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The Softwood Forest Products Buyer

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'Right People' Make 2009 Traders Market® Most 'Productive Ever'

Photos By Terry Miller and Wayne Miller

Chicago, Ill.—The North American Wholesale Lumber Association (NAWLA) recently concluded their annual Traders Market® here. Although the housing markets and the lumber, millwork and building materials industry are a long way from recovery, based on reports from financial experts, the NAWLA show was well attended, according to show representatives, despite a 20 percent decrease in visitors.

Buck Hutchison, NAWLA chairman, kicked off the event at the Traders Market Grand Opening Luncheon. Hutchison introduced Gary Vitale as the new NAWLA president.

"Companies were more selective with their representation at this year's show and, as a result, the right people attended and it was one of the most productive events we have ever had," said Vitale.

NAWLA reports there were 462 wholesalers at this year's event with 467 manufacturers and 135 service affiliates, along with other industry personnel. Show atten-

Additional photos on pages 14, 16, 18 & 20

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Michael Wigen, Dirk Kunze and Chris Schofer, Wynndel Lumber Sales Ltd., Wynndel, B.C.; Mark Kenny, Doubletree Forest Products Ltd., Burnaby, B.C.; and Craig Upper, Porcupine Wood Products Ltd., Salmo, B.C.



Will Scott, GAF Decking Systems LLC, Biddeford, Maine; John Barber and Chris Twiford, Trout River Lumber LLC, Crewe, Va.; and Joe Galvin, Horstmeier Lumber Co., Baltimore, Md.



Gregg Netzley, BlueLinx Corp., Atlanta, Ga.; and Kevin Daugherty, George Hewitt and Dean Hague, Swanson Group Sales, Grants Pass, Ore.



Gary Reid and Dean Garofano, Westshore Specialties Ltd., Delta, B.C.; and Jeff Norman, Norman Distribution Inc., Medford, Ore.

Forecasts For 2010!



**Kenneth
Bernstein
Mid-State
Lumber Corp.
Branchburg,
N.J.**

Forecasting business for 2010 equates to slowly pulling out a splinter from your foot. Unemployment levels continue to rise, new restrictive lending regulations, combined with a weak housing, building industry sets the stage for a slow and weak recovery. Businesses will continue to struggle to maintain service levels, inventory levels, cash flow, and employee welfare and credit worthiness. These issues will hamper the growth of our industry's recovery.

2010 housing starts should remain consistent with 2009 levels in our market. The good news is that our economic indicators do not project interest rates increasing. Those who are credit worthy should be able to access borrowing at competitive rates. This will be the

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**David Jeffers
PPG Machine
Applied
Coatings
Raleigh, N.C.**



The most common reaction to my question about the outlook for 2010 is a deep sigh. The most common answer is "... we'll have to see." It seems that everyone wants to be optimistic. All seem tired of the doom and gloom of this economy and the negative effects on our industry. Perhaps being optimistic at the end of 2008 about 2009 and the disappointing results have put us in stand-by mode until we see some real results. The real feeling is that we still have hold of the handlebars, but what a wild ride it is.

The truth is that all the players in this business have already made their adjustments and built their strategies to get back to real profitable growth. The ones who have done well-made adjustments early to their business makeup

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Economist Anticipates Improved Market Soon

By Matthew Flite

Bob Berg, principal economist for RISI, focusing on lumber, told an Internet webinar audience recently that he anticipates a modest recovery for the North American forest products industry in 2010.

He noted that some believe he is looking at the market through rose-colored glasses.

"That is why I called this presentation 'Down So Long, Down Looks Up To Me,'" Berg said.

Berg presented the webinar on behalf of the North American Wholesale Lumber Association. Berg's company, RISI, is a leading information provider for the global forest products industry.

Berg said the numbers in his forecast are "lackluster," but they look overly optimistic to some because conditions have been so bad for so long.

Berg forecasts higher lumber prices in 2010, but "it will be hard to sustain them. You'll see volatility, potentially."

He sees housing starts up in 2010. Starts were expected to total 700,000 in 2009. He looks for nearly 1 million starts in 2010 and 1.33 million (plus 100,000 mobile homes) in 2011.

Total underlying demand for housing, Berg believes, is about 1.7 million homes. The difference between the number of homes he expects to be erected and the underlying demand will be purchases of existing homes, vacated by people who couldn't pay their mortgages.

The high foreclosure rate leads to Berg's explanation for the current state of the home building industry and its affect on the forest products industry.

The dominant factor, that has overwhelmed the economy, he said, is: "We went on a credit binge in this decade that is unprecedented." Higher home prices and loose credit standards unleashed a significant amount of equity in houses and people took advantage of it, he said. "Clearly, we are going to spend several years sort of cor-



Bob Berg

Continued on page 28

Who's Who In Softwoods



Ken Barry

Ken Barry is sales representative for the eastern U.S. for **PPG Machine Applied Coatings**, based in Waltham, Mass. PPG Machine Applied Coatings manufactures coatings and specialty products for siding and trim pre-finishers. The company is part of PPG Industries, Inc., which has manufacturing facilities

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Christian Gorshing

Christian Gorshing is accounts payable/payroll manager for the **Oklahoma League for the Blind** of Oklahoma City, Okla. As part of her duties, she is responsible for purchasing. Oklahoma League for the Blind manufactures wheel chocks for military airplanes using No. 1 or Better Southern Yellow Pine.

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Lee Iorg

Lee Iorg is general manager/sales and purchasing for **Pacific Clears** of Arcata, Calif. Pacific Clears is a manufacturer of Redwood decking, balusters, railings, sidings and clears, 1" & 2" boards, dry, S4S and rough, turned, as well as various specialty products. Pacific Clears sells its products nationally and internationally. "We offer

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Rory Kling

Rory Kling is director of purchasing for **Tuff Shed Inc.**, among America's largest providers of backyard storage buildings and garages. Tuff Shed is headquartered in Denver, Colo. Tuff Shed manufactures these structures from the 18,000,000 board feet of Hem-Fir/ESLP, Premium Stud Grade, (2 x 4 x 6', 7' & 8')

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Curt Stuckey

Curt Stuckey is general manager for **Wholesale Wood Products** in Birmingham, Ala. He manages one of the firm's three locations. Wholesale Wood Products includes a corporate office and Custom Lumber Manufacturing division in Dothan, Ala., and a retail lumber yard in Pelham, Ala. The Birmingham location

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Tonia Tibbetts

Tonia Tibbetts recently joined the sales team at **Robbins Lumber Inc.** in Searsport, Maine. Tibbetts began at Robbins Lumber Inc. in 2008, and after becoming familiar with the company and its products was promoted to inside sales. To further enhance her lumber and sales knowledge she completed the NAWLA Wood Basics Course in

Continued on page 35

APA Issues Safety Challenges

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

Amelia Island, Fla.—At the recent APA Annual Meeting banquet, held here, while honoring the winners of the association's safety awards, APA Chairman Jeff Wagner issued three safety challenges:

- Reduce the industry average Total Incident Rate (TIR) to 1.00 by 2011. The rate was 1.99 for the 2008 reporting year. Wagner noted the rate has been trending down the last five years and, while the industry can take pride in that accomplishment, continuous improvement in safety should be an industry mandate.
- Achieve 100 percent participation in the program by APA member mills next year. Only 75 percent of eligible mills submitted data this year.
- Double the number of entries in the "Innovation in Safety" category from 10 this year to 20 next year. "This award category is about sharing best practices in safety and health," said Wagner, "So the more entries received, the more good ideas we can share for the well-being of our employees."

In presenting these challenges, Wagner said, "The only thing stopping us from meeting these targets is ourselves. I urge you to step up to the plate and let's all work to keep our folks safe." Wagner is Executive Vice President, OSB for LP, headquartered in Nashville, Tenn., and is serving his first year as Chairman of APA. The APA safety awards are presented each year at the association's annual meeting during the Chairman's Dinner. Categories include awards based on lowest weighted incident rate, safest company, and innovations in safety. New this year was formation of the Incident Free Honor Society, recognizing all APA member mills recording zero incidents. An impressive 16 mills were inducted into the society this year.

Accepting awards for the winning companies were Kerlin Drake, Anthony Forest



Jeff Wagner, LP, APA Board Chairman presents Safety Awards at the SPA Annual Meeting.

Products; Bonnie Schwartz, Georgia-Pacific; Brian Luoma, LP; Peter Wijnbergen, Norbord; Allyn Ford, Roseburg Forest Products; and Mark DiCarlo, RoyOMartin. A complete list of winning mills and companies, as well as all Innovations in Safety entries, can be found at APA's website: www.apawood.org.

See related APA story on page 19

strophic events such as fire, insects and disease. Dr. O'Neil noted the vast amounts of carbon that are released into the atmosphere by wildfires, comparing it with the amount of carbon healthy forests pull out of the atmosphere and the long-term storage potential of forest products, as well as their superior performance against other types of building materials which are energy-intensive to produce.

For more information and a webcast of the hearing visit www.energy.senate.gov.

Forest Certification Petition

A petition was filed with the Federal Trade Commission (FTC) against Sustainable Forestry Initiative, Inc. (SFI) by the Seattle-based Forest Law Center. This petition accuses SFI of deceptive and misleading advertising practices. A complaint was also filed by the Forest Law Center with the Internal Revenue Service that alleged abuse of the corporation's non-profit status.

Represented by the Washington D.C. office of Steptoe and Johnson, a group of forest product companies filed a complaint with the FTC against the Forest Stewardship Council's certification system, raising questions about the reliability of its labeling claims and suggesting that it may be guilty of anti-trust violations.

The result of this matter may substantially affect Washington State trust land beneficiaries. DNR's forestlands are all SFI certified and a portion is FSC certified.

Bio-fuel Raises Concerns

According to the Minnesota Forest Industry an increasing trend of the utilization of logging debris such as limbs and bark for the manufacture of fuel has raised concern among many.

