

WHO'S WHO - Norton

Continued from page 20

located in West Vancouver, B.C., he received a bachelor's degree of Business and Administration at Capilano University in North Vancouver, B.C., and an International Business Diploma from Sup de Co Amiens located in Amiens, France.

Norton enjoys wakeboarding, hiking, skiing, and watching hockey games in his spare time.

Skana Forest Products is a member of the North American Wholesale Lumber Assoc. (NAWLA), BC Wholesale Lumber Assoc., Western Red Cedar Lumber Assoc. (WRCLA), Florida Building Supply Assoc. and the Temperate Forest Foundation for Research and Education.

WHO'S WHO - Vigneux

Continued from page 2

Inc. produces panel products that include MDO, sheathing, imported products, Softwood and hardwood lumber in assorted species and dimensions.

Services offered by the company include Programme for the Endorsement of Forest Certification (PEFC), Forestry Stewardship Council, and Sustainable Forestry Initiative certified products. Weston also has an on-site milling facility that remanufactures lumber for 'just-in-time' customers.

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

Of joining Weston, Vigneux commented, "There is a great atmosphere and a lot of positive energy here. The motto 'We refuse to participate in a recession' inspires a positive attitude within the company."

A graduate of Don Bosco Secondary School in Etobicoke, Ontario, she acquired her bachelor's degree at Humber College, also in Etobicoke.

Vigneux and her husband Michael, 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.

APA NEWS -

Continued from page 2

Florida, July 23, home builders and designers were invited to compete for the chance to design and build an award-winning raised wood floor home in a competition organized by APA's Gulf Coast promotion team. The event, which drew over 200 home builders and architects, included a full-size demonstration floor and exhibits by 14 manufacturers and local building material vendors. The event launched the first two phases of "Raise the Floor: 2009 Design Challenge," a three-part competition that involves builders, home designers, and homeowners in the Jacksonville area. It is part of the Raised Floor Living program, a cooperative effort between APA and the Southern Pine Council designed to increase the market for raised wood floor construction in the Southeast. The Southern Pine Council is planning the consumer phase, which they've named, "Design Your Dreamhome Sweepstakes."

Other sponsors of the competition include, the Northeast Florida Builders Association, and the Florida Wood Council. For more information, visit www.apawood.org/raisethefloor.

KOLBE & KOLBE -

Continued from page 4

the strict building codes in coastal regions. These products use glass that is designed to stay intact if broken. The K-Force™ Impact windows are available in wood, aluminum clad and vinyl.

Since 2005, the company has used Lean Management principles – popularized by Toyota Motor Co. – to identify and eliminate waste, improve efficiencies and add overall value. "In Lean, one of the basic tenets is having what you need when you need it," Premeau said. "We've saved over 100,000 square feet of space by condensing products and departments so that things are closer to the employees."

Kolbe & Kolbe Millwork also has implemented approximately 660 safety improvements, resulting in fewer worker injuries and, thus, fewer worker-compensation claims against the company. "That is pretty impressive," Premeau said.

Good equipment is important to the company, "but it must be part of a more comprehensive continuous improvement process to be successful," he said. Kolbe & Kolbe uses equipment manufactured by Ultimizers, Meehan-Johnson and COE Newnes/McGehee.

Kolbe & Kolbe does not use dry kilns. "However, we continuously monitor

moisture content to ensure that our lumber is always at the optimum percentage," Premeau said. "Most of our lumber comes in at the correct moisture content, but if any drying needs to be done, it is air dried."

Rising energy prices and concern about the possibility of global warming have prompted many manufacturers to adopt "green" practices. While Kolbe & Kolbe Millwork does not use a recovery system, it does sell sawdust and other wood scraps to American Wood Fibers, which turns them into various products.

The company belongs to the National Window and Door Manufacturers Association and the Fenestration Manufacturers Association. It introduces new products several times a year, exhibiting at the International Builders' Show, Pacific Coast Builders Conference, Southeast Builders Conference, Greenbuild International Conference and Expo and the American Institutes of Architects show.

To learn more about Kolbe's windows and doors, please call 800-955-8177 or visit www.kolbe-kolbe.com.

MARS HILL -

Continued from page 6

oriented background in the forest prod-

ucts industry. "I was raised selling logging equipment for the family business," he explained. After spending many summers working for his father's logging equipment company, Freeman began as a sales representative selling lumber out of his home. "As an independent agent I represented several hardwood sawmills," he said.

With 14 years experience Freeman currently markets pallet parts for Mars Hill, Inc. "Basically I work inventory, in that I buy hardwood dimension and have it delivered to a lumber remanufacturing plant our firm works with closely," said Freeman. "Then this factory cuts the dimensional lumber into pallet parts and I sell this material to pallet manufacturers. Many of my pallet manufacturing customers sell their pallets to retail chain giants such as Sam's Club, Wal-Mart, Winn-Dixie and Kroger."

Freeman also purchases 2x8-2x12, S4S, and kiln-dried Southern Yellow Pine. Noting the present poor economic conditions that the U.S. is experiencing, Freeman said selling pallet parts into the pallet industry is a good market for him and his company. "In a slow economy business is often good in the pallet industry. Pallets move the world. Anything coming in or going from the United States is on a wooden pallet or skid."

Some might consider Wayne Carlisle a

Continued on page 22

STORMGUARD II *plus*



- C&Btr Southern Pine
- Treated with MCQ* (Micronized Copper Quat)
- KDAT (kiln dried after treatment)
- 0.25 pcf retention
- Available in 1 5/16 x 3 1/8 face (8-16 foot long)
- Primed with a high quality mildew resistant oilbased primer. Ready for field topcoat
- Better corrosion protection for exterior code-approved fasteners and hardware
- Approved for aluminum contact

The porch has withstood the test of time as an icon of American architecture, adding comfort, distinction and value. Today's home designs incorporate the porch as a natural extension of the family's living space. Southern Pine flooring has enjoyed a long history in porch construction. The effects of moisture in contact with wood is a top concern when designing and building a porch. For more information on this subject please visit the Southern Pine Council Website:

www.southernpine.com

Trout River Lumber LLC
(434) 645-2600
customerservice@troutriverlumber.com

www.troutriverlumber.com

MARS HILL -

Continued from page 21

"jack of all trades." He began in the forest products industry working alongside his father hauling logs, lumber, chips and other wood products. After 20 years he decided to build his own mechanic shop, which he ran for about six years. Later in his working career he purchased a restaurant, which he currently leases. While running his restaurant, Carlisle also began as a car salesman for a Ford dealer. An interesting side note, Carlisle said his employment with Mars Hill came about spontaneously. "I sold Trent's father-in-law a new Ford truck and after multiple trips to Mars Hill trying to sell Trent a new truck, Ernie called me up and asked if I'd like to try my hand at selling lumber and I've been here ever since."

Carlisle markets Eastern White Pine as well as Appalachian and Southern hardwoods to his customers located mostly in the northeastern region of the country. Also with a diverse background, Joel Gass first began in the industry as a lumberyard foreman for Meredith Lumber Co. in Pensacola, Fla. Later he would move to San Jose, Costa Rica where he was a Missionary and taught all subjects as a fourth grade elementary school teacher. Shortly after meeting his wife who was also a Missionary in Costa

Rica, the couple returned to the states. Gass began finishing his education at the University of Southern Mississippi, located in Hattiesburg, Miss. In the meantime he began working for Ernie Clark's family, running a retail lumberyard called M.S. Gatlin Building Supply located in Waynesboro, Miss. Returning to education after receiving his degree he taught tenth and eleventh grade History at Wayne County High School and Clark offered him a job.

Today, Gass buys and sells hardwood blocking, lower grade lumber, furniture frame stock, cants and upper grade lumber.

Marshall Wood, a University of Southern Mississippi graduate and two-term former mayor of the city of Waynesboro, has been a part of Mars Hill Hardwoods since the company's inception.

After working on his family farm raising cattle for many years, Wood became a certified public accountant (CPA). "It was during my tenure as Mayor that Mars Hill was established and I came onboard," he said. "I got started in 2000 and I didn't know a thing about lumber, but I have a love for people. I consider myself service oriented and when I got involved it gravitated toward the flooring industry.

"We are involved in everything we do from the ground up. We do our own invoicing and as Ernie often says, we pride ourselves on having excellent rela-

tionships with both our customers and lumber suppliers. They're both equally important and they've each got their own set of unique concerns. We protect everybody's interest thereby protecting and serving ours as well."

Wood buys and sells hardwoods in the Southeast region. He began working with Mars Hill while serving as Mayor. Comically he explained how during his term in office, citizens of Waynesboro would come into Mars Hill's office. "We had to lock the doors. People were trying to get in during the course of the day with complaints about their garbage not being collected or how a pothole in the road needed to be fixed. We eventually had to post a sign outside on the window at our wholesale lumber business that said, 'No City Business Conducted at Mars Hill'," he laughed.

Looking ahead Ernie Clark said Mars Hill Hardwoods is changing with the economy. "My best investment has always been in my own company. I don't put any money in the stock market. I put it into my own firm and that's why we're a well capitalized Softwood and hardwood lumber business."

In closing Clark said, "We're interested in getting into the export market. If the right person were to come along with expertise in that area I would hire him and we would pursue that market. In fact I'm always looking for good sales people whether they market forest products in the domestic market and/or the over-

The Softwood Forest Products Buyer

seas market. I'm always looking to build good relationships with people and I'm open to innovative ideas from others to help my operation grow.

For more information about Mars Hill Hardwoods visit www.marshallwood.com or contact 866-629-9089.

RETAIL REVIEW -

Continued from page 9

value-added products and services including millwork, engineered wood products, truss manufacturing, windows and installed insulation.

"When the market started turning two and a half years ago, we decided to do what was necessary to survive," Chief Operating Officer Tom Tolleson told Home Channel News. "Our operational restructuring is virtually complete. Our best alternative was to file for Chapter 11." Tolleson also said he expects Bison to exit Chapter 11 "no later than December."

iLEVEL -

Continued from page 10

Weyerhaeuser visit www.iLevel.com or call 888-453-8358.

MIDWEST TRENDS -

Continued from page 11

just not busy enough," he explained. For the coming months he said he expected the downward trend to continue into the winter with hopes of a recovery by spring. "I believe things will start turning around by the spring but I also think a lot more people will fall off the table before then."

According to reports from the Joint Center for Housing Studies the housing market is showing signs of a recovery. The speed, depth and timing of the recovery hinges on the reversal of many variables that include rising unemployment, sinking home values and tightening mortgage credits, along with immigration trends and demand among younger home buyers.

"Although there are some signs of improvement or at least steadiness in new construction and sales, housing starts stand near 60-plus-year lows," the Joint Center's director, Nic Retsinas said. "Any life in home sales is coming from distressed foreclosure sales, temporary first-time buyer tax credits and low interest rates that moved higher in recent weeks."

The Joint Center's executive director, Eric Belsky added, "The best that can be said of the market is that house price corrections and steep cuts in housing production are creating the conditions that will lead to an eventual recovery." For the present, though, "markets remain under considerable stress."

