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The Softwood Forest Products Buyer

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SFPA EXPO 2009 Primes Industry For Opportunity

Photos By Terry Miller

New Orleans, La.—EXPO 2009—the 30th Forest Products Machinery & Equipment Exposition—wrapped up another chapter as one of the industry's premier shows here recently. Nearly 1,200 exhibitors and attendees toured the dis-

plays of some 140 companies at the Morial Convention Center. Though the crowd was smaller than in past years, it was filled with people qualified to make purchasing decisions for their companies. In fact, EXPO's registra-

Additional photos on page 16

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Richard Kleiner, Georgiann Gullett and Digges Morgan, President, Southern Forest Products Assoc., Kenner, La.



Lee Stiles and Tommy Stiles, A.W. Stiles Contractors Inc., McMinnville, Tenn.; and Bomer Smith, E.B. Smith Lumber Co., Livonia, La.

SLMA Deems 2009 Annual Conference A Success

Tyrone, Ga.—Over 350 SLMA members and associate members convened at the Ritz Carlton Amelia Island in Amelia Island, Fla., recently for the Southeastern Lumber Manufacturers Association's 2006 Annual Conference.

David Richbourg, CEO of H.W. Culp Lumber Co., was elected chairman of SLMA at the meeting. Richbourg served on SLMA's executive committee for the

past three years as treasurer, 2nd vice-chairman and 1st vice-chairman, respectively. He replaced Charles Thomas, III of Shuqualak Lumber as SLMA chairman.

As chairman, Richbourg's goal for the coming year is to ensure the associa-

Additional photos on page 16

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Stacey Carden, Potomac Supply Corp., Charlottesville, Va.; Ben and Victoria Stimpson, Gulf Lumber Co., Inc., Mobile, Ala.; and Mike Pastore, Spartanburg Forest Products, Greer, S.C.



Tom Cator, SLMA, Washington, D.C.; and Debbie Brady, SLMA, Tyrone, Ga.

Inland Lumber Welcomes Guests To Annual Event

By Terry Miller

Coeur d'Alene, Idaho—Approximately 100 guests recently enjoyed the Twenty Sixth Annual Inland Lumber Producers Golf Tournament, held at the Coeur d'Alene Resort.

Additional photos on pages 12 & 14

Continued on page 18



Rick and Colleen Palmiter, Idaho Veneer Co., Post Falls, Idaho; Kim Smith, Veneer Resource, Boise, Idaho; and Susie and John Malloy, Idaho Veneer Co.

'Going Green' Proved Popular Theme At AWFS

By Terry Miller

Las Vegas, Nev.—Awards, receptions and a plethora of informational sessions were highlights of the recent biennial AWFS Fair, hosted by the Association of Woodworking & Furnishings Suppliers.

Additional photos on pages 14 & 16

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Ed Armbruster, Industrial Timber & Lumber Corp., Beachwood, Ohio; Peter Crowell, Durgin & Crowell, New London, N.H.; and Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.

Who's Who In Softwoods



Clyde Cremer

Clyde Cremer is owner/president of **American Log Homes Inc.** in Pueblo West, Colo. His company manufactures pre-cut log homes from the 500,000 or more board feet of wood it purchases each year. American Log Homes Inc. buys Lodgepole Pine, Engleman Spruce

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Jean-Marc Dubois

Jean-Marc Dubois is regional sales manager for the northeast division of **Nordic Engineered Wood**, based in Slingerlands, N.Y. Dubois develops and supports a distribution network for engineered wood in the Northeast and Mid-Atlantic markets. Nordic Engineered Wood, a division of

Continued on page 20



Brenda Elliott

Brenda Elliott is vice president of national accounts for **Temple-Inland** in Diboll, Texas. Temple-Inland is a Texas-based company that manufactures diverse products to meet customer needs. From its beginnings in 1893 as a single sawmill, today Temple-Inland produces a wide range of building

Continued on page 20



Thomas R. Garber

Thomas R. Garber is the president and owner of **Precision Pine Inc.** in Knoxville, Tenn. Precision Pine Inc. manufactures spiral and straight stair kits in Southern Yellow Pine (Common and Better, 2x10, S4S). The firm purchases approximately 140,000 board feet of lumber annually.

Continued on page 20



Mike Norton

Mike Norton is a lumber trader for **Skana Forest Products** located in Richmond, B.C. He is currently trading in the western market of Canada. Skana Forest Products specializes in a wide range of products that include framing lumber, MSR, No. 3 and Economy, finger-joint

Continued on page 20



Rayelle D. Vigneux

Rayelle D. Vigneux recently joined **Weston Forest Products Inc.** based in Ontario, Mississauga, as panel purchaser. Vigneux brings approximately 10 years experience, having previously worked for Pro-Ply Custom Plywood in accounting and administration. Weston Forest Products

Continued on page 21

Former Senator John Sununu To Address APA Annual Meeting

For more APA News and Information, go to www.apawood.org

John Sununu, former Senator from New Hampshire, and a member of TARP panel, will address APA members and suppliers in the general session of the 2009 APA Annual Meeting on Monday, Nov. 16, in Amelia Island, Fla.

Called both a philosopher and the smartest man in the Senate, Sen. Sununu served for three terms in the House of Representatives and for six years as the youngest member of the United States Senate. Before entering public service, Sununu worked for emerging high-tech firms as an engineer, strategy consultant, and a chief financial officer. In Congress, he put his expertise to work for the country, serving on Senate committees such as Commerce, Finance, Banking, and Foreign Relations.

At the APA meeting, he will provide his view of the economy and an update on the American Recovery and Reinvestment Act, and discuss how stimulus programs will impact the housing and nonresidential construction markets. Known as a strong fiscal conservative and an author of legislation reforming the regulation of financial institutions, Sununu currently serves as one of five panel members responsible for the oversight of TARP funds and has developed numerous proposals for regulatory reform, mortgage issuance, and national insurance oversight. He is the son of John Sununu, Sr., the former chief of staff to President George H.W. Bush and former governor of New Hampshire. The APA Annual Meeting and Info Fair exhibition will take place Nov. 14 – 17, at the Ritz-Carlton, Amelia Island, Fla.

Government Stimulus Dollars: How Will Funds Affect Construction Markets?

When and where will construction markets and the building material industry feel the impact of the government economic stimulus program? The major thrust of the stimulus package is the American Recovery and Reinvestment

Bill of 2009 (AARA). The total package of government spending and tax cuts will total \$787.2 billion. The plan aims to stimulate employment, certain critical economic sectors, and U.S. consumer spending. Nearly half is directed toward tax cuts, unemployment assistance, food stamps and miscellaneous programs. The remainder is to be spent on state and local relief-18 percent, infrastructure and science-14 percent, health care-7 percent, education and training-7 percent and energy-6 percent.



Senator John Sununu

The government has created a new website, www.recovery.gov where states report their spending plans and the public can follow the progress of spending disbursement. The site contains a map where you may click to learn about indi-



vidual contract awards. Go to website newsletter.apawood.org.



The government's new website allows states to report their recovery stimulus spending plans.

vidual contract awards. Go to website newsletter.apawood.org.

Raise the Floor Design Challenge kicks off in Jacksonville, Fla.

At a kick off event in Jacksonville,

Continued on page 21



THE WASHINGTON SCENE

Update On DNR Sales Program

Washington's Department of Natural Resources (DNR) recently ended their fiscal year with sales totaling 584 million board feet (mmbf) which produced just over \$90 million in revenues to Washington's trust beneficiaries over the length of their contracts. The positive downstream economic impacts of DNR's trust land product sales that contain transportation, manufacturing and retail economic benefits were not included in this total.

Average sales value for the year averaged \$187 per thousand board feet, which is a low not seen in recent years. According to officials the agency is subject to more possible cuts as state general fund revenues continue to decline. However a recent uptick in stumpage values may ease the DNR but the

department still faces a long winter. The economic forecast for DNR remains pessimistic with stumpage prices expected to remain or at near current levels.

Market-Related Contract Term Addition

For the second quarter the Market-Related Contract Term Addition (MRCTA) qualified for contracts using the Softwood Lumber Index. This makes the sixteenth consecutive qualifying quarter for the Softwood Lumber Index. A function of when the contract was awarded, the maximum amount of MRCTA that a contract may be eligible to receive is specified by the length of the normal operating season, the 2008 Farm Bill and the September 10, 2008 finding of Substantial Overriding Public Interest (SOPI).

The maximum amount of MRCTA time that a contract awarded prior to January 1, 2007, may be eligible to receive is lim-

ited to a total of four years but may not result in the total contract length exceeding 10 years. On the other hand, pursuant to SOPI, the maximum amount of MRCTA time that a contract may be eligible to receive is limited to a total of four years and the total contract length may exceed 10 years provided the adjusted termination date is not set past December 31, 2010.

Payment dates that have not been reached when authorizing MRCTA may be adjusted periodically. MRCTA is subject to limitations stated in the applicable MRCTA provision in each contract unless superseded by the 2008 Farm Bill or the SOPI September 10, 2008, finding. Those who have contracts eligible to receive a MRCTA can contact contracting officers who can advise them of the procedures for requesting the adjustment.

Commissioner Peter Goldmark's Tour

The American Forest Resource Council (AFRC) and the North Olympic Timber Action Committee recently gave Commissioner of Public Lands Peter Goldmark a look at a few different mills. Included in the tour were Interfor Pacific's stud mill, Port Angeles Hardwood's alder mill and Green Creek's specialty mill that saws primarily for the export market.

