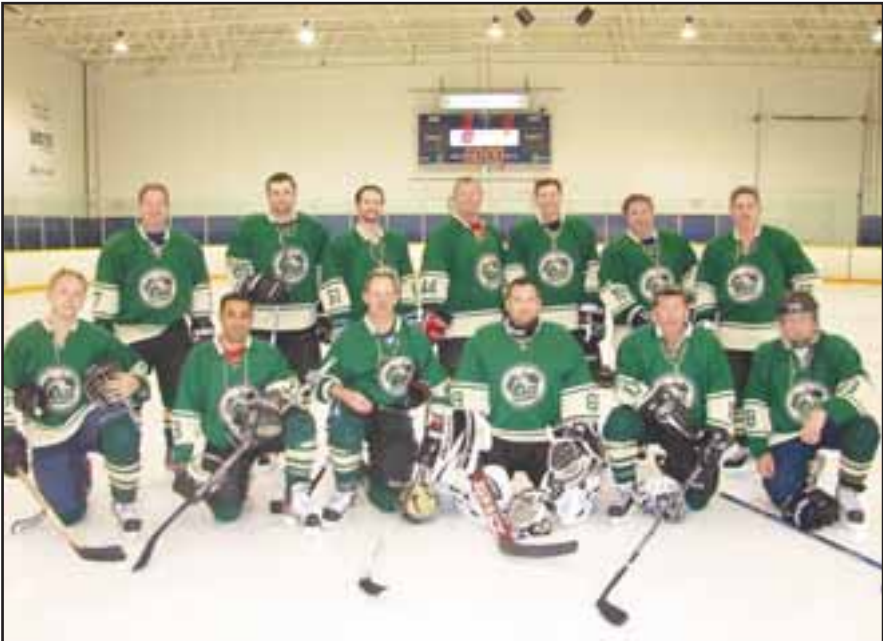
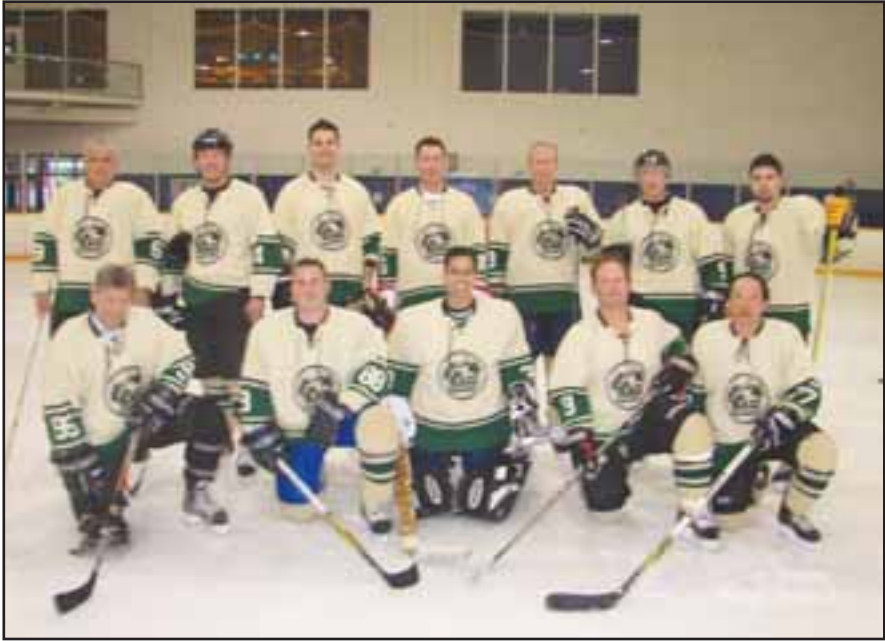


# Annual Battle On Ice Winners Announced



The winning team in the recent North American Cedar Industry annual hockey game held prior to the Vancouver NAWLA Regional meeting included: (back row, left to right) John Carston, Vancouver Specialty Cedar Products Ltd., Vancouver, B.C.; Ben Meachen, Western Forest Products Inc., Vancouver, B.C.; Shane Harsch, Terminal Forest Products Ltd., Richmond, B.C.; Rob Cook, Power Wood Corp., Surrey, B.C.; Mike DeMarni, Crawford Creek Lumber Co., Surrey, B.C.; Bruce Tays, Lignum Forest Products LLP, Vancouver, B.C.; Russ Nixon, Western Forest Products Inc.; (front row, left to right) Dan Wasmuth, Westminster Industries Ltd., White Rock, B.C.; Jason Mann, A.J. Forest Products Ltd., New Westminster, B.C.; Paul Clasby, Rielly Industrial Lumber, West Vancouver, B.C.; Chad Findlay, West Bay Forest Products & Manufacturing Ltd., Langley, B.C.; Graham Picard, Terminal Forest Products Ltd.; and Dave Wasmuth, Westminster Industries Ltd.



Representing the 'white' team in the NACI hockey game were: (back row from left to right) Don Backs, Vancouver Cedar Specialty Products Ltd., Surrey, B.C.; Andy Rielly, Rielly Lumber Inc., West Vancouver, B.C.; Ryan Furtado, Sawarne Lumber Co. Ltd., Richmond, B.C.; Jake Power, Power Wood Corp., Surrey, B.C.; Jeff Derby, Western Forest Products Inc., Vancouver, B.C.; John Reed, Enyeart Cedar Products LLC, Tigard, Ore.; Chris Tays, Lignum Forest Products LLP, Vancouver, B.C.; (front row, from left to right) Dave Gillis, Goldwood Industries Ltd., Richmond, B.C.; Stewart Clark, Twin Rivers Cedar Products Ltd., Maple Ridge, B.C.; Nathan Tellis, Mackenzie Sawmill Ltd., Vancouver, B.C.; Marc Irby, Enyeart Cedar Products LLC, ; and Mike Chong, Probyn Export Group, New Westminster, B.C. Not pictured: Dan Griffiths, Olympic Industries Inc., North Vancouver, B.C.

**Coquitlam, B.C.**—More than a dozen representatives of the North American Cedar Industry donned hockey gear recently to engage in an annual duel on ice preceding the yearly regional meeting in Vancouver of members of the North American Wholesale Lumber Association.

The game was played at Planet Ice, an expansive hockey arena. The contest is held yearly as a friendly gathering among lumber industry peers.

The green team was the winner of this year's event. Please see accompanying photos for team members.

## WHO'S WHO - Shoemaker

Continued from page 2

1x6, 1x8, fencing, 2x4 through 4x9. The company also sells White Fir timbers up to 32-feet.

R.B. Lumber Co. specializes in LTL shipments, mixed loads and UPC labeling. The firm purchases approximately 15 million board feet of lumber annually. R.B. Lumber is a member of the North American Wholesale Lumber Assoc., Hoo-Hoo International and the Portland Wholesale Lumber Assoc.

Shoemaker has been in his present position for less than a year. He began his career in the forest products industry as a Spruce trader for North Pacific in 1984. Shoemaker also worked as a Western Red Cedar trader for North Pacific for 15 years, and sold and procured Cedar for remanufacturing at United Pacific Lumber for eight years.

Shoemaker is a graduate of Grant High School in Portland, Ore. He attended Portland Community College, and also graduated from the Western Red Cedar Lumber Assoc. Cedar School.

## WHO'S WHO - Westmaas

Continued from page 2

the paint business he has worked for Sherwin Williams, Conco Paint Co. and Pittsburgh Paints.

A graduate of Wheaton North High School in Wheaton, Illinois, he received a bachelor's degree in marketing management from Valparaiso University, located in Valparaiso, Ind.

In his spare time he enjoys golfing, skiing, fishing and softball. Although most of his spare time is consumed by assisting his wife Angie with their two children, who are both very active in athletics.

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Continued on page 34

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## Western Business Trends



**By Terry Miller**  
Associate Editor

With a seasonal change, the Western region is experiencing a slight increase in sales. However, sources say some projects have been put on hold due to the tight reins of the banking industry. According to recent studies, green building materials are expected to account for an increasing share of materials used, and growth will be driven by the recovery of the residential market through 2013 as it rises from the depressed levels of 2008.

A Softwood lumber supplier in Montana said that conditions are improving with the change in weather. "Most of what we're doing is prior commitments but there is a lot of remodeling going on now," he said.

The supplier also mentioned that his customers' orders were down. "Everyone we talk to out there is slow, some are down as much as 50 percent,"

he said.

The contact attributed the slow activity to a lack of credit availability. "There are some projects ready to go but people are having trouble getting funded," he explained. "With banks requesting 25 to 50 percent down on top of the hoops borrowers now have to jump through, lending transactions are hindered."

When asked his opinion on when to expect a recovery the source said 2010 would be ideal, but not likely. "I expect a gradual pick up, month by month. Consumer confidence has to come up and banks have to ease up on stringent requirements," he said. "There are people who want to build a house or start a new project but the credit isn't available. These are people who can certainly afford it, but the credit application dictates they can't."

The Cedar, Douglas Fir and Whitewood supplier noted that no particular species had shown greater sales increase than others in recent weeks.

According to a recent issue of Random Lengths Lumber Market Report, Western SPF showed some life recently as sawmill curtailments sparked a slight increase for Western boards. The focus of purchasers was heavily on No. 2 and Better 2x4's. With producers battling for orders, buyers with needs shopped carefully, often naming tallies from their preferred mills.

The uptick in activity was short-lived as

Continued on page 34

## Northeast Business Trends



**By Sue Putnam**  
Editorial Director

Sources in the Northeast offered that while activity remained slow in recent weeks, inquiries were on the rise. Some reported an increase in sales, however, compared to a 'normal' market, the increase was insignificant in their opinion. Record low mortgage interest rates boosted pending home sales for the third consecutive month, benefiting from the first-time buyer tax credit. As builders and remodelers attempt to recapture consumer interest, 'green' products are in rising demand.

A Softwood supplier who produces Eastern White Pine and imports European Spruce said that the market was still terrible but beginning to improve. "It's nothing like it should be, but it has certainly improved in the last six months." The contact explained that

The Softwood Forest Products Buyer activity had picked up by approximately 40 percent in the last three months, but compared to times past, the increase was marginal. "We've gone up 40 percent but in a normal market you could label that increase at 10 percent," he said.