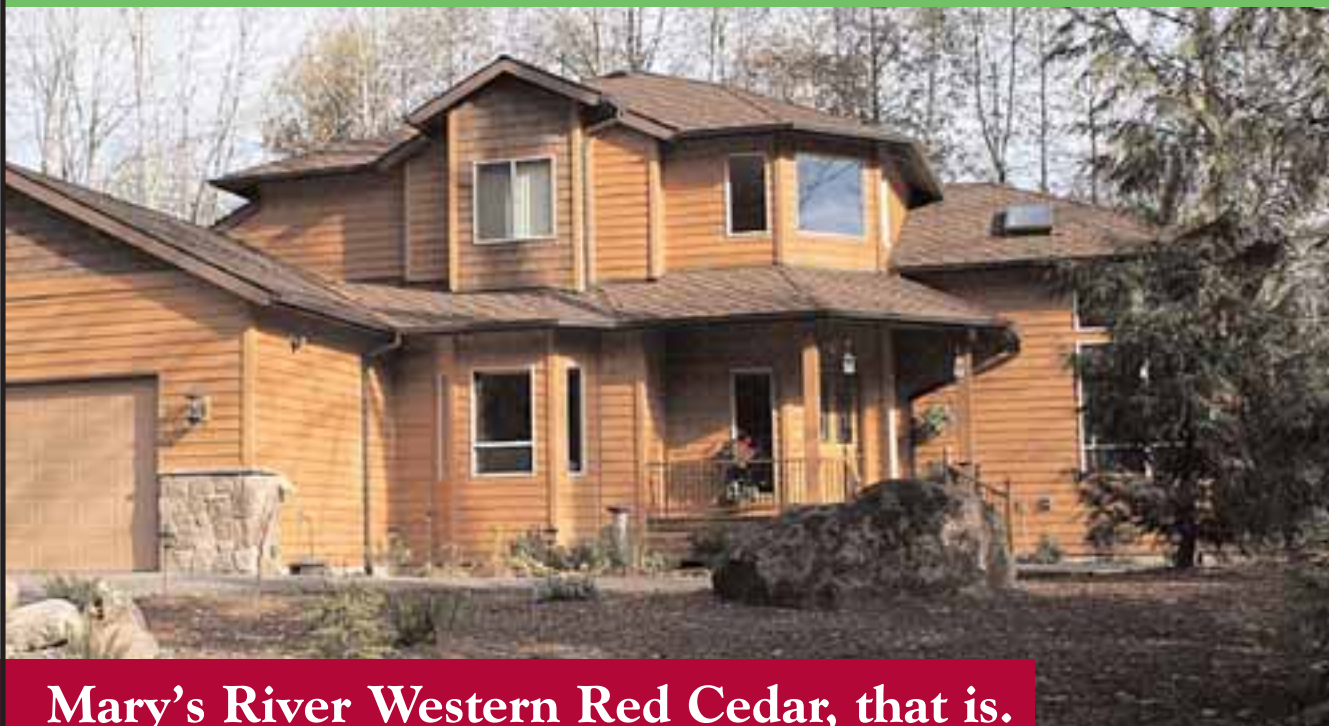
Providing a valuable perspective about a market where households cut their spending and net borrowing, the report showed that more than 14 million homeowners are left with houses worth less than their outstanding mortgages.

Starting in December of 2007 to date, the report showed eleven million people working part-time involuntary or stopped looking for work altogether. The unemployment rate currently stands at 9.5 percent.

Despite the negative factors cited in the Joint Center's report, there is still some optimism found in its content. "While it is too soon to tell whether housing markets will stabilize in 2009, conditions that could support a recovery are taking shape," it states. "Based on today's median home prices, conservative lending standards, and a conventional 30-

Continued on page 23

It doesn't get **Greener** than **Red**.



Mary's River Western Red Cedar, that is.

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

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

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

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



Mary's River Lumber Co.
4515 NE Elliott Circle
Corvallis, OR 97330
Toll Free 800-523-2052
Fax 541-752-5143
www.marysriverlumber.com

MIDWEST TRENDS -

Continued from page 22

year fixed-rate mortgage, affordability for home buyers has returned at the national level and many metro areas."

The Joint Center bases its findings on housing demand on two projections of immigration into the United States. Providing that net annual immigration rises to 1.5 million people in 2020, household growth in America could total as much as 14.5 million between 2010 and 2020. If annual net immigration rises to only half of that pace, household growth during that decade would be closer to 12.5 million or about the same as the previous decade between 1995 and 2005.

PCBC -

Continued from page 13

Typically the PCBC sprawls over more than one hall at the Moscone Center. This year, however, one hall accommo-



David Crandall and Duane Engard, Cedar Valley Shingle, Hollister, Calif.



Butch and Roberta Bernhardt, Western Wood Products Association, Portland, Ore.

dated the entire event. Back in 2006, when the housing industry was peaking, PCBC attendance topped 35,000 attendees. About 19,000 traveled to the show last year, and latest figures available from PCBC reflect this year's attendance at approximately 14,000.

Among the many speakers at various informational sessions held during PCBC, perhaps analyst John Burns put the current situation in perspective by comparing the gathering of attendees to the finalists in a game of survival of the fittest.

Horace Hogan, chairman of the California Building Industry Association noted during a news conference at PCBC that "every builder I know has laid off most of their staff, and contractors and suppliers we've done business with for years have folded up shop."

It was against the backdrop of somber observations that PCBC celebrated its 50th anniversary. Yet despite the gloom of some, many of the educational/informational sessions dealt with moving forward to a new and prosperous future, which includes green building, social network marketing and collaborations among supplier, builders and architects.

Also, a multitude of Gold Nugget Awards were presented to home building winners, signaling a new era in housing designs. Beyond a doubt, the 2009 winners reflect a trend toward smaller homes, greener and more affordable houses for the future. Many winners even made creative use of existing building shells, transforming

them into model homes of the future. Homes that were scheduled to be on tour during the PCBC included Modern by Design homes in Pacific Heights. For information about future PCBC Shows, contact either John Frith at jfrith@pcbc.com or Mike Castillo at mcastillo@pcbc.com.

IDAHO FOREST -

Continued from page 15



Cal and Doris Pulis, Teton West Lumber Inc., Cheyenne, Wyo.; and Penny and Dusty Hammack, Arrowhead Lumber Sales, Inc., Oklahoma City, Okla.

The evening of cocktails and hors d'oeuvres was an opportunity for repre-

sentatives of Idaho Forest Group to extend their thanks to the continued support of their loyal customers. The event was held at the Coeur d'Alene Resort.

Idaho Forest Group LLC is the largest independent forest products company based in Idaho. The firm owns and operates lumber manufacturing facilities in Chilco, Grangeville, Laclede and Moyie Springs, Idaho. Its mills boast a combined capacity of over 800 million board feet.

For more information, visit the company's website at www.idahoforest-group.com.

WASHINGTON SCENE -

Continued from page 2

hazards;
 3.) the proposed activities would result in significant impacts
 4.) a NEPA document analyzing this project must be prepared
 5.) they aren't convinced that all live trees will be left and
 6.) cable removal of unmerchantable material will create significant impacts justifying the need for an EA or EIS.

They are asking for the following concessions as part of a resolution:

- 1.) do not re-plant burned areas that are recovering with serotinous species
- 2.) use seeds from local trees within a 500-foot elevational band of the plantation
- 3.) do not replant moderately burned stands
- 4.) plant in a pattern that incorporates gaps and stringers
- 5.) cable and tractor yarding activities should be avoided
- 6.) leave at least one-third of every site unplanted and
- 7.) commercial salvage logging of adjacent Caribou Project Units should not occur.



Over the years the groups have made it clear that they oppose responsible management of removal and utilization of dead trees from wildfires, but now the group also opposes wildfire restoration efforts aimed at ensuring the continuation of forested stands for future generations.

DiPrizio's Eastern White Pine

The Brand Built On Trust

For more than Half-A-Century!

DiPrizio Pride continues to Listen & Understand your customer's needs while our people work hard to deliver on every one of them.

DiPrizio Pine Sales
Your Complete Source

Manufacturing & Delivering DiPrizio Quality Product Selection, On Time & Complete Satisfaction Guaranteed

NELMA Patterns Mill & Custom Patterns
* Double-milled with Weinig Moulder finish
4/4, 5/4, 6/4 and Timbers

Re-manufacturing services including:
Mixed Loads, PTL, Partial Units, Partial Loads, Custom Programs, Custom Kiln Drying
Trucking arrangements By DiPrizio Pine Sales



1-603-473-2314





ROUTE 153, 5 KING'S HIGHWAY
MIDDLETON, NH 03887
1-888-330-8467

E-mail: sbrown@lavalley.com
Fax: 1-603-473-8531

Manufacturers of Eastern White Pine



Scott Brown



David Mansfield



Danny Nickerson



Paul Moulton



Earl Perrino



Jamie Moulton



Chris Doyle



Western Business Trends



By Terry Miller
Associate Editor

With a surplus of houses still on the market and a limited cash flow, sources in the western region say the market for new construction remains on the slower side. Demand is spotty, leaving most prices flat or down. Several retail lumberyards are in absorption mode, working off purchases made during a recent run-up of the market. Recent Western SPF sales resulted in double-digit discounts causing a wave effect in competing species in the West and in Eastern Canada. The Softwood Lumber Agreement dispute is also heating up again and as of press time the dates are near for further clarification to be made. According to a Colorado building materials supplier, the number of houses on the market along with the

depreciating value of homes is the largest factor in the slow economy. "People are having to either sell or abandon their homes and the truth is there is currently no room for new construction."

The contact, which markets to prefabricated building companies along with stair manufacturers added that his customers' business is down. "We talk to them regularly and business is way down for them," he explained.

Going into the next six months he doesn't anticipate much improvement. "We are nearing the end of the building season and as things slow down naturally I would anticipate business to remain the same for the remainder for the year. I imagine business will pick up in the spring of 2010," he said. However, the source doesn't look for a significant improvement until 2011.

A stud mill owner in Montana recently closed his two stud mills but continues to supply Spruce and Pine boards. "From the board side of things business has been good for the summer months," he said. "We are beginning to see a little less European Spruce boards on the market, which opens it up for us to move a little further east with our products."

"I think inventories have been relatively low in the field and people are

Continued on page 31

Northeast Business Trends



By Sue Putnam
Editorial Director

Northeastern lumber suppliers report more traffic and inquiries than in previous months. In certain areas weather has provided complications with some reporting rain for most days of the summer months making woodlands wet and logging difficult. Despite recent signs of a rebound in the economy, the Kiplinger Letter warns that prices have an additional 5 to 8 percent drop yet to go before bottoming out at about 40 percent below the 2006 high. According to the National Assoc. of Realtors (NAR) pending home sales are up for the fifth consecutive month for the first time in six years.

In Massachusetts a Spruce supplier said that conditions were improving slightly with more inquiries. "Sales

themselves are not quite as big ticket as when times were better but at least there is more of a traffic flow," he said. "We had a very wet June and July and that had a major impact on things for us. But now that the weather has improved it has helped. Overall the general state of the economy and consumer confidence is the largest concern."

The source noted his inventory levels were getting bigger and for the first time in months he was able to hold more than a "just-in-time" inventory. "With the increase in business we're able to bring a little more in and keep it on hand," he explained. "Prices have been relatively stable; there has been a little movement trending upward but it hasn't held for long."

With fall and winter approaching, the contact is optimistic but also apprehensive as to what those months will bring. "I'm optimistic for a turn around in the spring of 2010, but even in the best of times a hard winter can make for a difficult spring. My major concerns are what lies ahead with the state of business and what mother nature has in store for us. The combination is potentially dangerous but we try to remain optimistic."

In regards to the rising demand of certified products, he said it wasn't impacting his operation much. "We get the very occasional request for 'green' products but in times like these people are more concerned with moving forward. Green is important but it's more important when the economy is better. People may pay 10-15 percent more for it but at the prices they are currently seeking, people's eyes glaze over when you mention it."

An Eastern White Pine supplier in New Hampshire said business has been steady with a 40 to 50 percent increase from six months ago. "We have a large order file and all of our customers are ordering as they normally would. The time of year helped us get a boost in the summer months and enough mills have curtailed that we've seen supply shorten."

Keeping at least a million feet of dried inventory and a million feet of rough inventory on hand, the source said inventory levels have been kept at the normal level. "Log supply is very tight right now and most of that is due to the weather. We had a ton of rain in recently where we only had four days that it didn't rain so the woods are extremely wet," he explained.

As for the next six months the source, who markets to distribution centers, said he expects another downturn by the end of the year. "I think we'll be fine for the next three months but by November I think we're in for another year like 2008."