The three very different mills utilize a substantial amount of timber from Washington State trust lands managed by the Department of Natural Resources

(DNR).

Concluding the tour at the Port of Port Angeles log handling facility, the Commissioner viewed innovations in water storage and containerized shipping of logs.

According to AFRC, Commissioner Goldmark reiterated DNR's commitment to providing a sustainable and dependable supply of timber to support the logging and milling infrastructure which provides a revenue stream to the state's trust beneficiaries, including the common school fund and counties.

Reforestation Efforts Challenged By Environmentalists

Environmentalists have challenged the responsible removal of dead trees following catastrophic wildfires for many years. Recently taking one step further, the Klamath-Siskiyou Wildlands Center, the Environmental Protection Information Center and the Klamath Forest Alliance have filed an appeal on the Klamath National Forest on a wildfire restoration project.

According to reports, the project proposes to site prep and reforest 220 acres of the Caribou fire that burned 13,000 acres in 2008 and remove some of the dead material with a cable system as part of the operation. The appeal addresses the following issues:

- 1.) the need for shrub habitat ecosystems
- 2.) artificial plantations increase fire

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KOLBE & KOLBE Grows Share Of High-End Market

By Kathleen Brooks



Kolbe & Kolbe Millwork Co. Inc., located in Wausau, Wis., manufactures custom wooden windows and doors, such as the Austin, TX, the Heritage Series, pictured. This design features an inswing entrance door. Ponderosa Pine is the most preferred species used in Kolbe's products.



Kolbe's Woodsy Bay Heritage Series features a wood exterior.



The Phelps, Wis., Heritage Series, manufactured by Kolbe, is another company hit with customers.

Wausau, Wis.—Kolbe & Kolbe Millwork Co. Inc. has come a long way from its origins in 1946, when brothers Herb and Ervin Kolbe set up a table saw in their mother's wash house and began repairing window screens and building door frames and windows.

Over the years, the Kolbes bought the assets of a large sash and door manufacturer, began selling wooden double-hung doors and slider windows, then added aluminum-clad windows and moved into the vinyl window and door business. Most recently, Kolbe & Kolbe

acquired Point Five Windows Inc., a manufacturer of custom wooden windows and doors, to grow its share of the high-end market.

"Our growth was enhanced after Kolbe & Kolbe Millwork began manufacturing its own window and door products," said Donald Huehnerfuss, Vice President, Technical Services. "The business has continued to grow by market expansion and new product introductions."

Kolbe & Kolbe's products are made from Pine, Knotty Pine, alder and Fir, with Ponderosa Pine being the species

used most often. "Ponderosa Pine is plentiful, easy to machine and aesthetically pleasing," explained Lance Premeau, Product Manager. "It's a good value for the buy." Alder, mahogany, oak, cherry, maple, walnut and birch are also offered by the firm.

Wood is a wonderful choice for windows because it is beautiful, an excellent insulator and a naturally renewable resource. "It is a natural canvas to the designer in you because it allows so many finish options," Huehnerfuss said. The privately held company purchases

select and better grades of hardwoods, and shop and moulding grades of softwoods. It buys over 4 million board feet of lumber annually from sawmills, distributors and wholesalers. The most popular thicknesses purchased are 5/4 and 6/4.

Kolbe & Kolbe has approximately 40,000 square feet of space to house its lumber, though its average inventory fluctuates weekly. The company's main facility in Wausau encompasses more than 1 million square feet, while its vinyl division in Manawa, WI has approximately 43,000 square feet of space. About 1,500 people are employed between the two plants.

"Kolbe & Kolbe Millwork is a strong, family-oriented company," Huehnerfuss said. "The owners realize and appreciate the value of the company's most important asset — its employees."

Sixty-two years after its founding, Kolbe & Kolbe Millwork remains a family-run business. Ervin Kolbe died in 2000 and after Herb followed in 2002, his daughter Judy Gorski became Chief Executive Officer. Its president is Mike Salsieder, who was named in 2006 as one of *Door & Window Manufacturer's* "People to Watch."

"The people who work here really care about some person who is building a home in Chicago or Atlanta, that they're getting a really good product," Salsieder told *Door & Window Manufacturer*.

Of particular note among Kolbe & Kolbe's numerous product lines is its K-Force™ Impact doors and windows, which are built to withstand hurricane-force winds by meeting — or exceeding —

Continued on page 21

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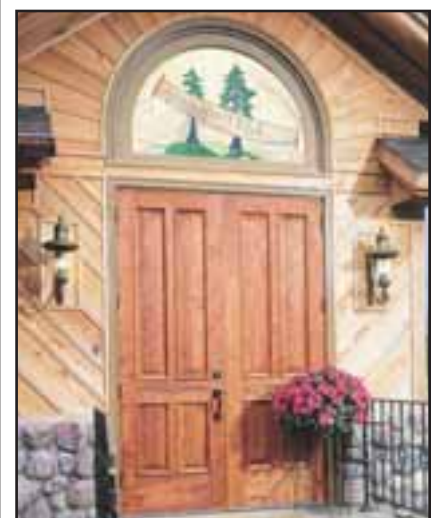
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Hampton employees are dedicated to environmental stewardship and energy conservation on all fronts — expanding sustainable forestry and carbon sequestration practices, reducing mill fuel consumption and even car-pooling to work. We're now investing in 'green' technologies to boost efficiency and capacity at our seven mills. Our cogeneration plant at Darrington, Washington, uses mill waste to fire dry kilns while generating electricity for sale to the local public utility. Careful management of our 167,000 acres of Northwest timberland and 300,000 acres of publicly owned BC forest land ensures we can meet future market needs while protecting the environment. Hampton handles trees from seedling to stud, offering a full range of quality products, backed by streamlined transport, reload and just-in-time delivery services. We work closely with our customers to meet every special need, from customized products to rush shipments. Call and tell us how we can help you.

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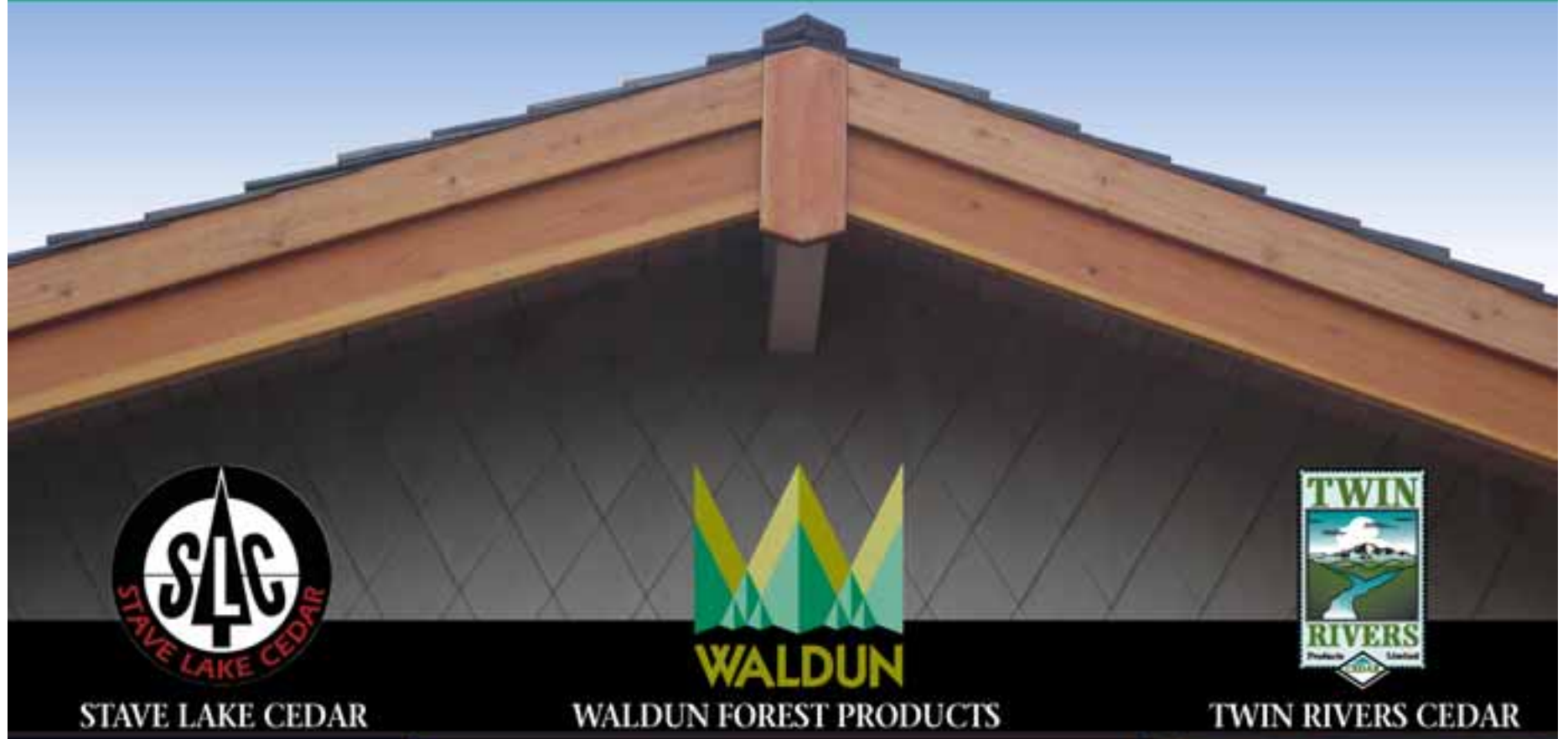


Kolbe's The Lodge, of the Ultra Series, includes a half-circle design over the entryway while the Cherry door is of French-style design with raised panels.

