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## Western Business Trends



By Terry Miller  
Associate Editor

Reports indicate business is a mixed bag, some Western lumber suppliers say the Softwood market is slow and others, such as board suppliers reporting improved demand. A Montana contact said business is off by as much as 30 percent. He attributed the decrease in activity to tight credit conditions and unemployment.

Handling all domestic Softwood species, the supplier said Engelmann Spruce and Lodgepole Pine is moving fairly well and Cedar is not moving at all. He said his inventory levels are also down 30 percent and as for prices he said, "prices are down about 20 percent and transportation costs are up about 10 to 15 percent." The source also said his area is experiencing truck shortages.

Marketing to retail lumberyards and distribution centers, the supplier said his customers are also slow. As for adjusting to market conditions he said, "I think we've made as many cuts as we can. We cut our inventory and lowered our costs as much as possible."

For the coming months he said he expects conditions to remain the same. "Hopefully we'll have a small uptick in the fall, but I'm not sure that's coming." As for when he expects a significant improvement he said, "I don't look for any great improvements until 2012."

A Softwood board supplier in Colorado said he is glad he's not manufacturing dimension lumber right now. "People we talk to on that end are really in a bind," he explained. "For us, the board busi-

ness continues to be strong. Overall demand for boards has picked up."

As for what he attributes the recent increase in demand to, the source said, "I think the biggest issue is that supply is relatively constrained. That's our biggest market on the lumber side and it's keeping the market under better control compared to where stud and dimension lumber is. Supply on that side has been creeping up over the last couple of months and when demand slowed down, people stopped buying, it just overran the market. We haven't done that on the board side yet."

Supplying Ponderosa Pine and Engelmann Spruce boards he said, "We've got extensive order files on both Pine and Spruce. Probably the biggest thing going right now is the fact that it's been a wet spring for us and so Spruce logs are in short supply and it looks like it's going to be that way for a while. That indicates to me that we're going to see shortages of Spruce boards out of the inlands."

He said his inventory levels were down from 90 days ago. "We certainly have less logs and from a finished product standpoint, we've been able to keep the inventory under control."

As with many suppliers across North America, the last two years have created challenging times for this particular source. "We closed two mills permanently," he said. "We had to lay a lot of people off. There are a lot of companies out there that have mothballed their facilities. We shut ours completely down and auctioned them off. Then we focused on the aspect of our operation that was bringing the most profit, and we are surviving well."

The source said transportation has not been an issue. "We're actually doing pretty well with transportation. I know that is a problem with other suppliers and producers in the Western region and on the coast. We've got a really good core group of truckers, so we haven't been affected."

Continued on page 30

## Northeast Business Trends



By Sue Putnam  
Editorial Director

Softwood suppliers in the Northeast region continue to report increased business activity with tight supply conditions. A source in New Hampshire said, "Prices are creeping up in the blocking market and supply is tight. The 4/4 board market is extremely tight as well."

When asked for a comparison over the last six months he said conditions were much worse. "I would almost have to say supply issues were 100 percent worse than six months ago. Then, we had lumber flowing in like crazy with no problems finding anything. Now we are scrambling, constantly looking for new avenues to buy the lumber from."

Supplying Pine and Douglas Fir, the contact said prices are up and he doesn't expect improvement in the next 60 to 90 days. "I think things are just going to get tighter and prices are going to continue to go up."

He also said transportation prices were steadily on the rise. "Transportation costs are creeping up and availability of trucks continues to be in short supply. Everything seems to be coming together though," he said. "The economy is improving, everybody wants lumber, so I think it's just a matter of all the right factors coming together that has created such a tight market."

Servicing "everyone from the construction trade to people in the food industry," he said, "In talking to some of our customers' finding products from other people has been just as tight across the

country."

When asked about what lies ahead for the coming months, he said, "I think supply is going to continue to get tighter and I don't see any improvement in that area for the immediate future."

In Pennsylvania a Softwood supplier said supply issues were responsible for slowed sales activity in his area. "We have the orders, that's not the problem. The problem is we can't get the lumber fast enough to fill the orders."

As for transportation issues he concurred with others in the region. "We are seeing some rate increases and availability of trucks is getting tighter."

Supplying Eastern White Pine to builders and various end users he said his customers' markets continue to improve. "Orders are coming in and our customers are picking up at a steady pace."

Pertaining to the rest of 2010, the supplier expects a moderate increase in sales. "We think things will continue to move along. Our hope is that supply loosens up without overproduction."

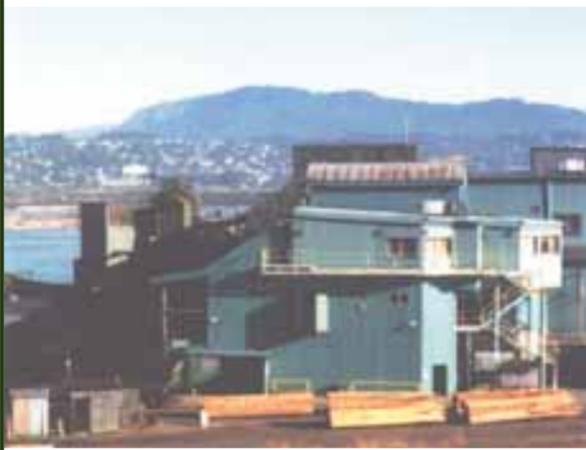
According to Paul Janke, a principal of Forest Economic Advisors LLC in Westford, Mass., just as new home construction has begun to rise, a surge in lumber prices is boosting the cost of building by as much as \$5,000. "Last year, companies reduced production as demand fell," he said. "As a result, inventories are low at dealers, and wet weather has kept timber companies from harvesting product."

Experts say the jump in prices is being driven by supply and demand. "The increase in demand for new housing caught everyone—producers, suppliers and builders off guard," said Mitch Wagner, director of purchasing for 84 Lumber Co. in Eighty Four, Pa. "Everyone expected a slight price increase because we anticipated an increase in new housing production, but not the amount of the increase." He said relief might be a few months away.

Remodeling and home improvement

Continued on page 31

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## Ontario/Quebec Business Trends



By Michelle Keller  
Associate Editor

The worldwide economic jitters that have rattled international financial markets are finding echoes in the Softwood Lumber industry. Mill owners and wholesalers alike say that many consumers are feeling uncertain about the future, and that is translating into more hesitation when it comes to larger construction and renovation projects. One mill owner in Ontario who works primarily with Eastern White Cedar and White Pine said his particular operation enjoyed a spike in business six months ago when national tax incentives boosted consumer spending. However, this owner/operator, who specializes in paneling and sauna kits, said that brief rush of interest has petered out. "With that tax incentive, we sold a lot more," he said. "It was not bad in February and March. But now, things like saunas are getting the back burner treatment." He said he is uncertain as to what it would take to turn the market around. "It's been difficult to really pinpoint it," he said of what it might take for the industry to rebound. "In previous years, you could see it with some certainty. Now, it's anybody's guess." Still, as an operator who specializes in a niche market, this owner remains hopeful that there are other small markets out there that might provide substantial future returns. He said he is unlikely to

diversify in terms of the wood he works with, but is always looking to expand the number of value-added products he can offer. "You have to roll with the punches," he said. "We started with Cedar and Pine paneling, and then did small cabinets. It's all about using the same products and finding new uses." One area that holds some potential is small, prefabricated sleep cabins that can also feature a sauna. "With the liner packages, we shipped those all over Quebec," he said. "I'm on the lookout all the time for a niche market that can help us along the way." He added that one of the central problems with revitalizing the industry can be found in how consumers perceive the value of products. He noted that few consumers realize how labor intensive it is to bring lumber from forest to market. "In this economy, people don't appreciate the cost of products," he said, listing the various steps between tree cutting and final production. "If you give someone nine pieces of lumber and tell them it will be \$60, they're shocked, but then they'll buy a carton of cigarettes for \$80." As far as the future is concerned, he said that remains "the million dollar question. I find it very difficult to answer that," he said. "The demographics have changed. When we started 27 years ago, the younger people were moving out of homes and building their own houses. There was a growth spurt. Now, that demographic is retiring." The sales manager at one Quebec mill had a similar reaction. For mills like his, which produces wide Spruce boards and Balsam Fir in equal quantities, a recent upswing in business was welcome, but short lived. "If we talk about this year, the market was improving, I would say, from the first day of the year for three and half, four months," he said. "And for three to four weeks now, it is just the opposite. I've

Continued on page 31

## South/Southeast Business Trends



By Gary Miller  
Managing Editor

Softwood suppliers in the Southeast region report fair business conditions. Supply issues are starting to ease in the area and log prices are up. A contact in North Carolina said his market is about 30 percent better from six months ago. He said the wake of Chile's earthquake contributed to the upswing in business activity. "Since most of the wood products from Chile stopped moving due to the earthquake they had there recently, and, also the fact that demand for wood products like, Softwood Lumber and plywood, being imported in Chile is now growing, this situation contributes to our markets here in the U.S." He also mentioned that he is not experiencing supply issues. In fact, he said his inventory levels are abundant. "We've been sawing a lot and we have extra." However he did say prices for Southern Yellow Pine products are up and expects them to continue to rise. Transportation is problematic for the source as he stated trucks are hard to find and freight rates are rising. "For a while there we caught a break, but with the season for shipping farm products setting in, transportation is becoming difficult. Trucks are hard to find and rates seem to be increasing overnight," he said. Serving window, door, and moulding and millwork manufacturers, he said his

Continued on page 31



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**Tindell -**  
Continued from page 21

provide new salesmen with an estimating reference manual which we obtain from SBMA", McKinney noted.