By the end of 2010, a record of one in six mortgages will be in foreclosure according to the Kiplinger Letter. By the end of 2009, 3.2 million combined with an equal amount next year is three times the typical annual rate. The Letter also states the end is in sight. With both home sales and housing starts turning the corner by 2011, sales of new and existing homes will hit 6 million again. While nothing like the record levels of 2005, they will at least be in normal range. "By 2012 or so, single family home starts may climb back to about 1.2 million a year," Kiplinger's noted.

The NAR reported pending home sales are up for the fifth consecutive month. For the western region the index rose 2.9 percent to 100.4 but is 0.2 percent below 2008.

NAR's chief economist said a combination of positive market factors is involved. "Historically low mortgage interest rates, affordable home prices and large selection are encouraging buyers who've been on the sidelines. Activity has been consistently much stronger for lower priced homes," he said. "Because it may take as long as

Continued on page 31

HAIDA Skirl
CALL IT THE FUN SIDE OF CEDAR.

Who says siding has to be all about straight lines and uniform color? HAIDA SKIRL wavy edge cedar siding adds personality and individuality to your home. And that's something no cement or plastic siding can do. Western Red Cedar gives you natural durability, long lasting street appeal and surprisingly little maintenance. Which leaves more time for the fun things in life.

Haida Forest Products Ltd.
West Coast Cedar Specialists
www.haidaforest.com

Contact us for the supplier closest to you:
604-437-3434 info@haidaforest.com

REAL CEDAR

Ontario/Quebec Business Trends



By Michelle Keller
Associate Editor

There seems to be a bit of a leveling off taking place across the Softwood lumber industry in Ontario and Quebec, with both mill owners and wholesalers saying that the difficult times of the past year may be hitting a plateau. Still, with the United States' economy not in quite in recovery and foreign markets remaining tentative, purveyors of Softwood lumber remain cautious about what the future may hold.

"I think there is some opportunity for a bit of an uptick, perhaps another 10 or 20 percent this fall," said the owner of one Ontario contractor yard. He said any positive movement is welcome after the past year. "Our marketplace, southern Ontario, has shrunk by 50 percent. Lower overall consumer demand and housing starts have translated into the lower revenue numbers we're seeing right now."

Although he said he sees hope in the fall, he said he is less certain about how long any improvement might last. "We're moving products and quoting for fall and late fall starts, but I am hesitant to think builders will want to build over the winter because of increased costs," he said. "There are definitely fewer spec units, but I can't predict out more than six to eight months."

As far as what might prompt a turn around of the stagnant market, he cited an increase in consumer confidence, specifically consumers thinking about purchasing a home. Until that time, he said, his company will remain prudent when it comes to inventory.

"We're making sure it's not excessive," he said. "The market kept sliding for two years. We're keeping low inventories of items it would take some time to move."

In the interim, however, he said his company is looking toward adding extra value to the products it does work with, as well as better quality control, less waste, and quicker customer response cycles.

In Quebec, the representative of one mill that primarily cuts Spruce and Balsam Fir said that low inventories have become vital in terms of "prepared" lumber.

"I think the main issue, I would say, is that the prices are low, so my boss doesn't want to sell too much until when it starts getting better," she said. "The prepared lumber inventory is low, but we have some sawn lumber in inventory that has not been dry kilned and prepared. The market is not there, and the price is not there as well."

Still, she said, the current conditions come as no surprise to anyone who has been in the industry for any time. As her counterpart in Ontario suggested, however, things may be turning around a bit.

"Let's hope so," she said. "We don't really know, but some people in the States have been calling since we've been back from vacation, but it still seems to be kind of slow."

The wholesale end of the business, too, remains tentative. The owner of one Ontario operation said that while SPF remains quiet, white pine is doing better. He said his company sells primarily to retailers and wood specialty businesses, as well as to truss manufacturers in western Canada.

"Well, SPF is very much curtailed, and Pine is still moving at a pretty good pace, but the orders are not as big," he said. "There's not much difference from six months ago."

As far as causes of the slowdown are concerned, he cited a number of factors, including the ongoing recession in the United States. He said a slight rise in Canadian housing starts in early August was cause for some hope, but that he retains a wait-and-see approach.

"Like everything, it has its course," he said. "It will turn around. I have confidence in the everyday consumer."

To that end, he said, his company is not planning on changing its product mix or approach, but will rather ride out this current economic storm as best it can.

"We just leave it at the status quo and let the cycle take care of the business," he said.

One of his fellow wholesalers in Quebec was less sanguine about letting economic patterns dictate his direction, but added that he is confident his company would survive.

"It's terrible," he said of the state of Softwood lumber sales. "If you get any other answer, let me know. It's not good for the wholesaler or the producer. From a wholesale perspective,

Continued on page 31

South/Southeast Business Trends



By Gary Miller
Managing Editor

Sources in the southeast report signs of a little 'light at the end of the tunnel'. Specialty lumbers are said to be moving better than Commons. Transportation costs are down but other costs, such as insurance and equipment, continue to rise. A new bill imposed by the American Clean Energy and Security Act has the National Assoc. of Home Builders (NAHB) on guard and a Florida economist forecasts an economic recovery by the second half of 2010.

In Alabama a Southern Yellow Pine and Spruce board supplier said market conditions were up by about 10 percent and things were looking up. "There is some demand for housing

still out there especially in our section of the country," he said. "Our Cypress sales are growing and specialty lumbers are still moving better than Commons."

The contact, which sells mainly to retail lumberyards, noted that pricing was down by 10 percent compared to a year ago. "Lumber is cheap and I don't see any signs that it's going to move up anytime soon. Most sawmills still in existence and operating aren't able to cut production to create a demand so we see prices staying where they are for the most part," he explained. "Even with the shut downs that have occurred in the Softwood lumber industry there is still a lot of excess lumber on the market."

As for transportation costs, the source said they were down from a year ago but other costs continue to rise. "From a year ago our transportation costs are down considerably but everything else continues to rise. Insurance, tires and equipment costs keep going up and the only thing that is going down is fuel, which isn't offsetting it very well."

"We've seen a lot of closures and a lot of bankruptcies in the types of companies we sell our lumber to," he said. "I think everyone in the wood

Continued on page 31

The Hancock Lumber RED BAG SOLUTION

Your Own On-line Inventory Management

Leverage the ability to see and manage your inventory 24/7 with real-time access.

Tailored Packaging Options

Pull-to-length, random-length, paper wrapped - we can fulfill any packaging request to help you create value for your customers.

Customized Grading

Let our experts custom-select to meet your exact standards, your precise needs, your specific grade.



Three State-of-the-Art Sawmills

Our manufacturing depth lets us cater to your product and delivery needs, right up to the time of shipment.

Proven Track Record

Every board is backed by our six-generation commitment to our customers and a history of technological innovation.

Personalized Planning For Your Success

Your Hancock Lumber rep is ready to custom-create a winning program for you.

We wrapped it in red to make a statement: The quality of our Maine-grown white pine and our passion for doing whatever it takes to meet your needs and specifications set an unsurpassed standard. Make your own statement with Eastern White Pine from Hancock Lumber.



QUALITY & SERVICE WORLDWIDE

Sales Contacts:
Matt Duprey 207-627-7605 (ext 3)
Jack Bowen 207-627-7621 (ext 5)
www.hancocklumber.com

PUTTING YOU FIRST.



Meet North Pacific's Structural Panel and Lumber Team, some of over 550 employees of North Pacific, and some of the many reasons our customers and suppliers choose to keep working with us.

Our people listen. They're responsive. They're dependable. They're honest. They know a lot about the business. They care.

Of course, you can count on us to be reliable and give you the best value for your money. We also provide the products and services you need including the distribution of domestic and international building materials like lumber, panels, and engineered wood throughout the U.S.

But what's unique is that when you do business with North Pacific, you start a long-term partnership with one of our employee-owners who is dedicated to putting you first.

North Pacific. Taking care of you and your business.

Midwest	800.942.8220
Northeast	800.882.2106
South	800.647.6282
West:	
Portland	800.547.8440
Southern California	800.647.6747



AND YOUR BUSINESS.

© 2009 North Pacific Group, Inc. All rights reserved.

our **service** is second to none.
west bay. we're big on cedar.



CALL FOR A QUOTE OR TO DISCUSS YOUR CUSTOMIZED CEDAR NEEDS TODAY 1.800.688.1108



WESTERN RED CEDAR FASCIA • ROUGH DIMENSIONS • DECKING • TIMBERS • FENCING • PATTERN STOCK

softwood forest products' stock exchange



Idaho Timber of Texas

Fort Worth, Texas

SPF Dimension: 2x4 - 2x12 RL (8'-20')
All Grades

SPF/HF STUDS & #2: 2x4 Wider:

All P.E.T. Trims Available

1x4, 1x6, 1x8 SYP "D" Grade Patterns
Re-sawn SPF Boards (S1S2E)

CONTACT: Greg, Johnny or Kevin
(817) 293-1001 Fax (817) 293-5031

Sagebrush Sales

Albuquerque, New Mexico

2x4 - 2x12, HF, & PP (All Grades)

Studs, SPF, HF All Trims

2x2 - 8' - 16' Furring Strips

Boards & Whitewoods 1x4 - 1x12 (All Grades)

SYP Plywood, hardboard & fiber cement siding

Fire retardant lumber and plywood

Glulams/Engineered Joists/LVL

OSB All Thicknesses/Railroad Ties

Manufacturing & Full Line Distribution

CONTACT: Mike, Bret, Victor, Randy or Phil
(505) 877-7331 or (800) 444-7990

IDAHO TIMBER

Boise, Idaho

Tel.: (208) 377-3000

FAX: (208) 378-9449

www.idahotimber.com

Manufacturers of Eastern White Pine.

1x8 Std S4S or Pattern
6/4x8 Premium Log Siding
5/4 D&Btr Select
Eastern White Pine C-Sel 5/4 Sel



DiPrizio Pine Sales

Route 153 & King's Hwy.
Middleton, N.H. 03887
603-473-2314 1-888-330-8467
Fax: 603-473-8531



WESTERN RED CEDAR

- T/L 1x4 R/L 8'-20' Std & Btr No Hole S1S2E
- T/L 1x6 R/L 8'-20' Std & Btr No Hole S1S2E
- T/L 1x8 R/L 8'-20' Std & Btr No Hole S1S2E
- T/L 2x4 R/L 8'-20' Appearance Grade S4S
- T/L 2x6 R/L 8'-20' Appearance Grade S4S
- T/L 4x4 all 8' & 10' Appearance S4S
- T/L 2x2 - 3' C & Btr Clear S4S
- T/L 2x2 - 4' C & Btr Clear S4S
- T/L 1x4 - 6' # 2 & Btr No Hole S1S2E Dog Ear'd
- T/L 1x6 - 6' # 2 & Btr No Hole S1S2E Dog Ear'd
- T/L 1x8 - 6' # 2 & Btr No Hole S1S2E Dog Ear'd

Mid Valley Lumber Specialties Ltd.