Double sliders are features of the Kolbe Deer Country Heritage Series.



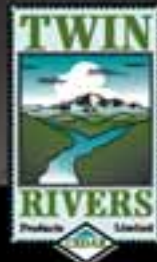
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MARS HILL HARDWOODS—Success By Building Relationships

By Gary Miller



(Back row) (L to R): Joel Gass; Marshall Wood; Ernie Clark; Wayne Carlisle (Front Row) (L to R): Marshall Wood II; Doll Swindle; and Trent Freeman.



Marshall Wood, salesman, Mars Hill Hardwoods.



Ernie Clark, owner and CEO, Mars Hill Hardwoods.



Wayne Carlisle, salesman, Mars Hill Hardwoods.



Marshall Wood II, salesman, Mars Hill Hardwoods.



Trent Freeman, salesman, Mars Hill Hardwoods.

Waynesboro, Miss.—Mars Hill Hardwoods, a wholesale lumber company located here, supplies markets 1x4 through 2x12 Spruce-Pine-Fir and mostly 4/4 through 8/4 hardwoods to its customers located throughout North America. The operation also sells some industrial plywood's in 4x8 sheets and southern yellow pine cut stock to some of its customers as well. Established as a hardwood supplier in 2000 by president/owner, Ernie Clark, the firm continues to thrive and serve its present customers well.

An Ole Miss graduate, Clark can account for many years of experience in the lumber industry. He described his grandfather, M.S. Gatlin, who owned a Southern Yellow Pine sawmill dating back to the 1940s, as a 'local legend.'

After a short stint on an off-shore drilling rig and owning his own small engine repair business, Clark went to Ole Miss and then worked for a family-owned retail lumberyard in Ft. Walton Beach, Fla. Later, in 1993 he was employed by a wholesale lumber company selling hardwoods before opening his own wholesale business in 2000.

Mars Hill Hardwoods buys the majority of its Softwood and hardwood lumber in the southeastern states but also purchases some Spruce-Pine-Fir from Canada. "We have purchased Cypress lumber for a customer from as far away as Guatemala," Clark said. "We specialize in Southern Yellow Pine cut stock and hardwood lumber and we also supply cants, deck boards, fence boards, and standard 1x4's up to 2x12's."

The company has a broad customer base that includes the manufactures of wooden cabinets, flooring, furniture, boxes, crates, pallets as well as distribution yards, independent retail building supply stores and lumber remanufacturers.

Mars Hill recently became Forest Stewardship Council (FSC) chain-of-custody certified. "That is an area that we're excited about," Clark explained. With my company now having this certification in place we have an opportunity to source and sell reclaimed hardwood material like reclaimed FSC-certified oak flooring. This is a rustic product that we will have manufactured and will be offered in 3/4x5-inch."

Most of Mars Hill's forest product deliveries are made by contract truck but some products are shipped in containers by rail.

Clark attributes the success of his wood operation to having good working relationships with both his lumber suppliers and clients. He explained, "With good forest product suppliers that have modern and efficient manufacturing equipment and know what they're doing we always have a good product to offer our customers and those in need of Softwood and hardwood lumber. We have long-term relationships with people we know very well, they know us and like doing business with us. We're proud of the way we handle our accounts. Paying quickly is a large concern to our suppliers and we certainly pay promptly because we're very well capitalized. We discount all invoices."

Including Clark, the company has five seasoned traders: Trent Freeman, Wayne Carlisle, Joel Gass and Marshall Wood. "Marshall Wood, II came on board very recently and is going through the information overload phase. Next phase will be Lumberitis. People in the industry will understand that terminology," Clark said.

Trent Freeman also has a family-

Continued on page 21



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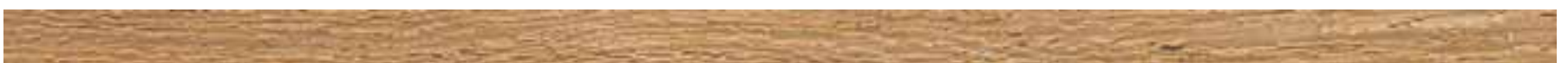
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RETAIL REVIEW

ProBuild Opens Again In Montana

Kalispell, Mont.—ProBuild, a leading LBM chain, recently opened a new location here. With 10 other Montana facilities including two units in Butte and locations in Billings, Glendive, Great Falls, Havre, Helena, Miles City, Missoula and Sidney, the

since I started the business back in 1976," said Brent L. Hall, Kalispell general manager. ProBuild's Midwest Region President Doug Ossefoort said, "Our newest Montana facility provides us with the opportunity to best serve the growing Kalispell market."

For more information visit www.probuild.com.



company's announcement described the acquisition as a "33 year-old, full-service lumber yard servicing contractors and remodelers."

An article in the Montana Daily Inter Lake identified the location as a former Stock Building Supply facility. "Customers will enjoy the same level of product offerings and professional service they have come to expect

Carter Lumber Acquires Former Stock Building Yard

Kent, Ohio—Carter Lumber, based here, recently acquired Kempsville Building Materials located in Chesapeake, Va.



In 2006 Kempsville was sold to Stock Building Supply, which had announced its intentions to close earlier this year. Former Kempsville owners Scott Gandy and Brenda Onley then began a search for a new partner to rebuild the company.

A deal was put together by Carter Lumber to acquire both the Chesapeake facility as well as a Stock Building Supply warehouse in Newport News, Va., that was not originally Kempsville's. A total of 92 jobs were saved, according to the company.

"These employees are the people who are responsible for everything we have been able to achieve," Gandy said. "We did it for them more than anything."

With locations in 10 states, Carter Lumber operates 195 facilities. President and CEO Neil Sackett said the partnership with Kempsville would "not only revive a great company, but will enable us to work with some great employees and customers while we grow the business."

Carter has made three other acquisitions in the last few years, including Holmes Lumber of Millersburg, Ohio;

The Softwood Forest Products Buyer Kight Home Center of Evansville, Ind.; and Griggs Lumber of Point Harbor, N.C.

BlueLinX Expands With Norandex

Atlanta, Ga.—Building products distributor BlueLinX, based here, has recently expanded its distribution services agreement with Norandex



Building Materials Distribution to supply Millennium Decking System products to participating Norandex locations across the United States.

Ranked third on the 2009 Home Channel News Top 150 Distributors Scoreboard, the company's sales for 2008 were \$2.78 billion.

"BlueLinX's existing infrastructure of exceptional logistics capabilities along with nationwide facilities brings to the market a valuable service offering," Randy Russell, director of National Account Specialty Distributors at BlueLinX said. "We look forward to providing Norandex with our first-in-class distribution services—from storage to delivery of building products, such as Millennium Decking."

Based in Hudson, Ohio, Norandex operates 149 distribution branches nationwide, providing a full range of exterior building supplies to remodeling dealers and builders.

True Value Reports Net Margin Surges

Chicago, Ill.—True Value, based here, recently posted revenues of \$540.7 million, down 5.4 percent from the same period last year. However the company's quarterly net margin increased 50.3 percent to \$27.8 million.

"Despite the challenging economy,

True Value continues to outperform the home improvement

industry evidenced by a strong performance in lawn and garden, the success of our retail promotional programs and ongoing new store openings and store remodels," said president and CEO Lyle Heidermann. "Lower fuel costs, a favorable margin mix and across-the-board expense controls drove our enhanced profitability."

The company's 2009 year-to-date net margin was \$39 million, up 64.6 percent.

Remodeling Projects On Hold According To LIRA

Cambridge, Mass.—The Leading Indicator of Remodeling Activity (LIRA) recently reported annual declines at about 11 percent for the next several quarters. However the report did show signs that indicate the depressed remodeling market is close to a cyclical bottom.

Continued on page 9

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RETAIL REVIEW

Continued from page 8

"Homeowners are still hesitant to undertake major remodeling projects," said Nicolas Retsinas, director of the Joint Center for Housing Studies.

"While the pace of decline is moderating, increased remodeling projects are discouraging homeowners from making upper-end improvements," said Kermit Baker, director of the Remodeling Futures Program at the Joint Center for Housing Studies.

Indications of renewed strength due to factors like low-cost financing for home improvement projects and rising home sales in a growing number of markets were evidenced in LIRA's recent reports.

Hope For The Housing Market

New York, New York—The Standard & Poor's Case-Shiller Index recently recorded a slowing rate of decline for existing home prices. For the fourth consecutive month both the 10-city and 20-city composites showed improvement.

"The pace of descent in home price values appears to be slowing," said David Blitzer, chairman of the index committee at Standard & Poors. "In addition to the 10-city and 20-city composites, 17 of the 20 metro areas tracked also saw improvement in their annual returns."

"To put it in perspective," Blitzer added, "these are the first times we have seen broad increases in home prices in 34 months. This could be an indication that home price declines are finally stabilizing."

According to Home Channel News, year-over-year figures of home prices are still down on average about 17 percent in major metro areas. Phoenix and Las Vegas continue to be in the worst shape. But in month-over-month comparisons, Dallas and Denver have reported three consecutive months of positive returns. Atlanta, Boston, Cleveland, San Francisco and Washington each reported two consecutive months of price increases.