"We set up special in-house training on products such as trusses. Our truss manager, Jerry Dunsmore, instructs a training class dealing with truss terminology and basic take-off calculations", McKinney said. A well noted fact, all of the company's designers are Wood Truss Council of America certified and have a minimum of 17 years experience in commercial design with the entire design staff averaging over 12 years experience as a whole.

Another training program the company utilizes involves material handling in which the millwork manager rides with delivery drivers and goes over a written material handling program that was developed specifically for any millwork item. This program relates to material handling, job-site presentation and storage. Safety is also a substantial part of Tindell's training program.

Tindell's delivers their product with a fleet of box trucks, dump trucks and lift trucks. Tandem and tractor load capability allow the delivery of a complete order usually in one trip. Delivering orders safely and damage free is high priority and often employees will stay with the job until the installation is complete.

The company has two employees that are Home Energy Rating System (HERS) certified. In August 2007, Matt Tindell and Steve Moore completed this certification. The Department of Energy recognizes HERS as the rating system for Energy Star Certification. As a 8-year recipient of the Tennessee OSHA SHARP Award for Excellence in Safety and Health, and an Energy Star Partner, Tindell's sets a standard of excellence as a service and quality leader in the building materials industry.

Looking to the future, McKinney stated, "Our outlook is heavily focused on con-

trolling expenses, lowering costs and exploring more ways we can better serve our existing customers while attracting new customers."

The company's mission is to consistently provide high quality products and service to their customers through innovation, efficiency and integrity. Customers are always the number one concern at Tindell's.

Other awards the company has received include, the 2007 *ProSales Magazine* and SBMA Dealer of the Year, 2004 ProSales Excellence Award for Installed Sales, 1996 *Building Supply Business Magazine* Retailer of the Year and 1996 NLBMDA Award For Excellence in Human Resources as well as many others.

For more information about Tindell's Building Materials and their products visit [www.tindells.com](http://www.tindells.com) or contact them at 1-865-922-7751.

**HANCOCK -**  
Continued from page 6

the point of view of the customer," he said. "Expediting the product from order to finished goods as efficiently as possible for our customers is imperative, which is part of the reason we went with the Weinig moulder," Duprey added.

Pattern manufacturing is about 25 percent of Hancock's business. "Twenty-five percent and growing—it is a large portion of what we do," Hynes said. "As time goes on, what customers need and want grows too. They're looking for better quality, shorter lead times, and smaller runs. We've adopted an attitude that we are truly a partnership with our customers and what they need is what we're going to provide. So when we looked at our pattern business we realized that we were outgrowing the one moulder in Casco. So we installed the Weinig moulder at the Bethel facility."

"One of the major reasons for this was so we could have more pattern capacity with a high quality machine, with high quality finishes," Duprey said. The Weinig Hydromat 2000 can be used for applications from 2-inches wide up to 12-inches wide and according to Hynes, is the industry's leading moulder. "This is the third Weinig that we've purchased for our planing and finishing facilities," he said. "We are now using this machine with four people operating it versus a whole planer mill with up to 10 people running it. Cost effectiveness is right there," Duprey said. "Having the ability to run smaller 12-inch patterns is really key for us and an asset to our customers."

Hancock Lumber Co. held a grand opening and ribbon-cutting ceremony when the new moulder came on line. "This is a huge win for Hancock Lumber Co. but it's also a huge win for our customers," Duprey said. They get the service, the flexibility and the timeliness and we become more efficient. We wouldn't be able to do these things if we didn't have great customers." In fact, Duprey said the company's clients cut the ribbon themselves. "We had our customers cut the ribbon because it was really a tribute to them for partnering with us and creating a relationship that lasts."

The people at Hancock Lumber Co. realize the importance of maintaining customer relationships in good times and in bad. "The orders our customers place today are not truckloads or half truckload orders, they're a unit of this and a unit of that. They've had to change the way they do business and we've adjusted to accommodate them," Hynes said.

Continuing the path that has brought the firm success, a new project is already underway at the company's facilities in Pittsfield and Casco, Maine. "We have a small rip line in our Bethel facility that allows us to do value added rips with a higher quality ripped edge, like an S4S edge," Hynes explained. "We didn't have one in Pittsfield or Casco, so we're installing that equip-

ment for the purpose of taking low grade lumber and ripping off the edge defects to grade a nice high grade board that otherwise would have been used as an industrial board. These are boards that are often Select grade and the only issue is the edges." Duprey added, "These lines are going to give us flexibility to come into new markets and at the same time increase the value of return that we get out of every log."

"We're operating our mills to meet the requirements of our customers in terms of volume," Hynes continued. "The ripping operation gives us the flexibility to take an 8-inch board and make two 4-inch boards if the demand for 4-inch increases. If we need more 6-inch high grade lumber, this allows us to take 8-inch grade lumber with edge defects and rip it down to 6-inch, creating the opportunity to produce what the market demands."

According to Hynes, intense dedication and diligent work goes on behind the scenes at Hancock Lumber Co. "There are a lot of things going on that nobody ever sees," he said. "One of the things that we do at the beginning of every month is forecast what our customers need in the coming month based on their ordering history and what we know about each customer. Then we make adjustments to our production, maybe we saw a little more 6-inch or rip a little more 8-inch, and that all gets done before the month starts so we're ready to hit the ground running to meet the demands of the customer."

"When we go into a different market or make a different product for a particular customer, we make sure the product is exactly what that customer is looking for," Duprey said. "Our goal is to create long term relationships so we get inside the clients operation and see exactly what they need and what they're manufacturing so that we can offer the best product available. That creates repeat business and it cements the relationship. When a customer buys our product they know they're getting something

Continued on page 28

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**HANCOCK -**  
Continued from page 27

that's world class and that they can be successful with. We've created a partnership where we know what they need and what their requirements are because we listen to them and provide them with a product that they can make exceptional products out of."

The team that makes up the sawmill division at Hancock Lumber Co. consists of 200 people, and according to Duprey, the sales team is made up of "every individual on our staff. From the log buyers, the forklift drivers, our office personnel, our leadership team, the executive team, those that operate the sawmill, the planer mill and the dry kilns; we're all salespeople," he explained. "There's not an employee on our line that doesn't know who the customer is that they're manufacturing product for. If you have anything to do with how the customer receives our wood and how well that customer succeeds with our wood, you're a salesperson at Hancock Lumber Co. We have at least 200 and we're proud of what they do and the fact that we've created a culture within our company where everyone makes a difference and we all know the end result is to produce a product that our customers can succeed with."

Additional key personnel on the sales team include Kevin Hancock, President and CEO; Jack Bowen, Vice President of Sales; Wayne Huck, Scheduling and Sales Support; and John Kohtala who manages the Pine sales to the company's 10 retail locations in Maine and New Hampshire.

Hancock Lumber operates a diverse array of businesses. Three state-of-the-art Eastern White Pine sawmills that are Forest Stewardship Council (FSC) and Sustainable Forestry Initiative (SFI) certified, 10 retail lumberyards in Maine and New Hampshire and a land division with 15,000 acres. The firm is members of the North American Wholesale Lumber

Association (NAWLA) and Northeast Lumber Manufacturers Association (NELMA). For more information visit the company's website at [www.hancocklumber.com](http://www.hancocklumber.com).

**MIDWEST TRENDS -**  
Continued from page 10

to put on your customer when you know the price is already hard on them," he added.