The source that markets to wholesalers and retailers throughout the United States and Canada mentioned that his inventory levels of European Spruce were high due to ordering months in advance. "Our Spruce comes from Finland or Russia and we order six to eight months in advance. We didn't cancel the order because we don't want to lose that contact," he explained.

When asked how the company had been adjusting to the economical woes of the market, the supplier said, "We've had to lay off some of our employees temporarily." As for pricing he stated prices were too low to make a profit.

The contact has an optimistic outlook for the coming months. "It's been picking up in the last two or three weeks and it's getting better every day. As we are all aware, it depends on the economy. There are so many houses on the market. Before people can borrow money and do any spec building you have to get rid of the excess that's on the market," he said.

National Assoc. of Home Builders (NAHB) Chairman Joe Robson, a home-builder and developer, referred to 'green building' as a bright spot in a down market. "Growth of the NAHB National Green Building Program exceeds even our most optimistic expectations," he said. With more than 3,100 builders, remodelers, designers and others in the building industry earning their certification in Green Professional Educational Designation, the certification provides consumers with confidence in the qualifications of credentialed professionals, Robson said.

In 43 states more than 200 single-family homes, remodeling projects and developments have received National Green Building Certification, and another 300-plus are scheduled for inspections. "The NAHB Research Center has certified projects ranging from affordable starter homes to high-end custom homes with every conceivable amenity," Robson explained. "This national certification program clearly is making green building more mainstream."

In New Hampshire, a supplier of Eastern White Pine said that business was off by 25 percent compared to recent months. Stating housing as the number one factor, the source said that housing starts were down by approximately 80 percent. "It should not come as a shock to anybody that housing starts are down that drastically, there's just not a lot of places for the lumber to go," he said.

According to the contact that markets strictly to wholesalers, his clients' business activity is also slow. "We're all in this together and my opinion as well as that of my clients is that no major improvement will happen until next year or the year after," he said.

In a recent issue of the *Kiplinger Letter* the economy was forecast to begin to turn around by this fall with mildly positive growth into the fourth quarter. The Letter predicts that housing starts will increase from 500,000 to approximately 825,000 in 2010, which is still 45 percent below the long-term trend of 1.5 million starts a year. However, the increase is still positive news for wood product manufacturers, hardware stores, real estate and mortgage businesses.

An expected increase in housing sales is related to the First Time Home Buyer Tax Credit, according to the National Assoc. of Realtors (NAR). In a recent article NAR stated that consumers across the country could now take advantage of the federal housing administration's program that allows homebuyers to apply the \$8,000 tax credit when purchasing a home. "A true housing recovery depends on buyers returning to the market and reducing inventory," said NAR president, Charles McMillan.

As stated in the article, NAR has supported monetization of the tax credit, which was part of the Obama administration's housing stimulus plan enacted earlier in this year. NAR petitioned HUD

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## Ontario/Quebec Business Trends



By Michelle Keller  
Associate Editor

The past two years in the Softwood lumber industry have been characterized by falling demand, closing mills, and dim prospects. But at the midpoint of 2009, some mill operators and wholesale operations are beginning to see signs of hope, although whether this is a long term or momentary recovery remains unclear.

"We're seeing about the same demand as six months ago," the sales manager for one Ontario mill said. "It may be even slightly better. Generally, the last two years have been dismal when it comes to demand and price."

His counterpart at a Quebec mill echoed those comments. "It's been very quiet," he said of the past 24 months. "The price is about as low as it can get; people are fighting for survival."

He cited a combination of factors for the decline, including Canada's tax rate, the exchange rate with the United States, and the overall market conditions. At the same time, he went on to say that he believes the steady slide in prices and demand seems to be hitting a plateau.

"For sure, we are all expecting at some point it's going to switch, but right now it is still steady and slow," he said, adding that he thinks the sad reality is that it will take more mill closures before a solid recovery can occur. "I guess it would take a few more shutdowns. There is too much volume on the market. The producers need to stop selling at a bench price."

To deal with the slack in demand, he said his mill has been adding services to its lineup, including engineered wood products. "We're always in the process of improving," he said.

Wholesalers are sharing that sentiment. A sales representative from one Ontario-based company said that his operation, which stocks Eastern White Pine, Western Red Cedar, Fir, Southern Yellow Pine, Red Pine, and some SPF, said that the path to recovery will be long, but not impossible.

"We are trying to control certain items in terms of inventory," he said, noting that there are some Softwoods that are moving, even during these challenging times. "White Pine for us has always been a good item to sell. We're also doing well with industrial lumber Softwoods."

"The main issue is the business just not being there," he continued. "It's not the issue of price; the demand isn't there. Even if you try to be creative and come up with demand, it just isn't there."

He said that although recent mill closures have helped reduce some of the overabundance of supply, there may be long term drawbacks to the current winnowing of suppliers.

"We try to budget in advance so that we know products will be available," he said. "We keep in constant contact with certain mills. But with downtime and reduced shifts, delivery may not be as quick as it was six months or a year ago."

As a result, he noted, when the market does turn around, some items may quickly become scarce. Mill owners, too, see this as a very real concern for the future.

"There's still too much lumber on the market right now, even though it has contracted dramatically due to the economic conditions in North America, especially in the United States," one sales manager said. "We're moving wood, but we're not going to build a mountain of lumber to sit on."

He said his company had worked to diversify its offerings, adding grades and

products that they have not carried in the past. Still, he said, they remain a lumber manufacturer at heart and as such, are dependent on demand.

"Who knows, maybe this will be a 'W' recovery; things will go up and then fall back," he suggested. "I think there are still lots of problems with housing in the United States. There's an 11 to 12 month supply still. But I think it will get better than it is now. Whether that will be marginal or substantial, I don't know."

He added that the current financial squeeze may have produced something of an upside for the industry as a whole when it emerges from these challenging conditions.

"These economic times have forced the hand of many mills to get more efficient or shutter down," he said. "The ones that come out of it will be the most efficient in the history of North America, that's for sure. Those that have a good workforce and maintain their supplies will weather this and come out on the other side and make money. I'd like to think we're closer to better days than we were yesterday."

Another Ontario wholesaler said he is cautiously optimistic. "Hopefully there will be a change," he said. "There are some signs, and the summer, right now, is helpful. People seem to be more active, whether they are buying new homes or renovating. I think it's going to

Continued on page 34

## South/Southeast Business Trends



By Gary Miller  
Managing Editor

Reports from the Southeast region indicated some areas are seeing improvement and others, located deep in the South, are still very depressed. With transportation costs again on the rise and with the increased cost of manufacturing and/or handling the ever-popular in-demand certified products, lumber suppliers reported that product diversification and business from loyal customers are holding their business together.

An Alabama sawmiller that cuts Southern Yellow Pine lumber said the market was fair. "It's slightly better than six months ago, each day is a challenge. We measure things in terms of dollars and sales and the value of the product has gone down," he explained.

He stated that conditions in unemploy-

ment, financial lending and the mortgage industry are the factors driving the stagnant economy. "There is a lot going on right now. It's hard to put your finger on one thing," he said. As far as transportation goes, he said the issues weren't dramatic but some logistics companies closed their businesses as a result of the current sluggish economy and this has led to more problems getting the contract trucks his mill needs to ship lumber to their customers on a timely basis.

This particular source that markets to retail lumber dealers within a five state area said customers on the coast of Florida have been troubled for three years. "We've seen some of the more expensive markets curtailed in Florida and Georgia. It's been that way for quite some time," he said. "About the only thing that has any activity right now is commodity markets."

In reference to when a pick up in business may come along the sawmiller said, "It seems as though the market may have bottomed out and we're starting to see an upward tick in pricing, which is desperately needed."

The contact said that certified products were not a driving factor for his business. "People talk the game but they're not willing to pay any difference in price for these products. Currently the trend of certification is very popular but the price

Continued on page 38



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**NAWLA SPECIAL ISSUE -**  
Continued from page 1

and building materials distribution.

The forest and building products industries within which NAWLA members operate has highly developed characteristics that help shape the role of both the wholesale distributor and the role of NAWLA. The industry is highly diversified both in terms of product and geography. Aside from species differences, products of the tree include solid lumber, veneer and non-veneer panels, and manufactured products such as fencing and decking.

Lumber wholesalers have evolved the most efficient distribution system in the world, helping to make possible the widespread use of wood products in the construction of residential, commercial and industrial buildings across the United States and Canada. NAWLA's role is to aid wholesale distributors in addressing and solving common industry challenges in the areas of transportation, government and environmental regulations, e-commerce and technology and certainly ongoing education.

For more information about being part of this year's NAWLA Special Issue,

**NAWLA REGIONALS -**  
Continued from page 1

tronic trade platform for the Chicago Mercantile Exchange. Wisnefski said it lists bids and offers, and matches them as well. Additionally, Globex is accessible 23 hours daily. "It's reliable, stable and relevant," said Wisnefski, "because it offers speed, transparency, anonymity, equality, auto-speaking. Electronic trading is here to stay and is growing in volume as time goes by."

Later, Shields, of Conifex Inc., spoke about the future of industry. He noted, "There will be much less of a market for sawmill residuals in the future due to pulp business going downward and newsprint manufacturing declining. We should be in a better situation for solid lumber prices to strengthen now. I think

there will be a considerable delay between housing going up in numbers and new lumber production. There'll be a reluctance to invest in expansion of lumber production. Credit availability will probably allow fast expansion in the forest products industry, even though housing picks up."

To wrap up the guest speakers' agenda, Quinn, of RBC, said that from his firm's viewpoint, the U.S. housing market is at last bottoming out. He said, "2009 overall will be bleak for housing, but 2010 should be a better year. We will experience a "U-shaped" recovery, not a "V-shaped" one.

Also recently, NAWLA members gathered for its Executive Conference at the Loews Lake Las Vegas Resort. In addition to board of directors' meetings and the chairwoman's reception and address, an exhibition hall was available during this conference for various attendees to display some of their products.