Hills Flat Lumber Co.—Now FSC Certified

Grass Valley, Calif.—Hills Flat Lumber Co., based here, recently received Forest Stewardship Council (FSC) chain-of-custody certification

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Today, Hills Flat Lumber Co. has two locations: 380 Railroad Avenue in

Grass Valley and 1000 South Canyon Way in Colfax. Hills Flat Lumber Co. offers a full line of hardware supplies, building materials, Trex, Evergrain TimberTech, and other composite decking, Redwood & Ironwoods decking, full service custom door shop, windows, millwork, siding, plumbing, electrical, paint, rentals, nursery, cabinets and hard surface flooring. Hills Flat Lumber Co. is open 7 days a week and offers delivery service 7 days a week, 360 days a year.

For more information visit www.hills-flat.com.

Orchard Supply Plans Remodel Of Yardbirds Store

Fairfield, Calif.—Orchard Supply Hardware (OSH) has recently announced its plans to remodel the former Yardbirds store located here. The hardware, houseware and home-

ware supplier hopes to open by the fall.

Established in 1931, OSH now offers over 45,000 items as a successful hardware retailer. For more information visit www.osh.com.

Lowe's Breaking New Ground

Mooreville, N.C.—Lowe's Home Improvement Center, headquartered here, recently opened a new store in Pacoima, Calif., and announced its groundbreaking plans in Hobbs, New Mexico. A 94,000-square foot facility with a 26,500-square foot garden center is sched-



uled to open by the second quarter of 2010.

The company also recently received approval of an environmental impact report to build a 111,196 square foot store with 27,720 square foot garden center on 10.7 acres in Sonora, Calif. For more information visit www.lowes.com.

Bison Building File For Reorganization

Houston, Texas—Bison Building Materials Ltd., based here, recently filed a reorganization plan in the U.S. Bankruptcy Court citing reduced access to credit combined with significant losses from its expansion into several western markets as cause.

Up to 16 units have already been closed or consolidated. In 2008 revenues were \$271 million according to the Home Channel Network Top 500 Scoreboard.

Bison will continue to operate nine locations in and around Houston and Beaumont, Texas. The firm's primary focus will be lumber distribution and

Continued on page 22

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iLevel By Weyerhaeuser Introduces New Products

By Terry Miller



iLevel's 'Edge Gold' engineered wood panels are complete with patterns on the face of the boards at 16-, 19-, 2- and 24-inch centers. Each has a symbol and a different shape with no measuring required for easy installation.

iLevel, a division of Weyerhaeuser that combines building products, distribution and technical support, recently introduced several new or enhanced products including, Framers Series Lumber, TJI Joists and iLevel Edge Gold floor panels.

A product that is the result of 10 years of testing, a patented computerized



Software offered by iLevel is specifically designed for dealers to work with their builders to optimize the frame of a house. This is an image from the companies Javelin software of a 3-D model that allows movement of the house up to 360 degrees. This software will update the lengths and connections of all members resulting from any change and revise the material list.

grading system plays an integral part of the company's new 'Framer Series Lumber.' In an interview, Marketing Manager, Greg Wells said, "Our Framers Series is a new and unique product. We electronically scan each board and choose for the Framers Series those that don't warp, twist or bow, they're very consistent." Wells also said of the new product, "It also has a mark on the board with arrows pointing in the direction of the crown. We're trying to

make it easier for the framers, so they can grab the board, look for the arrow and line it up across walls, ceilings or floor joists. This maintains consistency and it's simple and efficient."

Overseeing brand marketing of iLevel's structural frame products, Wells said that each board is distinctively branded. He said the goal was to enhance the brand to build awareness and consistency in the product.

The iLevel wood floor panels include Edge and Edge Gold panels. "The Edge



This is a photo of iLevel by Weyerhaeuser's 'Framer Series'. Each board is scanned and qualifying consistent boards are chosen that eliminate warping, twisting or bowing.

is a very good quality product with a 25-year warranty," Wells commented. Edge gold panels are enhanced panels that come with a 90-day no sand guarantee and a 50-year warranty." Wells said that the company would begin shipping them with a pre-printed fastening template. "Again, in an effort to make it easier for the framer to use, there are patterns on the face of the boards at 16-, 19-, 20- and 24-inch centers. Each one has a symbol and a different shape with no measuring required so the framer can simply line up with those symbols and nail the panels down to the floor," he explained.

Wells commented that being an integrated, state-of-the-art business helps iLevel to remain competitive in the tough markets today. "What sets us apart is the complete integration of our products along with our people. From the lumber and engineered wood products to our software and tech services, we have consistent reliability and a breadth of products that our competition doesn't necessarily match up to. We have people available, we focus on returning service calls within 24 hours and we have a quality product with the services to back it up," he said.

The software offered by iLevel is specifically designed for dealers to work with their builders to optimize the frame of a house. "It's very state-of-the-art," Wells said. It's a 3-D model in which you can spin the house 360 degrees and see where the entire individual framing members and connectors are.

According to Wells, the software was created with the intention of helping the builder save money by being able to optimize the use of materials and make changes before construction begins. "For example, in Javelin you could change a drop beam up into the floor and the software will update the lengths and connections of all members resulting from that change, and revise the material list," he said.

iLevel also offers Pro Ratings, an evaluation tool that allows the user to rate the overall quality of a floor. "This software package allows the dealer to work with the builder to target the specified floor to meet the quality of the homebuyer that the house is going to. It's on a scale where if the home is more of an entry level home you can maximize the use of the product for flooring. If it's a \$90,000 house, the expectations are different for floor performance than say a \$1 million home. With this software they can work together to widen the joist spacing and change the depth and thickness of the floor panels to increase the performance of the floor while potentially lowering the cost," Wells explained.

iLevel has distribution centers throughout the United States.

For more information about iLevel by

Continued on page 22



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West Coast Business Trends



**By Wayne Miller
Executive Editor**

In mid August some suppliers were expressing guarded optimism that the economy had bottomed out and had begun to show some signs of improvement.

"We are still over produced for the low numbers in building projects, but so many mills have closed or curtailed that production is in fair balance with demand on a lot of items," said one wholesaler in British Columbia.

He admitted that his company is having a profitable year, but "nothing to get excited about. We have focused more on doing business within Canada and we are doing some other things that we are keeping under our hat, making changes that have proven beneficial to our bottom line," he said. "A lot of big mills up here are quiet, doing little or no logging or milling. You read a positive headline or two about a sector of the economy improving lately, but nothing that has anything to do with wood or building. Any improvements have yet to filter down to the wood industry," he said.

Al Fortune, head of Mid Valley Lumber, Aldergrove, B.C., said, "While we market a variety of forest products now, our focus is mainly Cedar. Buying is really spotty right now. Everyone is carrying very low inventories and turnovers are not what buyers had hoped they would be for this time of year. Most buying is last minute fill in only and for August it is rather quiet. Supply is not the issue, but eventually it will be due to almost no logging going on due to dry summer weather and fire restrictions. Any uptick in orders would bring lots of supply problems with it. Most customers are now pinning their hopes on next year," he said.

Berny Power of Mill & Timber, Surrey, B.C., said, "In our Cedar sales we are finding that most customers are trying to pare down inventory. Our company is no different. We are limiting our Western Red Cedar production, producing to order. We feel there will be a last minute gasp for decking, timbers and dimension and some pattern stock before winter months arrive. Buyers are cautious, ordering only what they have to have. They want to enter 2010 lean. We have had a fairly good year. Our sales have been a bit weak, but not disastrous. We see some recovery showing up in the second quarter of 2010," he said.

Carlos Furtado, head of sales for Sawarne Lumber, Richmond, B.C., said "Our Cedar sales picked up about a month or so back for a couple of weeks, then three weeks ago it died. Now there are few orders and they are highly specified and fill in only. No one wants to carry any inventory. We are doing a cut on some logs we have had a while which will amount to about a half million feet, but we are watching our inventory, keeping only enough on hand to serve the needs of customers. On the positive side, we do hear about some exports picking up to Germany and France. We believe that we are six months away from an upswing. It took us a while to get to this bottom and it will take a while to climb out of it."

Gene Secco, sales manager for Forest Grove Lumber, McMinnville, Ore., said, "It has been a rough year for everyone. We are focusing almost entirely on timbers, selling very little in commodity items. We have cut our staff by about half and we have whittled away at our overhead to be more competitive. We are taking on more stocking distributors and this is helping our overall sales efforts. On the good side, we are hearing about jobs we quoted a year ago which are finally starting construction. We are well positioned for the rest of this year and starting the new year."

Vince Mast, Hampton Affiliates,

Portland, said, "We have had a sneaky, steady market with prices creeping up the last two weeks. Orders are coming in from different customers—retail and wholesale—and from all over the country. The orders are very steady Monday through Friday, not big jumps but forward and steady with a really decent trading market. The most erratic area is in Western SPF. Some items like MSR are hot and so are premium grades. Low grade sales are steady. July and August were our two best months in the past 18 months. It's been a nice change and something to really enjoy from a sales point of view. In British Columbia fire danger is high and there are lots of problems in logging up there right now. Down here, logs are very tight. Thankfully, we have just experienced a week of rain and very cool weather which has helped lower fire risks. Logs will be tight at some mills for the rest of this year and maybe into the new year. We are still planning rolling curtailments in all of our mills. Prices are still too low for real profitability on most items, but long lengths have popped up 25 to 30 percent in prices. Canadian mills have stopped making the long lengths which has helped us. Dry Doug-Fir is at \$250 and not long ago it was at \$165. Green Doug-Fir is up and prices are good and steadily moving up. Up is the right direction. Production right now is more in line with

Continued on page 35

Midwest Business Trends



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

Rural areas in the Midwest say business is 40 to 50 percent better than in previous months. Sources reported that while they weren't on the receiving end of the housing "boom," consequently they weren't on the end of the "bust" either. A much different report was received from the suburban areas with sources stating market conditions were between "slow and dead." However the index of U.S. leading economic indicators rose for the second straight month reinforcing signs that the worst recession in five decades may be coming to an end.