Phone: 604-856-6072

Fax: 604-856-6043

sales@midvalleylbr.com

www.midvalleylbr.com



1122 Hwy. 2 • Oldtown, Idaho
(208) 437-0653 • FAX (208) 437-0579

Western Red Cedar Kiln-Dried Products

Siding - Pro Select Knotty - Plain Bevel

11/16" x 6" & 8"
3/4" x 6", 8" & 10"

Siding - Pro Select Knotty - Rabbeted Bevel

3/4" x 6" & 8"
5/4" x 6", 8" & 10"

Pattern Stock - Pro Select Knotty

WP-4 11/16" x 8"
WP-11 11/16" x 8"
WP-105 11/16" x 6" 8" & 10"
WC-200 2" x 6" & 8"
Channel - 11/16" x 6" & 8"

Fascia - Pro Select Knotty - No Hole

5/4" x 4", 6", 8" 10" x 12"

Fascia - Pro Select Knotty - No Hole - S1S2E

5/4" x 12"

Boards -D&Btr - S1S2E

7/8" x 4", 6", 8", 10" & 12"

Boards -3&Btr - S1S2E

7/8" x 4", 6", 8", 10" & 12"

Boards - #4 - S1S2E

7/8" x 4", 6", 8", 10" & 12"

Contact: Terry Baker Julie Anderson

Steve Hirst Lance Hubener

(800) 488-2726



T/L 8' Selects mixed Widths

T/L 12 Inds 6' & 8' only

T/L 8" Std 6' only

T/L 2x6 Std & Btr Decking

T/L 8" Std S4S All 8' - Can Pattern

T/L 8" Std S4S All 10' - Can Pattern

T/L 2x8 Std & Btr Log Cabin Siding

T/L 4" DBTR S4S all 6'

4"-12" C Selects S4S 8'-16' 500' Units

Custom cant sawing available

FSC Certified Eastern White Pine Products

ALL SUBJECT TO PRIOR SALE
ALL OTHER EASTERN WHITE PINE
PRODUCTS AVAILABLE
UPON AVAILABILITY & REQUEST

P.O. Box 299 • 1260 Poland Spring Rd

Casco, ME 04015

Sales Tel: (207) 627-7605

Sales Fax: (207) 627-4200

Visit us at:

www.hancocklumber.com



Goodfellow
The heart of every of your FSC needs

Headquarter 1-800-361-0625
(Delson, Qc, Canada)
Manchester, NH 1-800-990-0722
Watertown, NY 1-800-935-2212



softwood forest products' stock exchange

DF Timbers/Uppers
 EWP Pattern/S4S
 SPF/LP-PP/SYP/DF Decking/Lockdeck
 Glulams-SYP/PT/DF
 IJoist/LVL
 Tufftrim primed boards
 Atlantic White Cedar
 Cedarway vinyl shingle panels
 Woodway products
 Enhance EWP Prestained Panelling
 Scaffold Plank
 Rex SynFelt
 Versatex boards/stealth/mouldings
 Raindrop housewrap
 WRC boards & decking
 Yardcrafters rail system
 Truemarc decking
 Ashton-Lewis SYP flooring
 Blue Star Meranti & accessories
 Pressure treated SYP beams & plywood
 Poplar & Oak boards
 Tebo Hidfast System
 Timbersil
 Cellek decking
 Douglas Fir beams/timber/dimension
 2x6/3x6 wood decking
 FinnForest LVL
 Anthony Power Joists/Wood Columns



Hood Distribution

600 Iron Horse Park
 No. Billerica, MA 01862
 1-800-752-0129 Fax: 978-667-0934

DOWNES & READER HARDWOOD CO., INC.

P.O. Box 456 – EVANS DRIVE
 STOUGHTON, MASS 02072

IMPORTED HARDWOODS DIVISION

TOLL-FREE: 866-452-8622

336-323-7502

FAX: 336-217-7970

**IRON STICK®
 KILN STICKS**

TOLL-FREE:

866-452-8622

ALL SIZES

**IN STOCK - TRUCKLOADS OF:
 FLAT OR FLUTED
 3/4 OR 7/8 X 4' - 6' - 8'**

**CALL WILLIAM OR STEVE
 TOLL FREE: 866-452-8622**

**www.ironsticks.com
 imports@downesandreader.com**

Dimension:

Green Doug Fir
 2x4 #1/Btr; Std/Btr, Utility; Economy
 2x6 Select Struc; #2/Btr; #3; Economy
 2x8 #2/Btr
 2x10 #2/Btr

Studs:

Green Doug Fir
 2x4 Trims up to 117"
 2x6 Trims up to 117"
 4x4
 Kiln Dried Doug Fir; Hem Fir; White Fir; SPF
 2x4 Trims up to 117"
 2x6 Trims up to 117"

Plywood:

Overlays
 TruPour HDO 1/2" – 1 1/8"
 TruPour MDO 1/2" – 1 1/8" 9' and 10' avail.
 TruForm BBOES 5/8" – 1 1/8"
 EZ Pour 1/2" – 1 1/8"
 TruPaint 1/2" – 1 1/8"
 Underlayment
 23/32 Sturd-I-Floor
 1 1/8 Sturd-I-Floor
 Industrial
 CCPTS 3/8" – 1/18"
 Sanded 3/8" – 1/18"
 Specialty
 Marine Grade 1/2" – 3/4"
 Siding 3/8" – 5/8"



**Swanson Group Mfg.
 www.swansongroupinc.com
 Ph: 800-331-0831
 Fax: 541-856-4299**

**Sandy Neck Traders™
 EASTERN WHITE PINE**

Boards - Patterns - Beams - Rough
 Extra Wide Flooring

Call 888-726-3963

It's Simple with Sandy Neck.



Try us for your Hard to Find Items

People who know you and your business
 Providing Service and Quality

Sourcing Solutions, Building Business™



ROBBINS LUMBER, Inc.
 est.1881
 Searsmont, Maine U.S.A.

Stock Listing

All items subject to prior Sale

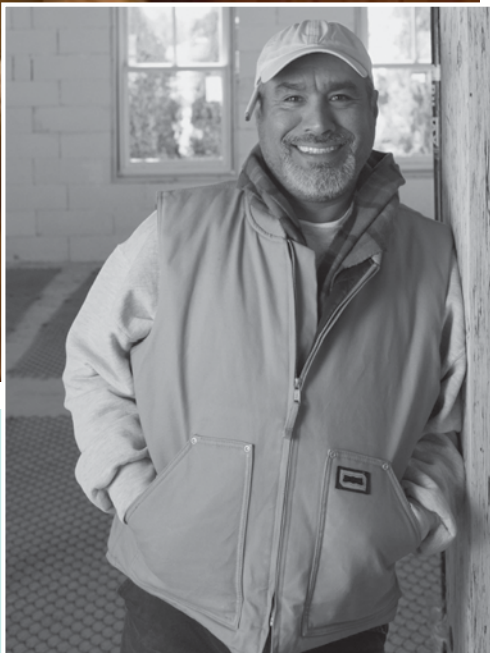
**30,000 1x8x8 Stand
 Can be Run to Pattern
 30,000 1x12 Stand
 Random Lengths
 Can be Run to Pattern**

**P.O. Box 9
 Searsmont, ME 04973
 Tel.: 207.342.5221
 Fax: 207.342.5201
 Web: www.rlco.com**



eastern white pine **sustainable versatility**

CHARACTER BUILDING



Building with Eastern White Pine is character building. It is a reflection of who you are, how you choose to live and your commitment to authenticity. To learn more about building with eastern white pine visit www.easternwhitepine.org. **Will your next project have character?**

Questions? Ask NELMA. www.nelma.org **NELMA**

softwood forest products' stock exchange

The Waldun Group
Manufacturers of Quality Western
Red Cedar Products
Maple Ridge, B.C.
Phone: 604-462-8266
Fax: 604-462-8264
www.waldun.com

Stave Lake Cedar
18, 24-inch Re-butt and Re-jointed
shingles
Machine Grooved and Sanded Shingles
Fancy Butt Shingles
Available in pre-primed and custom colors

Waldun Forest Products
18 & 24-inch Resawn Shakes
18 & 24-inch Tapersawn Shakes
16, 18, 24-inch Shingles
Tapersawn & Shake Hip & Ridge
Jumbos & Custom Sizes-Yellow Cedar
Shakes & Shingles Available as preserva-
tive or fire treated

Twin Rivers Cedar Products
2x3 thru 2x12 R/L S4S Arc-Knotty or
Custom Knotty
2x4 thru 2x12 R/L Rough Std/#2 Btr No Hole
4x4 R/L S4S Arc-Knotty or Custom Knotty
4x6 thru 8x8 Appearance grade Timbers
S4S or RGH.

Outdoor Living Today
Cedar gazebos, garden sheds, playhouses,
breezes (pergolas), and spa (hot tub)
shelters.



The Teal-Jones Group
17897 Triggs Road
Surrey, B.C.
604-587-8700
www.tealjones.com

Teal Cedar
16, 18 and 24 inch shingles
Grades #1 #2 #3 and #4
Number one grade available in Prime Cut
QA1 Gold Standard
Handsplit resawn shakes
18 and 24 inch
#1 grade and #1 Prime Cut.
Premium Grades available in
QA1 Gold Standard
Tapersawn shakes
18 and 24 inch
#1 #2 and #3 grades
Premium Grades available in QA1 Gold
Standard
All shakes available in custom lengths and
thicknesses
Sidewall shingles
16, 18 and 24 inch lengths
Re-butt and re-jointed (R&R)
Grooved or Sanded
Classic Butt decorator shingles
18 and 24 inch
3, 5 or 6 inch widths
10 styles to choose from
Teal Cedar sidewall finish
prime grey or white
Oil finish in semi and solid – all custom colors
Acrylic finish in 2 and 3 coat systems
Up to a 25 year warranty available
Teal Cedar lumber
Appearance grade timbers and dimension
Fine grain industrials-clears, shops and flitch-
es
Export Clears
Finished Products
Panel and Pattern, siding, decking and fas-
cia/trim
Remanufacture blanks – mill run and TK
Specialties



GOODFELLOW
THE WOOD SPECIALISTS



Kiln Dried Douglas Fir Timbers, Western Hemlock
and Western Red Cedar - Timbers Inventory, All
Grades, Milling and Remanufacturing

**GOODFELLOW ORIGINAL and INTERNATIONAL
COLLECTION Hardwood Flooring** – Prefinished and
Unfinished

**Southern Yellow Pine, Red Pine, and Clear Douglas
Fir Flooring**

PRIMING AND STAINING FACILITIES

GOODLAM Laminated Beams – Spruce, Douglas Fir,
and Southern Yellow Pine, Architectural and Industrial
Grade, APA Certified

Domestic and Imported Hardwood Panels – MDF,
MDO, All Sizes and Grades

Solid Roof Decking 2x6 – 3x6 – 4x6

GOODFELLOW INC.

Delson, Quebec **U.S. Offices**
Tel. : (800) 361-0625 NH -Tel: (800) 990-0722
www.goodfellowinc.com NY -Tel: (800) 935-2212

R. B. LUMBER COMPANY
P.O. Box 2254
Oregon City, OR 97045

GARY - (503) 655-8020 FAX (503) 650-7235
E-MAIL: knightatrlumber@aol.com
RANDY - (623) 936-7090 FAX (623) 936-7091
E-MAIL: rlumberco@aol.com

Green Western Red Cedar/Pine/Spruce
Tile Batts.
1x2-4'- rough, bundled and unitized.
Western Red Cedar/Incense Cedar/Yellow
Cedar Fence Rails
2x3-8'
2x4-8'
Western Red Cedar/Yellow Cedar
Fencing Flat Top & Dog Ear
1x4-4',5',6',8'-S4S, S1S2E, Rough
1x6-4',5',6',8'-S4S, S1S2E, Rough
1x8-4',5',6',8'-S4S, S1S2E, Rough
Yellow Balau Hardwood Decking
5/4x6-6' to 16'- S4S RED
2x2-3' - S4S
4x4-8' S4S
1x4-8' - Pattern, Bottom & Sub Rail
2x6-8' - Cap Rail
Western Red Cedar Barbeque
Cooking Planks
1x8 - Various Lengths available



**Call Us For
Western Red Cedar
and Import Needs**

Your clear choice for Western Red Cedar

WWW.PWWW.COM



Tel: 604-946-2910

CLR Finish • CLR Dimension • CLR Bevel • Lattice • Accessories



The Teal-Jones Group

A Family Of Fine Forest Products



**Wood is the “Green” Choice
& The Only Renewable
Resource**

TEAL HAS YOU COVERED !

PEFC is an internationally renowned certification system which acts as an umbrella to verify and recognize national forest certifications such as SFI, CSA, etc...

The Teal-Jones Group voluntarily participates in PEFC in both its harvesting and manufacturing operations.