"There simply is nowhere near enough waste wood for all of these biomass projects that are popping up all over the place," forest policy specialist of Sierra Club, Marvin Roberson, said. A highly sought-

after commodity, the demand is raising questions about damage to the ecosystem. However, government officials say there is plenty available and have guidelines in place that are aimed at maintaining tree debris to give soil nutrients.

In the states of Minnesota, Wisconsin, Michigan as well as parts of Ontario, many biomass projects are tied to the forests. A mill in Park Falls, Wisconsin emerged from bankruptcy three years ago and is placing profitability hopes on generating its own heat with woody biomass. Fifty miles away in another Wisconsin town, a power company is switching from burning coal to producing combustible gas from logging leftovers. And in neighboring Upper Peninsula, a plant will convert timber into 40 million gallons of cellulosic ethanol per year.

University of Minnesota forest expert Dennis Becker reported that many would-be investors are uneasy about supplies of waste wood. The fear is particularly in the West, where most forestlands are under federal ownership and logging often raises legal issues according to the report. "Another problem with woody biomass is that much of the supply is in protected areas, or so far from markets that removing and transporting it would be too expensive," Becker said.

In a separate study also led by Becker, a realistic estimate of biomass available was found at 4.1 million tons a year, annual demand could soon reach 5.7 million tons, the report showed.

"A lot of folks believe there's a significant amount of woody biomass that can be used for renewable energy," Becker explained. "In reality, not everything that's physically available is economically feasible or environmentally sustainable."



DNR's State Of The Trust Lands Report

The Department of Natural Resources (DNR) recently released its "State of the Trust Lands" report, containing several important points. Through October of 2009 DNR offered 47 sales, which according to the American Forest Resource Council (AFRC) sold 45 totaling 249 mmbf, an estimated return of \$48 million. DNR's report stated its proprietary program has overspent and the agency intends to borrow from a companion fund to cover expenses through 2010. DNR's FY10 sales program is expected to produce about 740 mmbf, part of which is FY09 no-bid sales. DNR intends to sell about 600 mmbf per year between FY11 and FY14, as sustained harvest allows. The report also stated log sales comprised 5 percent of DNR's total FY09 volume and

THE WASHINGTON SCENE

will increase to 9-1/2 percent of FY10's volume. Sales that were legislatively authorized accounted for 20 percent of the volume.

For more information and to review the full report visit www.dnr.wa.gov.

Senate Holds Forest Management Hearing

The Senate Energy and Natural Resources Subcommittee on Public Lands chaired by Senator Ron Wyden (D-OR) held a hearing regarding the management of federal forests in response to climate change.

Dr. Kit Batten, Dept. of Interior; Tom Tidwell, Chief of Forest Service; Dr. Beverly Law, Oregon State University; Dr. Elaine O'Neil, University of Washington; and Chris Wood, Trout Unlimited all were heard by the Committee.

The focus of much of the hearing was carbon sequestration. Chief Tidwell said that carbon is unlikely to be a primary driver in the agency's future management decisions regarding cap and trade. Instead the emphasis should be on management that increases diversity and resiliency to cata-

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OLD VIRGINIA HAND HEWN LOG HOMES Made The Old Fashioned Way

By Michelle Keller



Each corner of an Old Virginia Log Home is fitted and set up in the manufacturing yard to ensure a perfectly tight fit then disassembled and loaded on company trucks to be delivered to the customer's completed foundation and sub floor.



The Eagle System is a unique design of hand hewn 6"x12" logs in White Pine, Western Hemlock and Hem-Fir in lengths up to 40-feet that are grooved to accommodate movement with the company's distinctive chink board system.



Every piece that goes into Old Virginia's log homes is air-dried. It is due to their large inventory of logs and large storage area that they are able to provide air-dried lumber.



All logs and materials used are graded under the supervision of Timber Products Inspection Inc. (TPI). Every piece is inspected a second time as the home is handcrafted.



Log homes are installed as experienced company employees or company qualified contractor/dealers, unload them, saving the customer the challenge of getting the logs to the site and properly installed.



Due to numerous requests for a planed log with a rounded contour, the Huff System was created. While milled logs are often known for trouble spots in the manufacture of log homes, such as leaky corners, cracks between the logs and air infiltration, this system solves those trouble areas.

Pennington Gap, Va.—Nestled in the Southern Appalachian Mountains in a town 'where old things are not forgotten and new things are learned,' Pennington Gap, Va., is home to log home manufacturer, Old Virginia Hand Hewn Log Homes Inc.

Reed Williams always knew that one day he would have a log home built. What he didn't know was that he would be the one to build it and that by building it, the true craftsmanship of his labor would appeal to many and he would have a business built even before that home was finished.

When Williams started looking for a log home manufacturer, amid all the brochures he quickly discovered that their "best" just wasn't what he had in mind for his home. Both his great-grandfathers, Emmett Eagle and Joseph Williams, were craftsmen and builders of log homes, known in their generation as logsmiths. It was with this in mind that Williams and his wife Judy took a framing square and a level and went up the hill to a log house that was handcrafted by his great-great-grandfather, Ambrose Eagle, where they studied his technique. Incorporating technology and a few modifications, they developed a technique of their own that they would later name, "The Eagle System," a fitting tribute to Ambrose Eagle.

Combining their own knowledge of construction with the experience of Reed's father, "Babe" Williams, a retired coal miner, as well as his uncle, Bob Williams, a retired carpenter, they began building their first log home. Logs were hewn by hand, dovetail corners were notched on site right next to the foundation and each log was put in the wall one at a time. When the community saw the true hand crafted product that was going up, "word of mouth" spread fast. "The response was unreal," Williams said. "Before our house was finished, we had orders for other log homes, and the rest is history."

While there are three basic design plans to choose from, The Eagle System, The Williams System and The Huff System, the people at Old Virginia are happy to help and have designed many custom log homes. Their 'down home' personable staff work closely with each customer to make

Continued on page 35

One of Old Virginia's many available floor plans, The Rocky Top, is a popular weekend home or vacation pleasure spot. It includes a spacious great room with a fireplace and open kitchen area. A central staircase inside leads to a sleeping loft.



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FOREST GROVE LUMBER Transitions And Expands

By Wayne Miller



Ted Dergousoff (left) and Sid Smith look over some marketing materials.



This aerial view shows FGL's 25-acre facility in McMinnville, Ore.



Ismael Perez uses FGL's Dario saw to cut custom corbels for a customer.



Pablo Mendoza pulls pieces of Tru-Dry® from Forest Grove Lumber Company's (FGL) 70,000-square foot warehouse to be processed for an order. The company is located in McMinnville, Ore.



Beto Martinez picks up a lift of surfaced Tru-Dry for its final inspection before packaging.

McMinnville, Ore.—With the ever-changing economic challenges we face, many suppliers in the forest products industry have expanded their product lines and diversified their services in an effort to reach potential new markets and enhance products for existing markets. Forest Grove Lumber Company (FGL) is taking a different approach. Previously a distributor of commodity products such as 2-inch through 6-inch dimension and timbers, the firm has transitioned throughout the last two years into specialists of specific timber-based products. Chief Operating Officer Ted Dergousoff explained, "As the economy began to change, our forethought was that we needed to focus on our strong suits, the things that we are best at. We didn't want to be a multi-mass marketer so we focused on the timber side of our business. Specifically we eliminated the dimensional lumber and concentrated on the upper end of the timber trade."

Forest Grove Lumber Co.'s president and CEO, Sid Smith

added, "We've transitioned out of the commodity distribution business and expanded considerably on the timbers aspect of our business. Primarily we are focusing on higher grades, No. 1 Structural and Better, free of heart, and now we are probably the largest distributor of high-grade Douglas Fir timbers in North America."

Both Forest Grove Lumber and the people operating it have a long history in the forest products industry. Forest Grove Lumber began as a sawmill in Forest Grove, Ore., in 1957 and today operates a 20-acre wholesale distribution facility in McMinnville. This site maintains an expansive inventory with diverse manufacturing capabilities that includes eight state-of-the-art Radio Frequency Vacuum kilns and their original Accuruff® machines.

The process at FGL begins with the selection of high-quality, structurally sound timbers. Seasoned buyers work closely with the supplier mills to ensure timbers are cut beyond the requirements of the No. 1 and Better grades and are free of heart center to meet FGL's stringent requirements.

During a 'pre-sort process' each green piece is inspected, and sorted for their best final use. The best candidates for drying continue on to the Radio Frequency Vacuum kilns to become Tru-Dry®.

Once drying has reached completion the pieces must meet structural and appearance requirements to be considered Tru-Dry. Each piece then goes to a timber sorting line where nine moisture readings are taken for every lineal foot. For statistical purposes, measurements are recorded and compared to previous entries.

The firm's Heatwave Frequency Vacuum technology heats and removes water from timbers in the dry kilns. "A typical charge to dry timbers 8-inch and thicker will take five to six days, 3-inch through 6-inch will take four days and that's going from green to maximum 15 percent moisture content," Smith said.


"The Radio Frequency kilns are designed for timbers but can be used in other applications such as re-drying, kiln wets, dimension lumber and veneer wets," he continued. "With the coming changes in environmental laws with cap and trade, we think our technology will have a large following because it is a closed loop system and doesn't emit greenhouse gases into the atmosphere." As stated on the company website, "The drying process only emits clean, charcoal filtered and pH balanced water into the waste water system and the filtering process captures more Volatile Organic Compounds (VOCs) than conventional kiln drying."

FGL expanded their Tru-Dry timber production and processing capabilities with the addition of two new high-powered Heatwave kilns and an advanced sort line in 2008 and 2009.