"The market for retail business is good," an Iowa SPF and Southern Yellow Pine supplier said. "I think that people have found out that there is not as much to be afraid of in the Midwest as the newspaper and television would have us believe."

The source, located in a rural area indi-

cated his customers were "feeling pretty good. We didn't experience a big 'boom' like everyone else a few years back but we also didn't get a huge 'bust' either," he said. "Treated Southern Yellow Pine and framing SPF have been moving quite well."

The source did say that transportation, while not as big of an issue as 2008, was becoming a concern. "Fuel is still plenty high and consequently you get the fuel surcharges going up," he said.

When questioned about certified products the supplier said that his inquiries were rising. "People are asking questions but generally when you start talking about the price, they lose interest pretty quickly."

Looking ahead he is optimistic. "I'm optimistic about the next six months. I think our business is going to be pretty good. The only thing that might keep us from that would be if a major storm wiped out the crops here," he said.

A source in Kansas said that market conditions were soft due to the housing market. "The housing market in our area is very slow. It took a while for it to impact us," he said.

The SPF and Southern Yellow Pine supplier who markets to contractors and builders said his customers were "scrambling" for business and his inventory levels were half of what they carried 90 days prior. "I wish we were buying more because prices are down but we're

Continued on page 22

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INLAND PHOTOS - Continued fom page 1



Carolee Merrit and Jill Janhsen, Merritt Bros. Lumber Co., Athol, Idaho; Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; and Jill Linton, Tri-Pro™ Cedar, Oldtown, Idaho



Allen Hoblitt, (retired), Riley Creek Lumber Co., Leclede, Idaho; Jim Vandegrift, Bennett Lumber Products, Inc., Princeton, Idaho; Ron Benson, (retired), Western International Forest Products, Portland, Ore.; and Mark Lewis, Lewis Lumber Inc., Hamilton, Mont.



Sam Howard, Ketcham Forest Products, Seattle, Wash.; Herb Janhsen, Merritt Bros. Lumber Co., Athol, Idaho; Steve Linton, Tri-Pro Cedar Products, Oldtown, Idaho; and Jim Scharnhorst, Idaho Forest Group, Chilco, Idaho



Cherry Lackey, Idaho Veneer Co., Post Falls, Idaho; Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; Sherri Poldervart and Bill Artigliere, Mid-State Lumber Corp., Branchburg, N.J.; and Lisa Hutcheson, Idaho Veneer Co.



Becky Thompson and Joe Malloy, Idaho Veneer Co., Post Falls, Idaho; Wendy Tintzman, Willow Mountain Lumber Co., Corvallis, Mont.; Bob Lackey, Idaho Veneer Co., Post Falls, Idaho; Henry Tintzman, Willow Mountain Lumber Co.; Cherry Lackey, Idaho Veneer Co.; and Bill Artigliere and Sherri Poldervart, Mid-State Lumber Co., Branchburg, N.J.



Dan and Wendy Malloy, Idaho Veneer Co., Post Falls, Idaho; Kim Smith, Veneer Resource, Boise, Idaho; and John Malloy, Idaho Veneer Co.



Harvey Fisher and Adele and Jim Pepple, Boise Cascade, Boise, Idaho



Steve Passe and John Mikkelson, ProBuild, Denver, Colo.; Russ Hobbs, Plum Creek Timber Co., Inc., Columbia Falls, Mont.; and Jon Woods, ProBuild



Carter and Lianne Stinton, Hampton Lumber Sales, Portland, Ore.; Mark Mitchell, Stimson Lumber Co., Portland, Ore.; and Don Graver, Universal Forest Products Inc., Windsor, Colo.



Steven Shaw, ConCannon Lumber, Portland, Ore.; Troy Lundquist, Low Grade Lumber, Seattle, Wash.; Rick Palmiter, Idaho Veneer Co., Post Falls, Idaho; and Carla Hanson, Fox Lumber Sales Inc., Hamilton, Mont.



Brett Mildenerger, Fox Lumber Sales Inc., Hamilton, Mont.; David Jaffee, Russin Lumber Corp., Montgomery, N.Y.; Bob Mai, Potlatch Corp., Spokane, Wash.; and Matt Dierdorff, Buckeye Pacific LLC, Portland, Ore.



Lianne and Carter Stinton, Hampton Lumber Sales, Portland, Ore.; and Debbie and Duane Vaagen, Vaagen Bros. Lumber Inc., Colville, Wash.



Kathy and Lance Hubener, Tri-Pro Forest Products, Oldtown, Idaho



Jack Henderson, North Pacific, Portland, Ore.; Adele and Jim Pepple, Boise Cascade, Boise, Idaho; and Bill Ahrens, Plum Creek Remanufacturing, Meridian, Idaho



Terry Baker, Tri-Pro Cedar Products, Oldtown, Idaho; and Marla and Rick Cavalari, Cavalari Lumber Inc., Spokane, Wash.



Dave and Patti Tripp, Tripp Lumber Co. Inc., Missoula, Mont.; and Ken Koenig, Idaho Forest Group, Denver, Colo.



Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; Jan Muse, Potlatch Corp., Spokane, Wash.; and Ted Roberts, Roberts & Dybdahl Inc., Des Moines, Iowa



Wade Wheeler, Idaho Forest Group, Chilco, Idaho; Steve Bacon, Low Grade Lumber, Phoenix, Ariz.; and Ron Tiller, T.J. Forest Products Inc., Nampa, Idaho



Kevin Lang, Central Forest Products Inc., Canby, Ore.; and Patti and Dave Tripp, Tripp Lumber Co. Inc., Missoula, Mont.



Harvey Fisher, Boise Cascade, Boise, Idaho; Pryce Campbell, Central Forest Products Inc., Canby, Ore.; and Will Preston, Spenard Builders Supply, Tacoma, Wash.

Additional photos on page 14

PCBC Embraces Challenges Of Market

Photos By Charles Gesell



Carrie Hurd, Bob Kasten and Cary Bell, Kolbe & Kolbe Millwork Inc., Wausau, Wis.



Brian Hurdle, Nick Elardo, Tom VonMoos, Cami Waner, Stephani Jarvis and Kevin Paldino, The Collins Companies, Portland, Ore.



Janell Jacks, David Myers and Sara Morency, Build it Green, Berkeley, Calif.



David Sides and Mike Wilson, Restoration Timber, San Francisco, Calif.



(Front row) Dave Farley, Bob Hammell, Jennifer Raworth, Dave Chung; and (back row) Josh Hall, Wayne Brown, Jeff Herlocker, David Jardine and Bob Leggett, British Columbia Wood Products Showcase, Vancouver, B.C.



(Front row) Greg Wells, Sheryl Ashton, Wendy Minichiello and Sherm Griffin; and (back row) Tim Johnson, Don Ricca, Steve Spacklin, Ken Womack, Michele Foster and Nick Heiser, Weyerhaeuser Corp., Federal Way, Wash.

San Francisco, Calif.—Reflective of the current status of the economy and the home building industry in general, attendance and participation at the recent PCBC Show (formerly known as the Pacific Coast Builders Conference) was noticeably diminished.

Continued on page 23



Bill Conlan and Robert Lemke, Saroyan Lumber Co., Huntington Park, Calif.



Gary Pittman and Mark McLean, Roseburg Forest Products, Dillard, Ore.



Rob Worthington, Sustainable Forestry Initiative, Washington, D.C.

Chris Wischmann and Terry Stone, Ainsworth Group of Cos., British Columbia



Additional photos on page 23

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Zip-O-Log Mills maintains an inventory of stock posts, beams and stringers to complement its custom timber capabilities.

INLAND PHOTOS - Continued from page 12



(standing) Tim and Betsy Denton, and Ron and Debbie Cluster, Tri-Pro™ Forest Products, Oldtown, Idaho



(standing) Dee and Mike Boeck, Tri-Pro™ Cedar Products, Oldtown, Idaho; and Buck and Carolee Merritt, Merritt Bros. Lumber Co., Athol, Idaho



Scott Lewis, Intermountain Orient, Boise, Idaho; Lynn Wood, Intermountain Orient, Mesa, Ariz.; Kirk Plagge, Intermountain Orient, Boise, Idaho; and David Slaughter, J.D. Lumber Inc., Priest River, Idaho



Debbie Cluster, Tri-Pro™ Cedar Products, Oldtown, Idaho; Cindy Wood, Intermountain Orient, Mesa, Ariz.; and Steve Linton, Tri-Pro™ Cedar Products, Oldtown, Idaho



Mike Boeck, Tri-Pro™ Cedar Products, Oldtown, Idaho; David Slaughter, J.D. Lumber Inc., Priest River, Idaho; and Buck Merritt, Merritt Bros. Lumber Co., Athol, Idaho



Janet Ford, Edmund Allen Lumber, Momece, Ill.; Bob Jahns, Bennett Lumber Products Inc., Princeton, Idaho; and Suzzette and Allen Gaylord, Potlatch Corp., Lewiston, Idaho



Spencer Lott, Idaho Timber Corp., Boise, Idaho; Vicki and Bob Jahns, Bennett Lumber Products Inc., Princeton, Idaho; Dennis Badesheim, Idaho Timber Corp.; and Evelyn Kamitomo and Jim Vandegriff, Bennett Lumber Products Inc.