All Certifications under PEFC have met the full requirements and provide assurance to the public that the wood they are purchasing comes from a legal and sustainable forest management system.

www.tealjones.com



Programme for the Endorsement of Forest Certifications

**CSA
SFI
FSC**



**CLS & Metric Cuttings
Red Cedar & Whitewood
All Timbers & Specialty Products
Western Red Cedar Shakes & Shingles**

Harvesting of wood is less intrusive to the environment than mining raw materials for steel and concrete, wood also is the construction world's only renewable major building material.

The Teal-Jones Group is strategically positioned to supply the widest range of sustainably certified products and services. Our state of the art manufacturing plants have annual capacities of 250 million board feet of lumber and 250,000 square of cedar shakes and shingles.
1.888.995.TEAL (8325)



Stag Timber



J.S.Jones



Where Quality Truly Counts



- Kiln dried eastern white pine
- 4/4, 5/4, 6/4, 7/4, 8/4 thickness'
- rough or surfaced to standard and special dimensions
- pattern, bevel siding items
- finger-jointed clear blanks and milled
- white pine timbers up to 24 ft.
- spruce 1x6 fencing and 2x6 T&G decking

*Over 40 Years
of Tradition*



www.renebernard.com

Phone: 1-418-774-3382 • Fax: 1-418-774-5651

WESTERN TRENDS -

Continued from page 24

gaining more confidence and are willing to build an inventory, which is helping the market," he noted.

Marketing to distributors, wholesalers and retailers, the source said his clients are cautiously optimistic towards the general outlook for the next six months. "We believe things are going to continue to improve. We'll probably see some dips out there but the trend will generally be up. I'm hoping that we'll see a significant change by the second half of 2010."

According to a recent Random Lengths Lumber Market Report demand has been spotty leaving prices down or flat. The report stated that order files acquired during a recent run-up were largely depleted, leaving some mills able to ship new orders quickly. The report also noted that the distribution system was well supplied overall, but traders noted that drawn-down production left some inventories short of key items. Western SPF traders noted a wave-like effect in competing species in the West and in Eastern Canada. The report noted that SPF 2x4's quotes in the cash market fell into the low \$180's, with transactions reported in the mid-\$170's.

Discussions between the U.S. and Canadian trade officials are beginning to rise again as the time nears for a decision regarding the Softwood Lumber Agreement (SLA). During the first case to go before the London Court of International Arbitration (LCIA), the U.S. accused Canada of failing to properly calculate lumber quotas for exports from the four eastern provinces during the first six months of 2007. Ruling in favor of the U.S., the LCIA said that Canada must "cure its breach" of the SLA. The

adjustment proposed an additional 10 percent tax duty on top of the 5 percent the particular provinces were already rendering. This tax duty was to remain in place until \$US54.8 million (\$C68.26 million) had been collected.

Declining to impose the 10 percent tax duty, Canada countered with an offer to pay the U.S. government \$C.46.7 million which was rejected by U.S. officials who imposed the 10 percent tax that went into effect earlier this year.

Challenging the U.S.-imposed duty, Canada has asked the LCIA for further clarification on the case. A hearing was held in June with the final decision to come by October 2009.

NORTHEAST TRENDS -

Continued from page 24

two months to close on a home after signing a contract, first-time buyers must act fairly soon to take advantage of the \$8,000 tax credit because they must close on the sale by November 30."

ONTARIO/QUEBEC TRENDS -

Continued from page 25

demand is down and the margins are tighter; from the view of manufacturing, it's a disaster."

He pointed to the Canadian export tax as impacting sales to the United States. Domestically, he said there remains "too much wood chasing too few orders and the price just isn't there. We won't be killed by it, but it's

certainly not helping the bottom line," he added.

This sales representative cited some hope in the company's overseas market, a connection they have been nurturing for some time.

"We've been doing it for a number of years; and we've done it as a wholesale distributor and from a manufacturing point of view," he said. "I wouldn't call it a saving grace, but it has helped. We originally started to do it in the 1970s, and we always continued to do some, even when export was bad and domestic was good. The percentage has gone up, with 60 to 70 percent going off shore, and down to under 5 percent going off shore in certain years. It is somewhere in the middle right now in terms of percentage, but a lot more volume."

At the same time, he said, his company knows that it cannot become complacent, even in the short term. So much depends on the geopolitical forces.

"There's no real way of projecting," he said. "If you're tied into the European markets, you're definitely not going to be doing a lot of volume short term. If you're tied into the eastern Mediterranean, the Middle East, or Iraq, there is a good possibility there will be a certain continuity."

Closer to home, he said the Canadian market remains stronger than the United States, and that a dramatic turnaround in the U.S. may be some time off.

"The U.S. market? Who knows? It's too much wood chasing too few orders," he said. "There's only a certain amount of wood that goes into renovation and outdoor products. Basically it's new home construction that drives the lumber markets, that's the way I see it. If somebody would tell us exactly when the U.S. housing market will come back, that person

could be very rich if he is right."

SOUTHEAST TRENDS -

Continued from page 25

products industry is just trying to hold on and see if they can survive. Not many firms will restart again this time around after closing. Those that do survive will be in pretty good shape next year. I think we will see a significant increase in the sales of our lumber by the beginning of 2010."

Recent gains in stock prices, consumer confidence and building permits are pushing the leading index higher with forecasts the economy will soon start to grow again. "The worst part of the economic decline is behind us," chief economist at Raymond James & Associates Inc. in St. Petersburg, Fla., said. "The economy is still contracting, but is likely to bottom out by the end of the fourth quarter."

Estimates from 55 economists in the Bloomberg survey ranged from a drop of 0.7 percent to a gain of 1.8 percent.

A Southern Yellow Pine supplier in Virginia said market conditions were getting better gradually. "Right now people are replenishing inventories, but I don't think the building trade is ramped up enough to say it's turned around," he stated. "Our inventory is down because we stopped production and we're just selling lumber we have on hand. Lumber prices are depressed right now."

Concurrent with others in the region, he said transportation was gradually becoming an issue and added, "As fuel prices rise so do the surcharges. They are better than last year, but

Continued on page 32

We are into results...not excuses



- Industrial Supplier (Plywood, OSB, Lumber)
- Flooring
- Building Materials (Closeout, Liquidation, Import, Seconds)
- Crane Mats
- Pole & Piling



WWW.GULFCOASTSHELTER.COM
PHONE: 866-933-1989 – FAX: 601-428-3192
LAUREL, MS

SOUTHEAST TRENDS -

Continued from page 31

slowly rising again.”

The source said he doesn't expect a significant turn around until the second quarter of 2010.

In other news the NAHB is taking exception to a recent bill by the American Clean Energy and Security Act. The bill requires that new homes be built 30 percent more energy efficient than mandated in the 2006 International Energy Conservation Code. The initial mandate plus further improvements in years to come will drive costs up, according to the NAHB.

The association noted that the duty on energy conservation should be on older housing stock, such as the 94 million homes built before 1991 when energy efficiency codes came into effect. “This bill's focus on new-home construction won't get us very far at all,” said NAHB Chairman Joe Robson.

“The hard truth is that we can't build our way out of this problem,” Robson continued. “We need to make our existing housing stock more energy efficient. We need to reduce our ‘plug load’—home appliances, televisions and computers—and make these products more energy efficient.”

The U.S. Department of Energy states that homes are responsible for 21 percent of the energy consumed each year. “Forcing more regulation on a fraction of those homes just won't move the needle,” Robson noted. “The NAHB National Green Building Program is educating our builders and their customers and providing stringent, third-party certification for all green homes. Our members are eager to go green because that's what their customers want, and building efficiently is a very important part of

sustainable construction.

According to NAHB, Robson has called on Congress to create a better balance in the final legislation, a more reasonable goal such as 30 percent increase in residential energy efficiency by 2012. “This isn't about making it easier on builders. It's about coming up with a solution that makes sense and takes a balanced approach—not one that looks only to new buildings for energy reductions,” Robson pointed out. “We are at a particularly fragile point in our economic recovery, and saddling home buyers with additional costs makes it even more difficult to get a mortgage when credit is already tight.”

of its state-of-the-art finishing line approximately one year ago. For the first time Wynndel Lumber Sales is showcasing North America's advanced board line, the LMC 2008 Super Thundermac planer/moulder.

Tours will be organized throughout the company's Sustainable Forestry Initiative (SFI) certified woodlands along with both the sawmill and the new finish lines. A Texas Pit Barbecue will be turning out smoked appetizers, brisket, ribs and chicken. On Saturday, tee times will be given and a small golf tournament will be held featuring prizes at the Creston Golf Club.

The company requests RSVP's by September 4, 2009 to be conducted through email. For more information visit www.wyndelllumber.com or contact 1-877-898-5266.

The Softwood Forest Products Buyer

is approved by ANSI (American National Standards Institute.)

“Anthony Forest's commitment to the environment, forest sustainability, and land stewardship have long been part of our family of Power Products as evidenced by having all of our forest lands and manufacturing facilities being certified to the Sustainable Forestry initiative (SFI),” said Kerlin Drake, vice president of marketing. “By having ‘Green Approved’ Power Products for our customers, we have a powerful tool from the NAHB Research Center allowing builders to build with certified building products.”

Anthony Forest Products Co. 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, Arkansas and Atlanta, Texas, and wood chip mills in Plain Dealing, La. and Troup, Texas. The company also operates engineered wood laminating plants in El Dorado, Ark., and Washington, Ga. Anthony Forest Products Co. and Domtar Inc. of Montreal, Canada, jointly own and operate an I-Joist manufacturing plant in Sault Ste. Marie, Ont.

TRADE TALK

Wynndel Lumber Hosts Open House

Wynndel, B.C.—Wynndel Lumber Sales, located here, is hosting an



Sales Manager Dirk Kunze And Sales Representative Chris Schofer

open house for the wholesale/wholesale distribution network on Friday, Sept. 25 and 26, 2009. The firm began producing moulded boards out

Anthony Forest Products Receives NAHB 'Green' Seal Of Approval

Eldorado, Ark.—The National Association of Home Builders (NAHB) Research Center has granted its “Green Approved” product seal of approval for Power Products to Anthony Forest Products based here.

The mark is intended to provide third-party evidence that building products meet specific scoring criteria for homes seeking certification to the ICC 700-2008 National Green Building Standard™, a consensus developed standard that



Aubra Anthony

North Pacific To Be Acquired By Leading Private Firm

Portland, Ore.—North Pacific recently announced that it has signed a letter of intent to sell its stock to a nationally recognized private equity firm.

“After a thorough review of our strategic alternatives, the company believes the proposed acquisition better positions North Pacific as a leading

Continued on page 33

**Western Red Cedar is the Best and the Best
Western Red Cedar comes from Mill & Timber!**



At Mill & Timber we mill our logs at our sawmills in Port Moody and Surrey, B.C. and we finish our lumber at our plant in Richmond. We've got the resources and continuity few Cedar suppliers can offer. With the



seasoned experience of our sales team, and our skilled and fully certified production staff, Mill & Timber is your source for reliable service and the highest quality Western Red Cedar products.

Contact: Jim Dunse, Berny Power or Sid Sigfusson



Mill & Timber Products

12770 - 116th Ave. • Surrey, BC V3V 7H9

Ph: 604-580-2781 • Fax: 604-580-3646

TRADE TALK

Continued from page 32



Jay Ross

wholesale distributor within North America," said Jay Ross, chief executive officer and president of North Pacific. "The current market conditions present an exceptional opportunity to strengthen and grow our company, benefiting our employees, our customers and our suppliers."

The transaction is subject to completion of definitive agreements and a number of consents. Closing is expected to be completed in the fourth quarter of 2009.

Founded in 1948, North Pacific is an employee-owned, privately held wholesale distributor of building materials, industrial and hardwood products, wood poles, crane mats and other specialty products.

North Pacific produces, acquires, imports and exports building products, wood, poles, and agricultural products throughout the 50 states and internationally. The company serves building products retailers, dealers and distributors, furniture and cabinet manufacturers, utility companies, food manufacturers, farm supply retailers and more. North Pacific operates with over 30 sales offices and distribution locations nationally.