Guest speaker at the executive conference was Adam Fein, Ph.D., founder and president of Pembroke Consulting Inc. His speech was entitled 'Strategies for Surviving the Recession.' After recapping the various twists and turns in the market over the past, Fein outlined some very basic strategies to survive economically. They included: work harder, enforce profit discipline, improve productivity and keep perspective.

NAWLA also held a smaller regional meeting at the DoubleTree Hotel in Monrovia, Calif., recently, which was attended by several West Coast members.

NAWLA is an international trade association of more than 650 leading forest products and building material industry wholesalers, manufacturers and industry affiliated companies throughout the United States, Canada and the world.

Recently elected officers for 2009-2010 are: George (Buck) Hutchison, Hutchison Lumber & Building Products, chairman; Chris Beveridge, Skana Forest Products, first vice chairman; Gary Vitale, T.W. Hager Lumber Co., second vice chairman; Bill Barnett, Marathon Forest Products, treasurer; Susan Fitzsimmons, Snavelly Forest

Products, immediate past chairwoman, and Mark Palmer, NAWLA executive director and interim CEO.

For more information about NAWLA, phone 800-527-8258 or visit its website at [www.nawla.org](http://www.nawla.org).

**SFPA -**  
Continued from page 1

building or buying houses with raised floors should emphasize the benefits of this type of construction. Key among them: raised flooring lowers costs overall, making raised floor construction look solid, and ease of plumbing and electrical repairs. Appearance is also a selling point.

Those attending the SFPA Annual Mid-Year Meeting enjoyed a series of roundtable discussions, at which a variety of topics were covered. The SFPA Board of Directors meeting wrapped up the event, followed by a reception of all in attendance.

For more information about the SFPA, call 504-443-4464.

**WHO'S WHO - Holt**  
Continued from page 20

ber distributor.

Mill Services Inc. is a member of the North American Wholesale Lumber Assoc. (NAWLA) and the Northeastern Lumber Manufacturers Assoc. (NeLMA). The company inventories approximately two million board feet.

Holt has three children and enjoys hunting and fishing in his spare time.

**WHO'S WHO - Priddy**  
Continued from page 2


brand products, N-Durz® brand borate treated lumber and FlameFreeze® brand fire retardant lumber and plywood for weather-protected framing applications, TimberTech® composite decking and railing, marine use products, agricultural posts and poles. The firm also offers kiln-dried after treatment (KDAT) products, a wide variety of specialty products, columns and remanufacturing. Great Southern provides logistics services through Greenbrush Logistics.

Great Southern is a member of the Southeastern Lumber Manufacturers Assoc., Lumbermen's Association of Texas, Mid-South Building Materials Dealers Assoc., Lumber Unlimited NOLA, Kentucky Building Materials Assoc., Florida Building Materials Assoc. and the Florida Wood Council. Greenbrush Logistics is a member of the American Trucking Assoc. and the Alabama Trucking Assoc.

Priddy has been in her present position since Great Southern's acquisition of Curt Bean Lumber Co. in 2007. Priddy was the first woman trader in the Weyerhaeuser Co. Southern Trading Center. She joined Curt Bean Lumber Co. in 1983 as national accounts sales manager for two sawmills and a treating plant.

Priddy is a graduate of Hot Springs High School in Hot Springs, Ark. Priddy attended Garland County Community College, and received a degree in business from Brians Business College, both in Hot Springs. She is an elder and Sunday school teacher, and an ambassador for National Christian Church in Washington, D.C. While at Weyerhaeuser, Priddy was a two time recipient of the outstanding sales award for acquiring the largest treated wood contract and the first 52 trucks of treated lumber sold to McCoy's Building Supply. Priddy and her husband of 10 years, Noel Pennington, have four children, 14

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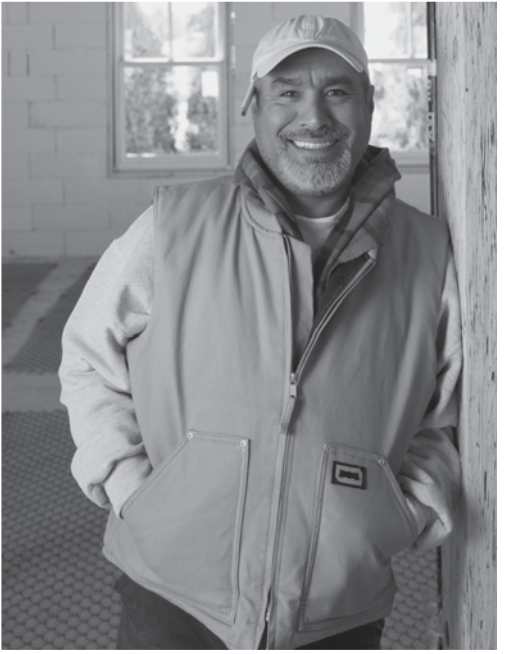
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RICHARDSON TIMBERS PHOTOS - Continued from page 19



Jamie Hursh, Richardson Timbers, Dallas, Texas; and Jerriko and Steven Williams, Hammerlane Express, Houston, Texas



Lucio Martinez, Nicholas Rosenbach and Bruce Cole, Richardson Timber, Dallas, Texas



Lynn and Kathy Surls, and Linda and Bobby Crowley, Richardson Timbers, Dallas, Texas

CEDAR CREEK PHOTOS - Continued from page 24



Chad Findlay, West Bay Forest Products, Langley, B.C.; Pat Miller, Cedar Creek Inc., Carrollton, Texas; Jim Dunse, Mill and Timber Products, Surrey, B.C.; Vin Mecham, Western Forest Products, Vancouver, B.C.; and Steve Hickman, Cedar Creek Inc.



Trent Tucker, Cedar Creek Inc., Dallas, Texas; Garret Cockeral and L Dodd Block, Big D Lumber, Dallas, Texas; and Nick Malinowski, guest



David Jordan, LeRoy Jordan Lumber Co., Dallas, Texas; Dan Griffis, Olympic Industries, Vancouver, B.C.; and Graham Picard, Terminal Forest Products, Vancouver, B.C.



Todd Abair and Justin Abair, Tawakoni Building Center, Tawakoni, Texas; and Jeff Hess, Bridgeport Building Center, Bridgeport, Texas

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**WHO'S WHO - Priddy**

Continued from page 28

grandchildren and one great-grandchild. She enjoys taking care of her parents and spending time with her grandchildren.

**WHO'S WHO - Ashley**

Continued from page 2

End Roofing, Siding, & Windows has been a leading full-service distributor of roofing, siding, windows and other related building products throughout South Texas and Louisiana.

Ashley began working in 1976 for Glidden Paint as a salesman. He then realized his calling was in the lumber business and went to work for Walker-Kurth, a lumberyard chain in Houston. He worked next for Olshan Lumber, then hired on with West End.

Ashley was elected president of the Lumbermen's Association of Texas for 2009-10. He and his wife of 5 years, Claire, live in Cypress, Texas. He enjoys long-distance running, bicycling and building furniture.

**WHO'S WHO - Zartman**

Continued from page 2

Bend, Ore. "I started at the bottom and worked my way up from the retail side to distribution, wholesale distribution, distribution yard business and into mill sales," Zartman said. "I have been in sales for the past 15 years."

Zartman and his wife of 25 years, Christine, have three sons, Cody, Kyle and Caleb. In his spare time he enjoys hunting, fishing, playing golf and anything outdoors.

Twin Rivers Cedar is one of three firms

under an umbrella company, The Waldun Group. Built in 1995, Twin Rivers manufactures a mix of quality Cedar lumber, roofing and siding. The Waldun Group's companies include: Waldun Forest Products, Twin Rivers Cedar and Stave Lake Cedar integrating Cedar manufacturing, shakes and rebuted and rejoined sidewall shingles. For more information visit [www.waldun.com](http://www.waldun.com).

**WASHINGTON SCENE -**

Continued from page 2

of old growth stands and the manner of determining whether a project is likely to maintain species viability. The agency's methods and science were supported by the courts.

**REAL BUILDING -**

Continued from page 4

"(Homeowners) have spectacular views but the steep hillside sites require real finesse to maneuver our International flatbed truck with a dump bed to some of these home sites."

To offer delivery in difficult situations, Blalock frequently sends orders out on one of the company's two new KD Manitou forklifts. "They can defeat most mud pit building sites, and since they can go 22 miles per hour, it's not unreasonable to reach most of our delivery sites. Dad and I have discussed adding a piggyback truck with a forklift on the back, but now is not the right time. It's a given that smart companies trim the fat to survive lean times," Kevin said.

Two new high-end subdivisions requiring architectural designs are planned for the Frio River Valley in and around Leakey, which a less experienced businessman might see as reason to hope for growth. But Blalock is cautious, noting recent property tax hikes and other

subdivisions are still open to buyers. His previous stock broker's career has brought long-term insight to his management decisions at Real Building Supply, which he still discusses with his father. "We own the property and the store and most of the merchandise is paid for. Now is not the time for us to go into new inventory," said Kevin.

For more information about Real Building Supply, Inc., visit the company's Web site at [www.realbuilding.net](http://www.realbuilding.net) or contact them at 830-232-5166.

**TRI-PRO™ -**

Continued from page 6

Orofino, Idaho, the company has two headrig/debarker systems, two re-saws, four dry kilns and a planer system.

Key employees at Tri-Pro Forest Products include Steve Linton, president; Ron Cluster, vice president; Mike Boeck, resource manager; Lance Hubener, sales manager; and Tim Denton, plant manager.

From Western Red Cedar, Tri-Pro Cedar Products manufactures tongue and groove pattern stock for exterior applications along with interior use. Four, six and eight-inch patterns are available with specifications such as fine line center matching.

Bevel siding is also manufactured from Western Red Cedar and is re-sawn at an angle to produce tapered pieces from a state-of-the-art siding manufacturing facility. "The bevels provided are both plain and rabbeted. The thicknesses we produce in plain bevel are 11/16" in 6-inch and 8-inch and in 3/4-inch thicknesses we offer 6-, 8- and 10-inch widths," Cluster said. "As for rabbeted bevel in 5/4 we offer 6-, 8- and 10-inch widths and have the capabilities to do up to 12-inch widths.