Teresa and Paul Cheatham, Western Wood Preserving Co., Sumner, Wash.; and Bobbi and Dennis Buttice, Buttice Forest Products, Vale, Ore.



Dusty Hammack, Arrowhead Lumber Sales Inc., Oklahoma City, Okla.; Pam Alexander, Precision Lumber Co., Vancouver, Wash.; Don Dye, Mary's River Lumber Co., Corvallis, Ore.; Penny Hammack, Arrowhead Lumber Sales Inc.; David Slaughter, J.D. Lumber Inc., Priest River, Idaho; and Jim Alexander, Precision Lumber Co.



John and Sue Howell, Snow Peak Forest Products Inc., Coeur d' Alene, Idaho; Linette and Mark Swenson, Cardinal Timber Products, Coeur d' Alene, Idaho; and Jeff and Cathy Comfort, Stimpson Lumber Co., Portland, Ore.



Linda and Jim Scharnhorst, Idaho Forest Group, Chilco, Idaho; Pam Alexander, Precision Lumber Co., Coeur d' Alene, Idaho; Sharron Muldoon, Spokane Forest Products, Spokane, Wash.; and Linda and Russ Hobbs, Plum Creek Timber Co., Inc., Columbia Falls, Idaho



Jean and Scott Knutson and Kristie and Brian Cook, Springer Midwest Inc., Sioux Falls, S.D.

AWFS PHOTOS - Continued from page 1



Kay Shearer, Roberts & Dybdahl, Inc., Ottumwa, Iowa; and Amber Dunham, Erol and Dawn Deren, Idaho Forest Group, Chilco, Idaho



Todd Hammond, Sierra Forest Products, Salt Lake City, Utah; Warren Spitz, Sierra Forest Products, Mississauga, Ont.; and Bryan Hoyt, Sierra Forest Products, Seattle, Wash.



Greg Welling and Mickey Gossi, Boise Cascade, Boise, Idaho; Willie Wanker, KML Corp., Tacoma, Wash.; Chris Hinck and Karie Lashbrook, Boise Cascade; and Len Leonty, Blue Linx Building Products Ltd., Vancouver, B.C.



Mark Dawson, Sheri Roberts and Mike Mai, Roseburg Forest Products, Roseburg, Ore.



Jim Ellis, Weyerhaeuser, Santa Clarita, Calif.; Todd Kaylor, Tumas Lumber Co. Inc., Portland, Ore.; Kevin Trussell, Timber Mountain Hardwoods, Garden Grove, Calif.; Nancy Arend, Weyerhaeuser, Federal Way, Wash.; and Randy Brown, Weyerhaeuser, Erie, Pa.



Darryl Floyd, Stacy Thompson and Mike Fischer, AWMV Industrial Products, Indianapolis, Ind.; and Randy Panko, Wood-Mizer Products Inc., Indianapolis, Ind.



Mike McNail, Adam McClanahan and Clay Hedrick, Baker Products, Ellington, Mo.



Kevin Paldino, The Collins Cos., Portland, Ore.; Mike Shuey, The Collins Cos., Klamath Falls, Ore.; Randy Byers, The Collins Cos., Kane, Pa.; Leah Covington, National Hardwood Lumber Assoc., Memphis, Tenn.; and Lee Jimerson, The Collins Cos., Portland, Ore.

Additional photos on page 16

IDAHO FOREST GROUP Extends Gratitude

By Terry Miller



Jim Scharnhorst, Idaho Forest Group, Chilco, Idaho; Ted Roberts, Roberts & Dybdahl, Inc., Des Moines, Iowa; Marc Brinkmeyer, Idaho Forest Group; and Mike Wood, Empire Building Materials Inc., Bozeman, Mont.



Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; Tony Ghia, Sherwood Lumber Corp., Long Island, N.Y.; Bill Ahrens, Plum Creek Timber Co., Inc., Meridian, Idaho; Jim Alexander, Precision Lumber Co., Vancouver, Wash.; and Ahren Spilker, Angel Point Forest Products, Lakeside, Mont.



Mark Lewis and Kim Towe, Lewis Lumber Inc., Hamilton, Mont.; Janie and Steve Traetz, Detroit Forest Products, Westland, Mich.; and Bill Hetland, Buckeye Pacific, Portland, Ore.



Ryan Christianson, Ore Pac Building Products, Spokane, Wash.; Julie Lenius, Idaho Forest Group, Chilco, Idaho; Jon Woods, ProBuild, Denver, Colo.; and Ken Koenig, Idaho Forest Group, Denver, Colo.



Ron Tiller and Travis Vezina, T.J. Forest Products Inc., Nampa, Idaho; and Spencer Lott, Dennis Badesheim and Brock Lenon, Idaho Timber Corp., Boise, Idaho



Marc Brinkmeyer, Idaho Forest Group, Chilco, Idaho; Ron Liebelt, Exterior Wood Inc., Washougal, Wash.; Melody Martz and Julie Lenius, Idaho Forest Group, Chilco, Idaho; Robin Martin, Idaho Forest Group; and David Jaffee, Russin Lumber Corp., Montgomery, N.Y.

Coeur d'Alene, Idaho-

Approximately 100 guests were honored recently as the Idaho Forest Group hosted its 2009 Customer Appreciation Event.

Continued on page 23



Scott Atkison, Idaho Forest Group, Chilco, Idaho; and Lianne and Carter Stinton, Hampton Lumber Sales Co., Portland, Ore.



Andy and Amber Dunham, Idaho Forest Group, Chilco, Idaho; and Kay and Alan Shearer, Roberts & Dybdahl, Inc., Ottumwa, Iowa



Harvey Fisher, Boise Cascade, Boise, Idaho; John Mikkelson, ProBuild, Denver, Colo.; Jim Scharnhorst, Idaho Forest Group, Chilco, Idaho; and Steve Passe, ProBuild

Dave and Patti Tripp, Tripp Lumber Co. Inc., Missoula, Mont.; and Erol Deren, Idaho Forest Group, Chilco, Idaho



Additional photo on page 23

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AWFS PHOTOS - Continued from page 14



Curtis Noteboom, North Pacific, Mira Loma, Calif.; Patrick Dennehy, North Pacific, Concord, N.H.; and Steve Daugherty, North Pacific, Mira Loma, Calif.



Justin Sant, Sierra Forest Products, Salt Lake City, Utah; Dave Popejoy, Titan Wood Ltd., Dallas, Texas; Phillip Trafecanty, Philip Michael, Sherman Oaks, Calif.; Gordon Clough, Sierra Forest Products, Mississauga, Ont.; and Casey Wickham, Sierra Forest Products, Vancouver, B.C.



Joe Gomez, Mark Calvert and Jim Thompson, Plum Creek Timber Co., Inc., Columbia Falls, Mont.

SFPA PHOTOS - Continued from page 1



Dan Mathews and Ken Matthews, SII Dry Kilns, Lexington, N.C.; and Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.



Pete Johnson, Taylor Machine Works Inc., Louisville, Miss.; Jimmy Hunt, Main Street Forest Products, Spartansburg, S.C.; Colby Stewart, Main Street Forest Products, Maben, Miss.; and Donnie Woodruff, Taylor Machine Works Inc.



Tony Messina, Frank Miller Lumber Co. Inc., Union City, Ind.; Scott Howard, McDonough Manufacturing Co., Eau Claire, Wis.; Dwight Rodrigues, Frank Miller Lumber Co. Inc.; Fran Cleereman and Jeff Krueger, Cleereman Industries, Newald, Wis.; and Bill Trende, Avtron, Cleveland, Ohio



Lee Stiles and Tommy Stiles, A.W. Stiles Contractors Inc., McMinnville, Tenn.



Tony Russell, Anthony Forest Products, Atlanta, Texas; Stephen Murphy, Anthony Forest Products, El Dorado, Ark.; and Chuck Boaz, Corley Manufacturing Co., Chattanooga, Tenn.



Ricky Williamson, T.R. Miller Mill Co., Bruton, Ala.; Jeff Cowley, USNR, Jacksonville, Fla.; Bob Tweedy, USNR, Lawrenceville, Ga.; and Ricky Stanley, T.R. Miller Mill Co.



Steve Clark, AWMV Industrial Products by Wood Mizer, Indianapolis, Ind.; Stacy Thompson, AWMV Industrial Products by Wood Mizer, Newnan, Ga.; and Gary Moore, AWMV Industrial Products by Wood Mizer, Indianapolis, Ind.



Terry Miller, Softwood Forest Products Buyer, Memphis, Tenn.; and Debbie Brady, Southeastern Lumber Manufacturers Assoc., Tyrone, Ga.



Christy Sammon and Debbie Brady, SLMA, Tyrone, Ga.; Katie Bodiford, KB Events, Franklin, Tenn.; Beverly Knight and Wade Camp, SLMA, Tyrone, Ga.; and Kim Drew, Drew Public Relations, Midland, Ga.

