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Western Business Trends



By Terry Miller
Associate Editor

In the Western region, Softwood lumber suppliers account for continued improved market conditions. A source in Montana said his company has seen at least a 15 percent improvement in sales activity. "It seems like people are getting off the fence a little bit," he explained. "From our end, we're seeing a lot more activity and most of our quotes are turning into orders. The size of the orders has also increased. Projects are getting bigger, everything is picking up from commercial to residential for us." Supplying most Softwood species, the source said Douglas Fir is moving

the best. "Douglas Fir is moving good for us and so far we haven't experienced the supply shortages that other parts of the country have seen."

As for transportation issues he said, "Transportation has been pretty steady. Rates were really high a year and a half ago but it seems like it's stabilized and we're able to deal with it."

He mentioned his wholesale lumber customers also have a positive outlook. "It seems like everywhere I've been in the last month, things are getting better. But this is the time of year where you better be making some money. Most people I talk to say things are improving and they hope it stays that way. Everybody still has a little bit of fear in the back of their mind that it could start sliding the other way or get stagnant again."

In the coming months he looks for steady increases. "I think we're going to see more of what we've been getting, it's not going to be anything huge but each month should get a little bet-

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Northeast Business Trends



By Sue Putnam
Editorial Director

According to sources in the Northeast, while the market continues to improve and some previously shuttered sawmills are up-and-running again, it is due to supply shortages and not a significant pick-up in demand. "The market in our area is continuously improving, but it appears to be a supply driven improvement up to this point," a Softwood lumber supplier in Maine said.

"I think it's primarily a function of the fact that supply is down at the mill levels. There are now some mills starting back up and increasing hours. The

The Softwood Forest Products Buyer

combination of domestic business and the fact that exports have improved trading with a softer dollar into Canadian markets has helped. Also the recent tightness of Ponderosa Pine has helped our Eastern White Pine market where the supply is tight enough that we have firming prices. We're just starting to see some cases where there seems to be a little bit more coming across the board at the retail level. At this point the demand hasn't really kicked in at the retail level yet and that's what we're all looking for to help sustain this," he explained.

When asked about log supply issues he said, "The winter was mild and we're having some relatively heavy spring rains but at this point we seem to have enough logs to get us through mud season." Prices for the supplier are up and he expects to maintain the same prices for the next few months. "We have enough business in place right now to maintain those price levels over the next 60 to 90 days and if there is a seasonal demand bump, that will help to strengthen prices."

The source said due to a few trucking companies in his area recently going out of business, he has been experiencing some transportation issues. "Those closures have impacted us and trucking rates are firmer than they were six months ago."

He said his customers, which are North American wholesalers are beginning to see a pick up in business. "By and large the first few months were not great for any of them. They are starting to see a little improvement now."

In reference to what lies ahead he said, "In the next six months I think we will remain on firmer footing. Most sawmills are carrying four to five month order files right now and we're coming into the season where we should get a seasonal bump. By the fall I think a lot is going to depend on where the demand falls."

In Pennsylvania a Softwood supplier said the market is very tight right now. "With logs not being able to come out of the woods it has made conditions worse. Specifically the 4/4 market is tight right now due to last year's closures," he explained.

He mentioned his inventory levels were about average. "Our inventory levels are fair and prices are slowly starting to creep up. Of course supply has a lot to do with it and we're all waiting to see if demand actually increases on the other side of this."

The contact also said transportation costs are beginning to increase. "Transportation prices are steadily rising and the actual availability of trucks is becoming an issue."

Marketing to builders and end users he said he expects business to improve in the coming six months. "I think once spring settles in things will improve. Right now we're in sort of a 'wait-and-see' mode."

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Ontario/Quebec Business Trends



**By Michelle Keller
Associate Editor**

It is often said that with spring comes hope, and for the first time in several years, many mill owners and wholesale managers are allowing themselves to hope that their winter of Softwood discontent may truly be behind them.

Although no one is suggesting that prices will climb back up to pre-2005 levels in the near future, there are signs that the balance between supply and demand may be reaching a point of equilibrium, if not outright growth.