Many of the products FGL manufactures are used aesthetically in addition to structurally by custom builders, particularly timber framers. As for the company's product capabilities, Smith said, "A lot of customers want a resawn look or a number of different textures. Depending on the customer's

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The Anatomy of The Idaho Timber Advantage




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RETAIL REVIEW

WDMA Applauds Tax Credit Modification

Washington, D.C.—The Window and Door Manufacturers Association (WDMA) recently applauded the introduction of legislation by Senators Jay Rockefeller (D-W. Va.) and Chuck Grassley (R-IA) that would modify the existing tax credit for energy efficient windows, doors and skylights by tying it to established EnergyStar® standards for fenestration products.

The current \$1,500 tax credit, passed as part of the American Recovery and Reinvestment Act (ARRA), limited the tax credit to windows, doors and skylights “equal to or below a U-factor of 0.30 and SGHC (solar heat gain) of 0.30,” commonly known as the “.30/.30 standard.”

“The one-size-fits-all approach of the current tax credit fails to recognize that different regions of the country require different standards to achieve improved energy efficiency depending on climate,” WDMA Executive Vice President Michael O’Brien said. “A window, door or skylight designed to protect from the cold winters of the north is not ideal to face the heat of a southern summer.

Established EnergyStar® standards, widely recognized by consumers, builders and retailers, recognize these differences and have different requirements for four different regions.”

If adopted the Rockefeller-Grassley bill (S.1792) would replace the .30/30 standard for the \$1,500 tax credit and replace it with the 2010 EnergyStar® standards for windows, doors and skylights.

“Modification of this tax credit has been a top priority for WDMA. We commend Senators Rockefeller and Grassley for their leadership in introducing this bill, which, if passed, will result in consumers purchasing the most appropriate energy efficient windows, doors and skylights for their region of the country, while carrying out the original intent of the credit, which was to help stimulate the housing economy,” WDMA chairman Steve Tourek said.

The Real McCoy's Found In Texas

Galveston, Texas—Home Channel News recently named McCoy's Building Supply—ProDealer of the Year. The 83-unit chain of lumberyards that covers

five states was established in 1927 by roofer Frank McCoy, who later expanded into a full gambit of building materials.

With 73 locations in the Texas area today, the family owned business is operated by the founder's grandson Brian McCoy. “As a regional company, we want to be as local as possible,” McCoy explained. The company's mission statement includes, “quality of life for McCoy's employees and their families.” According to Home Channel News, McCoy's is closed on Sundays for that reason.

For more information visit www.mccoys.com.

Green Building Boosts U.S. Economy

Washington, D.C.—According to a recent study from the U.S. Green Building Council (USGBC) and Booz Allen Hamilton, green building will support 7.9 million U.S. jobs and push \$554 billion into the American economy.

The data showed that green construction spending currently supports more than 2 million American jobs and gener-

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ates more than \$100 billion in gross domestic product and wages.

During the 2008-09 period, the green construction market contributed \$178 billion to U.S. gross domestic product, created and/or saved 2.4 million jobs and generated \$123 billion in wages, according to the USGBC.

The study also revealed that the U.S. Green Building council's 19,000-plus member organizations generate \$2.6 trillion in annual revenue, employ approximately 14 million people from 29 industry sectors and includes 46 Fortune 100 companies.

Included in the study that was released at the USGBC's annual Greenbuild International Conference & Expo, were a variety of workers such as architects, construction laborers and truck drivers.

ProBuild Expands In Tennessee and Plans In Denver

Nashville, Tenn.—ProBuild Holdings recently announced the opening of a new component plant based here. This new facility will manufacture trusses and wall panels for residential and commercial builders.

Headquartered in Denver, Colo., the ProDealer also plans to double the size



of its location in Smyrna, 18 miles south of Nashville. Purchased as part of Crosslin Supply in 2007, this facility will contain a full-line lumberyard, millwork manufacturing plant and a gypsum distribution operation.

“We are encouraged by our progress in the greater Nashville market and by the efforts of our people to meet the multiple and evolving needs of our customers,” ProBuild's CEO Paul Hylbert said. “These newest facility expansions are consistent with our recent decisions to enter the Kalispell, Mont., market; expand our presence in Chicago; and launch our two Specialty Building Products locations in Modesto and San Jose, Calif. We are confident in the long-term future of residential and commercial construction in the U.S. market and will continue to position ProBuild to serve our customers better as these markets recover.”

In related news about ProBuild, the Greeley, Colo., City Council is considering the annexation of 150 acres in its northwest corner, part of which could become a future ProBuild site.

Approximately 30 acres of the land being considered for annexation is under contract to ProBuild, which has plans to put a building material distribution center on the site, as reported by *The Greeley Tribune*. According to the newspaper the area is zoned industrial and has a rail spur. In 2011 ProBuild expects to build on the site and estimates first-year revenues at approximately \$30 million.

LBM Legend Returns To The Business

St. Petersburg, Fla.—Linton N. Tibbetts, who, according to *ProSales* magazine made Cox Lumber and Supply Co. one of America's largest LBM operations, has re-entered Florida's building material supply market by opening two lumberyards under a new name, Tibbetts Lumber.

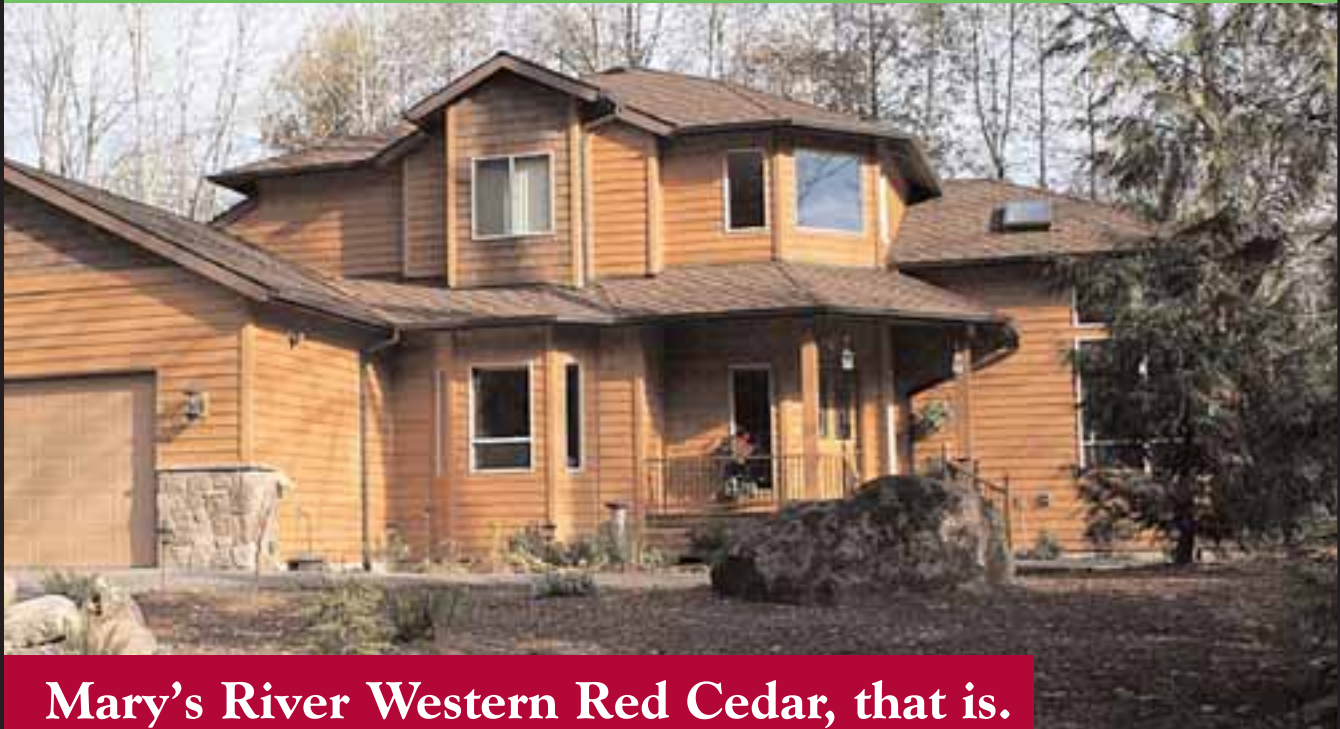
Located in St. Petersburg and in Land O' Lakes, Fla., former ProBuild lumberyards were closed in 2008.

According to Arlen Tillis, Tibbetts manager who is also a 37-year veteran of Cox Lumber and Supply, Tibbetts may expand in other locations owned by Linton Tibbetts, such as Apollo, Ocala, Crystal River, Haines City, Gainesville and Palm Bay, Fla.

Cox Lumber's former president, Juan Quesada is also serving as Tibbetts Lumber's president and a number of

Continued on page 9

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RETAIL REVIEW

Continued from page 8

other longtime Cox employees are now part of Tibbetts Lumber.

Execs To Leave BMHC

San Francisco, Calif.—Building Material Holding Corp.'s (BMHC) chief executive officer, Robert Mellor, and two other senior officers, senior vice president and chief financial officer Williams Smartt and vice president and treasurer Mark Kailer, will depart the company after BMHC emerges from Chapter 11. Paul Street, chief administrative officer, will take over as chief executive officer and the company co-founder Stanley Wilson will continue as president and chief operating officer. The company also announced new board members. Becoming chairman of the board in 2002, Mellor has been CEO since joining the company in 1997. He was president of BMHC from 1997 to 2008. Replacing Mellor, Street is currently senior vice president, chief administrative officer, general counsel and corporate secretary and was named chief administrative officer in 2001. Wilson who will continue to serve as COO and president, served with Boise Cascade and BMC West since 1987. He was elected president and COO of BMHC in 2008 and president and CEO of BMC West in 2004. Along with Street, BMHC's new board of directors will consist of Peter C. Alexander, past president and CEO of ORCO Construction Distribution; Marc Chasman, president of Picerne Capital West; Dennis Downer, founder and CEO of Intermountain Orient; Jay Hunt, a turnaround consultant based in Sacramento, Calif.; and Carl Vertuca Jr., president of The Vertuca Group. With sales in 2008 of \$1.3 billion, BMHC ranked sixth on the 2009 ProSales 100.