When asked about certified products he said, "I'm certain some of those issues will filter down to us but right now it has not affected us much. Two years ago there was a job that we could not bid on because we were not a certified green dealer, but very few of those come through here."

Certain that will change as time moves on the supplier said, "People out here in the Midwest don't like the government interference that we have in business. If we could take the government out of our business, we feel we'd be better off."

For the months ahead he looks for good markets and better business. "I'm optimistic about the next six months. As for now, the outlook is good," he said.

In other news for the Midwest region, plans to build the largest biomass power plant in the region have been put on hold after the projected cost rose by one-third. Xcel Energy Corporation had plans to build a biomass gasifier that would replace an existing coal-fired power plant.

Initially the company projected the project to cost \$58.1 million, but after further research the cost was raised to \$79.5 million, which is an increase of nearly 37 percent.

Don Reck, the company's director of regulatory and government affairs, said the firm will assess whether to use a different technology to burn wood at the power plant. During a more detailed

engineering review, projected costs began to rise and it was concluded that more work would be needed to retrofit the coal boiler to gasify biomass than the company and its consultants first concluded.

"We're looking at all the options that we had included in the application, as well as at least one or two new ones that have surfaced since the application was filed," Reck said.

Xcel's analysis followed a meeting of the Public Service Commission at which commissioners expressed concern about the cost of the project and said that in light of the rising price, the agency would likely need to take a second look at whether to allow the development to proceed.

**NELMA -**  
Continued from page 1

followed, with Alden Robbins (Robbins Lumber) elected to fill the expiring term of Tom Richardson (Crobb Box). Re-elected for a second term was Terry Walters (Lavalley Lumber), in addition to the reconfirmation of Jack Hedstrom (Hedstrom Lumber) and Ralph Hamel (Hamel Forest Products) as representatives of Northern States Lumber Bureau (NSLB) to the NELMA Board of Directors.

An afternoon of business sessions followed the Convention kick-off program, beginning with the Marketing Committee meeting. Guest speaker Craig Larsen, president of the Softwood Export Council (SEC), provided an in-depth look at various regions of the world where NELMA's lumber manufacturers may wish to explore as potential markets for their products via SEC-supported activities. An overview of NELMA's current marketing program, which included the latest videos, publications, and websites was presented by John Rooks of the Association's marketing

and trade PR agency, The SOAP Group. NELMA's Pine Subcommittee reviewed the progress of the Pine Weevil Research, an Association sponsored 10-year project to develop weevil-resistant Eastern White Pine, currently in its third year.

The meeting also included a discussion on the standard thickness of 5/4 material within the marketplace, and a review of board grade differences within North America. The Dimension Subcommittee meeting followed where participants discussed the ongoing, jointly-supported Eastern Spruce-Balsam Fir lumber testing project, along with information regarding the potential testing of Norway Spruce lumber from trees grown within the Northeastern U.S. region. The first day ended with an Opening Reception on the Terrace for participants to enjoy before a night out in Boston.

The second day of the Convention began with a meeting of NELMA's Grading Committee, where members discussed actions approved the previous day by the Pine and Dimension Subcommittees, in addition to other topics of importance. The Association's Grading Services Report was given by Marc Moore, NELMA's Director of Inspection Services, followed by the finalization of a grading and dues policy for proprietary mill grades produced by the membership. Committee Chairman Charlie Lambert (Moose River Lumber) acknowledged the winners of last fall's Eastern White Pine and Dimension Graders Competitions, presenting the traveling "Bronze Hammer" trophies to Irving Forest Products and Fontaine Inc., respectively. The meeting concluded with the presentation of the 2009 Safety Awards by NELMA Chairman Jeff Desjardins (Moose River Lumber) and 1st Vice-Chairman Peter Buckley (Mill River Lumber).

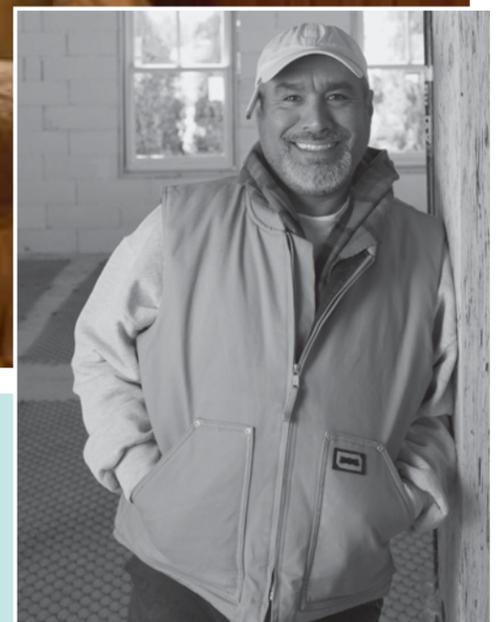
The bi-annual lumber and economic forecast by Paul Jannke of Forest Economic Advisors was presented to the members following the Grading

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**NELMA -**  
Continued from page 28

Committee meeting in a separate 1-1/2 hour session, titled, "Lumber Markets Have Begun to Recover: Is this Recent Run Sustainable?"

The Industry Lunch & Entertainment program featured Joe Malarkey, humorist and motivational speaker of "Choose to Lose" fame, followed by an afternoon special 1-hour session devoted to updating NELMA members on the Lumber Check-off Program, provided by guest speaker, Steve Lovett of the Blue Ribbon Commission, and the Commission's Northeastern Representative, Kevin Hancock (Hancock Lumber).

Official business at the Convention concluded with the meeting of NELMA's Board of Directors, where reports on previous Committee actions were discussed, along with the presentation of Administrative, Grading Services, and Financial reports to the members. NELMA's Legal Counsel, George Burns, provided the latest information regarding three ongoing lawsuits on the counterfeiting or misuse of the Association's trademark in wood packaging stamps. Additional topics of discussion included a Forest Economic Consultancy proposal, and the creation of two Coordinator inspection positions within NELMA's Inspection Staff.

Two additional updates on issues important to the members were provided, first, by Zoltan van Heyningen, Executive Director of the Coalition for Fair Lumber Imports, regarding the market effects on the current Softwood Lumber Agreement. Secondly, Phil Ruck of CES Inc. presented the latest information on environmental permitting requirements and deadlines.

The Board of Directors approved the following actions: (1) Initiate a task group of Marketing Committee members to coordinate with the Softwood Export Council a reverse trade mission to the

Northeast in October of potential overseas buyers and targeted trade press editors; (2) Direct NELMA Staff to complete a basic comparative grading rule study of NELMA's board grades with those of the West and Canada; (3) Continue to develop a lumber sampling plan with the US Forest Products Laboratory on Norway Spruce, for cost purposes and further review by the Board; (4) Continue the NELMA-sponsored graders competitions for Pine and Dimension, directing staff to coordinate dates and locations for conducting events in September/October 2010; (5) Enter into an agreement with Forest Economic Advisors that permits NELMA's members to receive monthly forecast information on forest products and economics, in addition to one-on-one consultancy services, and (6) Approve the creation of two Coordinator positions from the existing NELMA Inspector positions with the primary task of inspector training and performance consistency, one for each of the inspection programs, export wood packaging and lumber.

The Chairman's Reception following the Board of Directors meeting wrapped up the 2010 Annual Convention. A musical montage video set to the lyrics of "I Will Survive" starring NELMA's members and guests, and produced during the Convention, was debuted for everyone's fun and entertainment. The evening closed with a trip to the Boston Pops, with John Williams as guest conductor for their "Hooray for Hollywood" night.

Mark your calendars for the Fall Board of Directors Meeting and Golf Outing, set for September 16-17 at the Red Jacket Inn, North Conway, New Hampshire. The 2011 Annual Convention will be held April 28-29 in Boston at the Marriott Long Wharf Hotel.

**WRCLA -**  
Continued from page 12

lauded for durability, create more environmental life cycle burden than wood, according to the study commissioned by the Western Red Cedar Lumber Association. As an example, a Western Red Cedar deck could be built twice – or more – over its service life and still outperform composite decking alternatives. Such third-party findings provide valuable information as environmental impact becomes a bigger part of product selection during the building process.

"Knowing that the LCA proved alternative building materials like WPC decking, brick, fiber-cement, and vinyl create more environmental burden and consume more non-renewable fossil fuel during their life cycles helps me feel confident in recommending Western Red Cedar as the most sustainable building tool for my clients and consumers everywhere," Wagner said.

For more information about Western Red Cedar or the life cycle assessment, visit [www.wrcla.org](http://www.wrcla.org).