Western Red Cedar decking, fascia and boards are also available in a wide range of grades and sizes at competitive

The Softwood Forest Products Buyer

prices. "We do all the pattern stock, decking, siding, fascia and boards which can be viewed on our website, [www.triprocedar.com](http://www.triprocedar.com)."

Tri-Pro Cedar also offers special packaging, unit sizes and, if required, bar coding. They can effectively handle everything from 1x2 to 1x12, 8', 10' and 12' on the custom packaging line. It gives Tri-Pro the capability to meet customers' custom package specifications on all the species and products they produce.

Situated on 30 acres that overlooks the Pend Oreille River in Oldtown, Idaho, Tri-Pro Cedar's production facility includes 10 dry kilns with 70,000 board foot capacity each, four planers, seven re-saws, an automatic stickering machine and 100,000 square feet of covered storage.

Key employees at Tri-Pro Cedar Products include Steve Linton, president; Ron Cluster, vice president; Terry Baker, sales manger; Julie Anderson, sales and traffic; and Karen Phillips, administration.

Between the two facilities, Tri-Pro has the capability of producing approximately 72 million board feet annually.

The people at Tri-Pro recognize the economic situation of today but want customers to know that products will still be available as needed. "Production in the wood products industry has come to a halt. Our intentions are to be innovative and maintain the supply of demanded products. We at Tri-Pro want to ensure our customers that Cedar production will be available from Tri-Pro as they need it," Cluster said.

Tri-Pro markets its products through wholesalers and wholesale distributors, and has customers throughout North America. The company ships by BN or UP rail, truck or van and can export prep and container load.

"Wholesale distribution makes it easier for our customers to handle our product. Recently we've been asked to sell more split loads to different customers and here at Tri-Pro we pride ourselves in

Continued on page 31

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**TRI-PRO™ -**  
Continued from page 30

having a large range of different products and we do highly mixed truckloads,” Cluster explained. “We are also doing a lot of work on a custom basis at both facilities.”

Tri-Pro Forest Products recently became a new mill member of the Inland Lumber Producers Assoc. Inc. and Tri-Pro Cedar Products is a member of the North American Wholesale Lumber Assoc. (NAWLA).

Sales for both operations are handled out of the Oldtown, Idaho, office at 208-437-2412.

For more information about Tri-Pro Cedar Products or Tri-Pro Forest Products, visit them at [www.tripro-cedar.com](http://www.tripro-cedar.com) or contact directly at 208-437-2412.

**MIDWEST TRENDS -**  
Continued from page 15

are back up again.” Labor was also mentioned as a rising cost but not one with complaint. “You pay more for good people. I firmly believe if you have good people you better do what you can to hold on to them because there is no substitute for good help,” he said.

When asked about the overall market, the sawmiller said things are beginning to pick up. “Seasonal demand has certainly increased due to the building season. I would say the confidence in the economy has improved and some production has come off the market.”

According to the National Assoc. of Realtors (NAR) the Pending Home Sales Index rose 9.8 percent to 90.4 and is 11.1 percent above the same period of time last year. NAR chief economist said buyers are responding to very favorable market conditions. “Housing affordability conditions have been at historic highs,

but now the \$8,000 first-time buyer tax credit is beginning to impact the market,” he said. “Since first-time buyers must finalize their purchase by November 30 to get the credit, we expect greater activity in the months ahead, and that should spark more sales by repeat buyers.”

A broker with Coldwell Banker Residential Brokerage in Dallas-Fort Worth said buyer assistance programs are plentiful around the country. “Some states are offering bridge loans that allow first-time buyers to use the tax credit for down payment and closing costs, but there are many other local government and nonprofit programs available to buyers, depending on location,” he explained.

NAR recently reported on the affordability of housing noting that a median-income family earning \$60,000 could afford a home costing \$296,000 with a 20 percent down payment. The report said affordability conditions for first-time buyers with the same income and small down payments are roughly 80 percent of that amount. Affordable pricing was stated as well above the median existing single-family home price of previous months at \$169,800.

The number of existing home sales is expected to improve. However the local market variation will dictate the timing of recovery.

**DIPRIZIO -**  
Continued from page 16

sentatives, the LaValley-Middleton family of businesses is very well versed in working with builders, architects, project supervisors, and buyers at all levels. The goal is to partner with customers in such a way that they can get everything to do with their job or project directly from one of the LaValley-Middleton companies.

Instrumental to this business efficiency has been the fifteen-year mill upgrading

project at DiPrizio Pine Sales that began in 1993. With its facilities spread across 40 acres, DiPrizio operates a planer/moulder and reman center, nine dry kilns with over 600,000 board feet of capacity per cycle, and biomass and bi-product processing plants. The company also has a 600-horsepower Hurst wood-fired boiler and turbine producing steam heat and electricity by recycling systems. The incorporation of this latest technology and equipment in the industry has enabled DiPrizio Pine Sales to become a premier brand in Eastern White Pine quality, product selection, reliable shipments, and competitive pricing. While DiPrizio Pine Sales manufactures and remans 15-20 million board feet of Eastern White Pine each year, it is not the largest mill in New England. It is, however, one of the most modern. The mill carries an extensive inventory of kiln-dried 4/4 through 6/4 Eastern White Pine lumber, White Pine timber, Red Pine flooring and V-joint decking, as well as unique products such as 6/4 log siding, bevel clapboards, paneling, and pre-stained trim, including a vast variety of finger-jointed products with the quality Weining moulder finish. DiPrizio Pine Sales stands out in its ability to handle requests for special patterns, grade programs, and variety of services.

“Regardless if the customer wants square edge or patterns in one of our own mill grades, a custom program, or a NELMA grade (D and Better, or C-Select), DiPrizio Pine is the place to get it all from,” says Scott Brown, Vice President of Wholesale Sales for DiPrizio.

With the goal to be positioned and responsive to customers’ needs while being reliable with on-time, quality-guaranteed shipments, careful scheduling and maximum control of every process from log buying to sawing, kiln drying and planing are hallmarks of DiPrizio Pine Sales’ daily operations. The company uses computerized techniques to ensure accuracy; and, because of the firm’s warehouse inventory system, most orders can be turned around with-

in ten days. “Our goal *in the distribution chain*,” says Larry Huot, President of DiPrizio Pine Sales, “is to help our wholesale *distributor* clients avoid a duplication in handling and overhead by having us perform those same steps in our normal material flow. The net result is that our clients can be more profitable using DiPrizio services.”

DiPrizio Pine Sales is well known as a premier quality manufacturer, agile and versatile in serving specialty needs and niche markets on a high-volume basis. Not only does the company supply its products to LaValley-Middleton Building Supply stores, but lumber is also shipped throughout the United States—as far away as California. Most of the DiPrizio brand-name products, though, remain in the New England area where they are well known by craftsmen specializing in new building, renovation, and restoration projects. The unique character, workability, and aesthetic appeal of Eastern White Pine are available to these craftsmen in a timely and surprisingly affordable manner, due to the mill capacity at DiPrizio Pine Sales as well as to the company’s resource-efficient practices.

In 2007, when Public Service of New Hampshire (PSNH), the state’s largest electric utility, decided to discontinue its sawmill rate program (a 75% reduction in demand charges), DiPrizio Pine Sales began a process of “going green.” With additional drying costs and forecasted increases in electrical rates and oil prices, DiPrizio Pine turned to co-generation technology (wood-fired boilers and turbines) to reduce expenses. Marcella Perry, Director of Operations at the mill, led and championed the endeavor to fund the project through exhaustive research and countless meetings, becoming reality through the assistance of great people and aid by federal funds: a community development block grant sponsored by the Town of Middleton and administered through the Southeast Economic Development Corporation

Continued on page 32

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**DIPRIZIO -**  
Continued from page 31

(SEDC), and a federal grant from the United States Department of Agriculture. Although such an undertaking started out as a mission, it grew into a vision of what the lumber industry can contribute to slowing the tide of global warming. With a responsible use of renewable resources, DiPrizio has reduced its demand for oil by 390,500 gallons and its SO2 emissions by 18.6 percent. DiPrizio Pine Sales also meets or exceeds all Hazardous Air Pollutant (HAP) regulations.

According to the company's estimates, 7,500 gallons of No. 2 fuel oil are required each week to process 600,000 board feet of lumber. DiPrizio has replaced fossil fuel with 41.5 tons of by-product such as sawdust, woodchips, and whole-wood chips. The turbine produces approximately 60 percent of DiPrizio's electrical needs, and the steam from the boiler is used to heat several buildings. The resource stewardship continues further down the line as loggers attend annual felling and handling clinics, and customers purchase bark mulch, sawdust, and woodchips.

NELMA-certified DiPrizio Pine Sales is an active member of the Northeastern Lumbermen's Association (NELMA), a charter member of the North American Wholesale Lumber Association (NAWLA) Trader's Market, as well as a member of the New Hampshire Timberland Owners Association (NHTOA) and the Northeast Retail Lumber Association (NRLA).

*DiPrizio Pine Sales is grateful to the commitment and dedication of its people, and to the communities in which the company operates and serves. Without them, DiPrizio Pine would not be where it is today.*

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*to learn your business and to tell you more about ours! Visit us on the web, [www.dipriziopine.com](http://www.dipriziopine.com), and [www.lavalleys.com](http://www.lavalleys.com), or call 1-800-647-8989.*

**SWANSON -**  
Continued from page 17

results from the lay up line.

"To do a lathe project is really complicated. Veneer is moving at such high speeds, from 1,300 up to 1,350 feet per minute all while controlling accuracy," he explained. "We are less than 1-1/2 thousands of variation within two standard deviations. Our people work hard to get the results we need to remain competitive."

An inventory tag system was implemented that ensures the veneer is watched until the final stages of shipment. "When we peel veneer, the units get squeezed and we calculate how much volume is in that unit. The unit then gets identified by the date it was manufactured and the thickness," Andrews clarified. "Further downstream the veneer goes through the process and the dryers and gets re-tagged, re-inventoried and goes on to the layup line where another tag is created. When it's made into a panel from the rough panel to a finished panel another tag is added between the saw and the sander. So perpetually we watch our veneer as it goes through the entire system to the final stages of shipment. It's a very accurate way of inventorying."