ProSales Announces Excellence Awards

Washington, D.C.—ProSales magazine, based here, recently announced ProSales Excellence Awards honoring four dealers from across the country. Three construction supply companies also received Honorable Mentions during ProSales' annual competition for outstanding achievements in facility design, technology and marketing. The four winners and three honorable mentions were featured in a recent issue of ProSales. The winners are: Franklin Building Supply, Boise, Idaho; Parr Lumber, Hillsboro, Ore.; Ridgefield Supply Co. in Ridgefield, Conn.; and The Standard Group in Tinton Falls, N.J. Honorable mentions included: TW Perry, Gaithersburg, Md.; Parr Lumber Co., Hillsboro, Ore.; and Boston Cedar & Millwork, Holbrook, Mass. "The 2009 ProSales Excellence Award winners exemplify how you can do great things even when the housing market is suffering through its worst times in decades," ProSales' editor Craig Webb said. "Franklin's top-class showroom helped it expand its reach into new parts of the homebuilding market. The Standard Group's use of inventory-tracking technology has more than paid off in timesavings and increased control of its stock. Parr's marketing efforts helped it become known as a green building leader in the Pacific Northwest as well as a welcoming spot for the do-it-yourself builder. And the websites created by Ridgefield, TW Perry and Boston Cedar have enabled them to better serve existing customers and attract new buyers." For more information visit www.prosalesmagazine.com.

Port Hadlock Yard Named WBMA's Dealer of the Year

Olympia, Wash.—The Western

Building Material Assoc. (WBMA) gave its 2009 Dealer of the Year award to Hadlock Building Supply of Port Hadlock, Wash. The association also recognized Jensen Distribution Services of Spokane, Wash., as its Supplier Member of the Year. Purchased in 1984 by Joe Lovato who was joined by Morris James in 1988, Hadlock Building Supply survived an arson attack in 1995 that destroyed the main building, built a new store and opened a rental center in 2006. Hadlock employees are involved in several civic groups and established a Junior Builders Club for kids to learn carpentry skills. An independent regional wholesaler, Jensen Distribution was started by O.C. Jensen and Henry Brooke in 1883. Fourth generation Mike Jensen serves as company chairman and CEO.

Stock Building Merges Two Plants Into Third Facility

Lancaster County, Pa.—Stock Building Supply, located here, recently announced its plans to close two panel,

millwork and truss plants and consolidate them into a third facility. Stock spokesperson Nadine Keutzer said the consolidation would make the



operations "more efficient. In order to remain a strong player in the building industry, we have to consolidate." Originally with 350 facilities, close to \$5.5 billion in annual revenue and 17,000 employees in approximately 50 markets nationwide, Stock took a hard hit from the housing market forcing it to close hundreds of yards. Supported by British-based parent company, Wolseley Plc for much of the time, the worldwide recession left Wolseley unable to continue to support Stock. Wolseley sold 51 percent of Stock to the Gores Group, a Los Angeles-based private equity firm, and Stock filed for protection from creditors under Chapter 11 of the federal bankruptcy code. It emerged in 2009 with 97 branches and 3,500 employees serving 19 markets.

CFO Leaves Builders FirstSource

Dallas, Texas—Builders FirstSource, based here, recently announced that its senior vice president and chief financial officer Charles Horn has resigned to take a position as CFO at an unnamed technology company. According to Home Channel News, Horn has been with Builders FirstSource since 1999. Chad Crow, who previously served as the company's vice president and controller since 2000, will replace him. Joining Builders FirstSource in 1999 as an assistant controller, Crow served in a variety of prior accounting positions at Pier One Imports and also spent four years at PricewaterhouseCoopers. Builders FirstSource operates 55 lumberyards and 51 manufacturing plants in nine states.

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WYNNDEL LUMBER SALES

THE TEAL-JONES GROUP—Generations Of Family And Quality Wood Products

By Wayne Miller



(L to R) Andrew Hill, sales manger, Stag Timber Div.; Len van Ryswyk, sales manager, J.S. Jones Timber; Tom Jones, owner; Jody Boates, sales & marketing, Teal Cedar Shake & Shingle Div.; Scott Boates, sales & marketing, Teal Cedar Shake & Shingle Div.; Paul Saini, Sales & Marketing, Whitewood Lumber Div.; and Tom Haker, Western Red Cedar manager



Jatinder Bhandol is photographed here cutting blocks in the Shake & Shingle Mill. Operating several facilities throughout British Columbia, the Red Cedar Shake, Shingle & Sidewall Product Division includes the Teal Cedar Shake & Shingle mill, which produces a variety of roofing and sidewall products



Teal Cedar is also the only Shake & Shingle mill that has its own timberlands which provides direct access to raw fiber. This in turn provides consistent and reliable sourcing of logs.



Teal-Jones employee Chad Jones packing shingles in the Teal Cedar Mill. The Cascade Cedar operation has three shake machines that produce 1/2-inch and 3/4-inch shakes in both 24-inch and 18-inch lengths. In Masset, B.C., the Graham facility has four shingle machines and one shake machine and the Titan Ridge facility in Port McNeil, B.C., has seven shingle saws and a Diasaw that produces shingles and shakes.



The infeed of logs at Stag Timber is photographed here. Two company sawmills and two planer mills are located at the Whitewood Lumber Division—Stag Timber and J.S. Jones (small log mill).



Stag Timber is the large log headrig sawmill, which manufactures primarily Hemlock, Douglas Fir and Sitka Spruce domestic and export lumber products, including structural and appearance timbers and squares and industrial products (clears, flitches, shops, mouldings). This mill also provides custom cutting services.

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Surrey, B.C.—For more than 60 years, the Jones family has been providing quality lumber and Western Red Cedar products from the banks of the Fraser River on Canada's West Coast near Vancouver.

Founded in 1946 by Jack Jones, his sons Tom, Harry and Dick assumed control of their father's company, Teal Cedar Products Ltd., in 1969. Over the years the firm has grown from its small beginnings of 11 employees to, in pre-recession years, more than 1,000 employees and 400 logging contractors. Currently the company is operating with 600 employees and 200 loggers.

"Our success is due to our excellent and loyal employees and our great customers. That's what has helped make Teal Cedar what it is today," Tom Jones said.

The Teal-Jones Group has developed into a sizeable forestry firm. With four divisions that include Forestry & Logging, Whitewood Lumber, Red Cedar Lumber and Red Cedar Shake, Shingle and Sidewall products, the firm holds logging rights in the Fraser Valley, Tree Farm Licenses on Vancouver Island and the Queen Charlotte Islands.

Harvesting timber throughout British Columbia, mostly from crown timberlands, the Forestry & Logging Division is also responsible for the replanting and managing of those lands.

Two company sawmills and two planer mills are located at the Whitewood Lumber Division—Stag Timber and J.S. Jones (small log mill). Stag Timber is the large log headrig sawmill, which manufactures pri-

Continued on page 36



Inside the Stag Timber Mill (L to R) Randy Jackson, mill manager and Tom Haker, Western Red Cedar manager.

A load of Hemlock Lumber being prepared for prompt shipment in Teal-Jones' inventory yard.



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Midwest Business Trends



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

Midwestern sources say business conditions are steady but not increasing. Primary concerns for the region include banking requirements, custom and middle markets, and lack of demand for new and existing homes.

In Des Moines, Iowa, a Softwood supplier noted, "We don't have the peaks and valleys here in Midwestern Iowa like they do in the larger cities but we're still feeling the effects of the broader economy. However, there have been some bright spots and they had a lot to do with the first-time homebuyer tax credit. We've had some builders that have built new homes and those homes have sold because of that tax credit."

The supplier said the custom and middle price range markets were slow. "On a positive note, the existing home market is dropping every month. However, there is still not enough demand to wipe it out. So the builders haven't been able to start back up, other than the first-time buyer credit jobs," he explained.

Strictly a Douglas Fir supplier, the source said weather has held up in his area of the country. "We haven't received any snow so far and our inventories are fairly decent. We have multi-family projects coming up so we're in good shape," he said. Looking ahead in 2010, the source said, "Going into the winter it will be a little tougher but we're ready for it, happens every year," he said. He also mentioned the \$8,000 first-time homebuyer credit could play a major role in helping through the winter. "It will help out because people will have to build in the winter. The deadline is April 30th and the house has to close by June. So people will keep building during the winter to meet those deadlines. We think that 2010 will be better than 2009, not by much, but we think there will be some gradual pick-ups in business."

A Texas supplier said conditions had improved by five to ten percent. "The extension of the homebuyer credit to include people in 5-year existing homes is helping." However, he did say the first-time homebuyer tax credit is helping the existing housing market not the new home market. "They are trying to get everything off the market, so construction can start up again."

The Douglas Fir and Cedar supplier said his inventory levels were about the same as the previous 90 days. As for other issues, he mentioned transportation costs were slowly on the rise.

For the coming months the source expects a gradual improvement in business conditions.

Continued on page 37

West Coast Business Trends



**By Wayne Miller
Executive Editor**

In mid-December suppliers in British Columbia, Washington, Oregon, and California were glad to see 2009 ending and they expressed cautious optimism for improvement in

2010.

Curtailed production at mills throughout these areas have brought about a fair balance between supply and demand on most items. Generally, inventories have been pared to a minimum at all levels, with only enough stock to fill customers' immediate needs kept on hand. "That's one of the big differences between this time last year and now," several suppliers said. "Last year we were sitting at year's end with some expensive and extensive inventories ready for shipment, and no one was ordering. There was no market. It was downright scary. This year, we have very little inventory and our customers are ordering, even at year's end, to fill in holes for their consumers."