**DEMAND RECOVERY -**  
Continued from page 15

recover in '10 and '11 and, as Bob talked about with the lumber profile, this thing really starts to get some momentum in '12 and '13 and that's where we start to really see the ability to sustain higher pricing and higher volumes at that point in time.

"Maybe more than Bob, I tend to be a bit more of an optimist than most," Fuller said. "I think that while our housing forecast does tend to be on the top end of the range of the forecasts, just as Bob discussed, the long-term potential for housing is very good and someone's going to have to be out there to produce

the lumber and the panels to build those homes.

"And with the attrition that's taken place in capacity and throughout the whole production chain, there's going to be some very exciting and very profitable markets in the coming (years), certainly I think after 2011 into '12, '13, '14 and beyond."

**AWC -**  
Continued from page 17

the industry's front line, they are supported in the technical details of these efforts by a superb group of structural and fire protection engineers in the headquarters office in Leesburg, Virginia, just outside of Washington, D.C.

But the key activity which makes AWC so indispensable is their advocacy on industry's behalf during the building code change process. For example, since 2000, AWC's success rate in defending the wood industry from detrimental code-change proposals is 89%. Case-in-point — a code change proposal by the Masonry Alliance for Codes and Standards was submitted this year seeking more restrictive fire separation assemblies for "unlimited" area buildings. The proposal would have required higher fire resistance ratings for these buildings, likely resulting in a switch to masonry walls. AWC vocally opposed this change, persuasively testifying why such a change was unnecessary, and it was disapproved. Proposals such as this are quite common and if left unchallenged, would quickly change what products can be used in construction. It is in this sometimes arcane world that AWC successfully operates, quietly protecting the industry.

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**AWC -**  
Continued from page 29

**Tools**

AWC has several free tools on its website – [www.awc.org](http://www.awc.org) – to help commercial building designers use wood-frame construction effectively and efficiently, including calculators for allowable heights and areas, spans by species, and a series of publications to help designers address fire performance issues.

**New AWC Issue - Green Building**

As lumber producers have come to realize, more attention is being paid than ever before 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, as competing materials and certain environmental groups seek to control the U.S. green building market. Additionally, some green building rating systems, such as the U.S. Green Building Council's well-known LEED rating system, contain scientifically indefensible biases against wood and many U.S.-sourced wood products. LEED is aggressively seeking a government-sanctioned monopoly on rating systems which would seriously harm the use of U.S. wood products.

With the green building market estimated to reach as high as \$140 billion by 2013, securing a strong place for wood is essential to the wood products industry's future growth. That means both telling the positive story of wood's renewable, energy efficient advantages as well as defending against anti-wood bias in rating systems. AWC is the strong, unified industry voice that is essential as the green building battlefield continues to spread from the state to the federal level.

**New AWC Issue - Balanced Regulations**

The wood products industry is one of the most heavily regulated industries in the nation. Government regulations touch almost every part of the industry's operations and impact the bottom lines of every wood products company. Still, there are new rules and regulations coming from the Environmental Protection Agency (EPA) that could cost billions of dollars and risk our industry's over 350,000 jobs nationwide without any measureable benefit. For Example, EPA's new proposed Boiler Maximum Achievable Control Technology (Boiler MACT) rule includes emission limits for boilers using fossil fuels and biomass approaching levels that in many cases can barely be measured, but will cost the industry over \$2 billion in new controls.

In response, AWC's has on its policy and government relations staff some of the nation's leading experts on wood products regulation and the issues that impact the industry's operations, workers, and communities every day. This expertise and our experience with the legislative and regulatory processes give AWC the credibility and respect to effectively advocate for the industry before policymakers at the highest levels of government—in the White House, Congress, statehouses, and even international bodies. Furthermore, AWC works with federal agencies charged with carrying out legislative priorities to ensure that they use the most flexible and effective approach – we work to ensure balance and to prevent job losses due to unnecessary regulatory costs.

**Conclusion**

So, next time you're driving along and see that new hotel going up, remember, that the American Wood Council is quietly working to ensure that the codes and standards that regulate construction, how its viewed as an environmental material, and the rules that govern its manufacture, all remain focused, positive, and beneficial for wood.

The Softwood Forest Products Buyer

If you need help with a wood products issue, please contact the American Wood Council at [www.awc.org](http://www.awc.org) or 202-463-4713. We can help.

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

company also buys a small amount of certified wood each year.

Quality Wholesale aims to provide excellent service and offers just-in-time delivery and next-day shipment to its customers in Arkansas, Mississippi, Missouri, Oklahoma, and Tennessee.

The company is a member of the Mid-America Lumbermen's Association.

Stephens has worked in his present position for nine years, and he has been with Quality Wholesale for 15 years. He has worked in the forest products industry for 33 years, and his first job in the industry was stacking lumber for Georgia-Pacific. When he left Georgia-Pacific to work for Quality Wholesale, he was working as lumber sales manager at their Little Rock distribution center.

Stephens graduated from Little Rock Catholic High School and attended the University of Arkansas at Little Rock. He is married to Kayla Thomas of Jonesboro, Ark.

In his free time, Stephens enjoys Arkansas Razorback football, playing contemporary Christian music at church, scuba diving and participating in the Central Arkansas Corvette Club activities.

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

and log accents, timber sidings and post and beams, cut stock, hardwood decking and pattern boards. The company offers its products nationally.

Tripp Lumber Co. purchases 12 million board feet of lumber annually.

David Tripp has been president of Tripp Lumber Co. since 1986. He has worked in the forest products industry for 39 years. His first job was as a lumber broker.

Over the years, he also has worked for a trucking company, hauling lumber.

A graduate of Sentinel High School in Missoula, he went on to earn a bachelor of arts degree in business finance from the University of Montana.

Tripp and his wife, Patricia, have two sons, two grandsons and two granddaughters.

In his free time, Tripp enjoys golf and team roping.

**APA -**  
Continued from page 2

units. Since then, progress has been slow and steady to a rate of 672,000 in April of this year. We've now learned that some housing strength has come from federal tax credits that benefitted first-time and existing homeowners when they purchased homes. These credits ended in April and the housing industry is now on its own to sink or swim. If history repeats itself, housing permits and starts will falter for a month or two without the benefit of tax credits. In fact, housing permits declined 11 percent in April after increasing two months in a row. From now on, it will be up to the expanding U.S. economy and improved consumer confidence to get housing back on track.

**WESTERN TRENDS -**  
Continued from page 25

Serving distributors, retailers, and prodealers, he said, "What I'm hearing

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**WESTERN TRENDS -**

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from the distributors is that people are a little apprehensive about where prices are but they have to buy because they need the wood. On the dimension and stud side, people are waiting to see where the bottom is. In that case people are hanging back and buying hand-to-mouth."

For the remainder of 2010 he said, "We're optimistic about our board products. We think that supply has not yet overwhelmed demand and that's going to be a good market. The other side of that is in the framing business. We think that you're going to see some real volatility in the next several months."

In other Western news, the U.S. Energy Information Administration (EIA) recently released a Short-Term Outlook report. According to the report, Western crude oil prices fluctuated considerably in recent months, with prices ranging for a high of \$86 per barrel and a low of \$65 per barrel.

EIA forecasts that regular-grade motor gasoline retail prices will average \$2.79 per gallon during this summer's driving season (the period between April 1 and September 30), up from \$2.44 per gallon last summer.

The EIA's report revealed price fluctuations in three Western states along with the U.S. average. For Idaho fuel prices averaged \$2.36 per gallon, Washington, \$2.81 per gallon, Oregon, \$2.53 per gallon and the national average is \$2.72 per gallon.

**NORTHEASTERN TRENDS -**

Continued from page 25

spending for the Northeast is expected to recover this year, according to the Joint Center For Housing Studies of Harvard University (JCHS). In a recent report JCHS, based in Cambridge, Mass., anticipated a 5 percent growth in 2010. "The gradual recovery in the boarder economy should encourage more remodeling spending by homeowners," Nicholas Retsinas, director of JCHS said. "This year could produce the first annual spending increase for the industry since 2006."

**ONTARIO/QUEBEC TRENDS -**

Continued from page 26

been doing this work for 44 years and I have never seen the market going up so fast and then so down."

He said that the biggest problem in terms of the long-term health of the Softwood lumber market remains the sluggish housing market in the United States.

"We had for years, the United States building between 1.8 million and 2 million units a year. Then for two years now, I'm not sure if they build more than half a million units."

At the same time, he said, the Canadian government has offered mill owners incentives to build and expand.