SLMA PHOTOS - Continued from page 1



Donna and Johnny Hall, Industrial Wood Products, Climax, N.C.



Dick Morris, Washington, D.C.; and Charles Thomas III, Shuqualak Lumber Co. Inc., Shuqualak, Miss.



Daniel Dickert, Suwannee Lumber Co., Cross City, Fla.; Dave Diponzo, BB&T Insurance Services, Macon, Ga.; and Bump Faircloth and Lee Childers, Suwannee Lumber Co., Cross City, Fla.



Jeremy Griffin, C.J. Griffin, Jesse Griffin and Billy Griffin, Griffin Lumber Co., Cordele, Ga.



Rob Girardi, Kiln Drying Systems, Arden, N.C.; Don Bright, Morgan Lumber Co., Red Oak, Va.; and Keith Robertson, Kiln Drying Systems & Components, Inc., Arden, N.C.



Bryant Beadles, Balfour Lumber Co. Inc., Thomasville, Ga.; and Paul Lentz, Gilman Building Products, Yulee, Fla.



Sue and Jack Jordan, Jordan Lumber & Supply, Mt. Gilead, N.C.



Fritz Mason, Georgia-Pacific Corp., Atlanta, Ga.; Joe Kusar, Tolleson Lumber Co., Perry, Ga.; and Digges Morgan, SFPA, Kenner, La.

Tri-Pro™ Cedar Greets Guests

By Terry Miller



Ryan Kline, Daryl Lumber, Clackamas, Ore.; Terry Baker, Tri-Pro™ Cedar Products, Oldtown, Idaho; Bruce Johnson, Vulcan Enterprises Inc., Spokane, Wash.; and Jim TeBos, Weekes Forest Products Inc., Grand Rapids, Mich.



Debbie Cluster, Tri-Pro™ Cedar Products, Oldtown, Idaho; Linda Lambert, Olympic Industries Inc., Vancouver, B.C.; and Cindy Wood, Intermountain Orient, Phoenix, Ariz.



Paul and Barb Jorgensen, (retired) Riley Creek Lumber Co., Laclede, Idaho; and Dee and Mike Boeck, Tri-Pro™ Cedar Products, Oldtown, Idaho



Lance Hubener, Tri-Pro™ Cedar Products, Oldtown, Idaho; Steven Lambert, Olympic Industries Inc., Vancouver, B.C.; Rob Larios, Clear Creek Forest Products, Canby, Ore.; and Rick Palmiter, Idaho Veneer Co., Post Falls, Idaho



Corey Anderson, guest, Athol, Idaho; Brian Babb, A. G. Edwards, Coeur d' Alene, Idaho; Herb Janhsen, Merritt Bros. Lumber Co. Inc., Athol, Idaho; and Jim Sokolis, Rockwood Insurance Agency, Coeur d' Alene, Idaho



Ron Brady, Merritt Bros. Lumber Co., Inc., Athol, Idaho; Lynn Wood, Intermountain Orient, Mesa, Ariz.; and Ron Cluster, Tri-Pro™ Cedar Products, Oldtown, Idaho

Oldtown, Idaho—Tri-Pro™ Cedar Products, located here, recently welcomed guests to the Stone Ridge golf course in Blanchard, Idaho, to participate in a friendly golf game and enjoy a barbecue outing.

Tri-Pro™ Cedar Products is a Cedar manufacturing mill located in the panhandle of Idaho, approximately 50 miles north of Coeur d'Alene. The Albeni Falls plant is situated on 200 acres of land with access to the BN, as well as truck and van loading capabilities.

Tri-Pro™ manufactures green and kiln-dried Cedar products from state-of-the-art facilities and provides a complete line of quality deckings, sidings, patterns and trim.

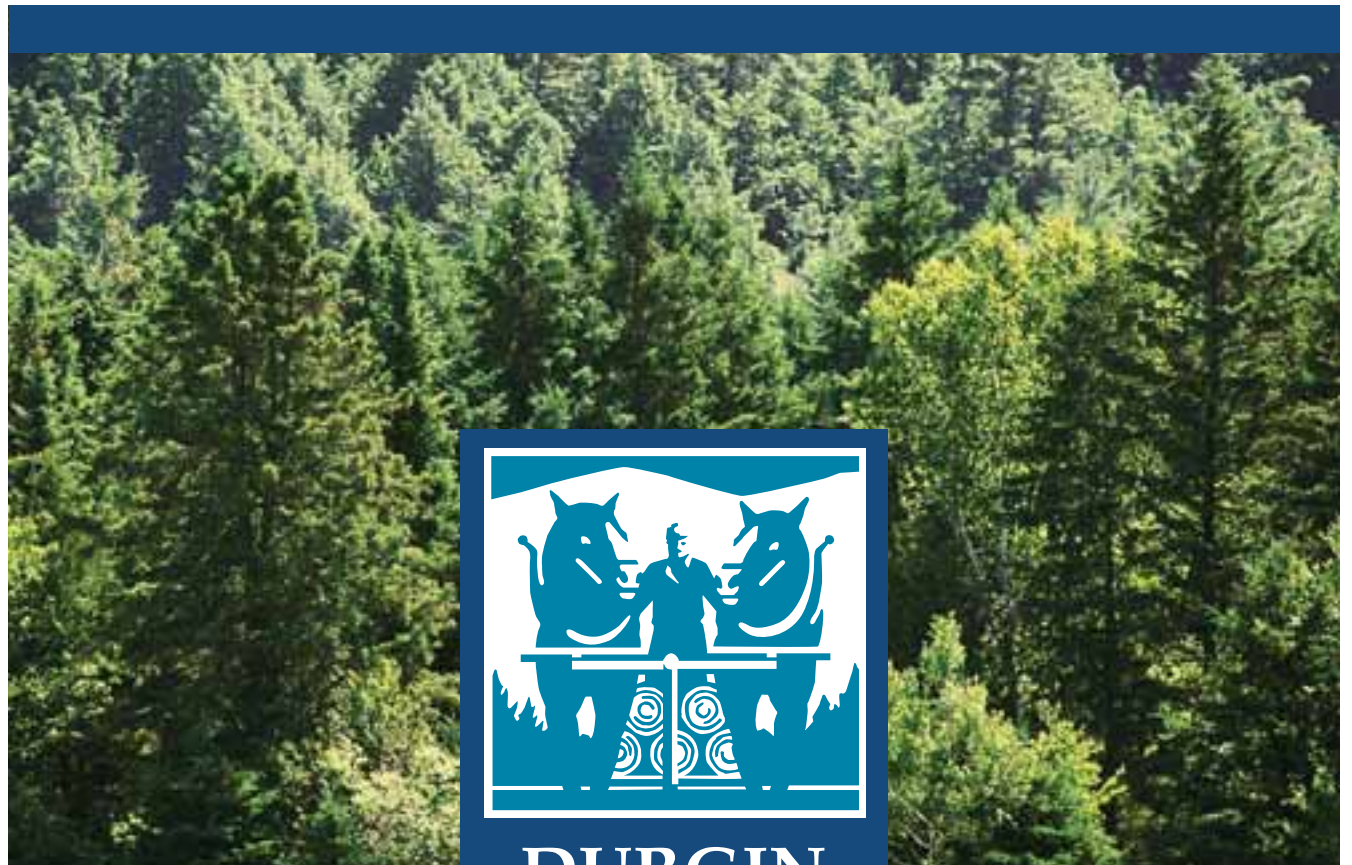
Tri-Pro™ Cedar may be contacted at 208-437-2412.

Steve Linton, Tri-Pro™ Cedar Products, Oldtown, Idaho; Martina Whitney and Sharissa Sokolis, Rockwood Insurance Agency, Coeur d' Alene, Idaho; and Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.



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SFPA -

Continued from page 1

tion information shows that 66 percent of the attendees were qualified to make buying decisions, compared to 55 percent at the 2007 show.

Nearly 1,200 people, including exhibitors, attended the show.

"Attendees came prepared for opportunity," said Exposition Director Eric Gee. "The leaders of the forest products industry came to Expo 2009 with a renewed vision and many ideas for improving their operations."

The Expo University Conference Program provided additional value for attendees. Coordinated by Hatton-Brown Publishers Inc., the program offered educational seminars on the latest advances relating to sawmill efficiencies, cutting tools and wood bioenergy. "Our conference program was the ideal complement to the displays on the show floor," Gee said. "The sessions offered practical information that can have a direct impact on attendees' operations."

EXPO, held every two years, is sponsored and conducted by the Southern Forest Products Association (SFPA). Plans are underway to conduct the 31st exposition – EXPO 2011 – in Atlanta.

For information about the upcoming show, contact Eric Gee, Exposition Director, at 2900 Indiana Ave., Kenner,

La., 70065; 504-443-4464 (ext. 214); or egee@sfpa.org. Details about EXPO 2011 can also be found at www.sfpaexpo.com/2011.

SLMA -

Continued from page 1

tion's preparedness for the 21st century. "SLMA has met the needs of independent lumber manufacturers since 1961," said Richbourg. "However, very few things about the forest products industry have remained unchanged since the '60s. I look forward to working to make sure that SLMA is prepared to make any changes necessary to be able to continue to support its members' competitiveness in the marketplace. I am excited about the possibilities that lie ahead for this association and its members."