Jim Dunse with Mill and Timber Products, Surrey, B.C., said, "The last couple of months have been particularly slow for our

The Softwood Forest Products Buyer

Western Red Cedar sales. We curtailed our production at two mills in early November, but we are back to full shifts at both mills now. Last year we had twice the Cedar inventory we have now. We do not have an inventory cushion and we are seeing some large inquiries now for mid January into March. We think it will be a slow start until we get into the second quarter. Another difference at the end of this year is that we are seeing a lot of visitors, more than usual. We have seen more buyers here in the last two weeks than we did in the past two or three months. Prices are flat in Cedar now, but I feel we will see an increase in late February or March. Our customers say they will certainly buy as much as they did last year in the new year."

Andy Carr, in sales for Gorman Brothers, West Bank, B.C., said, "Our board market is busy and we have a month to six weeks of orders ahead of us. Japan and Korea are two offshore markets that have picked up. Our sales were predominantly to the U.S. just a few years ago. Now we are selling about one third to Canada, a third to the U.S., and a third to offshore buyers. It makes for a much more stable and consistent demand for our product. I feel there is more optimism coming from the U.S. than we have had over the past two years. Prices are falling off a bit now, typical for this year. We have planned low inventories at our mill location here, however, we are now trying to get our production up from two and a half to three shifts."

Dennis Wight, selling for Pacific Western Wood Works, Delta, B.C., said, "We're selling mostly high grade Cedar items such as clear finish, clear dimension, bevel, lattice and accessories. I am feeling more optimistic for the new year than I was at the beginning of 2009. We may be seeing shortages in Western Red Cedar due to curtailed logging and production over the last several months. We are seeing buyers who are more aggressively booking programs because of the possibility of shortages. Recently we have successfully picked up new customers for 2010, which we feel good about. We are trying to keep a healthy inventory to be as responsive to our customers as we possibly can. If we are wrong and prices do not increase soon on Cedar items, I feel we will see primary mills curtail logging and production further to get prices up."

Curtis Walker, partner in the Waldun Group, Maple Ridge, B.C., said, "We are now the largest producer of Western Cedar shingles and shakes in the world. We have been running two shifts all year long for the most part, but we do not have a ton of inventory on hand. Last year we had a lot of high priced inventory on hand and we lost money in the process. I feel that buyers are more than ever looking for consistent quality from suppliers, and that is one reason we have remained successful. We offer that quality day in and day out on our Cedar products. I feel 2010 will be better than 2009. Mills have cut production to keep prices at healthy levels. If we have a strengthening in the market, we could easily see shortages by spring. One thing that has hurt us as Canadian suppliers is the falling U.S. dollar. If the dollar keeps plummeting, this will hurt us, since we sell everything based on U.S. currency. One big piece of news for our company is that we have recently been certified PEFC for all our mills. This is a green certification, somewhat like FSC, and we have been working toward this for some time."

Al Fortune, head of Mid Valley Lumber, Aldergrove, B.C., said, "There is a bit more to be encouraged about lately and we feel some optimism for the new year. We have a small order file going into the first quarter and our customers seem to be more confident going into the new year than they were a year ago. Customers are buying only to fill in and they are keeping low Cedar inventories. There is not as much Cedar production as there was a year ago, so any activity takes up the available inventory quickly. I am concerned that clear product may be in short supply soon into the new year."


Scott Lindsay in sales for Skana Forest Products, Richmond, B.C., said "I sell primarily SPF and dimensional products throughout Canada. Prices are relaxing going into January, which is normal. Customers bought good quantities over the last month or so, feeling that 2010 will be at least as good and possibly a bit stronger than 2009."

Ray Pauwels, also with Skana, said, "Our Cedar sales have been fairly flat the last several months. The market just died in August and after that it was strictly buying to fill in. Most of my Cedar customers feel the new year will be better than last year


Continued on page 39

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NAWLA PHOTOS – Continued from page 1



Chris Rutherford, Columbia Cedar Inc., Kettle Falls, Wash.; Andrew Hess, North Pacific, Lansing, Mich.; Susan Zick, Mid-America Cedar, Osseo, Minn.; Todd Fox, Lazy S Lumber Co., Beavercreek, Ore.; and Ken Ford, Edmund Allen Lumber Co., Momence, Ill.



Tom Merkert, Capital Forest Products Inc., Indianapolis, Ind.; Monte Jensen, DMSI, Omaha, Neb.; Jim St. John and Ritchie Portsco, Wiener, Crowley and St. John Inc., Leonia, N.J.; Chuck Gaede, Durgin & Crowell Lumber Co., New London, N.H.; and Jeff Hardy, Cersosimo Lumber Co. Inc., Brattleboro, Vt.



Brock Lenon and Dennis Badesheim, Idaho Timber Corp., Boise, Idaho; and Dirk Kunze, Wynndel Lumber Sales Ltd., Wynndel, B.C.



Phil Duke, Lumberman's Wholesale Distributors, Nashville, Tenn.; and Tonia Tibbetts and Jim Robbins, Robbins Lumber Inc., Searsmont, Maine



Denny Huston, Boise Cascade LLC, Boise, Idaho; Mike Mordell, Universal Forest Products, Lafayette, Colo.; and Nick Larrinaga, Boise Cascade LLC



Rick Bloomquist and Dave Tripp, Tripp Lumber Co. Inc., Missoula, Mont.; and Dan Paige, Sandy Neck Traders, South Dennis, Mass.



Digges Morgan, Southern Forest Products Assoc., Kenner, La.; Ethel Rice, Conner Industries Inc., Ft. Worth, Texas; Hunter McShan, McShan Lumber Co. Inc., McShan, Ala.; and Tom Rice, Conner Industries Inc.



Jim Epperson Jr., Epperson Lumber Sales Inc., Statesville, N.C.; Bob Elkington, Cowichan Lumber Ltd., North Vancouver, B.C.; Hillary Whitley, East Coast Lumber Co., Climax, N.C.; and Jim Dunse, Mill & Timber Products Ltd., Surrey, B.C.



Grant Vaughan, Richardson Timbers, Dallas, Texas; Eddie Smalling, Forest Grove Lumber Co., McMinnville, Ore.; Lou Chance, Forestel, LLC, Roseville, Calif.; and Jacques Vaillancourt, Forestel, LLC, Portland, Ore.



Doug Clitheroe, INTERFOR, Bellingham, Wash.; Jim Gillis, Haida Forest Products Ltd., Burnaby, B.C.; and Ian Wight, Pacific Western Wood Works, Ltd., Delta, B.C.



Frank Johnston, North Pacific, Waynesboro, Miss.; Bobby Crowley, Richardson Timbers, Dallas, Texas; and Dusty Hammack, Arrowhead Lumber Sales, Inc., Oklahoma City, Okla.



Doug Keller and John Junod, Hood Distribution, North Billerica, Mass.; and Bruce Kulzer, Hood Distribution, Hattiesburg, Miss.



Jack Dalton and David Bernstein, Mid-State Lumber Corp., Branchburg, N.J.; Don Archer, UCM Forest Products, Inc., White Rock, B.C.; and Bob O'Brien and Gary Bernstein, Mid-State Lumber Corp.



Surinder Ghog, Berny Power, Jim Dunse and Paul Ghog, Mill & Timber Products Ltd., Surrey, B.C.



Chuck Gaede, Durgin & Crowell Lumber Co., New London, N.H.; Jack Curtis, Curtis Lumber & Manufacturing Inc., Beaufort, S.C.; B Manning, Durgin & Crowell Lumber Co.; and Jim Epperson Jr., Epperson Lumber Sales Inc., Statesville, N.C.



Jim Robbins, Robbins Lumber Inc., Searsmont, Maine; Walter Russell, American Lumber Dist., Birmingham, Ala.; and Tonia Tibbetts, Robbins Lumber Inc.



Dave Worthington, North Pacific, Lansing, Mich.; Ron Holen and Bob Bretz, Yakama Forest Products, White Swan, Wash.; and Brian Bippes, North Pacific, Portland, Ore.



Bruce Kulzer, Hood Distribution, Hattiesburg, Miss.; John Junod, Hood Distribution, North Billerica, Mass.; and Mike DeMarni, Crawford Creek Lumber Co. Ltd., Surrey, B.C.



Niklas Karlson and Olga Haymes, Elof Hansson, Inc., Suwanee, Ga.; Garey Keltner, Lumberman's Wholesale Dist., Nashville, Tenn.; Brent Stuart, Russin Lumber Corp., Montgomery, N.Y.; and Romel Bezerra, Elof Hansson, Inc.



Olga Haymes, Elof Hansson, Inc., Suwanee, Ga.; Scott Chapman, Gulf Coast Shelter Inc., Daphne, Ala.; and Mel Lundberg, Elof Hansson, Inc.



Mauricio Bravo, Weston Forest Group, Mississauga, Ont.; Steve Boyd, Manufacturers Reserve Supply, Inc., Irvington, N.J.; Melinda Poole, RoyOMartin, Alexandria, La.; and Rick Ekstein, Weston Forest Group



William DeGroat, Lumbermen Associates Inc., Bristol, Pa.; Shannon Kita, Blewer Lumber, St. Clair, Mich.; Doug Chiasson, Irving Forest Products Inc., Dixfield, Maine; and Bill Johnson, Roberts & Dybdahl Inc., Des Moines, Iowa



Dave Hughes, Tim Folster and Mike Pidlisecky, Woodtone Building Products, Chilliwack, B.C.



Steve Arnold and William Qian, Missouri Walnut LLC, Neosho, Mo.

New American Wood Council Coalition Formed



(Left) Robert Glowinski, executive director of the American Wood Council (AWC).