Primary panel items offered by the company include: MDO and HDO overlay panels, CCPTS Industrial panels, sturdy floor, sanded and sidings. "Most of the veneer we produce is used internally to make our own plywood," added Marketing Director Bob Maurer. "Although, we do buy and sell veneer to balance out our needs and to move off

those items we don't need for production."

Swanson Group's plywood carries the APA stamp and along with their other sawmills is a Union Pacific origin shipper.

With history that dates back to 1951, Swanson Group began with a small mill, Superior Lumber Co. in Glendale, Ore. From this small company with 35 employees, Swanson Group has developed into an extensive operation.

Their stud mill operation in Roseburg, Ore. manufactures kiln-dried Hem-Fir and White-Fir studs in 2x4 and 2x6 and in 8-, 9-, and 10-foot trims. This mill has the capability to produce kiln-dried Doug-Fir and also cuts Incense Cedar in 2x4 and 4x4 for post and rail applications.

The original Glendale sawmill, located in southern Douglas county about 45 miles south of Roseburg, produces Green Douglas Fir in 2x4 and 2x6, 8-foot to 20-feet in length and some 2x8 and 2x10 with some developing 1x4s, 1x6s and 2x3s. A second plywood and veneer operation is also located in Glendale as is the company's headquarters building for all divisions. The company also operates another dimension mill in Noti, Ore., near Eugene that also produces Green Douglas Fir dimension. Combined the two dimension mills have a capacity to produce 350-million board feet annually.

Along with Joe Andrews and Bob Maurer, key employees of the Swanson Group are: Steve Swanson, president and CEO; Chuck Wert, chief operating officer; John Stenbridge, vice president sales and distribution; Rick Bernheisel, chief financial officer; Carson Johnson, vice president of aviation services; Tim Hennessey, vice president of human resources; Don Hardwick, vice president of timber resources; Rob Landau, vice president of operations; and Cameron Krauss, vice president of legal affairs.

Member of both the APA and WWPA, Swanson Group Manufacturing is certified under the Sustainable Forestry Initiative (SFI). The sales department is

The Softwood Forest Products Buyer a member of NAWLA, LACN and the LAT, wholesale and dealer associations. For more information about Swanson Group Manufacturing and its products and services, visit them online at [www.swansongroupinc.com](http://www.swansongroupinc.com).

**BCWLA -**  
Continued from page 18

ing up, via an Austrian refugee camp, indentured to a Canadian farmer in Saskatchewan.

After three years on the prairies he headed west and started logging in Alberta and British Columbia where he systematically started to get a sister and four brothers out of Slovenia and the family business in their new country of Canada began. And, as they say, the rest is history.

Already successful loggers, they now wanted to invest more in sawmilling. So, in 1977, Tony, Joe and Henry Novak bought Dunkley Lumber. And like their logging operations, through long-term vision and old-fashioned hard work, turned Dunkley into the class of the industry it is today. The Brothers Novak are not only pillars of industry, but pillars of their community. Their unofficial family motto is: "We shake the trees, you rake the leaves."

Their generosity is also the stuff of legend, both professionally and socially, as was evident by the array of high profile political dignitaries, including Cabinet Ministers, who also attended the award banquet wanting to pay tribute to the Novaks.

Government luminaries roasting *The Three Amigos* included B.C.'s Attorney General, the Hon. Mike de Jong, Minister of Forests, the Hon. Pat Bell, and the Mayor of the City of Prince George, Dan Rogers.

Continued on page 33



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**BCWLA -**  
Continued from page 32

Other head table roasters included Father Nick Forde (Novak family priest in charge of all Novak “hatches, matches, and dispatches”), Jim Klimek (Olympic Ind., North Vancouver, B.C.) and Jos van Hage (Art Knapp’s Plantland, Prince George, B.C.).

BCWLA President Steve Parkinson (South Beach Trading, Coquitlam, B.C.) made the award presentations following the formal roasting. One feature of the gala evening was that while Tony, Joe and Henry are indeed *The Three Amigos*, Brother Joe passed away last December after battling cancer and received his Lumberman Of The Year Award posthumously. His son Rob Novak, President of Dunkley Lumber Ltd., accepted the award on his father’s behalf.

In the words of Roastmaster Jack Hetherington (Evergreen Empire Mills, Burnaby, B.C.), “There are three exemplary categories that describe the positively cultivated human condition: first there’s *Class*, then there’s *First Class*, and then way up there above the first two there’s *The Novak Brothers*.”

The annual BCWLA Lumberman Of The Year Award Roast is a major event on the Association’s social calendar. A society registered in the province of British Columbia with roots going back to 1946, the BCWLA endeavors to foster, maintain and develop communication and cooperation among lumber wholesalers and other branches and levels of the lumber industry, governmental agencies and the public in general.

Comprised of 30 full members and 18 associate members, the BCWLA, in addition to philanthropic initiatives, strives to promote high standards of business conduct, integrity, and camaraderie in the wholesale lumber industry. And it is to that end that the BCWLA sponsors four major social events throughout the year: a “Family Night” barbeque with the Oakland A’s affiliate Vancouver Canadians Professional

Baseball Club in July; a major golf tournament in August; a “Smoker” in December, where high profile speakers rally the troops in a social setting; and the famous Lumberman Of The Year Roast in June when the BCWLA honors someone whose exemplary conduct and career has benefited in a positive manner, not only themselves but the lumber industry in general and society as a whole.

**RICHARDSON TIMBERS -**  
Continued from page 19

celebration included a catered lunch, tours of the facility and door prizes.

Approximately 50 people were in attendance at a buffet style lunch with hors d’oeuvres, chicken and fruit was served followed by a tour of the facilities. Door prizes included hand-crafted wood sculptures, a \$100 gift card to Houston’s Steakhouse, four tickets and a parking pass for a Texas Ranger baseball game, and a 42-inch high definition flat screen television.

The event ended at 6 p.m. and each person in attendance received a 60th Anniversary wood grained travel coffee mug.

When asked what he attributed Richardson’s 60 years of success to, General Manager Bobby Crowley said, “I believe the success of our company over the last 60 years is due to our ability to manufacture quality products, to provide good customer service and to offer competitive pricing. Our company employees pride themselves on the dedication we have to our customers. Without them there would have been no celebration.”

Richardson Timbers specializes in the cutting and milling of wood timbers and the production of custom millwork products. The company stocks and cuts timbers from Western Red Cedar, Douglas Fir and oak. Custom millwork capabilities include the manufacturing of deco-

rative brackets, corbels and rafter tails. Standard and custom patterns along with rip, re-saw and precision end trim services are also available.

For more information about Richardson Timbers and their products and services visit them at [www.richardson-timbers.com](http://www.richardson-timbers.com) or call 214-358-2314.

**OTIF -**  
Continued from page 23

full. Filling 95% of an order does not equal a 95% in-full performance. There are no percentages of ‘in-full’ on individual orders. This is an all or nothing proposition: there are no errors, substitutions or backorders.

Now consider your OTIF performance. If you’re not currently measuring and managing your performance I’d be shocked to see your OTIF in the 90’s. In 15 years of working with lumberyards and sawmills in the U.S. and internationally, we’ve never seen OTIF numbers that high in companies that weren’t intentionally managing their business to that level. 95%? It never just happens or occurs at companies with informal systems and processes in place.

In our experience, we’ve found that initially, sawmill operations generally have higher OTIF performances than retail lumberyards. A couple of facts drive this difference. Sawmills generally have a smaller number of total customers. Very often, the vast majority of their production is going to a small percentage of their customer base. The Pareto Principle or 80/20 rule where 80% of production goes to 20% of customers is common. In this environment, communication with those customers is generally very good. Also, they often represent long-standing relationships and there’s a high level of organizational knowledge about what that customer prefers, buys and expects.

Retail lumber operations have more complexity to deal with in terms of numbers of customers, number of delivery

locations they ship to and additional products that are combined in each order. Perhaps the key difference between sawmills and retail lumber operations is the expected and accepted lead time. “Our lead times at the sawmill are significantly greater than in the lumberyards,” comments Kevin Hynes, COO at Hancock Lumber Company in Maine. “Sawmills benefit from longer lead times and I believe this is a big driver in their OTIF performance being generally higher (initially) than a retail lumber operation.”

Nonetheless, any organization can drive an OTIF performance in the 90’s. If they hit the mid-to-high 90’s they’ll be driving a competitive advantage. A competitive advantage drives profitability. AND that’s the goal.

**Not WHAT but WHY**

When asked what his first three ‘go to’ metrics are Joost Douwes, Vice President and General Manager of Chinook Lumber in Snohomish, Wash., replied, “Sales, margin and OTIF. It’s very important to know your OTIF performance.” I agree. But what I really want to know is WHY. I’m not nearly as concerned with the actual OTIF number as I am with the drivers behind it. THAT’s the value of OTIF.

In order to understand the ‘why’ it’s important to assign reason codes to each OTIF failure. Why wasn’t that particular order on-time or in-full? As each order is sent out and the OTIF data is captured, the reason behind it is also captured. Usually we divide this up into 4 categories: Customer; Internal; Vendor; Other. Within each category we break out some common sub-categories. For example under Internal reasons for OTIF failure it may have been an order entry error by Sales, the wrong material may have been loaded by Operations or the items may have been out-of-stock.

Tracking the reason behind the failure quickly highlights your biggest areas for improvement. The majority of OTIF failures are driven by internal issues. They

Continued on page 34

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OTIF -

Continued from page 33

may center on sales frequently setting inappropriate lead times resulting in late orders. They may be driven by out-of-stock events. Digging into the detail to understand why these things are happening always highlights insufficient systems and processes.

"We found inefficiencies in operations to be an OTIF driver. We discovered a large contributor to that was not always having directions or addresses on orders. So we strengthened the order-taking system and have an audit component that ensures all orders that get to operations are complete. We do our homework up front and reap the benefits daily," says Douwes.

What do I do first?

There are a number of things you can do today that are good and beneficial for your business. There are only a handful of things that matter MOST, right now. The OTIF data will clearly prioritize where you should allocate your resources. "OTIF data clearly identified our biggest problem. It allowed us to drill down, identify and address the root cause," adds Dan Fesler, CEO of Lamperts in St. Paul, Minnesota.