"Now we have a problem of over production in North America," he said, adding quickly that forward-thinking people in the industry have managed to ride out the storm thus far. "The producer that was bright enough to invest in equipment survives," he said. "Those that put the money in their pocket disappear. For sure there is still too much wood being produced for the market we have this year."

This sales manager said he believed that the market for Softwood lumber will remain stagnant until there is a substantial turn around in the U.S. housing market, a transformation he said will take "at least another year or year and a half."

On the wholesale side of the business, one branch manager in Ontario said he

is at least as concerned with the impact of the world economy on the lumber industry as he is with the industry itself. "We had a busy winter," he said, adding that sales in recent months have trailed off. "Maybe we took away from the summer. It's difficult to say. There are a lot of outside factors affecting our industry."

He cited the uncertainty as to whether the Americans will raise duties on imports yet again, putting additional pressure on mills. He said these external factors are coming at a time when the softwood market itself has been in a steady "five year downward spiral."

By way of example, he cited the Chinese import market, which he said has purchased a lot of lumber in the past two quarters.

"Will they need as much in the future?" he asked rhetorically, adding that the domestic market during the same period has been far from robust. "A lot of people have a lot of wood, that's for sure. Some can't take the stuff they've bought. I guess people took the position when the market was chief, but unfortunately the consumer market hasn't taken it away, so they've still got it."

Looking forward, the manager was almost philosophical when it came to what the future may bring. "I'd love to say it's got to be better, but what's going to make it better?" he said. "I don't see how it's going to change. Still, let's face it, in this country we're doing a lot better than the rest of the world."

**SOUTHEAST TRENDS -**

Continued from page 26

In related news, prospects for sawmill profitability have increased significantly in 2010, leading curtailed and closed sawmills in the Southeast to reopen, according to sources.

Recent months have brought two Arkansas mills, J.P. Price Lumber in Monticello and Victory Lumber in Camden back up to speed, as the companies have begun excepting logs again. Other sawmills in the region have added shifts to keep up with orders according to Forest2Market.

Southern Yellow Pine prices have risen 25 percent from an average of \$247 per thousand board feet (MBF) in the fourth quarter of 2009 to \$308/MBF in the first quarter of 2010 as shown in Forest2Market's lumber price database. The price that sawmills receive for their by-products has also increased by 3 percent quarter over quarter. "While we've seen a 28 percent increase in revenue at the mill, input prices have been rising much more slowly," Forest2Market's Daniel Stuber said.

Although this is an increase of only 5 percent, the total impact on a mill is higher, which represents an increase of roughly 7.5 percent due to saw timber costs being such a high percentage of overall costs. "When you compare a total increase of 7.5 percent in raw material costs, the position of sawmills in the market looks significantly better than it did last quarter," Stuber said. "Assuming manufacturing costs remain the same (and increased production generally leads to a decrease in per unit costs), profitability has improved by more than 20 percent this quarter. And while this increase sounds considerable, we have to remember that mills were pretty much running at breakeven levels (or at slight losses) in the fourth quarter of 2009."

**WEST COAST TRENDS -**

Continued from page 10

see starts of 600,000. There is some doubt that we will reach that mark this year. We had a spring bump in our plywood sales due to the earthquake in Chile, weather conditions and other ele-

Continued on page 32



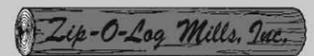
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### WEST COAST TRENDS -

Continued from page 31

ments, but prices are now back to lower earlier levels. Things are slow and we see a tough summer with lots of curtailment on the supplier side. I feel our industry will see extended periods of down time for the remainder of this year."

Of the 25 suppliers contacted only a few admitted to breaking even and even fewer said they are running in the black. All of them predicted more mill closures are on the way.

### BCWLA -

Continued from page 13

Inc. (Burnaby, B.C.).

"For far longer than anyone cares to remember Jack Hetherington, aka Lumber Jack of the Evergreen Empire, has been flogging sticks, making bad jokes, and generally stick-



Steve Parkinson, South Beach Trading, Coquitlam, B.C.; Rob Chimks and Roy Falletta, Dakeryn Industries Ltd., North Vancouver, B.C.

ing his nose in the various nooks and crannies of our industry," said BCWLA President Steve Parkinson (South Beach Trading, Coquitlam, B.C.). "Nobody has devoted more time and energy to our association and the wholesale community at large than Jack and we are proud to take this opportunity to honor one of our own. The time has come to recognize and celebrate this tenacious competitor and celebrate his contributions to our industry."

A lumberman and past president of the BCWLA, Hetherington is also a sailor. Prior to entering the lumber business in 1977 he spent eight years as an officer in both the Merchant Marine and the Royal Canadian Navy. After coming ashore he spent seven years in the Port of Vancouver as a dock supervisor. But Hetherington gravitated to sales and embraced the wholesale lumber industry.

He learned the business starting as a rookie with E.R. Probyn Lumber in New Westminster, B.C. It was there he was to meet eventual business partner Charlie Loo. In 1982 Hetherington and Loo formed their own company, Evergreen Empire Mills, Inc. Their partner in the new venture was former employer E.R. Probyn. In 1986, Ed Probyn and Jack Menzies, owners of E.R. Probyn, sold their Evergreen shares to Hetherington and Loo and the two were truly on their own. Loo retired two years ago, leaving Hetherington as the sole shareholder.

"Ed Probyn and Jack Menzies gave us our start. I have nothing but great things to say about those two guys," Hetherington said.

Actively involved in the BCWLA, Hetherington served two terms as president and created the association's newsletter *The B.C. Wholesaler*. "I enjoy association involvement and

### The Softwood Forest Products Buyer

creating things and events from which others can benefit and enjoy themselves," he said.

Surrounded by friends, colleagues and family, Hetherington was subjected to ribald recollections of his life, past and present, from Roastmaster Kent Beveridge (Skana F.P., Richmond, B.C.), and roasters Dalton B. Lewis (2008 BCWLA Lumberman of The Year, AFA F.P., Langley, B.C.), Charlie K. Loo (Evergreen Empire Mills, Inc., retired) and lifelong personal friend Bob Davis (Algoma Steel Inc., Calgary, Alberta).

During the evening's grande finale Hetherington was presented with an awards plaque and portrait depicting him seated in full 183 century naval officer's uniform. In the background sails two three-masted men-of-war, while in the foreground sails his own 30-foot sailboat.

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.

## TRADE TALK

### NAWLA Opens Registration for 2010 Traders Market

**Chicago, Ill.**—The North American Wholesale Lumber Association (NAWLA) has opened registration for both exhibitors and attendees for the 2010 NAWLA Traders Market. The 2010 show will include many changes and improvements according to NAWLA.



Gary Vitale

Registration forms are available at [www.nawlatradersmarket.com](http://www.nawlatradersmarket.com). "Traders Market has been very successful, but we continue to increase the value of it," said Gary Vitale, NAWLA president. "This year, we have added the New Product Showcase area, and the Spotlight on

Continued on page 33

## TRADE TALK

continued from page 32

Exhibitors will return in an improved format. We are also planning an outreach campaign to attract a broader attendee base and to increase the program for global trade."

Keynote speaker will be Jim "The Rookie" Morris. Morris' life story was depicted in the Disney movie "The Rookie," in which he was portrayed by Dennis Quaid. A 35-year old high school teacher, Morris decided to give his dream of playing major league baseball one more try and made it.

The 2010 Traders Market marks the 15th anniversary of the trade show and it will be held November 3-5 at the Hyatt Regency Chicago. Additional information is available at [www.nawlatradersmarket.com](http://www.nawlatradersmarket.com).

### Mid Valley Lumber Joins WRCLA

**Aldergrove, B.C.**—Mid Valley

Lumber Specialties Ltd., based here, recently joined the Western Red Cedar Lumber Association (WRCLA). "We are excited about joining the WRCLA and view it as a great leap forward," head of Mid Valley, Al Fortune said.



Al Fortune

Mid Valley Lumber Specialties Ltd., established in 1994, is located approximately 30 miles east of Vancouver, in Aldergrove, British Columbia, Canada. The firm's primary focus is the manufacturing and distribution of high quality Western Red Cedar, Hemlock and Douglas Fir products to the North American, European and Asian markets. For more information about Mid Valley Lumber visit [www.midvalleylbr.com](http://www.midvalleylbr.com).

The WRCLA is a Vancouver-based non-profit association representing 16 quality producers of Western Red Cedar lumber products in Washington, Oregon, and British Columbia (Canada).