(Right) Joe Patton of Westervelt Lumber solicits industry support for a new American Wood Council coalition at the Southern Forest Products Association's Annual Meeting in New Orleans. Also speaking on behalf of the coalition-building effort were, front row, from left, Adrian Blocker of West Fraser Inc., and Pat Patranella of Temple-Inland Inc. Also shown on the back row, from left, are Kerlin Drake of Anthony Forest Products, Cathy Kaake of SFPA and Mike Warren of Temple-Inland.



Wood's environmental and structural properties make it the best choice for most types of construction.

Washington, D.C.—Conventional wisdom and science say wood's environmental and physical qualities make it the best choice for most types of construction. Those two things alone, however, aren't enough to maintain wood's position as a preferred building material in regulatory and public arenas. It also takes constant vigilance and a strong voice to ensure that wood isn't written out of codes, regulations and standards in favor of less well-suited competitor materials. The American Wood Council has handled the task well for years. Formerly an independent association, AWC moved under the National Forest Products Association in 1991. In 1993, NFPA became part of the then newly formed American Forest & Paper Association.

Today, in the face of increasing competitive challenges, industry leaders across North America are taking AWC another step forward by forming a new coalition — branded under the American Wood Council name — with a singular focus on a narrow set of critical wood product issues. The effort is off to a good start with many of the industry's key players already on board. Members of the group are currently speaking out at meetings of various wood industry organizations, making a strong case for the need for support for AWC and recruiting additional coalition members. The coalition's goal is to ensure the industry is well-represented by AWC in three critical areas:

Building Codes and Standards

AWC's engineers and experts work exclusively to maintain and expand market opportunities for wood through building codes and standards in the face of stiff competition from materials such as concrete and steel. Over the past years, AWC's advocacy has defeated efforts by steel interests to gain market share by creating lower energy-efficiency requirements for steel studs than for wood studs. AWC also protected wood panels' share of the residential sheathing market against efforts to impose unsubstantiated energy requirements that would have favored foam sheathing. The council also promoted the use of I-joists and trusses in residential construction by defeating proposals that would have imposed requirements on engineered wood products that were not placed on competing materials.

Environmental Regulation

AWC would continue to work with AF&PA to help ensure that the industry's interests are represented before the administrative agencies that write and oversee environmental regulatory policies impacting the industry and its products. Initial advocacy is expected around Wood MACT, Boiler MACT, and the combustibility and carcinogenicity of wood dust.

Green Building

More attention than ever is being paid to how buildings impact the environment, including the choices of materials used in construction and how those materials help conserve energy during operation. Wood is the perfect green building material because it is renewable, stores carbon that reduces greenhouse gases and is energy efficient. Winning acceptance for wood is a challenge, however, since competing materials seek to control the U.S. green building market. "The American Wood Council provides an organizational structure for wood products and associations to work together on building codes and standards, green building policy issues, and a focused set of environmental regulations," AWC says in its brochure. "Working together, the industry can have the resources, clout and credibility to achieve policies that can secure a strong future for the wood products industry." The wood products industry has responded enthusiastically to the call to support AWC with 43 companies agreeing to join the coalition.



The American Wood Council's work in codes and standards helps ensure that wood doesn't lose market share to competing materials in nonresidential construction projects like this church.



The new American Wood Council's mission includes representing wood in the green building arena.

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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

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NAWLA PHOTOS – Continued from page 14



Greg Payne, Russell Forest Products, Inc., Hartselle, Ala.; Win Smith Jr., Limington Lumber Co., East Baldwin, Maine; and Kelly Russell, Russell Forest Products, Inc.



Mike Mordell, Universal Forest Products, Lafayette, Colo.; and Jim Hassenstab, Jason Bolstad, and Monte Jensen, DSMi, Omaha, Neb.



Don Dye and Raymond Luther, Mary's River Lumber Co., Corvallis, Ore.; Tom Merkert, Capital Forest Products Inc., Indianapolis, Md.; and Rick Ingram, Mary's River Lumber Co.



Scott Elston, Forest City Trading Group LLC, Portland, Ore.; Cindi Hengstler, Jim Walsh and Greg Carter, Rosoboro, Springfield, Ore.; and John Heideman, Universal Forest Products Inc., Windsor, Colo.



Jody Sims and Bill Haskin, Patriot Timber Products International Inc., Greensboro, N.C.; and Dave Whitlow, Cook County Lumber Co., Chicago, Ill.



Todd Fox, Lazy S Lumber Inc., Beavercreek, Ore.; Merry Schmidt and Larry Petree, Columbia Cedar Inc., Kettle Falls, Wash.; Thom Wright, All-Coast Forest Products Inc., Cloverdale, Calif.; and Chris Retherford, Columbia Cedar Inc.



Russ Kimbell, Donna Allen and Chris Web, Anthony Forest Products, El Dorado, Ark.



Chris Bailey, The Collins Cos., Portland, Ore.; Gordon Clough, Sierra Forest Products, Mississauga, Ont.; and Joe Ventimiglia, Sierra Forest Products, West Chicago, Ill.



Sam Bacon, Blewer Lumber, St. Clair, Mich.; Todd Nodine, Westervelt Lumber, Tuscaloosa, Ala.; Eric Tuson, Jim Doyon and Matt Mihelic, Blewer Lumber; and Joe Patton, Westervelt Lumber



Mike Mordell, Universal Forest Products Inc., Lafayette, Colo.; and Monique Bauer and Jack Henderson, North Pacific, Portland, Ore.



Mike Stephens, John McPartland and Jerry Wood, Neiman Enterprises, Hulett, Wyo.; and Matt Reedy, Roberts & Dybdahl Inc., Tipton, Ind.



Anthony Baroni, Sandy Neck Traders, South Dennis, Mass.; Niklas Karlson and Mel Lundberg, Elof Hansson, Inc., Suwanee, Ga.; and Dan Paige, Sandy Neck Traders



Jim Scharnhorst and Wade Wheeler, Idaho Forest Group, Coeur d'Alene, Idaho; and Alan Schearer, Roberts & Dybdahl Inc., Des Moines, Iowa



John Branstetter, Vaagan Bros. Lumber Inc., Colville, Wash.; and Joan and David Cox, John Cox Lumber Co., Houston, Texas



Ken Barry, PPG Machine Applied Coatings, Waltham, Mass.; Dave Siteman, PPG Machine Applied Coatings, Porters Lake, N.S.; David Jeffers, PPG Machine Applied Coatings, Raleigh, N.C.; Jon Westmaas, PPG Machine Applied Coatings, Montgomery, Ill.; Craig Combs, PPG Machine Applied Coatings, Medford, Ore.; and Patrick Hanulak, PPG Machine Applied Coatings, Pittsburgh, Pa.



Chris Schofer and Michael Wigen, Wynndel Lumber Sales Ltd., Wynndel, B.C.; Marc Irby, Enyeart Cedar Products, Tigard, Ore.; and Dirk Kunze, Wynndel Lumber Sales Ltd.



Gary Vitale, president, NAWLA, Rolling Meadows, Ill.; Rob Hruby, Weston Forest Group, Mississauga, Ont.; Susan Fitzsimmons, Snaveley Forest Products, Pittsburgh, Pa.; and Kyle Gibbons and Rick Ekstein, Weston Forest Group



Brad Hatley and Leslie Southwick, C&D Lumber Co., Riddle, Ore.; and Martin Wiegand III, Martin Wiegand, Inc., Washington D.C.



Jeff Easterling, Northeastern Lumber Manufacturer's Association, Cumberland Center, Maine; and Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.



Bob Johns, Bennett Lumber Products Inc., Princeton, Idaho; Ted Ellis, Idaho Timber Corp., Boise, Idaho; Hector Dimas, Boise Cascade, Boise, Idaho; and Dennis Badesheim, Idaho Timber Corp.



Mark Grube, Zip-O-Log Mills, Inc., Eugene, Ore.; Kimberly Haven, Simply Computing International, Maineville, Ohio; and Barry Hodgkin, Simply Computing International, Bangor, Maine



Mark Palmer, NAWLA, Rolling Meadows, Ill.; Buck Hutchinson, Hutchinson Lumber Building Products, Adams City, Colo.; and Bill Barnett, Marathon Forest Products Inc., North Vancouver, B.C.



Surinder Ghog, Mill & Timber Products Ltd., Surrey, B.C.; Jacquie Hess, ISIS Wood Product Solutions, Inc., Langley, B.C.; and Jim Dunse, Mill & Timber Products Ltd.



Mike Zumwalt, Jay Johnson, T.R. Cawthorn, and Scott Gascho, Hampton Lumber Sales, Portland, Ore.

Gore Emphasizes ‘Green’ Responsibilities At Greenbuild 2009

Photos By Brittney Cunningham



Glenn Miller, Temple-Inland, Diboll, Texas



Stephanie Jarvis, Kevin Paldino, Wade Mosby, Randy Byers and Cameron Waner, The Collins Cos., Portland, Ore.



Scott Thompson and Dave Farley, BC Wood Specialties, Langley, B.C.



Ron Jarvis, Michelle Moore and Stacey Moore, The Home Depot, Atlanta, Ga.



Mark Graham and John Assman, Roseburg Forest Products, Roseburg, Ore.



James Bray, Lisa Walters, Jodi Pitchok and Sharon Bird, PPG, Pittsburgh, Pa.

Phoenix, Ariz.—With 28,000 people in attendance representing 75 countries, former U.S. Vice President Al Gore addressed a diverse crowd at Phoenix's Chase Field during the 2009 Greenbuild International Conference & Expo, hosted by U.S. Green Building Council (USGBC). The Nobel laureate served as keynote speaker at the annual event and encouraged attendees to take responsibility for expanding global green building. Gore said

Continued on page 36



Denise Horn, Aged Woods, York, Pa.



Jeff Baker, Sierra Pine Ltd., Roseville, Calif.