The sales manager of one Quebec-based wholesale operation that specializes in SPF said he is pleased with the first quarter of 2010 and believes that Softwood sales may have turned an important corner.

"Compared to six months ago, it is definitely better than it was then, and it's better than it was at this time last year," he said, adding quickly that the spring building season has traditionally brought with it a welcome spike in sales. "The demand is good, but it's not like it was in 2004-2005."

He noted that many lumber yards are keeping their stocks to a minimum, reluctant to build up too much inventory. Still, he said, it seems that the economy is doing better and that consumers are becoming more confident that better times are ahead. He also noted that "demand and supply are more equal."

"I think we are good at least until the summer or the beginning of the fall," he said. "For sure, the fall will be less busy, but we should be all right until the fall, I would say."

His business, which sells primarily to big chain stores and distributors, as well as larger co-ops, has remained steady, even during the recent economic downturn. He said that regardless of the vagaries of the market, his operation has and will remain focused on Softwood lumber.

"We work only with Softwood," he said. "We are committed to Softwood."

At the same time, he said the market remains a challenge. He noted that the associated pulp and paper markets remain very weak. "They are not going too well for us," he said. "We sell off chips and sawdust, and that market is more tight than Softwood itself."

In Ontario, there is a similar sense of balanced optimism about the state of the industry. The branch manager of one wholesale operation said the jump in demand, from his perspective, can be tied to a shortage of lower grade Softwood. He suggested that this shortage is due to more demand from overseas markets, and added that he hoped this may lead to higher

prices.

"We hope so, but I'm not as positive as the rest of the world," he said. "The problem now is for the export industry to survive. The currency is against them. This will be detrimental in the long term."

He said domestic economic stability is crucial to keeping the market growing.

"What's got to happen here is there needs to be more solid employment," he said. "We have people coming through the door looking for work every day."

He went on to say that although no one is talking about increasing production right now, when they do, he fears they will likely turn to the United States, citing what he called a higher cost of operating in Canada.

"It's going to take quite an upswing in business for anyone to make money in this industry on a continual basis," he said. Similarly, he said he sees most of the recent boost in sales as coming primarily from Canada, and

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South/Southeast Business Trends



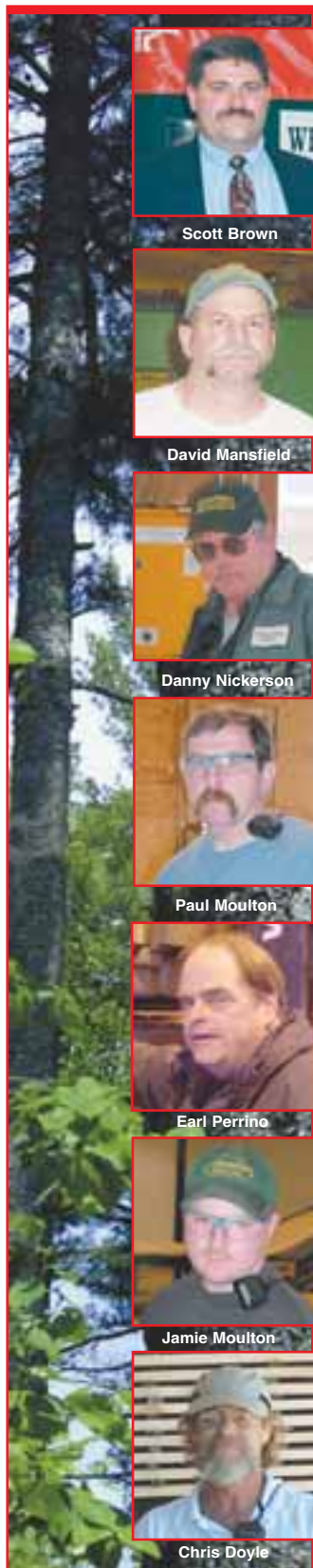
**By Gary Miller
Managing Editor**

In the Southeast region the overall attitude of industry insiders is better concerning their outlook for the Softwood lumber market. "I just returned from an industry meeting and I think people that have been in wholesale/distribution and certainly at the mill level have seen pretty good business since the first of the year," a Softwood lumber supplier in the Southeast commented. "The upward price trend has contributed to that of course. From our standpoint however, our business is heavily oriented to industrial products, which have been

under price pressure and scarcity. So it has made business conditions tougher for us in the first quarter. I would say overall the industry trend is better. Particularly to our business, because of the way we are positioned, it's a little tougher."