Boise Engineered Wood Products Achieves SFI Certification

Boise, Idaho—As part of an ongoing long-term commitment to sustainability Boise Cascade LLC announced it has achieved full certification to the independent Sustainable Forestry Initiative® (SFI®) chain-of-custody standard for all Boise Engineered Wood Products plants across North America.

"At Boise Cascade, we've developed a comprehensive chain-of-custody system which allows us to track our inventory from responsible fiber sources," said Denny Huston, general sales manager of Boise Engineered Wood Products.



Denny Huston

"With chain-of-custody certification, Boise Cascade is strengthening our environmental commitment and helping our customers source engineered wood products from well-managed forests."

Boise Building Materials Distribution also recently announced that they have completed the transaction to purchase Total Structural Solutions (TSS), and certain assets of Wood Structures located in Biddeford and Saco, Maine.

According to Stan Bell, president of Boise BMD, the acquisition combines the strength of Boise engineered wood products and Total Structural Solution's expertise in providing engineering and design for the total structure. Bell said, "We are privileged to have Frank Paul and his experienced, well respected group, join the Boise team."

The newly integrated truss and engineered wood technical sales team will now operate under the name of Boise Structural Solutions. This combined organization will offer a full service package of trusses and Boise manufactured engineered wood from Portsmouth, N.H., Westfield, Mass., and the former TSS (Wood Structures) locations in Biddeford and Saco, Maine.

For more information visit www.boisenortheast.com.

Pacific Western Lumber's Bill McGovern Catches 32 lb. Salmon

Vancouver, B.C.—Pacific Western Lumber's Bill McGovern recently caught a 32-pound Chinook



Bill McGovern

salmon fish in an area known as Cape Caution just north of Vancouver Island. McGovern said he was approximately 10 miles south of Rivers Inlet when he caught the enormous fish.

Pacific Western Lumber, also known as Pacwest, was formed in 1985 as a wholesale trading organization serving the needs of industrial and commercial users. The company's primary focus is in Western softwoods while they also have expertise in hardwoods and softwoods from other producing areas, as well as a variety of imported species. Pacwest has two offices located in Lakewood, Wash., and Lake Oswego, Ore.

SFPA Member Co. Participating In Solar Home Project

Kenner, La.—West Fraser Timber Co. Ltd., an active Southern Forest Products Assoc. (SFPA) member is among three other companies donating wood products to help build an advanced solar-powered house for an international competition.

The 800-square-foot prototype home called the "North House," will utilize materials and passive solar construction that absorbs heat during the day and releases it at night, which enables the house to produce more energy than it consumes.

"We are interested in performance and sustainability, so wood is a perfect choice for North House—it is a natural, renewable product that delivers the strength and flexibility we need," said Professor Geoffrey Thun of Team North. Team North is an expert team of researchers, academics, students, government and industry professionals from across Canada who are designing and building the house.

The North House will appear this fall at the 2009 U.S. Department of Energy Solar Decathlon. For more information visit www.sfpa.com.

DMSI Welcomes New Customers

Omaha, Neb.—Since the release of Distribution Management Systems, Inc.'s (DMSi) Agility software in 2001, numerous building material distributors and wood product manufacturers have chosen Agility as their software for growth and to help increase profits. Today, Agility is among a top choice for companies choosing software. The combination of a fresh design from the industry partner, advanced technologies, and leveraging the power of the graphical user interface offers a solution for the building material and forest products industry and continues

Continued on page 34



Two Coat Exterior Prime

Our two-coat process starts with an alkyd sealer to block tannin migration, followed by a high-performance acrylic primer. The result: **RESERVE** quality, inside and out.

Superior Wood

Made of quality, clear, finger-jointed Western Red Cedar or Redwood, these products are naturally designed for exterior use—both species are ideal for enduring extreme weather.

Surfacing + Sizes + Lengths

RESERVE products come in a wide range of sizes, lengths and finishes. Whether the project calls for S1S2E or S4S, we offer lengths ranging from 16' to 20'. Pattern stock is also available.

- 1x4 - 1x12
- 3/4x4 - 3/4x12
- 2x4 - 2x12



The Finest Stock, The Best Coating

Our Siskiyou Forest Products **RESERVE** line is specially manufactured and treated to create the highest quality product available. Using state-of-the-art application and curing equipment, our premium Western Red Cedar and Redwood stock is made to last for many generations. We are proud to offer a beautiful, durable product that is ready for installation and final painting the moment it reaches the craftsmen



SISKIYOU FOREST PRODUCTS

www.siskiyouforestproducts.com

800.427.8253 • 6275 Hwy 273 • Anderson, CA 96007

Size does matter.

**DOUGLAS FIR up to
20" x 20" x up to 40'
CEDAR 16" x 16" up to 32'**



Richardson Timbers is a leader in custom millwork and manufacturing of customized timbers, with capabilities of delivering products throughout the U.S. Serving the construction industry for nearly 60 years, by taking the spirit of the old and combining it with the leading technology of today, Richardson Timbers is able to offer wholesale products with unparalleled service and quality.

RICHARDSON TIMBERS

toll free (877) 318-5261 phone (214) 358-2314
fax (214) 358-2383

www.timbersonline.com Since 1949

Stocking Distributor of Tru-Dry® Fir Products
Texas • Oklahoma • Louisiana



TRADE TALK

Continued from page 33

to attract new clients.

DMSI recently welcomed the following members to its customer base: East Side Lumberyard Supply Co., Herrin, Ill.; Savage Wholesale Building Materials, Tacoma, Wash.; Northwest Building Material & Supply, Prairie View, Ill.; Rose & Walker Siding Specialties Inc., Bloomington, Ind.; Banner Supply Co., Youngstown, Ohio; H&S Building Material LP, Houston, Texas; BenBilt Building Systems LP, Mount Pleasant, Pa.; Richards Building Supply Co., Chicago, Ill.; Arling Lumber Co., Cincinnati, Ohio; Christensen Lumber Inc., Fremont, Neb.; Moehl Millwork, Ankeny, Iowa; and Trimco Millwork Inc., Meridian, Idaho.

For more information about DMSI Agility Software visit www.dmsi.com.

LACN Annual Convention

San Diego, Calif.—The Lumbermen's Assoc. of California and Nevada (LACN) will hold its annual convention here at the U.S. Grant Hotel, Oct. 22-23, 2009. On Thursday the convention will kick off with a game of golf at 12:30 p.m. at Coronado Municipal Golf Course. A board of directors meeting will follow at 3:30 p.m. and convention registration will begin at 4:30 p.m. The opening convention reception will close the day.

Get an early start at 7:15 a.m. on Friday with the Associates Council



meeting, which is open to all LACN associate and affiliate members. The opening session begins with the "State of the Association" at 8:30 a.m. At 9 a.m. education programs begin with "2009 Employment Law Legal Update for Employers." A second education program, "The Future is Your Decision-Making It Through the Great Recession" follows and the Convention Luncheon begins at 12:30 p.m.

The third and final education program, "Government Affairs Update" will be held at 1:45 p.m. and the Associates Reception/LACN PAC Silent Auction and Tabletop Displays will take place at 5:00 p.m. The convention will close with a President's Dinner and Awards Program. For more information contact LACN at 800-266-4344 or lacn@lumberassociation.org.

NRLA Annual Meeting

New Castle, N.H.—The Northeastern Retail Lumber Assoc. will host its Annual Meeting here at the Wentworth by the Sea Hotel, Oct. 23 and 24, 2009. The association will introduce its new chairman, Brad Benson and acknowledge extraordinary volunteers on the executive committee and board of directors.

For hotel reservations contact 866-240-6313 and for more information

The Softwood Forest Products Buyer visit www.nrla.org.

APA Safety And Health Award Winners Announced

Tacoma, Wash.—APA, The Engineered Wood Assoc., located here, recently announced the winners of its annual APA Safety and Health Awards.

RoyOMartin Lumber Co., Alexandria, La., received the Innovation in Safety Award. Anthony



Forest Products of El Dorado, Ark., and LP of Nashville, Tenn., each earned Safest Company Awards in their respective categories.

"The inaugural year of the revamped APA Safety and Health Awards has by all measures been a tremendous success," said standing committee chairman Jeff Wagner. Some 90 APA member structural wood panel and engineered wood product facilities in the U.S., Canada and abroad participated in the program. Notably sixteen mills achieved a zero incident rate for the year.

Award plaques will be presented to the winning mills by APA president, Dennis Hardman and/or other APA management staff. The winning facilities and companies also will be recognized during the Chairman's Dinner at APA's annual meeting in November.

For more information visit www.apawood.org.

Stock Building Supply Exits Chapter 11

Raleigh, N.C.—Stock Building Supply recently exited Chapter 11 bankruptcy protection, having gained approval for its financial restructuring from the U.S. Bankruptcy Court for the District of Delaware.

Reorganized, the company will be a much smaller version of the one that filed for bankruptcy protection. Several locations have been closed with the company pulling out of numerous states, such as Colorado, Wyoming, Montana, Minnesota and Wisconsin.

The firm will now operate in 19 markets where officials believe it has the strongest opportunities to prosper and grow: Washington, D.C.; Paradise, Pa.; Richmond, Va.; Raleigh-Durham, Charlotte and Winston-Salem/Greensboro, N.C.; Greenville and Columbia, S.C.; Atlanta, Ga.; Austin, Amarillo, Houston, Lubbock and San Antonio, Texas; Albuquerque, N.M.; Salt Lake City and Southern Utah; Spokane, Wash.; Northern Idaho; and Los Angeles, Calif.

"This is a great day for Stock," president Joe Appelman said. "We are emerging with the strongest balance sheet and financial foundation of any of our competitors. We are re-focused on our core markets and well positioned for the upturn in the housing market."

For more information visit www.stockbuildingsupply.com.

WINSTON MACHINERY & EQUIPMENT CO., INC.

www.winstonmachinery.net
800-844-7680

Winston Machinery makes a variety of material handling equipment that is custom built, on-time and at a great price such as:

- lumber stacker systems
- tilt hoist systems
- stick removal systems
- conveyors
- pull chains
- lumber decks
- unscramblers
- even enders
- singulating unscramblers
- roll case and transfer systems
- log handling equipment
- saws

Every customer of ours has always had different machinery needs, so call us for pricing on custom built, heavy, high production handling equipment built for your application. Whether you need one machine or a whole system, our staff is ready to serve you before, during and after the sale.

winstonmachinery@yahoo.com • www.winstonmachinery.net
1281 West Main St. • P.O. Box 159 • Lynn, AL 35575 • 205-893-5487 • Fax: 205-893-2401



WEST COAST TRENDS -

Continued from page 11

demand than it has been in a long time. Things are in balance. There are lots more smiles around our trading floor these days than we've seen in a while." Ron Enyeart, president of Enyeart Cedar, Tigard, Ore., said, "We are going to see more and more curtailments in the fourth quarter. The large Cedar mills indicate this will be tough sledding converting logs into lumber for a while, with more cutbacks between now and spring. Customers are acting like it is winter now, buying only as they need the product. We had a two week bubble in sales two months back, but it has leveled out again. No one wants to pile inventory and everyone wants to hang onto their cash. Purchasing is very specified and we are in a very managed inventory situation. However, we are getting business right now because we have the wood. Cedar prices are higher today than they were a few months ago."

Don Dye, sales manager for Mary's River, Corvallis, Ore., said, "Cedar sales have been a little slow lately on the wholesale side, but home center sales are about the same as last year. There is no urgency in the market and buying is as needed in mixed loads. There is no inventory in the field; everyone wants the mills to hold all the wood. I think that this year winter sales will be better than last year. Last year buyers had large and high priced inventories. They whittled all that down so now they will have to keep coming back to the trough to feed throughout the winter. It will be a more typical winter, I think. We are running our two mills and reman plant full time with no overtime. We will take a week off for Labor Day another week for hunting season and maybe a week at Thanksgiving. I still believe you will see more mills going out of business. Now it is getting down to the best run companies who are working hard; the survivors will be very strong. Because July took a dip in sales, I feel our decent sales levels will continue through September and maybe October, depending on the weather. Cedar prices have adjusted down and I feel we could see a good spring pickup in business. We are com-

ing off two very good years in Cedar before this year. If you throw those two years out and compare 2009 to past years, this year looks pretty average for Cedar sales overall."