Tim Tritch, Valspar, Garland, Texas

Sue McMillan, Sustainable Forestry Initiative, Washington, D.C.



Additional photos on page 20



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NAWLA PHOTOS – Continued from page 16



Jeff Robinson, Mid Valley Lumber Specialties Ltd., Aldergrove, B.C.; Bryan Ostreim, Universal Forest Products Inc., Windsor, Colo.; Dennis Wight, Pacific Western Wood Works Ltd., Delta, B.C.; and Al Fortune, Mid Valley Lumber Specialties Ltd.



Will Trant, Skana Forest Products Ltd., Richmond, B.C.; Maureen and Greg Smith, Gilbert Smith Forest Products Ltd., Barriere, B.C.; and Carlos and Ryan Furtado, Sawarne Lumber Co. Ltd., Richmond, B.C.



Win Smith, Jr., Limington Lumber Co., East Baldwin, Maine; Tom Lister, Lister Distribution, Inc., Knoxville, Tenn.; Jeff Hardy, Cersosimo Lumber Co., Brattleboro, Vt.; Jim McGinnis, The McGinnis Lumber Co. Inc., Meridian, Miss.; and Bill Price, All Star Forest Products, Inc., Jackson, Miss.



Brian Smith, North Pacific, Portland, Ore.; Deb Wilton-Penski, Boise Cascade LLC, Boise, Idaho; Gregg Wilkinson and Jeremy Asher, North Pacific



Thom Wright, All-Coast Forest Products Inc., Cloverdale, Calif.; Jim Walsh, Rosoboro, Springfield, Ore.; and Steve Kilgore, Cascade Structural Laminators, Eugene, Ore.



Doug Calvert, Rachel Dennis and Brian Oberg, Calvert Companies, Inc., Vancouver, Wash.; Craig Larsen, Softwood Export Council, Portland, Ore.; Steve Kilgore, Cascade Structural Laminators, Eugene, Ore.; and Edward Matsuyama, Softwood Export Council, Toyko, Japan



Dave Duncan, Lazy S Lumber Co. Inc., Beavercreek, Ore.; Merry Schmidt, Columbia Cedar, Inc., Kettle Falls, Wash.; and John Austin, Gulf Coast Shelter, Daphne, Ala.



Carlos Furtado, Sawarne Lumber Co. Ltd., Richmond, B.C.; Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; Dean Garofano, Westshore Specialties, Delta, B.C.; Pete Lauridsen, All-Coast Forest Products Inc., Englewood, Colo.; and Wayne Miller, The Softwood Forest Products Buyer



Mark Grube, Jim Hallstrom and Joe Honochick, Zip-O-Log Mills, Inc., Eugene, Ore.; and Rob Sohi, MacKenzie Sawmill Ltd., Surrey, B.C.



Ryan Kline, Disdero Lumber Company, Inc., Clackamas, Ore.; Kimberly Haven, Simply Computing International, Maineville, Ohio; Barry Hodgkin, Simply Computing International, Bangor, Maine; and Rob Burnett, Disdero Lumber Company, Inc.



Gary Pittman, Mark McLean and Tim Lewis, Roseburg Forest Products Co., Roseburg, Ore.



Brad Meeker, Meeker Lumber Ltd., Mission, B.C.; Cam McRitchie, Lumbermen's Underwriting Alliance, Surrey, B.C.; and Paul Lennon, Lumbermen's Underwriting Alliance, Bow, N.H.



Jeff Hardy, Cersosimo Lumber Co., Brattleboro, Vt.; and Lori Oberman, Huber Engineered Woods LLC, Charlotte, N.C.



Rick Blomquist and Dave Tripp, Tripp Lumber Co. Inc., Missoula, Mont.



Paul Zartman and Stewart Clark, The Waldun Group, Maple Ridge, B.C.; and Bill Hertz, Mid-America Cedar, Matthews, N.C.



Jim Griswold and Amy McCabe, Filler King Co., Homedale, Idaho; and Bill Hertz, Mid America Cedar, Matthews, N.C.



Andrew Dingman, Nordic Engineered Wood, Montreal, Que.; and Mark Wells, Universal Forest Products Inc., Union City, Ga.



Jim Gillis and Gary Arthur, Haida Forest Products Ltd., Burnaby, B.C.



Dennis Wight and Ian Wight, Pacific Western Wood Works Ltd., Delta, B.C.



Jack Bowen, Matt Duprey and Kevin Hynes, Hancock Lumber Co. Inc., Casco, Maine



Lee Jimerson, The Collins Cos., Portland, Ore.; Dave Hutton, Universal Forest Products Inc., Windsor, Colo.; and Aly Kingsley, The Collins Cos.



Carlos Furtado, Sawarne Lumber Co. Ltd., Richmond, B.C.; and Scott Thompson and David Pao, BC Wood Specialties Group, Langley, B.C.



Wade Wheeler and Jim Scharnhorst, Idaho Forest Group, Coeur d'Alene, Idaho; and Brian Cook, Sprenger Midwest, Inc., Sioux Falls, S.D.



Shane Carphin, and Peter Elkington and Bob Elkington, Cowichan Lumber Ltd., North Vancouver, B.C.

Additional photos on page 20

APA Members “Build for Better Times” at Annual Meeting



APA President Dennis Hardman welcomes attendees to the organization's annual meeting in Amela Island, Fla.



Jeff Wagner, APA board chairman, leads the audience through one of several information sessions at the APA Annual Meeting.



John Sununu, former senator from New Hampshire, addresses attendees in the general session at the meeting.

Amelia Island, Fla.—The 2009 APA Annual Meeting and Info Fair exhibition, held here recently, drew 279 APA member manufacturers and suppliers to the industry. Meeting under the theme of “Building for Better Times,” the three-day event featured reports on the market outlook, impacts of government stimulus programs, and the APA programs that are in place to maintain and increase demand for member products.

John Sununu, former senator from New Hampshire and a member of the Troubled Asset Relief Panel (TARP), addressed attendees in the general session. The senator reviewed actions under the government stimulus plan and asset relief programs, and expressed the hope that with continued leveraging of the stimulus programs sustainable economic growth will result. He predicted slow but steady improvement in credit availability, and forecast a drop in unemployment numbers late in the first quarter or sometime in the second quarter of 2010, marking an end to the recession.

Also speaking in the general session were APA Chairman Jeff Wagner, LP, and APA President Dennis Hardman. Wagner reviewed the state of the association and reported that, because of difficult budget and staff reductions implemented early this year, the Association is now on solid financial footing and prepared to “build for better times.” He also reported that membership support remains strong and that several new members have been added to the APA roster since the last annual meeting. Those new members include Boise Building Solutions Manufacturing LLC, Medford, Ore. (plywood); Boucher Bros. Lumber Ltd., Nampa, Alberta (glulam); Coastal Forest Products LLC, Chapman, Ala. (plywood); Jager Engineered Wood Products Ltd., Calgary, Alb. (I-joists); and Tolko Industries Ltd., Slave Lake, Alta. (structural composite lumber).

Hardman echoed Chairman Wagner’s optimism and described the association functions identified by the Board as critical to preserve member value and prevent membership losses: 1) Quality assurance and product certification, 2) Market access, to include not only codes and standards work but also local market activities, 3) Programs that leverage revenue-positive outside funding, and 4) Other services deemed highly valuable, such as the Help Desk and monthly economic reports. Hardman then reviewed several new programs the association was able to initiate in the past year with outside funding.

A highlight of the APA annual meeting general session was the presentation of

the Bronson J. Lewis Award, an award that was established to recognize individuals for their leadership and outstanding contribution to the engineered wood products industry. This year’s winner is Thomas G. Williamson, who just retired from APA after a 42-year career in the engineering and wood products industries. Williamson’s career has included work with the American Institute of Timber Construction (AITC). His own engineering and design firm – LamFab Wood Structures, and for the past 17 years, APA, where he most recently served as Vice President of the APA Quality Assurance and Technical Services. His numerous professional activities and affiliations include chairman-

ship of the ASCE Standards Committee for Load and Resistance Factor Design or Wood Construction, chairman of the Structural Engineering Institute’s Codes and Standards Division Executive Committee, and chairman of the ASCE Codes and Standards Activities Committee. Doug Calvert, APA Trustee and president of Calvert Company, accepted the award for Mr. Williamson, who was unable to attend the meeting.

In a roundtable discussion following the general session, Martin Rollins, H.M. Rollins Co., Inc., outlined issues and concerns related to new regulations of carbon dioxide emissions. Other sessions included meetings of the Marketing Advisory

Committee and subcommittees, and meetings of the Engineered Wood Technology Association Advisory Committee, I-Joist Management Committee, and Glulam Management Committee.

Between meetings, attendees participated in the annual golf and tennis tournaments and enjoyed a long distance view of a space shuttle launch.

Mary Jo Nyblad, Plywood Sales and Marketing Manager for Boise Cascade LLC, was elected to the position of vice

Continued on page 36

Thomas G. Williamson, who recently retired from APA after a 42-year career in the engineering and wood products industries, was honored at the Annual Meeting with the Bronson J. Lewis Award, which recognizes individuals for their leadership and outstanding contribution to the engineered wood products industry.





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NAWLA PHOTOS – Continued from page 18



Bill Shaffer, Overseas Hardwood Co., Mobile, Ala.; John Austin, Gulf Coast Shelter, Daphne, Ala.; and Chuck Klopp, Overseas Hardwood Co.



Al Lazauskas, Diane Tutush, Ray Pauwels, Chris Beveridge and Glenn McPherson, Skana Forest Products Ltd., Richmond, B.C.



Allen Gaylord, Potlatch Corp., Lewiston, Idaho; Mark Donovan, Western International Forest Products LLC, Portland, Ore.; Bob Mai, Rick Green and Joe Angelo, Potlatch Corp., Spokane, Wash.; and Chris Keeler, Middle Atlantic Wholesale Lumber, Owings Mills, Md.