As to the factors involved in his immediate area, the source said limited log decks and wet weather were responsible for tough market conditions. "The scarcity of lumber products results from most of the mills in the South entering the New Year with very limited log decks. The wet weather that we have had throughout the South, which was wetter and colder than normal, made it difficult for sawmills to keep adequate log supplies. Therefore nobody seems to be running five days a week consistently. So with the already reduced supply out there, that has created more supply problems, which has artificially raised the price of materials relative to the actual amount of demand. There

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Manufacturers of Eastern White Pine

NORTHERN KENTUCKY -

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thing for the industry overall and for the ARC segment in particular," Reeder said. "It's an opportunity for all ARC companies to work together toward promoting the species as a viable competitor."

For more information, visit the company's Web site at www.northernkycedar.com or contact them at (606) 742-2624.

NORDIC -

Continued from page 6

dent of Nordic Engineered Wood. "It is essential that we utilize all the tree, including the tips, if we are going to extract all the value that is locked in the fiber. Enviro=Lam allows us to get 18 percent more fiber yield than traditionally possible, making it one of the greenest building materials out there."

Nordic harvests on 2,000,000 acres of land in northern Quebec, an area comparable to the state of Connecticut, with extreme attention to the environment. In addition to its ISO 14001 Environmental Reforestation certification, Nordic obtained its forestry certification from the Forest Stewardship Council (FSC) in February 2009, the first privately held Eastern White Pine (EWP) manufac-

turer to do so. Nordic harvests roughly 1 percent of this boreal forest annually, ensuring a sustainable source of wood for future generations.

Nordic Engineered Wood manufactures the components in Chibougamau, Que., where it recently completed a \$12 million mill expansion featuring state of the art milling and finishing equipment dedicated to its glulam structures projects.

More Products in Development

In addition to redefining glulam technology with its Enviro=Lam process, Nordic is currently developing X=Lam, a cross-laminated timber panel, which offers additional benefits for commercial construction. While similar to the decking used in the Fondation building, X=Lam will allow for greater clearspan floor applications in commercial structures, as well as load bearing walls where lateral resistance to shear is critical. Lighter and easier to work with than steel or concrete, Cross Laminated Timbers (CLT) enhance wood's superior resistance to seismic conditions, making them an ideal building material for construction in earthquake prone areas. CLT's are used extensively in Europe, where commercial wood construction in excess of nine stories is now becoming commonplace. Builders find the lighter weight and workability of CLTs reduce build times and construction costs. Julie Frappier, P. Eng., the director of technical services for Nordic Engineered Wood, is a mem-

ber of the Engineered Wood Association's (APA) Standards Committee on CLT, which held its first meeting on March 11, 2010. Frappier is working with the APA to create the design standard for CLT's.

For more information visit www.nordicewp.com or call (866) 817-3418.

MIDWEST TRENDS -

Continued from page 7

slowly but they will improve. We have had many closures and many people that left the industry, which will ease competition for those of us left 'on the block.' I look for business to be significantly improved by 2012."

Another Midwestern Softwood supplier said sales are down due to low housing numbers. "Sales are down due to housing being down. There is probably more light commercial and agricultural business going on right now than anything else.

"I don't think business conditions are any better than they were six months ago. The automobile industry and the RV business have been hit very hard and so there is a lot of unemployment still here," he explained.

Supplying Southern Yellow, Ponderosa and Red Pine, the source said the Southern Yellow Pine market seems to have increased dramatically in recent weeks. "The Southern Pine market has just exploded in the last

The Softwood Forest Products Buyer couple of weeks. It's probably more supply than it is demand. There are some spring orders but not what like it 'used' to be.