The objective is to eliminate or minimize each obstacle to OTIF with permanent system fixes. (What is insufficient about the current system or process?) Take them one at a time; resolve each system issue and move on to the next. You'll cover a lot of ground and the result in each and every case will be an improvement in the company's ability to get it right the first time – improving customer satisfaction and lowering operating costs. That's a beautiful thing.

**So – what's your OTIF performance?**

*Ruth Kellick-Grubbs is President of Kellick & Associates, a LBM industry consulting and advisory firm. She works with LBM companies across the country to improve performance and profitability.*

For more information on measuring OTIF or sample Excel tracking spreadsheets contact Ruth at [Ruth@KellickandAssociates.com](mailto:Ruth@KellickandAssociates.com).

CEDAR CREEK -

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Cedar and hardwoods. For more information, visit the company's website at [www.cedarcreek.com](http://www.cedarcreek.com).

WHO'S WHO -Westmaas

Continued from page 25

factures coatings and specialty products for siding and trim pre-finishers. The company is part of PPG Industries, Inc., which has manufacturing facilities around the globe and is headquartered in Pittsburgh, Pa.

WESTERN TRENDS -

Continued from page 26

Western SPF prices began to fall a few days later with quotes on 2x4-8s from large producers in a \$158-163 range, 2x4-9s lost ground and prices of 2x6 trims were the same, but demand had weakened. The Report cited weak demand and sufficient production as key factors pushing framing prices lower.

According to a source in Idaho that operates among others, a stud mill, the framing business is extremely challenging. "We're closing our stud mill indefinitely at the end of the month," he said. In reference to the reason for the closure, the contact said, "There is too

much supply on the market chasing too few housing starts."

"We're selling to distributors and retailers and both national and local prodealers covering the spectrum of people that use framing lumber. It's not a matter of lack of customer base, it's about prices," he said. He also commented any price movement was due to "mills curtailing then coming back and increasing production which pushes prices to an unaffordable level."

The supplier who manufactures Fir Larch and whitewood studs doesn't look for a price recovery until 2010. "Until we get increased demand, which is going to come from increased housing starts, we're just going to flounder a bit and struggle at these low levels. And I think it will be into 2010 before that happens," he said.

While the company is SFI certified the source mentioned he hasn't seen a benefit in profit or an increase in demand. "Certification is important to us because we want our customers to be confident that our timberlands are managed sustainably but it certainly hasn't generated extra income," he explained. "We haven't noticed an increase in demand for the certified products either. In this market, it's all about price."

A recent forecast by the Freedonia Group projected the 'green' market to expand 7.2 percent annually to over \$80 billion by 2013. According to the Group, Forest Stewardship Council (FSC)-certified lumber and wood panels are expected to be the fastest growing green products. The demand for FSC certified panels is expected to triple in coming years, growing three times as fast as the overall market for wood panels.

Forecast to grow 5.6 percent annually to over \$29 billion, green flooring is predicted to be the largest source of green building demand in the coming years. According to Freedonia the U.S. market for 'green' building materials generated sales of almost \$57 billion in 2008.

NORTHEAST TRENDS -

Continued from page 26

to allow homebuyers to use the \$8,000 tax credit to assist covering down payment or closing cost to bring new homebuyers to the market and stimulate home sales.

"We think this is a good program; our members have been getting many inquiries from potential buyers about it," McMillan said. "NAR is pleased that this enhancement has been made to the administration's housing recovery program. As we have heard before, there can be no economic recovery without a housing recovery. With an abundance of inventory, reduced home prices, historically low interest rates and now the availability of the tax credit at closing, we expect to see the housing market further stabilize and improve."

QUEBEC/ONATRIO TRENDS -

Continued from page 27

be, if not a long road, than not an easy road for recovery."

A manager at a Quebec-based wholesale operation said he felt similarly about the potential for growth in the future. He said that the companies that position themselves well today, even with the economy the way that it is, will be able to make the most of sales opportunities when they appear in, hopefully, the not-too-distant future.

"We don't do much SPF at the moment," he said, quickly adding that the company had recently hired three new salespeople in the United States to help build their share of the market. He said his company used to do "tons" of business in Softwood before the current downturn, but he said he would prefer to look forward to a time when the market comes back. At that point, he said, this

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T/L 2x2 – 4' C & Btr Clear S4S

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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

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softwood forest products' stock exchange

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**QUEBEC/ONATRIO TRENDS -**  
Continued from page 34

wholesaler will be ready to take advantage of opportunities when they arise.

"They're doing OK at the moment, even though the economy is not doing well," he said of the United States-based sales team. "We've got to get started."

•

**SOUTHEAST TRENDS -**  
Continued from page 27

difference is holding it back. For example, someone presented us a green product and the price difference was drastic. The green product was \$100 a sheet for a product that goes for \$8 a sheet. Who's going to buy it at that higher price?"

For the next six months the source said he expects challenging times. "I think the best hope for a pick up is spring of 2010. I think it will be a gradual pick up. When you're at 407,000 housing starts that's a long way from 1.5 million," he said.

In Louisiana the Northeast Louisiana Home Builders Assoc. said negative media attention of the United States housing industry has people in Louisiana believing the same is true for their state. According to the executive officer of the association, Paul Stephenson, this is not the case. "Louisiana is not like other states," he

said. "Right now, if you listen to the national media all you hear is how bad the housing economy is. You would think foreclosures were everywhere."

A recent visit to the state by a national economist makes Stephenson's claims viable. The economist's report showed that Louisiana had less than 6/10th of 1 percent foreclosure.

"That's virtually none," Stephenson explained. "We know it happens nationwide, but it's just not happening much here. California, Arizona, Nevada and Michigan are all experiencing severe problems. We don't dispute that. But if you look at the facts, home prices doubled from 2001 to 2006 in California. That's unrealistic growth and unsustainable."

The only thing hurting the Louisiana home building industry according to the economist is fear. "People see what's happening nationally and think it must be happening here, too. What we are trying to do is get the 'word' out to the public that the bad foreclosure rates in housing are occurring in several other states but, it's not happening much here," Stephenson added.

In Mississippi a Southern Yellow Pine supplier said business was severely depressed. "We're just surviving," she said. "The cost of fuel is going up, and this higher expense of delivering lumber and/or dimension to our customers is hard to absorb."

The contact said long-time loyal customers were helping the company survive the challenges. "Being in business over 25 years, you get to know

people," she explained. "Some of our customers have been with us since the beginning. We've been good to them in good times, and they're returning the favor by being loyal to us in these slower economic times."

According to the source, houses being built in the area are smaller today compared to two years ago. "We're seeing much smaller houses. They're being built in the 1,600-1,900 square foot range now. Two years ago the average house being built was 2,200-2,500 square feet," she said. "It is harder to sell lumber in this type of economic climate."

Looking ahead the contact doesn't expect a change until at least 2010. "When the housing industry reaches a level of 50 percent recovery, things will improve. We don't expect that to happen until at least 2010," she explained.

•

**TRADE TALK**

Pacific Western Wood Works  
Introduces New Products

**Delta, B.C.**—Pacific Western Wood Works Ltd., based here, recently introduced a new product line. The lattice and Cedar accessory manufacturers have built a state-of-the-art

The Softwood Forest Products Buyer



Dennis Wight

facility that specializes in high end finishing. "We added to our programs in the last few years. We now have a full line of Clear finish, which, is A & Better Clear as well as the Clear VG in 1x4, 1x12, 5/4x12 and 2x4-2x12 in S4S and S1S2E," General Manager Dennis Wight said. "This program has given us a competitive edge against some of the best in the world. Over the last few quarters we have continued to grow and we are receiving a huge response from our current customer base."

With the majority of the firm's customers located in the Northeast, Midwest and the Pacific Northwest, Wight said the company is expanding into other markets. "A lot of people would be really surprised at the range of product lines that our family business carries. We export to Japan and Germany, which are some of the toughest quality-required markets in the world," he said.

Wight also said variations of some of the company's products are exported offshore.

Pacific Western Wood Works Ltd., a family-owned and operated business, has provided quality products and innovative solutions for the Western

Continued on page 39

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# TRADE TALK

Continued from page 38

Red Cedar Assoc. industry for the past 25 years. The company uses a hands-on approach with an emphasis on personal service. For more information visit [www.pwww.com](http://www.pwww.com) or contact direct at 604-946-2910.

## Aubra Anthony Appointed To Arkansas Forestry Commission

**Little Rock, Ark.**—Aubra Anthony was recently elected to serve a nine-year term on the Board of the Arkansas Forestry Commission by Governor Mike Beebe. President and CEO of Anthony Forest Products Co., Anthony replaces Steve Anthony (cousin) of Bearden whose term expired this year.

Director of the American Forest and Paper Association, he currently serves on the boards of Simmons First Bank of El Dorado, the Medical Center of South Arkansas, the Arkansas Forestry Assoc. and the Winthrop P. Rockefeller Cancer Institute Foundation.

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

## H.W. Culp Lumber Co. Installs New Equipment

**New London, N.C.**—H.W. Culp Lumber Co. recently installed a Comact GradExpert optimizer for use in their planer mill from Comact



Equipment Inc. out of Quebec, Canada.

The new optimizer has a fully automatic lumber grading system that utilizes lasers, CCD cameras and a light curtain to grade and trim lumber without human graders at speeds up to 150+ lugs per minute.

According to H.W. Culp Lumber Co., the new equipment will help the company receive a better grade and volume recovery with faster production rates. A representative said the equipment would benefit customers by allowing a more accurate grade of lumber due to precise measuring of each piece end to end, a more consistent product and a better product

appearance due to the ability to cosmetically trim within the grade.

“H.W. Culp Lumber Co. will continue to upgrade our controls and optimization on our carriage, lineal edger along with upgrading our optimized bucking system as the market allows,” the representative said.

H.W. Culp Lumber Co. is a third generation, family-owned company. Operating since 1925 the company produces Southern Yellow Pine lumber. The firm’s products are Sustainable Forest Initiative certified and also certified by Timber Products Inspection.