David Hanson and Jill Snider-Parr, Snider Industries LLP, Marshall, Texas; and Tom Rice, Conner Industries, Inc., Ft. Worth, Texas



Nick Nelson, Great Northern Lumber Inc., Chicago, Ill.; Scott Gascho and Jay Johnson, Hampton Lumber Sales, Portland, Ore.; and Jake Moore, Great Northern Lumber



David Cox, John Cox Lumber Co. Wholesale, Houston, Texas; Steve Perko, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; and Joan Cox, John Cox Lumber Co. Wholesale



Jim Tittle and John Smart, Cabot, Newburyport, Mass.



Ted Roberts, Roberts & Dybdahl Inc., Des Moines, Iowa; Eddie Smalling, Forest Grove Lumber Co., McMinnville, Ore.; and Bobby Crowley and Grant Vaughan, Richardson Timbers, Dallas, Texas



Scott Gaskin, Capital Lumber Co., Phoenix, Ariz.; Chad Findlay and Kyle Jones, West Bay Forest Products Manufacturing, Langley, B.C.; and Sam Sanregret, Capital Lumber Co.



Jason Cedargreen, Brendon Colyer, Tom Shuford and Tom Haker, The Teal-Jones Group, Surrey, B.C.



Jim Olson, Coastal Plywood Co., Havana, Fla.; and Craig Johnston, Forest City Trading Group LLC, Portland, Ore.



Wayne Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; and Kirk Nagy, The Waldun Group, Maple Ridge, B.C.

GREENBUILD PHOTOS – Continued from page 17



Vince Carnovale and Bryan Lundstrom, Raintree Lumber Specialties, Langley, B.C.; Bernie Power, Mill & Timber Products Ltd., Surrey, B.C.; and Chuck Gaede, Durgin & Crowell Lumber Co., New London, N.H.



Ed Burke, Western Red Cedar Lumber Assoc., Vancouver, B.C.



Sarah Heid, Megan Hein and Dave Barnard, Mountain Lumber Co., Ruckersville, Va.



Zack McMurtry and Darline McCoy, Authentic Pine Floors, Locust Grove, Calif.



Sam Chambers, Norbord, Toronto, Ont.



Tom Gerhardt, Mark Kuckuck and Randy Devine, Jeld-Wen, Klamath Falls, Ore.



Charles Couch and Craig Faulkner, Oregon Lumber Co., Lake Oswego, Ore.



Mike Brenna and Tom Flynn, The Wood Cellar Ltd., Melbourne, Fla.



Ken West and Jeff Beason, Premier Building Systems, Fife, Wash.



Heidi Heimbuch, Graham Wood Doors, Mason City, Iowa



Mona (Na) Yee and Cary Bell, Kolbe & Kolbe Millwork Co. Inc., Wausau, Wis.

PWLA Honors Lumberman Of The Year

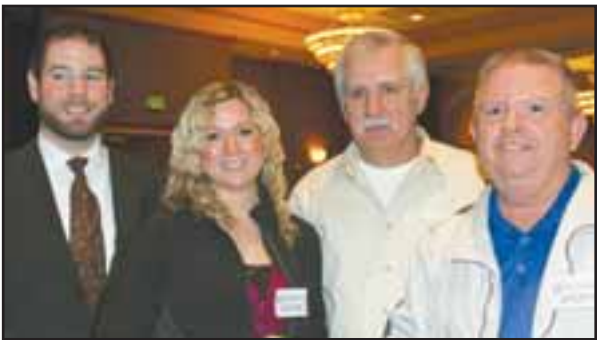
Photos By Kathy Brock



Chris Chase, Patrick Lumber Co., Portland, Ore.; JV Torgerson, Torgerson Forest Products, Beaverton, Ore.; Mike Burnard, Forest Grove Lumber Co., McMinnville, Ore.; Bill Hallstrom, PWLA Lumberman of the Year, Zip-O-Log Mills, Eugene, Ore.; and Mike Foster, Patrick Lumber Co.



Jim Talley, Blasen & Blasen Lumber, Portland, Ore.; Andrew Mannex and Mike Holm, Oregon Canadian Forest Products, North Plains, Ore.



Mike Burnard and Cindy Garvis, Forest Grove Lumber Co., McMinnville, Ore.; Dave Rainey, Hull-Oaks Lumber Co., Bellfountain, Ore.; and Gene Secco, Forest Grove Lumber Co.



Kevin Grindy and Brett Slaughter, Elk Creek Forest Products, McMinnville, Ore.; Mike Rowan and Mark Nicholas, North Pacific Group, Portland, Ore.



Brad Rodakowski, Oregon Industrial Lumber Co., Eugene, Ore.; Bill MacDonald, KMJ International, Edmonds, Wash.; and Dan Kepon, Zip-O-Log Mills Inc., Eugene, Ore.



PWLA officers Chris Chase, Mike Burnard, (guest speaker) Victoria Taft and Mike Foster.

Portland, Ore.—The Portland Wholesale Lumber Association (PWLA) recently honored Bill Hallstrom as Lumberman of the Year during their annual Christmas luncheon at the Embassy Suites Hotel Portland-Airport. J.V. Torgerson, PWLA's chairman of the Lumberman of the Year Committee and board member, spoke of Hallstrom prior to presenting the award. He said the purpose

Continued on page 36



David Stallcop, Vanport International, Boring, Ore.; Paul Zartman, Twin Rivers Cedar/ The Waldun Group, Maple Ridge, B.C.; Glenn Lowe, Blasen & Blasen Lumber, Portland, Ore.; and Meryl Phillips, McFarland Cascade, Tacoma, Wash.



J. T. Taylor, Roseburg Forest Products, Roseburg, Ore.; Steve Cole, Hampton Lumber Sales, Portland, Ore.; and Brian Jones, DR Johnson Lumber Co., Riddle, Ore.



Libby and Jennifer Niedermeyer, Oregon State University Foundation, Portland, Ore.; Lowell Patton, Arrowhead Timber Co., Carver, Ore.; and Valerie Johnson, DR Johnson Lumber Co., Riddle, Ore.

Karl Hallstrom and Bill Hallstrom, Zip-O-Log Mills, Eugene, Ore.



Additional photos on page 36



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Houston, TX	800/392-3942	Vancouver, WA	800/621-8896
Idaho Falls, ID	800/336-7071	Westfield, MA – EWP/Admin/Ops	800/832-8089
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		Yakima, WA	800/572-3682
		Billerica, MA – Eastern Region Office	800/843-9663

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Mary Wigen, Wynndel Lumber Sales Ltd., Wynndel B.C.; Jeff Girard, Doubletree Forest Products Ltd., Burnaby, B.C.; Micheal Wigen, Wynndel Lumber Sales Ltd., owner and Gary Grewal, Source One Transport Ltd., Delta, B.C.



Open House guests head up to watch the high-lead logging operation.



Jerry Lipovetz, Keith Laugen, Lake States Lumber Inc., Aitkin, Minn.; Dirk Kunze, Wynndel Lumber Sales Ltd., Wynndel, B.C.; Ron Everson, Lake States



Dirk Kunze, Wynndel Lumber Sales Ltd., Wynndel B.C.; and Jerry Lipovetz and Keith Laugen, Lake States Lumber Inc., Aitkin, Minn.



Al Theon, Doubletree Forest Products Ltd., Burnaby B.C.; Gary Grewal, Source One Transport Ltd., Delta B.C.; Micheal Wigen, Wynndel Lumber Sales Ltd., Wynndel, B.C.; and Shawn Kenny, Doubletree Forest Products Ltd., Burnaby, B.C.



Jerry Lipovetz, Lake States Lumber Inc., Aitkin Minn.; Colin Parson, Thomas Waylin and Andrew Healey, Wynndel Box & Lumber, Wynndel, B.C.

Wynndel, B.C.—Wynndel Lumber Sales Ltd., headquartered here, recently hosted an open house. Approximately 50 customers, service providers and guests attended the festivities, which were led by a woodlands tour taking vanloads of Wynndel customers into the rugged backcountry of the southern Sekirk Mountains. “This was the first opportunity to open up our new finishing line and showcase our operations in Wynndel, B.C.,” Sales Manager Dirk Kunze said. “Over the last couple of years Wynndel has almost doubled production positioning ourselves as a force in ESLP boards.” The tour group returned from the woods to be greeted at an authentic Texas barbeque. Groups of 10 also toured the Wynndel sawmill, the high-speed planer line and the priming facility, followed by food and drinks supplied by Kokanee Brewing. Attendees were then treated to an evening in the valley’s thriving metropolis of Creston. The following day the group gathered at the Creston Valley Golf Club for a scramble best ball tournament. Chris Schofer, Wynndel Lumber Sales, Wyndel, B.C., took closest to pin; Ron Everson, Lake States Lumber, won longest drive and the team of Dirk Kunze, Wynndel Lumber Sales, and Keith Laugen, Lake States Lumber captured first overall. “Wynndel would like to extend a huge thank you to those who attended and also thank them for their business,” Kunze concluded.

WHO’S WHO - Barry

Continued from page 2

around the globe and is headquartered in Pittsburgh, Pa. The company is a member of the Northeastern Retail Lumber Association and the North American Wholesale Lumber Association. Barry has worked in the paint industry for more than 25 years, first as a buyer with a large union contractor in Boston for 18 years, as a store manager and as a sales representative. He has worked in his present position for three months. Barry graduated from Waltham (Mass.) High School, and then earned an Associate’s Degree in Business Management from Northeastern University in Boston. Ken and his wife of 26 years, Deb, have a son and a daughter. He is an avid golfer and a downhill skier.

WHO’S WHO - Gorshing

Continued from page 2

The largest customer for this product is Defense Finance and Accounting Services, a department of the federal government. The checks are sold nationally.

Continued on page 31



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