"You would think in a depressed market, lumber prices would be depressed also, but they're not. Most items in lumber are up over \$100 a thousand from last fall," he explained.

The contact also said transportation rates are rising. "Trucking has become difficult all over the country and in some cases rates have jumped close to double. Where we were paying maybe \$1.40 a mile in some cases we're having to pay \$3.00 a mile now."

Marketing to "Ma and Pa" independent owners and retail lumberyards, the source said his customers commented that business is off. "Generally speaking, talking to the managers of the stores, business is just not good out there. It's way down from where it was a couple of years ago. Almost all of the stores and lumberyards that we do business with have laid off half of their staff and some have closed."

The supplier is cautiously optimistic about what the coming months have in store for the Softwood lumber industry. "I don't see the economy getting a whole lot better. It seems like there are more government jobs than private sector jobs. I think we're in trouble when that happens," he explained. "We're going to have pockets around the country that seem to be pretty good. Texas seems to be

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MIDWEST TRENDS -

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pretty good right now. There seems to be a little activity up in the Northeast after the storms. But in general we still have a lot of areas in the country that are still not doing well. I think the only thing that is going to make an improvement is going to be more jobs."

RETAIL REVIEW -

Continued from page 9

Door, located here, closed its doors after 85 years. According to the *Arizona Daily Star* newspaper, the decision was based on revenue and demand in the Tucson market. "The home-building business is difficult there," executive vice president Ted Galbraith said.

Arizona Sash's assistant manager John Gifford said Foxworth-Galbraith Lumber Co. has been selling and closing businesses throughout the country. No other Sash & Door closings are expected. "We think we're at a point where we can survive. Certainly the job market and home-building markets are the two primary drivers, as well as banks; ability to make loans to homebuilders," he said.

Lowe's Opens In Concord

Concord, Calif.—Lowe's recently opened a new 117,000-square-foot store here. The company also applied to build a new unit on 15 acres in Clearlake, Calif., as well as 110,000-square-foot garden center in Silverthorne, Colo.

For more information visit www.lowes.com.

Ace Opens In Billings

Billings, Mont.—Ace Hardware recently announced plans to break ground on a third store located here. According to Merchant Magazine, the chain hopes to open the 22,000-square-foot unit this fall.

Headquartered in Oak Brook, Ill., Ace currently operates 14 distribution centers in the U.S. and one in Shanghai, China. Ace employs approximately 4,500 corporate team members worldwide and has four regional offices, located in Raleigh, N.C.; Atlanta, Ga.; Denver, Colo.; and Woodridge, Ill.

Tiny TIMBERS -

Continued from page 11

In fact, Tiny TIMBERS won the 2009 Wood-Mizer Business Best Grand Champion Award. As a business, Tiny TIMBERS stresses quality and a

sense of pride. Tiny TIMBERS purchases 100,000 board feet of **Cypress** and **Pine**, and 50,000 board feet of mixed hardwood lumber annually.

Sherry Chapo, company president, said Joseph Chapo, her husband and company vice president, had worked as a journeyman carpenter, cabinet maker and professional woodworker and he knew what it was like to have difficulty finding a reliable source for quality woods in less-than-full-truck-load quantities.

"Our original mission was to fill this void, while steadily growing our own company," Sherry said.

Then in 1998, Tiny TIMBERS experienced a devastating fire.

"After several mean and lean years," Sherry said, "we were fortunate enough to survive – by converting to a product line instead of the same generic services offered by others in our industry."

"The Internet was also in its early development at this time and allowed us the perfect vehicle to expand our market range by providing an informational portal, complete with product descriptions, images and pricing."

The company sells plank flooring, complete house and commercial trims, replicate mouldings, siding, stair system components, historic solid wood batten doors, and fine Pine and Cypress and kiln-dried native hardwoods, and remanufacturing services on a national basis.

"We specialize in servicing the his-

toric restoration and replication sectors as well as custom wood markets," Sherry said. "Complete in-house machining capabilities allow us to maintain consistent quality while containing prices from the initial concept through the entire machining process to the finished product."