SLMA's Executive Committee is now comprised of: David Richbourg, Chairman, H.W. Culp Lumber Co., New London, N.C.; Danny White, First Vice-Chairman, T.R. Miller Mill, Brewton, Ala.; Johnny Hall, Second Vice-Chairman, Industrial Wood Products, Climax, N.C.; Ben Stimpson, Jr., Treasurer, Gulf Lumber Co., Inc., Mobile, Ala.; and Charles Thomas, III, Past Chairman, Shuqualak Lumber Co.,

Inc., Shuqualak, Miss.

Several members were added to SLMA's Board of Directors, including: Vince Almond, Almond Brothers Lumber Co., Coushatta, La., and Fred Taylor, Jr., Troy Lumber Co., Troy, N.C.

The Southeastern Lumber Manufacturers Association represents independent lumber manufacturers throughout the Southeastern United States. Members of the association produce an average of 4.5 billion board feet of quality Softwood and hardwood lumber annually. SLMA represents over 140 member companies with the continued goal of helping perpetuate family-owned lumber businesses.

As chairman, Richbourg will provide the association with guidance and leadership on governmental, marketing/public relations and membership issues.

At the recent annual meeting, and in addition to hosting trade show, SLMA welcomed various speakers, including Dick Morris, a prominent American political consultant and Fox News Channel commentator. He also writes a weekly column for the *New York Post*, *Hill Magazine* and Fox News.

Steve Lovett and Wade Camp also made presentations at the SLMA meeting. Camp noted that SYP will gain share in coming months at the expense of imports and the U.S. West, adding that SYP prices remain under pressure. SYP utilization rates range between 63 percent and 70 percent, he noted.

The Softwood Forest Products Buyer

Conference-goers were also treated to several leisure activities during the annual meeting, including a fishing tournament, a golf tourney, a volleyball exhibition and a cocktail reception.

The winning golf team was comprised of Bill Turlington, John Tittle, Mark Lee and Rob Uelmen.

For more information about the SLMA, phone the organization at 770-631-6701 or go online to www.slma.org.

INLAND -

Continued from page 1

The annual event featured a one-day golf scramble, followed on the second day with a shotgun start Monday flight. Later that day, guests also attended a 'horse race' in which each sponsoring mills were represented by a two-person, low handicap team in a horse race format. Sales managers also competed in a "Shootout on the Floating Green." Guests enjoyed barbecue for dinner that night.

A cocktail cruise and awards banquet wrapped up the multi-day event.

AWFS -

Continued from page 1

Although attendance was reportedly less at this year's show than two years ago, vendors spoke contentedly about the quality of leads their displays generated. Notable was the decision of many among the approximate 200 vendors to rent smaller booths in order to reduce their show costs.

The 'Greening' of the industry proved to be a hot topic among vendors and attendees. Putting the topic into perspective were various speakers, such as Roger Rutan, vice president of Timber Products, who noted that it can prove challenging to understand the various programs that provide 'green' certification.

Rutan advised companies who are deliberating about whether to 'go green' to first consider what their customers' needs truly are and whether their suppliers can provide products that address those customers' needs.

Seminars were scheduled daily throughout the five day AWFS event. The topics included sessions on business management, cabinetry/millwork, software/technology, techniques/applications, handcrafted furniture, safety and environment and going green.

On the closing evening of the AWFS Fair, Anton Cabinetry of Arlington, Texas, was presented the '2009 Best of the WOOD 100' award.

Anton Cabinetry, a 25-year-old company, has experienced solid sales jumps in recent years, particularly from 2007 to 2008 when sales leaped 31 percent. The firm is expected to reap sales in excess of \$15 million this year.

Winners of the Fresh Wood Student Design Competition highlighted the AWFS awards banquet. A total of 165 projects were entered by both high school and post-secondary school students with 50 chosen as finalists. Seven categories comprised the competition, in which students could earn first, second, and honorable mention placement.

Additionally, WoodLINKS-USA presented its three annual educators' recognition awards during the AWFS reception. Since its inception, AWFS has donated millions of dollars toward educational program and scholarships. The organization is also a supporter of WoodLINKS-USA, which was created to revive and update vocational woodworking school programs across the nation, as well as to promote the woodworking industry.

Also, seven companies were given a Sequoia Award by AWFS for product innovation and leadership in the green

Continued on page 20

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AWFS -

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movement. Entries are evaluated on quality, production impact, practicality, innovation and user-friendliness. Among the winners was The Collins Cos. for leadership in green/environmental components.

The AWFS, with more than 400 members, consists of manufacturers and distributors of machinery, hardware, software, tooling, lumber, components, wood products and supplies the wood-working industry, including cabinet, furniture, millwork and custom wood-working manufacturers.

For more information about AWFS, call 323-838-9440 or 800-946-AWFS.

this industry with another log home manufacturer.

Cremer was co-founder of the Wood Products Association of Connecticut. He once was an inspector for the Tree Farm Association of Connecticut.

He is a member of the Society of American Foresters.

A graduate of Stephen F. Austin State University with a bachelor's degree in forestry, he went on to earn a master's in forestry from Yale University.

Cremer and his son Jeff Cremer wrote a book entitled "The Complete Guide to Log Homes." Cremer is now writing another book about World War I. He and his wife of 35 years, Gail, also have a daughter.

WHO'S WHO - Dubois

Continued from page 2

Chantiers Chibougamau Lumber, Ltd., manufactures solid-sawn I-joists and glulam beams from more than 200 million board feet of lumber it produces annually. Nordic also produces TallWall Studs, insulated studs and insulated headers. Nordic is FSC Sustainable Forestry Certified.

Nordic offers a full complement of resi-

dential and light commercial joists and beams. I-joists – up to 64 feet long – are available in truckload and carload quantities. Glulam beams are available up to 66 feet in length.

Nordic is an ISO 9001 and ISO 14001 Certified Manufacturer, and received its FSC certification in Feb., 2009.

Dubois has worked for Nordic for eight years as regional sales manager.

His first job in the forest products industry was in 1979 as assistant to the vice president of sales for Leonard Ellen Canada, Inc. in Montreal. Since then, Dubois has worked for Marathon Forest Products in lumber purchasing and sales, dispatch and logistics; and for Weyerhaeuser Company in eastern Pennsylvania, working in product management for many items and eventually developing the engineered wood programs at two customer service centers. Before coming to Nordic, he managed a distribution facility in upstate New York and subsequently opened a sales office for a Canadian lumber wholesaler.

Dubois graduated from Vanier College with an associate's degree in social sciences.

While working for Weyerhaeuser, he trained extensively with a variety of engineered wood product manufacturers and operated the Wood-E and TJExpert design programs.

Chantiers Chibougamau Lumber, Nordic's parent company, is a member of the Quebec Lumber Manufacturers'

The Softwood Forest Products Buyer

Association. Nordic is an APA – The Engineered Wood Association member.

Dubois was quarterly and annual Professional Representative of Sales (PROS) award winner in 1988 and 1992 and was on the PROS Board of Governors the same years.

Dubois and his wife of 25 years, Laurie, have one daughter.

In his spare time, Dubois participates in photography, music, golf, cycling and reading.

WHO'S WHO - Cremer

Continued from page 2

in 8x8, 1x8 and 2x8 and Ponderosa Pine. Twenty-five percent of the total wood purchases are certified lumber.

Cremer has worked in the forest products industry for 36 years, the last 32 of which have been with American Log Homes Inc. In 1973, he got his start in

WHO'S WHO - Elliott

Continued from page 2

products for the residential and commercial construction markets as well as industrial panels for furniture, cabinets and fixtures.

No component of Temple-Inland's business has played a bigger role in Texas than its southern pine lumber and studs. Temple-Inland southern pine lumber is a natural solid wood building material manufactured in boards of various thicknesses, widths and grades.

Elliott joined Temple-Inland 35 years ago in its retail operations, the Big Tin Barns, in the areas of advertising and marketing. She then moved to purchasing and operations management and to other positions before being named vice president of National Accounts. She recently was named 2008-2009 Associate Member Representative of the Year for the Lumbermen's Association of Texas.

Elliott has been involved in numerous civic and charitable activities over the years including service as board member and chairman of the board for the Angelina County Chamber of Commerce, board member and chairman of the United Way of Angelina County, president and executive committee member of the Hospice of the Pines and founding board member of the Boys and Girls Clubs of East Texas. Elliott resides in Lufkin, Texas, and is a member of First Christian Church. She has two daughters, Alison of Austin, Texas and Leslie, of Laguna Beach, Calif.

WHO'S WHO - Garber

Continued from page 2

Garber has been involved in the forest products industry for 29 years. He began his career as a plant manager for a post and beam kit home manufacturer in 1979. Garber has been in his current position for 16 years. His other responsibilities have included mobile home designer for HUD (Housing and Urban Development), log home manufacturing plant manager, log and cant procurement, and overseeing the design department and customer service.

Garber is a graduate of Braintree High School in Braintree, Mass. He received a bachelor's degree in structural engineering from Case Institute of Technology in Cleveland, Ohio.

Garber and his wife of 38 years, Anna, have two children and two grandchildren. He enjoys gardening, and is a private pilot and member of the Aircraft Owners and Pilots Assoc.

WHO'S WHO - Norton

Continued from page 2

lumber, plywood, agricultural stakes and furring strips. The company markets to North America as lumber wholesalers of SPF, Fir, Pine, Plywood and Western Red Cedar.

Norton has been with the company for approximately 18 months and has held his current position for 6 months. A graduate of Sentinel Secondary School

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