Founded in 1954 and known as "the voice of the Cedar industry"—the WRCLA operates customer service programs throughout the United States and Canada to support its members' Cedar products with information, education and quality standards.

In addition to its Vancouver headquarters, the WRCLA has field offices in Washington, New York and Minnesota where Cedar specialists offer a Super Cedar Advisory Service for specifiers, builders and other Cedar consumers. For more information about WRCLA visit [www.wrcla.org](http://www.wrcla.org).

### LeVere Joins Weekes Forest Products As Marketing VP

**St. Paul, Minn.**—Weekes Forest Products, located here, recently announced that Thomas LeVere has been named Vice President of National Accounts and Marketing.

Former Senior Vice President of Portland-based North Pacific Group

he also held the position of General Merchandise Manager for Wickes Lumber Co. in Chicago, Ill.

LeVere began his career in the forest products industry with Wickes Lumber Co. in Boulder, Colo., in 1979. A graduate of Westone High School, he attended Ohio State University, where he studied wildlife biology.

LeVere is past board of director's and a member of the North American Wholesale Lumber Assoc. (NAWLA) and the National Building Materials Assoc.

Weekes Forest Products serves the Midwest and Florida's independent lumber and building product distributors. The firm offers a wide variety of lumber, panels, engineered wood, industrial products and related/specialty building products. Sales and manufacturing facilities of the company include eight offices, seven distribution centers and two remanufacturing facilities. For more information visit [www.weekesforest.com](http://www.weekesforest.com).

### Bobby Crowley Named LAT's Associate Member Rep Of The Year

**Dallas, Texas**—The Lumbermen's

Association of Texas (LAT) recently named Richardson Timbers' general manager Bobby Crowley Associate Member Representative of the Year. Crowley has served as general manager of Richardson



Bobby Crowley

Timbers for the past seven years. He began his career in the forest products industry with Oldham Lumber, also located in Dallas and has previous experience with Dean Lumber in Gilmer; Associated Truss and Lumber in Sunnyvale; Metro Lumber in Garland and Waco; Frisco Wholesale Lumber in Frisco; and Wheat Lumber in Grapevine.

He has served the LAT for several years as a Director on the Executive, Convention, Nominating, and Membership Committees and as Associate Vice President in 2008-09.

The Lumbermen's Association of Texas and Louisiana (LAT) is a non-profit trade association that represents dealers from both Texas and Louisiana and has, in its history, included dealers from Texas, New Mexico, and Oklahoma. LAT has also grown to include being affiliated with the National Lumber and Building Material Dealers Association (NLBMDA), headquartered in Washington, D.C.

Richardson Timbers has been serving the construction industry for over 60 years. The firm serves wholesale distribution yards throughout Texas, Missouri, Kansas, Arizona, New Mexico, Oklahoma, Louisiana, Arkansas, Florida and the Carolinas. For more information visit [www.richardsontimbers.com](http://www.richardsontimbers.com).

### Clearwater Paper Announces New Sales Team

**Spokane, Wash.**—Clearwater Paper Corporation recently announced a new lumber sales team, and that the company will be officially

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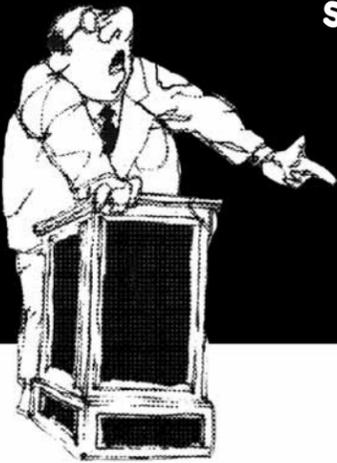
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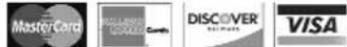
Continued on page 34

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**TRADE TALK**

Continued from page 33

marketing its wood products under the Clearwater Paper name.

Formerly a part of Potlatch Corp., the company previously sold products under the Potlatch name. "It is the right time for us to move forward with our own wood products sales team," said Tom Colgrove, vice president of wood, pulp and paperboard products. "Our wood products division produces quality lumber and will explore new products and new marketing opportunities based on the needs and requirements of our customers. In order to best serve our customers wood products needs, the company has hired a new sales team."

The Lewiston-based team will consist of two former Potlatch employees and two new managers with experience and stellar reputations in the industry. "I am pleased to announce that Terry Johnson has joined Clearwater paper as sales manager for the wood products division," said Vice President Dan Johansen. "Terry has been in the lumber business for decades serving companies such as Plum Creek, DR Johnson Lumber Co. and Louisiana-Pacific in production positions and sales management."

"Our newest sales representative is Brian Johnson who comes to us most recently from Idaho Timber In Boise," said Johansen. "Brian has 27 years in the lumber business with previous experience at Sierra Pacific, Bohemia and Boise Cascade."

"Along with Terry and Brian, we are lucky to have Allen Gaylord, a 45-year veteran selling for the Lewiston mill, and Allen will be responsible for Cedar products sales. Additionally, Paula Hasfurther has joined the company as a vital member of the customer service staff," he added.

Clearwater Paper's Lewiston sawmill has an annual capacity of 205 million board feet. The company produces kiln dried Hem-Fir and Douglas Fir dimension in 2x4 through 2x12, 8' through 20' lengths. Clearwater Paper also produces Inland Red Cedar in a variety of patterns and grades, including 1x4 through 1x12, No. 3 and Better, finger jointing, edge glued, clear boards, bevel sidings and decking.

**Tom Reynolds Joins Bridgwell Resources Industrial Division**

**Portland, Ore.**—Bridgwell Resources, formerly North Pacific Group recently announced Tom Reynolds joined the company's Industrial Division, based here.

Headquartered in Tigard, Oregon, Bridgwell Resources is a global wholesale distributor and trader serving retailers, manufacturers and other customers with a wide range of value-added services and products in these principal categories: Wood Products; Food Products; Agricultural Products; and Utility & Construction Products. For more information visit [www.bridgwellresources.com](http://www.bridgwellresources.com).

**Georgia-Pacific To Purchase Grant Forest Products**

**Atlanta, Ga.**—Georgia-Pacific recently received its final government

The Softwood Forest Products Buyer

approval to facilitate its purchase of the assets of Grant Forest Products oriented strand board (OSB) facility at Englehart, Ont. and the associated facility at Earleton, Ont., as well as its OSB facilities at Allendale and Clarendon, S.C., for approximately \$400 million.

"These are world-class facilities that fit strategically with our current wood products operations and we are pleased with this opportunity to grow our OSB business in Canada and the U.S.," said Mark Luetters, president, Georgia-Pacific Wood Products. "We look forward to closing this deal and having these facilities, and the employees who operate them, join the Georgia-Pacific family."

Georgia-Pacific intends to operate the OSB manufacturing facilities that employ more than 300 people in Ontario and at Allendale, S.C. At the Clarendon plant, Georgia-Pacific plans to complete the unfinished construction and begin operations as soon as market conditions allow, which will entail employing more than 100 people in Clarendon County. In addition, Georgia-Pacific plans to make capital investments worth several million dollars to improve facilities and deliver enhanced reliability and efficiencies.

Headquartered at Atlanta, Georgia-Pacific manufactures and markets building products, tissue, packaging, paper, cellulose and related chemicals. The company employs more than 40,000 people at more than 300 locations in North America, South America and Europe. For more information, visit [www.gp.com](http://www.gp.com).

**Bayou State Lumber Re-Opens Shuttered Netterville Mill**

**Jackson, La.**—Bayou State Lumber, located here, announced plans to invest \$800,000 to reopen the former Netterville Lumber mill, which closed approximately 18 months prior.

Bayou State, which will rename the site Jackson Lumber Mill, manufactures industrial lumber used chiefly in the oil production and refining industries, particularly in offshore applications. The company also makes a limited amount of finished lumber, mainly Cypress, for the construction industry.

"Bayou State's expansion into East Feliciana shows the viability of the Capital Region's lumber industry while providing good jobs and restoring an existing facility back to commercial use," said Adam Knapp, Baton Rouge Area Chamber's president and chief executive officer, in a news release.

**Boston Cedar Announced New President and Vice President**

**Holbrook, Mass.**—Boston Cedar recently announced Joe Cusack as president. Paul Colliton has been named the new Vice President of sales and marketing. Rob Ankner will now serve as the firm's chairman.

2010 marks Boston Cedar's 25th year as a premier distributor of lumber and building material products. The company serves a large base of independent retail lumber dealers throughout the Northeastern United States. For more information visit [www.bostoncedar.com](http://www.bostoncedar.com).