"We just supplied a beautiful Frank Lloyd Wright inspired, prairie-style home that incorporated different woods in every room but it was entirely wood, no drywall," she said. "This home is in Grandview, near Columbus, Ind. The homeowner was delightful to work with and involved in selecting each individual wood and application."

Tiny TIMBERS provided tongue and groove planks for the finished walls, ceilings and sassafras trims throughout, an open timber frame staircase in Cypress and historic replicate batten doors in different species for each floor. Reclaimed Redwood and Pine were provided for a second story sleeping room and exterior sitting porch, complete with a Rumsford fireplace.

"You've got to like what you're doing," Sherry said. "We're a family business. All of our employees who aren't family members become part of our extended family. We try to make it fun so people will actually want to show up for work and have a sense of pride in what they do."

Quality is "paramount," Sherry said, "because our work depends on refer-

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Fascia - Pro Select Knotty - No Hole - S1S2E

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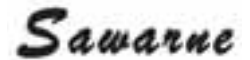
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SERVING CONTINENTAL UNITED STATES

Tiny TIMBERS -
Continued from page 29

ral and so our product, and the quality of the product, has to stand on its own. That's one of the very top motivators, to make sure that our product that goes out is of consistent, high quality."

With such quality as a priority, Jessie Stitsworth, operations manager and daughter of Joe and Sherry, is a vital part of the team. Stitsworth oversees all production, quality control and provides skilled assistance to the customer service department.

"We were 'green' before green was anything but a color," Sherry added. "It is paramount to our philosophy and operations that we help to protect the fragile environment we all share. Responsible harvesting, manufacturing, and recycling of all waste products allow us to be a good neighbor and meet our commitment to our environment and to one another."

Sawdust generated from the milling processes is blown directly into company owned semi-van trailers. Sawdust from the green mill is sold as boiler fuel. The kiln-dried shavings, chips, and sawdust generated from all other processes are separated to exclude walnut and sold as premium horse and animal bedding.

Tiny TIMBERS typically buys its logs from outside sources within a 100-mile radius of the facility. "We purchase logs from only responsible,

licensed, and insured loggers utilizing Business Management Practices (BMP)," Sherry said.

The logs are sawn on a LT300 AWMV bandmill and E430 Edger. Most of the grade lumber is kiln-dried in one of three kiln chambers. Tiny TIMBERS sells lumber and manufactured products to its customer base, although, a small percentage of grade lumber is sold green in full truckload quantities to industrial users.

So what is the origin of this company's colorful name?

"We chose the name Tiny TIMBERS because it was fun and easy to remember," Sherry said. "Being 'tiny,' we are responsive and adaptable to ever-changing market conditions. Our in-house manufacturing capabilities allow us to offer a diversified product line to meet the needs of our equally diversified clientele."

Tiny TIMBERS utilizes equipment from Baker, Northtech, AWMV (Wood-Mizer), Doucet, SCM and Cresswood Grinder. Billy Ogden from Northtech Machinery in Louisville, Ky., has been with them from the beginning. The Northtech brand is used extensively in Tiny TIMBERS' operations and is an integral part of its growth.

The rural facilities comprise 20,000 square feet under-roof, including a manufacturing plant, custom wood shop, sawmill, green operations, retail lumber racks and warehouse.

Tiny TIMBERS has three proprietary dry kilns with constant venting, manually monitored with wet bulb/dry bulb

as well as a Lignomat kiln control system. Consistent with industry standards, kiln dried lumber is dried and conditioned between 6-8 percent average moisture content.

As for its energy system, the company has three industrial sized Central Boiler units utilizing the company's seasoned and bundled sawmill slabs to provide heat to the kilns, manufacturing plant, offices and sawmill as well as supplying domestic hot water to all facilities.

"We sell directly to the homebuilders and, actually, architects will specify our product," Sherry said. "We're getting to that point now where we are known in certain architectural circuits. So that makes it easier for us. We don't have to sell ourselves and our products and our services because it's already there. It's just a matter of getting the same mindset of the project and the people and the builder because wood can take on all different aspects depending on what type of product that they want."

When requested, local customers are referred to skilled craftsmen with a proven history of competently installing products manufactured by Tiny TIMBERS.