Bob Maurer of Swanson Group, Grants Pass, Ore., said, "We have cut overhead and costs significantly and we are moving ahead. We had a decent summer all things considered. Panels have been moving fairly well and still are in mid-August. Commercial and agricultural business has been fairly strong. Even through agricultural bins are made every year, once every three or four years there is a major replacement and this was the year. Some big orders for panels went into the agricultural business and that has helped. Our five sawmills are on one shift and we have cut production. Low grade lumber has been stronger lately."

Billy Gunn, sales manager for Colville Indian Precision Pine, Omak, Wash., said, "We shut our plywood plant down earlier this summer and sold off all of our inventory. We had two or three people in sales and now it is down to me handling sales from our sawmill. Things are tough. We are not going to the NAWLA event this year. We are not spending any money unless we have to."

Chris Sallee of Pacific Western Lumber's satellite office, Lake Oswego, Ore., said, "Overall our business is very spotty, though right now it is better than it was the first part of the year. We deal in mostly high end material for such things as log homes and other specialty products and we sell very little in commodity items. Buying is fill in and very mixed. Our sales to distribution yards are stronger than they are to Ace and True Value type customers. Business is not as good as it was this time last year, but we will end the year in the black. One problem we hear a lot about is banks. We are told they do not want to make loans and they are not freeing up dollars. One fact we will all have to deal with is that we have lost so many mills permanently, while it has helped prices strengthen somewhat, we don't know what the long term results of losing those mills will be."

Classified Opportunities

Classified Rates: Display \$60.00 per column inch, fractions of an inch will be charged as a full inch. Line Ads are \$8.00 per line.

All classified Ads must be received by the 16th of the preceding month. Example: Ads for the November/December 2009 issue must be in by Oct. 15th, 2009.

Also, please specify the number of times Ad is to run. **All Ads to be inserted on prepaid basis only.**

Classified advertising accepted only for: Position Available, Position Wanted, Business Opportunities, Machinery For Sale, Machinery Wanted, Wanted To Buy, Service Offered.



IDAHO TIMBER

Seeking a self-motivated, aggressive, energetic, team-oriented salesperson with **industry experience** and **knowledge** in the areas of pine and cedar boards, lumber and specialty products. Responsibilities include: Sales, marketing, new product and customer development for regional and national accounts. Competitive salary (DOE), bonus program, 401k, profit sharing, vacation/holidays, health and dental insurance. Opportunity for growth and advancement with an innovative and aggressive industry leader. Job opening available in Boise, Idaho. For consideration, please email resume and cover letter to jobs@idahotimber.com

Sandy Neck Traders™

EASTERN WHITE PINE

Boards - Patterns - Beams - Rough Extra Wide Flooring

Call 888-726-3963

It's Simple with Sandy Neck.



Try us for your Hard to Find items

People who know you and your business Providing Service and Quality

Sourcing Solutions, Building Business™

It's not easy being green

Nordic Engineered Wood was built on the ideal of providing the best sustainable wood solutions to the building industry.

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 tree tips into the key component of its glued laminated product line. **ENVIRO E LAM™** is featured in Nordic Lamr™ 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

NORDIC
ENGINEERED WOOD
www.nordicewp.com

HEAD OFFICE & TECHNICAL SERVICES
MONTREAL, QC
T. 514.833.9661 F. 514.833.0833
info@nordicewp.com


ENVIRO E LAM™

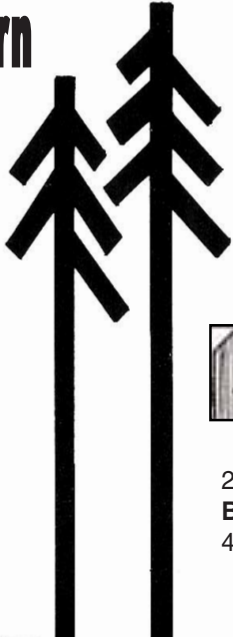
Quality Western



2x4 **RAILS** in 8-10' both rough and surfaced


Cedar 4x4 **POSTS** in 4, 5, 6, 7, 8, 9 and 10' lengths






Cedar Products

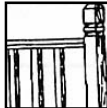
1x4 **BOARDS** in 4, 5 and 6' lengths



Cedar **PICKETS**



2x2 clear cedar **BALUSTERS** in 32" - 36" - 42" - 48" - 96"



KELLER

KELLER LUMBER CO.

4418 NE Keller Rd., Roseburg, OR 97470 • FAX (541)-672-5676
Dan Keller, Sales Manager • (541) 672-6528



LIMINGTON Lumber Co.


411 Pequawket Trail
Rte. 113, P.O. Box 47
E. Baldwin, ME 04024

Manufacturers of Quality Eastern White Pine

Products and Services:

- Producing 15,000,000 bdf. annually
- Weinig Waco maxi planer specializes in pattern stock
- Nine Irvington Moore dry kilns - total capacity 360,000 bdf.
- All shipments via truck or van are paper wrapped
- Marketing through Wholesale and Wholesale Distributors

OUR PRODUCTS ARE MARKETED THROUGHOUT
THE UNITED STATES AND CANADA.



Sales: Win Smith, Jr.
Email: win@limingtonlumber.com
Phone: (207) 625-3286
Fax: (207) 625-7399
Website: www.limingtonlumber.com






R. B. LUMBER COMPANY

CALL US FOR
**WESTERN RED CEDAR
AND IMPORT NEEDS!**

Our products include:

<p>■ INDUSTRIALS</p> <p>Moulding, Finger Joint, Shop Core Stock, Pattern Work</p>	<p>■ PRODUCTS FOR REMANUFACTURE</p> <p>Random length low grade boards & dimension, Waney cants, Tight Knot Timbers</p>
--	---

■ **FENCING ROUGH & S1S2E, FENCING DECKING & PATTERN STOCK**

1x4, 1x6, 1x8	Incense Cedar
2x4, 2x6, 2x8	Chinese Fencing, Decking & Patterns
4x4, 6x6	Galvanized Pipe
Western Red Cedar	Stove and Horse Bedding Pellets

R. B. LUMBER COMPANY

P. O. Box 2254
Oregon City, OR 97045
623-936-7090 - Randy 503-655-8020 - Gary
Fax 623-936-7091 Fax 503-650-7235
rblumberco@aol.com knightatrblumber@aol.com



PACIFIC WESTERN LUMBER, INC.

Two locations to serve your Specialty Lumber Needs

MAIN OFFICE:
Lakewood, WA
800-232-2132 Fax: 253-581-1343

Lake Oswego, OR
800-819-4238 Fax: 503-595-0948

- Manufacturers and wholesale distributors.
- Appearance Douglas Fir & Western Red Cedar beams – green or kiln dried.
- Milled Log Home patterns, profiles and cants.
- Fabricated timber trusses.
- Timber frame components.
- Lathe turned Douglas Fir/Whitewood/Cedar logs, up to 18" diameter, 8' to 85' lengths.
- Kiln Dried 4x4 Appearance Grade Hem-Fir & Douglas Fir.
- Wood dowels – 2" to 7" diameter.
- Agricultural posts, poles and stakes.





Visit our website: www.pacwestlumber.com




Classified Opportunities

Lumber Traders! Join a better team!



Salary + Bonus + Stock
 Technology • Teamwork • Growth • Freedom
Email your resume to jobs@silvaris.com
 Complete confidentiality assured

Wood Products & Building Materials Trading Group
 USA • Canada • Mexico • International

WHOLESALE FIRM WANTED

Leading wholesaler focused on specialty softwoods, engineered wood and industrial products seeks to continue growth by acquisition of similar distributors. Employment contracts are available. Reply in utmost confidence to:

Blind Box No. 132
 c/o The Softwood Forest Products Buyer
 P.O. Box 34908
 Memphis, TN 38184-0908

LUMBER TRADER WANTED

Experience Necessary.

High Desert Trading Inc.
 Bend, OR
 800-410-9622
 or
 email:
awest@bendbroadband.com

Your Classified Ad HERE will get results

Contact: Rachael Stokes
 Advertising Manager
stokes@millerpublishing.com

SOFTWOOD CALENDAR

SEPTEMBER

FMC China, Tradeshow, Shanghai. Contact: Softwood Export Council, 503-248-0406. Sept. 9-12.

Global Buyers Mission, presented jointly by BC Wood, the Western Red Cedar Lumber Association and the Cedar Shake & Shingle Bureau, Whistler, B.C. Contact: gbm@bcwood.com. Sept. 10-12.

NAWLA Wood Basics Course, Salbasgeon Suites & Conference Center, Corvallis, Ore. Contact: 800-527-8258. Sept. 12-15.

Northeastern Lumber Manufacturers Assoc., Market Outlook & Board of Directors Meeting, Nonantum Resort, Kennebunkport, Maine. Contact: 207-829-6901. Sept. 17-18.

Sustainable Forestry Initiative, Annual Conference, Sheraton Nashville Downtown Hotel, Nashville, Tenn. Contact: 202-596-3451. Sept. 22-24.

OCTOBER

Association of Millwork Distributors, Henry B. Gonzales Convention Center, San Antonio, Texas. Contact: 727-372-3665. Oct. 7-12.

Southern Forest Products Association, Annual Meeting, The Roosevelt, New Orleans, La. Contact: 504-443-4464. Oct. 10-13.

Interbuild 2009, Construction/suppliers of building materials exhibition, Birmingham, NEC, United Kingdom. Visit www.interbuild.com. Oct. 18-21.

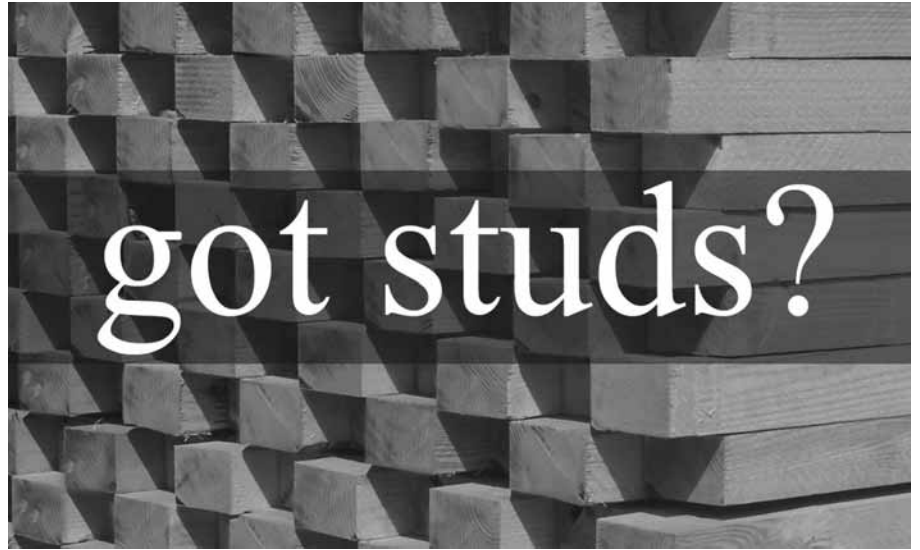
The Lumber Association of California and Nevada, Annual Convention, San Diego, Calif. Contact: 916-369-7501. Oct. 22-23.

Northeastern Retail Lumber Association, Annual Meeting, New Castle, N.H. Contact: 518-880-6342. Oct. 23-25.

NOVEMBER

North American Wholesale Lumber Association, Traders Market, Hyatt Regency Chicago On the River walk, Chicago, Ill. Contact: 800-527-8258. Nov. 5-7.

APA, Annual Meeting, The Ritz-Carlton, Amelia Island, Fla. Contact: 253-620-7429. Nov. 14-16.



