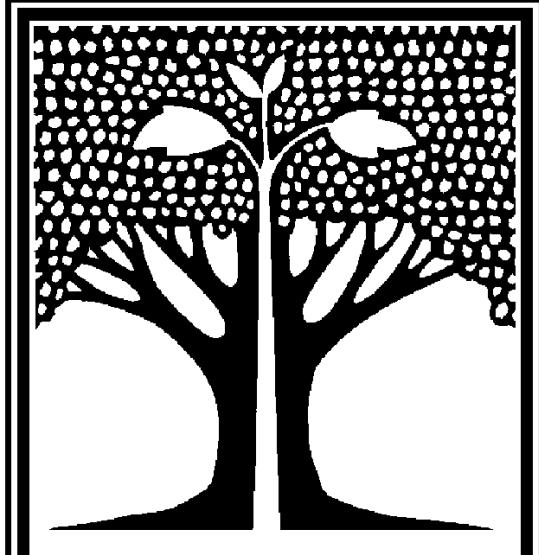
McDonough 54" resaw model RA-59 (tilting HYD feed)
 New Holland Skid steer loader Model LX565 Runs good
 Newman KM-16 3 Head Trim Saw
 Turner Twin Band Resaw
 YATES, A62 – Motorized Planer
 Stetson Ross 6-12-A1 planer 5-head
 SIGNODE Automatic Squeeze Bander Line
 PERKINS 4.203 Newly Rebuilt Forklift Engine
 1989 Ford L8000 with 12 ton/50' Crane
 Chip Bins-20 unit and 14 unit, 30 unit and 15 unit
 Western Pneumatics bins, Nice
 Toledo digital truck scale 11' wide x 68' long
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Al Fortune is owner and sales manager of **Mid Valley Lumber Specialties Ltd.**, in Aldergrove, B.C., Canada. The company, established in 1994, manufactures and distributes high quality Western Red Cedar, Hemlock and Douglas Fir to the North American, European and Asian markets. Mid Valley Lumber may be reached at: Tel: 604-856-6072, Fax: 604-856-6043 or E-mail: al@midvalleylbr.com. The company’s website is: midvalleylbr.com

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Our CommonFuture
World Commission on Environment and Development
Oxford University Press, New York, 1987

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