Tiny TIMBERS perpetually introduces new lines. "We are constantly evolving with the ever-changing market and economy," Sherry said.

Tiny TIMBERS is a member of the National Trust for Historic Preservation and Indiana Landmarks. For more information about Tiny TIM-

BERS, call 812-866-4415 or 800-966-4415 or visit their website, www.tiny-timbers.com.

GREEN -
Continued from page 13

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HANCOCK -
Continued from page 15

attending.

The purpose of the event was to welcome a new piece of machinery to the company's arsenal and to thank the employees for their tireless efforts with the completion of the project. Hancock Lumber also wanted to have customers present to thank them for the strong support they have shown Hancock through these difficult market times.

A total of approximately 80 people attended the festivities. The day started with a tour of the entire Bethel facility, then a ribbon cutting with the customers and finally a luncheon to cap off the day. Kevin Hancock, President of Hancock Lumber, spoke to the employees and customers regarding the importance of this piece of equipment for the company and the customers' business. After that Mike Halle, Hancock Finish Products Mgr., talked to the group, recognizing the

employees' commitment to the project and hard work to come in on time and on budget. Halle also noted the commitment from the executive management team to recognize the value of



Mike Halle, Finish Products Mgr., Hancock Lumber Co., recognizes the hard work of staff that installed the new Weinig Molder in the Bethel facility.



Russell Coulter, Bethel general manager, addresses customers and employees on what this new moulder means for production, quality and cost saving measures to the company.

this project and fully support a project like this in these economic times. Lastly Russell Coulter, General Manager of the Bethel operations, overviewed how the new moulder will assist greatly in cutting waste movement out of the company's shipments of wood between mills, which will create value and increase the entire sawmill's product quality. Coulter also stated

that with the addition of another moulder to the sawmill division, the customer will have an even greater response rate and quick turnaround time with the product that they buy.

Hancock Lumber is a sixth generation, 162-year-old company run by Kevin Hancock, who is the CEO and president. Hancock Lumber has a diverse array of businesses which includes three Eastern White Pine

sawmills, 10 retail lumberyards in Maine and New Hampshire, along with a land division that owns 15,000 acres in Maine.

For more information, visit Hancock Lumber on their website at www.hancocklumber.com.

WEST COAST TRENDS -

Continued from page 7

Lumber, Lake Oswego, Ore., branch office said, "This year is coming along well! I am an importer and I bring a lot in from South America. The Chilean earthquakes have wiped out several ports and mills, cutting supplies coming out of Chile. This has had a very positive affect on domestic plywood manufacturing and prices. Prices on domestic plywood have risen substantially—and in a hurry. Our U.S. economy has not changed much. It is still a supply driven market."

Also with Pacific Western, Pat Murphy said, "The domestic lumber market keeps getting stronger due to shortages. We are seeing increased sales activity, but it is not booming. Most mills are not increasing production due to log shortages and high prices on logs that are available."

Vince Mast of Hampton Lumber, Portland, Ore., said, "The markets are very firm for Douglas Fir and Hemlock.

All markets are up. Plywood and

The Softwood Forest Products Buyer OSB are also very strong. All of our mills have two week plus order files. Panel mills are sold out to June. Buyers are buying because they have to; the pipeline has been empty and now spring building is coming on. We do not see demand backing off. Prices have just about doubled since last fall and buyers are not backing off. Mills cannot get enough logs and we are seeing spring break up. Many loggers who were around a year or so back are now out of business. Add to this that the Chinese are buying logs and are willing to pay more than we want to pay, especially for Hemlock logs. This is not helping the sawmills."

Gary Knight, of RB Lumber, Oregon City, Ore., said, "I've seen a definite pick up in our Cedar fencing business. Orders have been fairly steady and the tone of the market is more positive than we've seen in some time. So far we have had no problem getting the Cedar lumber we need for our fencing product. We feel sales will continue steady in fencing at least till September, the end of the season. It is not going to be a runaway wood market, but it is a lot more fun these days."