For more information visit [www.culplumber.com](http://www.culplumber.com) or contact directly at 704-463-7311.

## Rosboro Adds Glulam Facility

**Springfield, Ore.**—Rosboro, headquartered here, recently added a new glulam facility in Vaughn, Ore.



The company purchased the Vaughn facility from Weyerhaeuser Hardwood & Industrial Products and added equipment to manufacture custom glulam.

A representative of the company said, “Rosboro is the largest supplier of stock beams, now we complete the line with custom glulam that can be produced per plans and specification including curved beams. We also now manufacture Alaskan Yellow Cedar and Port Orford Cedar providing custom fabrication. We can now provide one-stop shopping.”

Marketing to wholesale distributors, utility supply companies, commercial structure companies, and specialty brokers, the company now offers design stresses (24fb, 1.8 E and 30 fb, 2.1 E) in sizes up to 14-1/4” wide with depths up to 53-inches, lengths up to 100 feet in standard glulam depths or I-joist compatible depths. Species offered are Douglas Fir, Southern Yellow Pine and Alaskan Yellow Cedar.

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

## Bob Bretz Joins Yakama Forest Products

**Cayucos, Calif.**—Bob Bretz recently joined the sales team at Yakama Forest Products, based here. A 35-year experienced member of the industry, Bretz was formerly a sales manager for Colville Indian Precision Pine, Snow Mountain Pine and Sequoia Forest Industries. His first job in the forest products industry was logging for family operations.

A graduate of Clovis High School in Clovis, Calif., he attended the University of California in Fresno and is a lifetime member of Hoo Hoo International.

Continued on page 40



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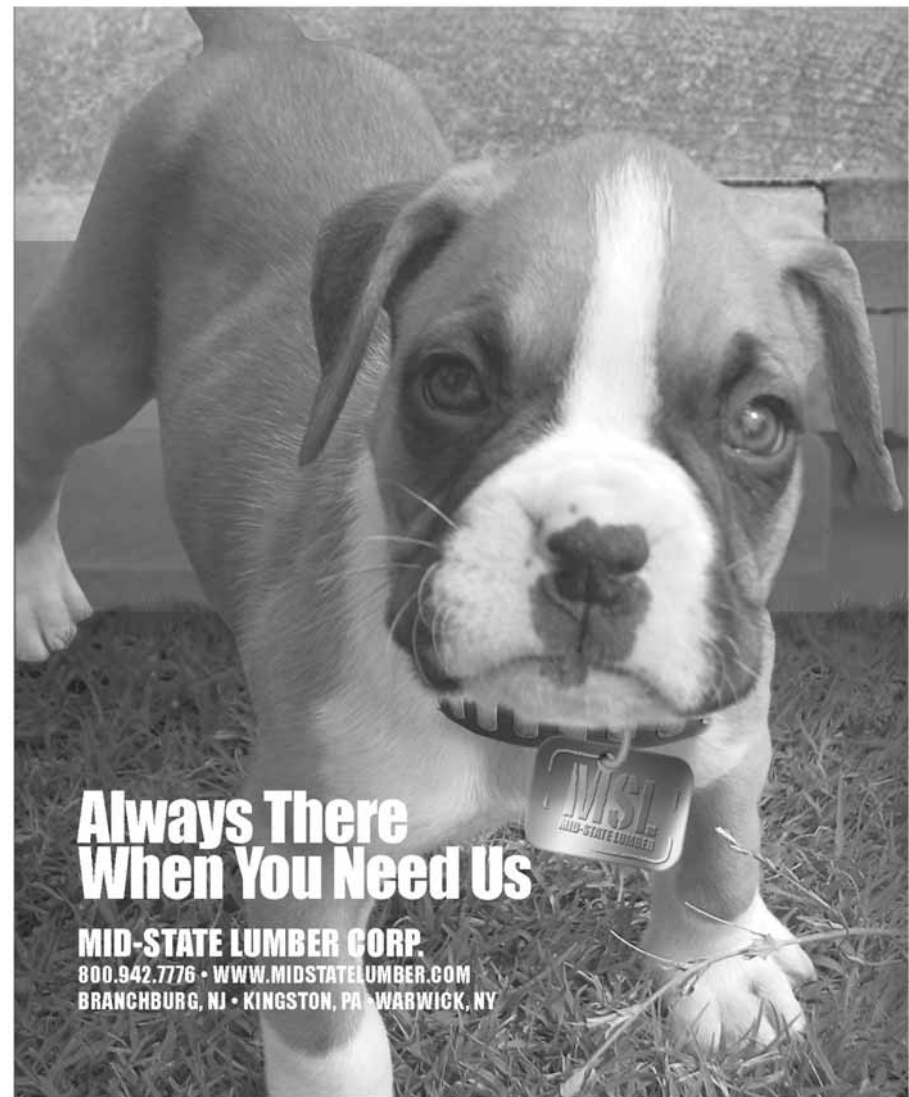
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TRADE TALK

Continued from page 39

Bretz is a United States Army Veteran who served in the Vietnam War. He enjoys fishing and hunting in his spare time.

Yakama Forest Products produces mouldings, shop and 4/4 boards from Ponderosa Pine.

For more information visit [www.yakama-forest.com](http://www.yakama-forest.com).

•

Medford Moulding And Western Veneer Now FSC Certified

**White City, Ore.**—Both Medford Moulding Co. and Western Veneer & Slicing Co. recently announced FSC certification.

Medford Moulding was founded in 1957 and is a manufacturer of solid lineal domestic Pine mouldings for the two-step distribution segment of the wood products industry. In addition they manufacture engineered stiles and rails for the wood window and door industry.

Western Veneer & Slicing began in 1988 and is a sister company to Medford Moulding Co. Western Veneer is a manufacturer of wood veneer utilizing three Amitec lineal slicing machines along with three frame saws for producing thick veneers. The company specializes in Ponderosa and Sugar Pine along with all other domestic and foreign Softwoods and hardwoods.

For more information about Medford Moulding Co. visit [www.medford-moulding.com](http://www.medford-moulding.com) and for more information about Western Veneer & Slicing Co. visit [www.westernveneer.com](http://www.westernveneer.com).

•

John Brash Timber Co. Supplies Cedar For Exmouth Lifeboat

**Lincolnshire, U.K.**—John Brash Timber Co., based here, has supplied its Western Red Cedar cladding for the new Exmouth Lifeboat Station, owned by the Royal National Lifeboats. Specific in its appearance and durability for coastal conditions, the cladding will also be used for the station souvenir shop and the underside of the building's roof.

John Brash Timber Co. Ltd. produces and imports specialty timber for specified markets. The company's products include roofing battens, scaffold boards, Cedar shingles and shakes, exterior timber cladding, anti-slip timber decking and landscape sleepers.

For more information visit [www.john-brash.co.uk](http://www.john-brash.co.uk).

•

Green Book's Softwood Marketing Directory Available

**Memphis, Tenn.**—The 2009 edition of Green Book's Softwood Marketing Directory is available

The Softwood Forest Products Buyer

online. The directory gives Softwood lumber sales representatives instant access to over 4,400 woodworking and industrial plants' Softwood lumber purchasing needs.

With a qualifying Ad program, the service is offered at no cost and can be accessed without an Ad program for \$900 per year. Each listing includes species, grades, thicknesses and quantities of lumber purchased regularly. The lumber buyer's name, address, telephone and fax numbers and email and web address are all included.

For more information contact Charlene Jumper at 901-372-8280 or [greenbook@millerpublishing.com](mailto:greenbook@millerpublishing.com).

•

Western Forest Products Struggles In 'Non-Core' Asset Sales

**Duncan, B.C.**—Western Forest Products Inc., located here, recently announced it would continue to sell assets not deemed as key to company growth. However, potential sales have been slowed by the economic downturn. Reporting a 25 percent drop in wood product sales for the first quarter, the forestry company said it plans to use the money from asset sales to reduce borrowing and improve its balance sheet.

Dominic Gammiero, acting president and CEO said the plans to sell "non-core assets" in recent months have been halted. The firm reported a net loss of \$25.5 million for the quarter ending March 31 compared to a year-earlier loss of \$22.6 million.

Western Forest Products Inc. is an integrated Canadian forest products company with an annual available harvest of approximately 7.5 million cubic meters of timber of which 7.3 million cubic meters is from Crown lands and 0.2 million cubic meters from private timberlands and lumber capacity in excess of 1.5 billion board feet from eight sawmills and four remanufacturing plants.

•

NAWLA Announces Election Of 2009-2010 Officers

**Chicago, Ill.**—The North American Wholesale Lumber Association

(NAWLA), based here, recently elected their new officers for 2009-2010. Those elected were: George (Buck) Hutchison, Hutchison Lumber & Building Products, Chairman; Chris Beveridge, Skana Forest Products, First Vice Chairman; Gary Vitale, T.W. Hager Lumber Co., Second Vice Chairman; Bill Barnett, Marathon Forest Products, Treasurer; Susan Fitzsimmons, Snaveley Forest Products, Immediate Past Chairwoman and Mark Palmer, NAWLA, Executive Director & Interim

Continued on page 41



## TRADE TALK

Continued from page 40

CEO.

For more information visit [www.nawla.org](http://www.nawla.org) or contact direct at 800-527-8258.

### Lumberman's Underwriting Alliance Awards Over \$350,000

**Washington, D.C.**—The Lumbermen's Underwriting Alliance (LUA) has awarded over \$350,000 of returned premiums to National Hardwood Lumber Assoc. (NHLA) and its members.

As a result of LUA's Partnership program held in 2008, the return is based on the commendable loss ratio of 38 percent. "The VIP Program was started in 2006 to recognize NHLA members who share the same commitment to property conservation as the LUA," president and chief operating officer, Michael North said. "In these challenging economic times, it is gratifying to reward our customers and directly have an impact on everyone's bottom line."

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

### Several Closings Announced

**Federal Way, Wash.**—Weyerhaeuser Hardwoods & Industrial Products, headquartered in here, recently announced the indefinite closing of four engineered wood products plants in the Southeast and permanent shutdowns of two lumber mills and five distribution centers including Cincinnati and Columbus, Ohio.