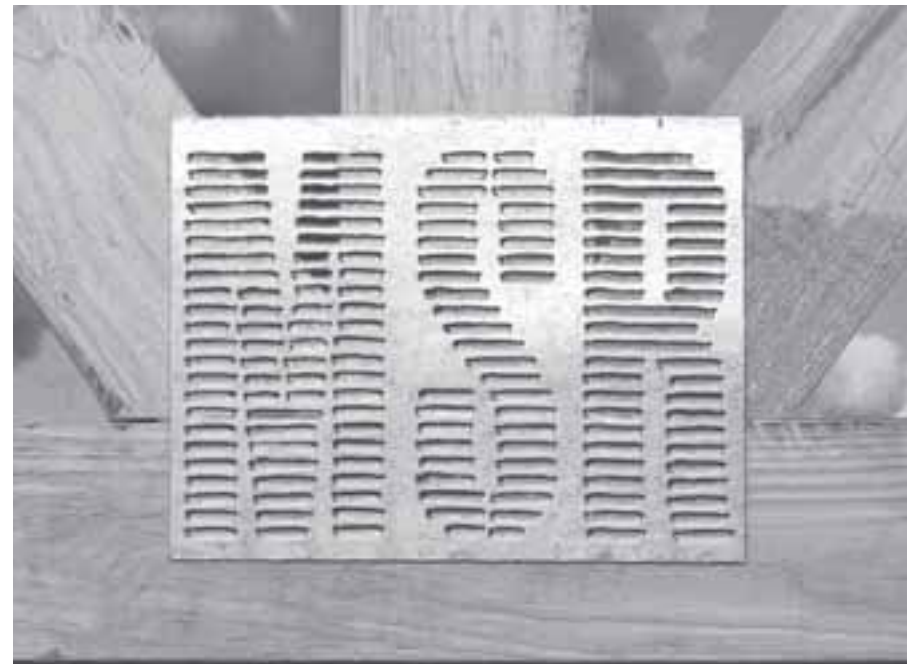


SASCO, Inc.


SOUTHERN ARIZONA
STUD COMPANY

We produce finger-joint studs
 2x3, 2x4, 2x6 in lengths up to 10'
 (custom lengths considered)
 SPF/HF
 Full or partial truckloads-
 Mixed trucks OK.

www.fjstuds.com
 602-353-9300




How to engineer tighter precision into components.




Machine Stress-Rated (MSR) Lumber

Every truss you build is designed to deliver specific structural values. That's why Temple-Inland® is now delivering lumber with pre-tested mechanical grades. We're introducing our machine stress-rated (MSR) lumber in 2" x 4" through 2" x 8" dimensions and lengths of 8' to 20'. Initially offered with a tested value of 2400f-2.0E, our MSR products give you the precision to more efficiently match lumber with known properties to design specifications. Maximizing your performance, productivity and value. Meeting your expectations for quality and reliability that's earned us a reputation as experts inside and outside the bark for over 100 years. Ask about MSR today.

www.templeinland.com | 800-231-6060 | SFI™ certified product




©2007 TIN, Inc. Temple-Inland is a registered trademark of TIN, Inc.



Hood Distribution

McQuesten Group

Massachusetts 800-752-0129 Connecticut 800-468-8220 Vermont 800-955-2677



www.HoodDistribution.com

Classified Opportunities

FOR SALE 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
 Zurn HL-225 Regenerative Air Dryer (need to move)
 YATES, A62 – Motorized Planer
 Stetson Ross 6-12-A1 planer 5-head
 WOODS, Moulder, Model 132BM (good for parts)
 SIGNODE Automatic Squeeze Bander Line
 PERKINS 4.203 Newly Rebuilt Engine
 MISC. Electrical, Transformers, Disconnects
 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
 MISC. Conveyors
 MISC. Roll Cases
 MISC. Blowers
 MISC. Cyclones
 MISC. Hydraulic Pumps



IDAHO TIMBER CORPORATION

CONTACT: Darrell Gottschalk
(208) 835-2161

SALES REPRESENTATIVE WANTED

Delson Lumber LLC, located in Ridgefield, WA., is a new specialty wholesale distribution company with its roots in the Northwest forest products industry dating back to 1945. Delson is looking for a **Sales Representative** to help develop new nationwide sales in a wide range of **specialty** wood products, primarily Douglas Fir.

Here is an opportunity to join a progressive, growth oriented, organization at the ground level and advance your career and compensation at an accelerated pace. Delson Lumber has targeted specialty product categories and regional markets in the U.S. which have great potential over the next decade.

Applicants should have experience with Douglas Fir and/or Western Red Cedar specialty products at the wholesale, retail, or mill sales level. Some familiarity with primary and secondary manufacturing will be beneficial. Delson Lumber's distribution warehouse and sales office are located in Ridgefield, WA. However, flexible work arrangements for this position will be considered. Some travel will also be required.

If interested please send resume to **Delson Lumber LLC, 2 South 56th Place, Suite 201-E, Ridgefield, WA. 98642** or email humanresources@delsonlumber.com

INDEX OF ADVERTISERS

Bernard, Rene Inc.....	30	Nordic Engineered Wood.....	35
Boise Cascade LLC.....	10	North Pacific.....	26
DiPrizio Pine Sales.....	23	Pacific Western Lumber, Inc.....	36
Durgin & Crowell Lumber Co.....	17	Pacific Western Wood Works Ltd.....	29
Eastern Forest Products.....	6	PPG Industries/Olympic.....	3
F J Studs – SASCO Inc.....	37	R. B. Lumber Co.....	36
Goodfellow, Inc.....	27	Richardson Timbers.....	34
Gulf Coast Shelter.....	31	Robbins Lumber Inc.....	11
Haida Forest Products Ltd.....	24	Sandy Neck Traders.....	35
Hampton Affiliates.....	4	Sawarne Lumber.....	38
Hancock Lumber Co.....	25	Siskiyou Forest Products.....	33
Hood Distribution/McQuesten Group.....	38	Swanson Group.....	9
Idaho Timber.....	18	Teal-Jones Group.....	30
Keller Lumber Co.....	36	Temple-Inland.....	37
Lazy S Lumber.....	40	Tri-Pro™ Cedar Products Inc.....	8
Limington Lumber Co.....	36	Trout River Lumber.....	21
Lumbermen's Underwriting Alliance.....	20	Waldun Group, The.....	5
Mary's River Lumber Co.....	22	West Bay Forest Products & Mfg. Ltd.....	26
Mid Valley Lumber Specialties, Ltd.....	7	Winston Machinery & Equipment.....	34
Mill & Timber Products Ltd.....	32	Wynndel Lumber Sales.....	15
NAWLA (No. Amer. Wholesale Lbr. Assoc.).....	19	Zip-O-Log Mills, Inc.....	13
NELMA (Northeastern Lbr. Mfrs. Assoc.).....	28		

Sawarne LUMBER

We Specialize in:

WESTERN RED CEDAR

- Exterior Sidings
- Interior Paneling
- Boards
- Posts
- Dimension
- Fencing
- Decking
- Beams

QUALITY PRODUCTS EFFICIENT SERVICE
COMPETITIVE MARKET PRICES

• Carlos Furtado • Ryan Furtado



ph. 604-324-4666
 fax 604-324-5022
www.sawarne.com



12900 MITCHELL ROAD
 RICHMOND, B.C. V6V 1M8

5530 NORDIC WAY
 FERNDALE, WA 98248


SPECIFICALLY DESIGNED FOR SUPPLIERS OF SOFTWOOD FOREST PRODUCTS!

10,000 copies of this *Special Buying Edition* targeting wholesalers, stocking distributors, remans and mills. It is mailed four weeks before the convention and handed out at the 2009 NAWLA Trader's Market®.

Special 2009 NAWLA Edition

-  You'll have more sales opportunities than you ever dreamed of!
-  You'll reach more buyers at the right time when they're looking for suppliers.
-  You'll discover new markets...new buyers and contact new suppliers.
-  You'll develop new accounts...and repeat business!
-  You'll be in front of the movers and shakers...the Heavy Hitters with tremendous "Buying Power."
-  You'll have editorial support to give you, your personnel, facilities, products and services maximum visibility in this Special 2009 NAWLA Trader's Market® Issue.



-  **FREE article (not to exceed 750 words, information and photos supplied by you) for 1/2 page and full page Advertisers.**
-  **FREE Who's Who profile (not to exceed 200 words, on one company representative, head & shoulders photo supplied by you) for 1/4 page Advertisers.**



These Firms have already signed up for the 2009 Special Edition:

Air Systems Mfg. of Lenoir Inc.
 Anthony Forest Products
 Atlanta Metro Lumber & Reload
 A.W. Stiles Contractors, Inc.
 Beasley Forest Products
 C&D Lumber Co.
 Cabot
 Cedar Creek Wholesale Lumber
 Collins Cos.
 Columbia Cedar/Lazy S Lumber
 Crawford Creek Lumber Sales
 DMSi
 DiPrizio Pine Sales
 Durgin & Crowell Lumber Co.
 Enyeart Cedar Products
 Hampton Affiliates
 Hancock Lumber Co.
 Idaho Forest Group
 Idaho Timber Corp.
 J.D. Irving
 J.W. Jones Lumber Co.
 Lumbermen's Underwriting Alliance
 Mars Hill Hardwoods
 Mary's River Lumber

McGinnis Lumber Co.
 Mid Valley Lumber
 Mill & Timber Products
 NELMA
 Neiman Enterprises
 Newman Lumber Co., Inc.
 North Pacific
 Olympic/PPG Industries
 Pacific Western Woodworks
 Patriot Timber Products
 Potlatch Corp.
 Richardson Timbers
 Robbins Lumber Inc.
 Rosboro
 Roseburg Forest Products
 Simply Computing Int'l.
 Skana Forest Products
 Snider Industries
 Swanson Group Sales
 Taylor-Made Lumber Co.
 Teal-Jones Group
 The Waldun Group
 Trinity Forest Industries
 Tripp Lumber Co.

Tri-Pro™ Cedar Products
 Trout River Lumber
 WRCLA
 West Bay Forest Products
 Winston Machinery & Equipment
 Wolf River Lumber
 Wood Priming Products
 Wynndel Lumber Sales
 The Westervelt Company

Our publications are digitized and on-line!

All ads have a direct link to their company's website and/or email address

Go to [www..softwoodbuyer.com](http://www.softwoodbuyer.com)

**DON'T MISS OUT! -
 RESERVE YOUR SPACE TODAY!**

*FAX or Email Your Ad Reservation to:
stokes@millerpublishing.com*

FAX OR MAIL --

YES, I want a

<input type="checkbox"/> Full Page Ad	AD RATES
<input type="checkbox"/> 1/2 Page Island Ad	STANDARD
<input type="checkbox"/> 1/2 Page Horizontal Ad	\$2,485
<input type="checkbox"/> 1/4 Page Ad	\$2,185
	\$1,765
	\$1,365

Firm Name _____
 Address _____
 City _____ State _____ Zip _____

THE SOFTWOOD FOREST PRODUCTS BUYER

1235 Sycamore View • Memphis, TN 38134
 P.O. Box 34908 38184-0908
 Phone: 901-372-8280 • FAX: 901-373-6180



*Perfect
Solutions
For Every Cedar
Project!*

Cedar Craft

Cedar Craft is a Western Red Cedar panel offering a beautiful, durable and versatile building material. Cedar Craft is unique and well suited for interior paneling and exterior siding.

Bevel Siding & Cedar Boards

Lazy S Lumber & Columbia Cedar manufacture siding, decking, fencing and interior paneling for all of your building needs.

Cedar Craft panels, as well as a full line of other Tight-Knot Western Red Cedar products, are available at Lazy S Lumber & Columbia Cedar. *Customer service is always company policy.*



Todd Fox or Dave Duncan 503-632-3550
Chris Retherford 509-738-4711
Larry Petree 360-229-4013