# TRADE TALK

Continued from page 34

## SFPA Gathering Travel List For International Event

**Kenner, La.**—The Southern Forest Products Association (SFPA) recently added a new event to its international calendar. The Tianjin International City Garden & Landscape Design & Facilities Exhibition will take place August 26 through 28 in Tianjin, China.

Exhibitors at the show will include landscape and garden design companies and landscape facilities and equipment manufacturers. Scheduled attendees include principals representing the Chinese Bureau of Urban Planning; people engaged in general construction, garden & tour services and building décor; and developers, landscape and municipal contractors, operators of hotels, leisure parks, holiday villages and sports arenas, landscape architects, traders and buyers, and building material distributors.

SFPA members interested in attending should contact Julie Brumfield, SFPA program administrator, at 504-443-4464, ext. 207, or by e-mail at [jbrumfield@sfpa.org](mailto:jbrumfield@sfpa.org).

## WWPA Introduces New iPhone App

**Portland, Ore.**—The Western Wood Products Association (WWPA) has developed a new Lumber DesignEasy Joist/Rafter Spans app



Screen shot of a new iPhone app that calculates Western lumber spans recently released by WWPA.



Screen shots of a new iPhone app that calculates Western lumber spans recently released by WWPA.

for the iPhone and iPad.

The application allows architects, engineers, building code officials and other design professionals to quickly calculate simple joist and rafter spans for Western lumber structural grades.

According to the WWPA, users can select the size and loading conditions and generate a table of spans for the structural grades in six different Western species groups. Adjustments can be made for load duration, deflection and incising for pressure treated lumber.

Comparing spans for different

Western species can be done with just a few touches. The app remembers the size and loading conditions selected, so users can choose a new species and then immediately create an updated table of spans.

The Western species groups available in the app include Douglas Fir-Larch, Douglas Fir-South, Hem-Fir (White Fir), SPF-South, Western Cedars and White Woods. Lumber products sized from 2x4 to 3x16 can be selected. The DesignEasy app is available for downloading on the iTunes App Store for 99 cents. For more information visit [www.wwpa.org](http://www.wwpa.org).

## China Signs Demo Deal With Canada

**Beijing, China**—The governments of Canada, British Columbia and China recently signed an agreement to build a six-story, wood frame demonstration structure here.

This five-year agreement with the Chinese Ministry of Housing and Urban Rural Development was signed during a trade mission to promote the sale of B.C. wood products in China.

Included in the deal is the construction of a commercially developed six-story structure to demonstrate wood-frame design to Chinese developers, officials and consumers. Construction of the building will cost between \$5 million and \$6 million, and will be financed by the governments of Canada and B.C. The land will be supplied by China.

Sixty to seventy percent of all residential construction in China is represented by six-story housing, which is expected to have 10 million housing starts this year.

Lumber exports to China from B.C. reached 1.63 billion board feet in 2009, double the volume of 2008 and were valued at \$328 million.

## Forest Grove Lumber Closes

**McMinnville, Ore.**—Forest Grove Lumber Co. (FGLCO) recently closed after operating here for 20 years.

Having already made cuts of between 70 and 120 positions at its sawmill, the company still couldn't make continued operation feasible, according to President Sid Smith.

Smith said high-end housing was the company's primary market niche, and it has virtually disappeared. While shifting its focus to the high-end market in recent years, the mill borrowed the money to buy eight radio-controlled vacuum kilns capable of drying timbers up to 42 feet long. It only takes the \$1.6 million set of kilns seven to 10 days to dry wood to the core, compared to 30 to 45 days for conventional kilns.

FGLC held its own through the early stages of the housing industry's spiral near the end of 2008. Smith said people just eventually quit buying large homes, especially those who still had the money to afford them. He said the company began feeling the effects of the housing downturn last fall and in response, began cutting labor costs. "You can only go so far with downsizing," he said.

Smith said members of Forest Grove are like family to him and he has treated them as such. "I just hated to see it come to this," he said. "It's sad, really sad."

Forest Grove Lumber Co. was founded in 1957.

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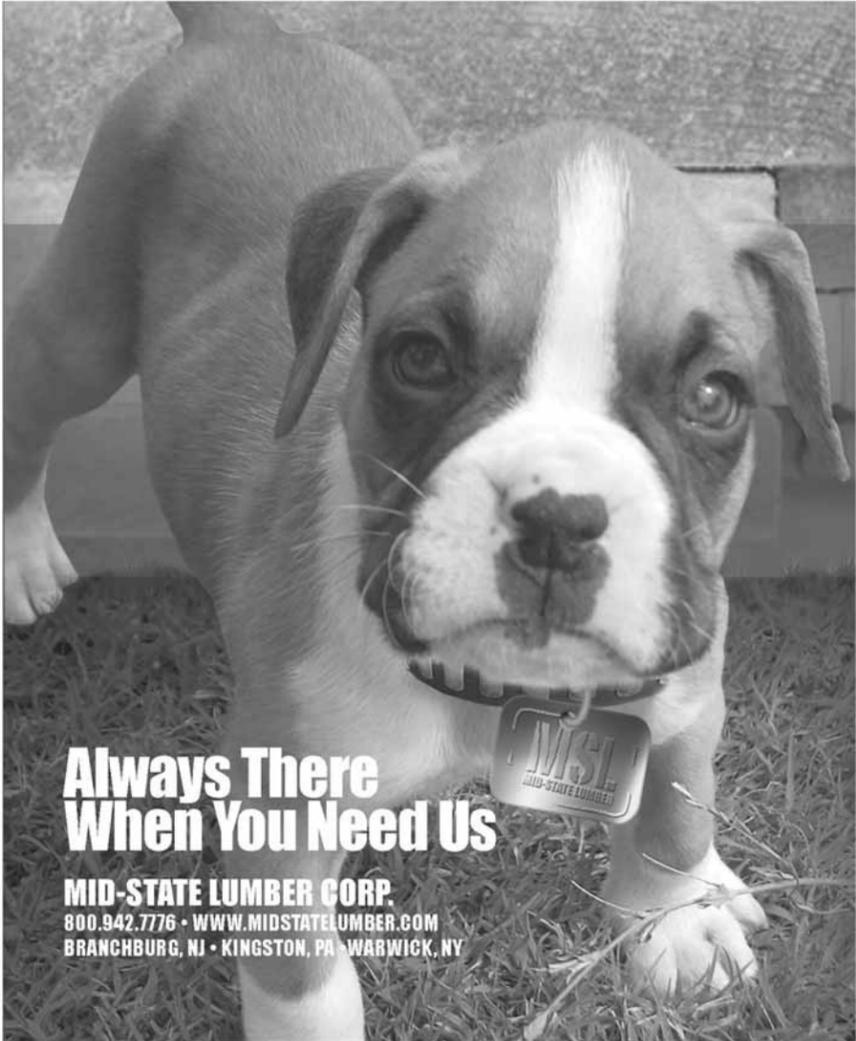
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**OBITUARIES**

**Bernard "Bernie" Bernstein**

**Martinsville, N.Y.**—Bernard "Bernie" Bernstein, 73, recently passed away. Bernstein was born and raised in New York, N.Y., and he was formerly of North Plainfield before moving to Martinsville in 1999. He was founder and owner of Mid-State Lumber Company in Branchburg since 1975. He was a member of Temple Sholom in Bridgewater, Raritan Valley Country Club, 200 Club, Somerville Elks Lodge and the Masonic Lodge in Plainfield. He was former president of the Plainfield Hebrew School and served on the board at the Plainfield JCC. His greatest passion in life was working with his sons at the family business. He enjoyed golfing and tennis in his spare time.



his wife Lisa Adams of Glastonbury, Conn.; Gilbert S. Adams and his wife Kim Adams of Medfield, Mass.; and Patricia Adams-Balf and her husband Todd Balf of Beverly, Mass.; 10 grandchildren, J.C., Rachel, and Julia Adams of Glastonbury, Conn.; Gil Andrew, Paul, Dean, Meryl and Ben Adams of Medfield, Mass.; Celia and Henry Balf of Beverly, Mass.; and his brother Robert Adams of Groton Long Point and his sister-in-law Lee Adams of Duxbury, Mass., and their two children Betsy Morocco and Robert Adams.

To leave condolences, please visit [www.glastonburyfuneral.com](http://www.glastonburyfuneral.com).

**Richard "Dick" Kerns**

**Portland, Ore.**—Richard "Dick" Kerns, 74, recently passed away. He had been working at Spar Tek since 1989. He is survived by his wife, Judy, six children, 12 grandchildren, and eight great-grandchildren.