The four temporarily idled are iLevel veneer and engineered wood mills in Evergreen, Ala., and Dodson and Simsboro, La., and a TimberStrand mill in Chavies, Ky. Also permanently closed are Albuquerque, N.M., and Las Vegas and Reno, Nev.

The firm has closed 10 mills since the beginning of 2009. The latest closures will affect nearly 800 jobs at 11 locations. Tom Gideon, executive vice president of forest products said, "Demand for wood products continues to decline due to a slowdown in the housing market and virtually all of our operating facilities are experiencing reduced operations. As a result of the challenging market conditions, the four manufacturing mills will close for an indefinite period of time to balance supply with our demand."

Plum Creek Timber Sales, headquartered in Seattle, Wash., is permanently closing its sawmill in Pablo, Mont. The company closed mills in Evergreen and Columbia Falls, Mont. Plum Creek issued 60-day notices that the other two plants would be evaluated and either keep running or close temporarily or permanently. "It could go either way," representative Kathy Budinick said. "We'll just have to look at the market and see how it's doing."

Since the beginning of 2009 the

Evergreen and Columbia Falls locations have experienced temporary shutdowns and a sawmill in Kanaka, Mont., was permanently closed.

Boise Cascade located in La Grande, Ore. is closing its sawmill along with a small log mill in Kettle Falls, Wash., for an indeterminate time period. Spokesperson Steve Lyon said, "We don't know when our operations might come back up again, but it is not any time in the foreseeable future."

According to U.K. based parent company, Wolseley, Stock Building Supply, located in Raleigh, N.C., will be sold or closed by August.

Wolseley's CEO, Chip Hornsby said, "We continue to have approaches and we're in discussions with a number of groups."

Wolseley has cut 17,000 jobs and closed 713 branches at Stock since August 2007. The 3,000 job cuts were announced last October. Sales for the firm were \$5.3 billion in the fiscal year ending July 2006 and \$3.5 billion two years later. The company lost more than \$200 million in 2008.

"The market moves so quickly, everything stopped," Hornsby said. Attempts to sell Stock Building Supply began last summer with interested buyers, but a deal was not reached.

### Kepon Joins Zip-O-Log Mills

**Eugene, Ore.**—Zip-O-Log Mills Inc., located here recently announced Dan Kepon joined the firm's sales team. Kepon has been in the forest products industry since 1983 where he began in sales for Nu Forest Products in Healdsburg, Calif.



Dan Kepon

Prior to joining Zip-O-Log Mills Inc., Kepon was product manager for The Pacific Lumber Co. in Scotia, Calif. A graduate of Arcale High School in Arcale, Calif., he attended Orange Coast College in Costa Mesa, Calif. and College of the Redwoods in Eureka, Calif.

Kepon is a member of Humboldt Hoo Hoo International and the California Redwood Assoc. In his spare time, Kepon enjoys golf, hunting, fishing and vacations with his family.

Founded in 1944, Zip-O-Log Mills is a family owned sawmill business located in Eugene, Ore. The company is committed to continue to provide top quality 100% Douglas Fir products. Recent improvements and upgrades in the firm's sawmill have improved productivity and quality. The firm now has the capacity to produce timbers up to 52' in length. Post and beams, timber framing products, joist and stringers, and domestic clears are included in the company's product list.

For more information about Zip-O-Log Mills Inc. visit [zipolog.com](http://zipolog.com).



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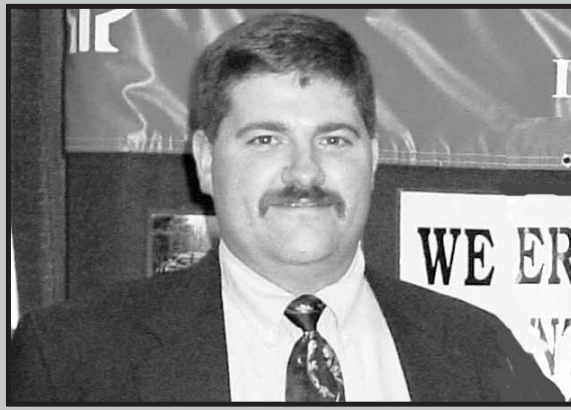
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**WEST COAST TRENDS-**  
Continued from page 15

Don Dye, sales manager for Mary's River Western Cedar sawmills and reman plant, said, "Logs are becoming more difficult to find. Loggers just are not bringing in Cedar due to the weak Doug-Fir and Hemlock markets. So far we have logs, but it is a tight supply. Our Cedar markets are doing okay, but we have chosen a different path. Our biggest bugaboo is mid-range standard and better material. Tight knot, channels, bevels and tongue and groove material is moving well."

Vince Mast on the sales team of Hampton Affiliates, Portland, Ore., said, "Sales from our mills last week were the best we have seen in two years. A lot of people were out of wood and had to buy. We have a solid two-week order file and that is good. We have raised some prices. For the first time in three years the mills are in a fairly strong position for sales and raising prices. I feel those same buyers will have to come back to buy again in another two weeks. Business has had a lot better tone lately. However, we have no plans to increase production and we may see more curtailments if there is a downturn. We have seen good home center sales and strong offshore

sales, however, the monsoon season is coming and then we will have to sell more into the domestic market."

Darren Duchi, handling sales for Siskiyou Forest Products in Andersen, Calif., said, "No one has any supply fears at the moment; the fourth quarter may see some concerns if curtailments continue to expand. We have experienced a slight bump in sales, but due to fiercely aggressive competition, we have not been able to raise our prices. Business is better but surviving is about doing more with less. We are expanding into some new markets for us and this effort is paying off. We thought last winter was the toughest winter we would ever see, but this year may be the toughest year and this coming winter may be harder than the last one. There is so much uncertainty due to what is happening in our country's government. I feel that we are in the eye of the storm and that even though things have gotten better, they are still quite fragile."

Siskiyou is in the process of lengthening its edge glue line from 16 to 20 feet for greater efficiency and increased production (with fewer workers) and is looking at purchasing additional equipment. "Right now you can purchase good equipment for almost any wood operation for pennies on the dollar, and we are still investing in our future," he said.

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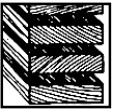
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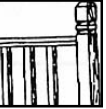
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**Southeastern Lumber Manufacturers Assoc., Annual Conference,** Ritz Carlton Amelia Island, Amelia Island, Fla. Contact: 770-631-6701. July 22-25.

**The Southern Building Material Association, Annual Summer Conference,** Virginia Beach, Va. Contact: 704-376-1503. July 30-Aug. 2.

**SEPTEMBER**

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

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**Red Cedar Lumber Association and the Cedar Shake & Shingle Bureau,** Whistler, B.C. Contact: [gbm@bcwood.com](mailto: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.

**Minnesota Timber Producers Assoc. NORTH STAR EXPO** Itasca County Fairgrounds, Grand Rapids, MN. Contact: 218-722-5013. September 18 -19.

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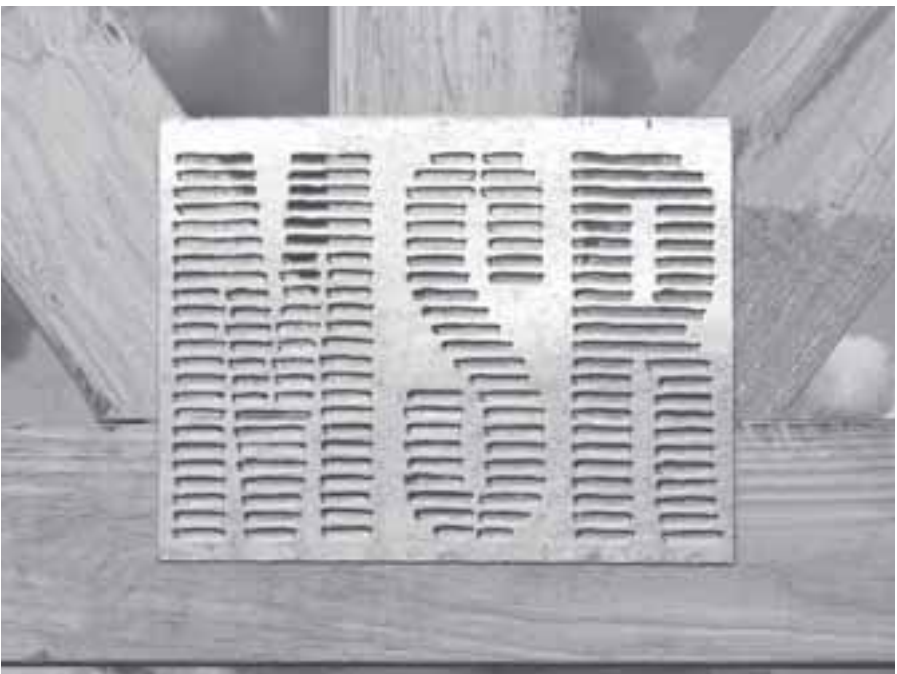


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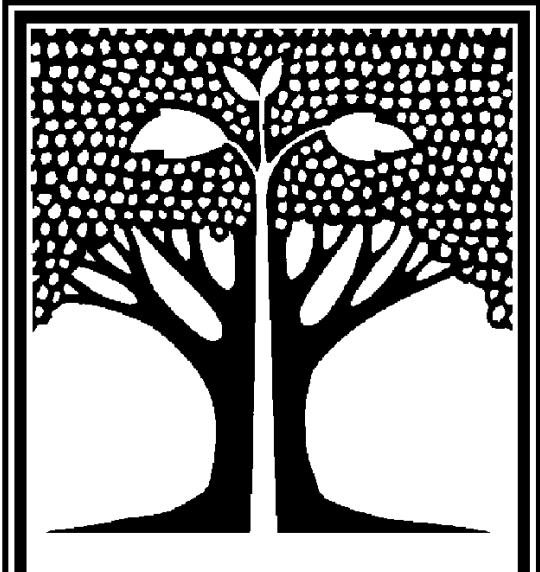
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If interested please send resume to **Delson Lumber LLC, 2 South 56th Place, Suite 201-E, Ridgefield, WA. 98642** or email [humanresources@delsonlumber.com](mailto:humanresources@delsonlumber.com)

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