Kerns started working for Superior Plywood Machinery in the 1960's and was involved in the startup of the first plywood mill in the South at Fordyce, Ark. During his early days at Superior PMI, Kerns was a draftsman, working on new designs for presses and layup lines, then he went into sales and handled the domestic sales as well as the export market. He was a member of the Plywood Pioneers and had been in just about every country where plywood is manufactured.

During his five decades of service in the plywood machinery business he was on the advisory committee of the Engineered Wood Research Foundation, president of the local Latin America Chamber of Commerce, and a member of the board of the Hardwood Plywood Veneer Association (HPVA). In addition to being the Sales Manager of Spar Tek Industries, Kerns had also worked at Kenton Machine Works, Prentice Machine, LSI, and Premier Gear.

**James Campbell Adams Jr**

**Glastonbury, Conn.**—James Campbell Adams Jr., 82, recently passed away. Born on July 14, 1927 in Boston, Mass., son of the late James Campbell Adams and Burnetta Elizabeth (Mutch) Adams, he was raised and educated in Hingham and Cohasset, Mass.

Adams graduated from the University of Maine in 1950 and had a 50-year career with the Warren Trask Company. He is survived by his four children and their spouses, Constance L. Adams-Keilch and her husband John Keilch of West Hartford, Conn.; James C. Adams III and

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 1989 Ford L8000 with 12 ton/50' Crane  
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**CONTACT: Darrell Gottschalk  
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## SOFTWOOD CALENDAR

JULY	SEPTEMBER
<p><b>Inland Lumber Producers, 27th Annual Golf Tournament</b>, The Coeur d'Alene Resort, Coeur d'Alene, Idaho. Contact: <a href="mailto:ronb@merrittbros.com">ronb@merrittbros.com</a>. July 7-9.</p> <p><b>Temperate Forest Foundation, Teacher Forestry Tour</b>, Corvallis, Ore. Contact: 503-445-9472. July 13-16.</p> <p><b>Southeastern Lumber Manufacturers Association 2010 Conference</b>, Ritz-Carlton, Naples, Fla. Contact: 770-631-6701. July 14-17.</p>	<p><b>Florida Forestry Association Trade Show</b>, Baytowne Conference Center, Sandestin Resort, Destin, Fla. Contact: 850-222-5646. Sept. 8-10.</p> <p><b>Global Buyers Mission</b>, Whistler Conference Centre, Whistler, British Columbia. Contact: 604-882-7100, 800-422-9663 or email <a href="mailto:gbm@bcwood.com">gbm@bcwood.com</a>. Sept. 9-11.</p> <p><b>NELMA Fall 2010 Board of Directors Meeting &amp; Golf Outing Set</b>, Red Jacket Mountain View Resort, North Conway, N.H. Contact: 207-829-6901.</p>
AUGUST	
<p><b>Temperate Forest Foundation, Teacher Forestry Tour</b>, Catskills, N.Y. Contact: 503-445-9472. Aug. 3-6.</p> <p><b>International Woodworking Fair</b>, Georgia World Congress Center, Atlanta, Ga. Contact: 404-693-8333. Aug. 25-28.</p>	<p><b>North Star Expo, Logging /Trucking/Sawmill Show</b>, Grand Rapids, Minn. Contact: 218-722-5013 or <a href="mailto:janeabel@timberproducers.com">janeabel@timberproducers.com</a>. Sept. 17-18.</p>

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Newman KM-16 3 Head Trim Saw  
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Stetson Ross 6-12-A1 planer 5-head  
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1989 Ford L8000 with 12 ton/50' Crane  
Chip Bins-20 unit and 14 unit, 30 unit and 15 unit  
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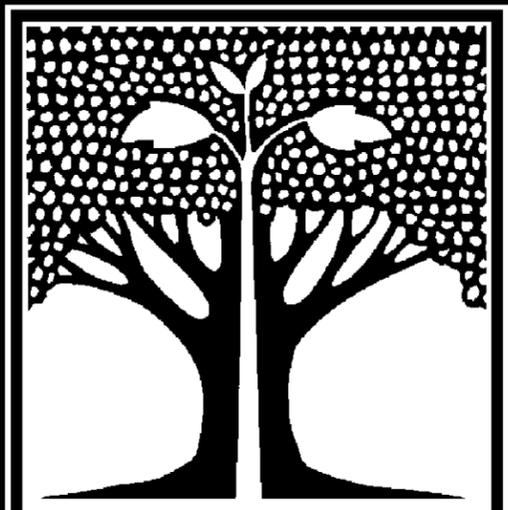
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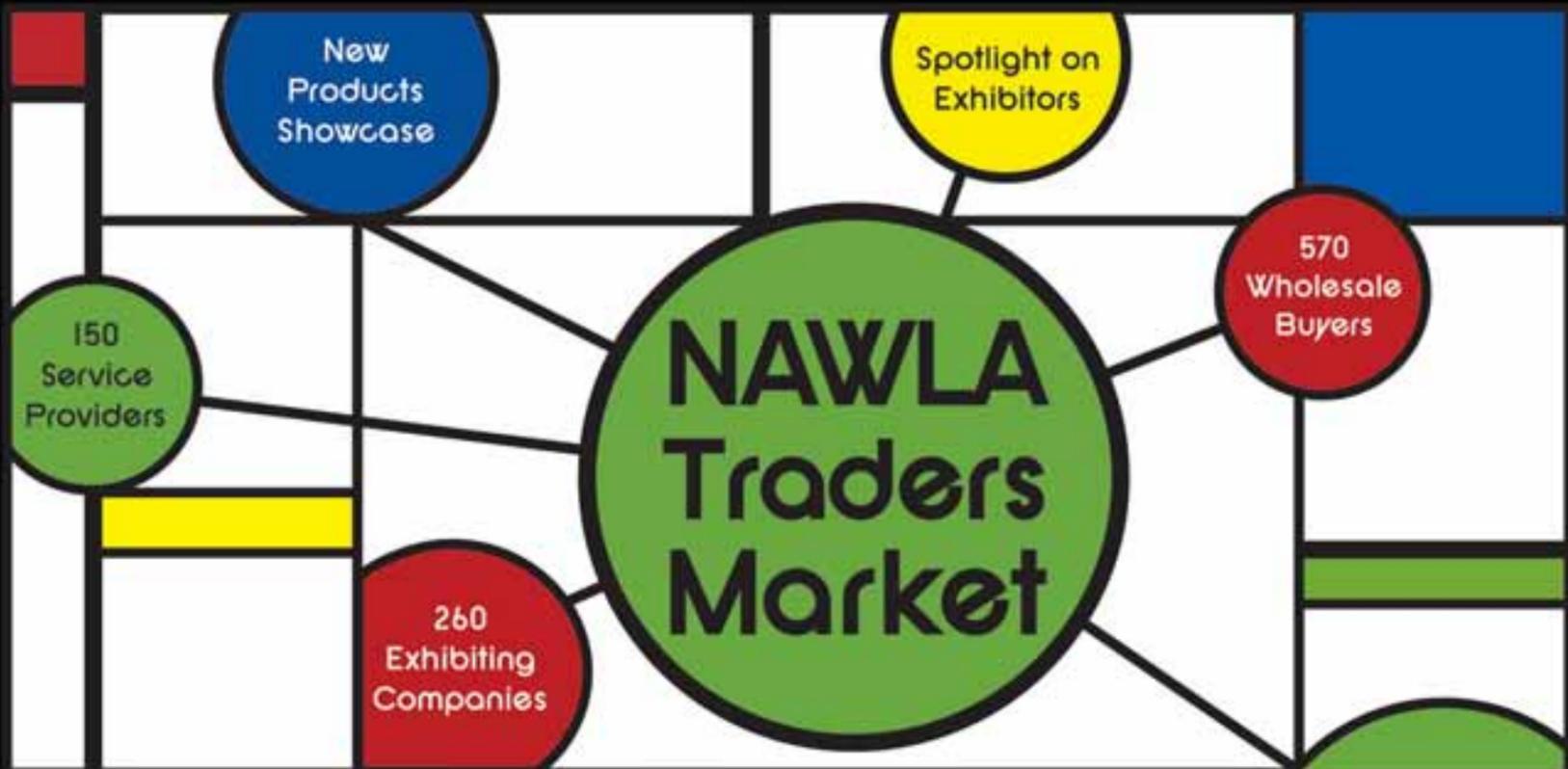
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