Bob Maurer of the Swanson Group, Glendale, Ore., said, "Things are looking better for our lumber and panel product sales. With prices where they are now, our mills can actually see a profit. However, we are not out

Continued on page 35

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WEST COAST TRENDS -

Continued from page 34

of the woods yet. Logs are in short supply and prices on them are rising. This is a supply driven market not based on solid sustainable housing numbers. Still there are signs of improvement. I was traveling in Indiana recently and one of the RV manufacturers there was in the process of calling employees back to work after being down for months. We know a lot of production is going from Canada to China and other parts of Asia and this takes some pressure off U.S. sawmills. Our phones are ringing more these days and it is good to talk with distributors and hear them sounding more positive and feeling somewhat better about business.” Jim Walsh of Rosboro, Springfield, Ore., said, “Our sales of dimension and studs are going very well these days. Demand is ahead of supply due to log supply shortages. The same is true with plywood. The Chilean earthquake gave that part of the supply chain a shot in the arm and sent demand and prices up. Veneer prices began to rise in the fourth quarter of 2009. Plywood and LVL have seen significant price increases. We have also seen steady sales for our glulam product, but we have not seen prices increase or a run in demand. I think our customers are finally believing the rally we have experienced these past four months is going to

continue a while. They know they need to buy wood, but they still don't want to take long positions. They just keep coming back more often. The difference from last year is that this year we are selling off production and last year we were selling off inventory, and there still is not a lot of wood in the pipeline.”

Walsh also mentioned a new stock beam product being made by Rosboro. “We've gone from 3-1/8 to 3-1/2 architectural appearance. Also we are adding I joist depth to the stock beam line up and these two products will match to fit the wall framing.”

Gene Secco, in sales for Forest Grove Lumber, McMinnville, Ore., said, “I feel things are finally taking a slight turn in April, an improvement over the first three months. We are turning more inquiries into orders. When you call customers they sound happier and more optimistic these days and give more positive feedback. Our large timber sales are improving, but prices are remaining stable.”

Don Dye, sales manager for Mary's River, Corvallis, Ore., said, “There is a little more action going on in Cedar sales right now. Sales are ahead of last year. We are putting on a night shift at our finishing plant in Corvallis to keep up with orders coming out of our two Cedar mills. Customers are starting to buy more, but they are surprised to find that they may have to wait on what they want. Logs are short in supply. Our sales are out

three weeks on most Cedar items. A main problem we have today is the trucking nightmare. Trucking firms are quoting \$2,000 more now than they did three weeks ago, and there are not a lot of trucks around. Many trucking firms have gone out of business and fuel prices are going up. We ship as much as possible by rail, but we can't get away from trucking. It's just another issue to deal with.”

WESTERN TRENDS -

Continued from page 26

ter. I think we're in for a good spring and summer.

A Colorado Softwood supplier also said business activity had improved by as much as 20 percent. “In the last few weeks, we have seen a good turn around. Our order files are out for the next three to four months and we haven't seen that kind of an increase in several months,” he remarked.

When asked about the factors involved in recent increased activity, he said, “Some of it is relative to the change in the season of course, but we are seeing some actual steady orders coming in that will last into the fall. Repeat orders are coming back and the home builder business is picking up.”

The source did say that a shortage of available trucks has caused transportation issues. “Trucks are scarce right now and the rates continue to

increase,” he said. “For what we do, transportation costs are absorbed on down the line so while it doesn't affect us directly it affects our customer's bottom line.”

Looking ahead at the coming months, the source expects moderate improvements to continue. “We're hoping for continued increases in sales. Sales activity has made moderate improvements so far and we expect it will continue. We don't expect anything like the activity of two to four years ago but we do expect better conditions in 2010 than 2009.”

According to the Western Wood Products Association (WWPA), lumber mills are starting to emerge from the worst downturn in the history of the industry and albeit a slow recovery, recovery is on the way.

The lumber trade associations recent forecast calls for modest gains in housing, lumber consumption and the U.S. production this year after setting moderate lows during 2009. While markets are expected to improve in the coming years, lumber demand and housing construction will remain far lower than what the industry saw in the mid-2000s.

Demand for lumber in the U.S. is expected to increase 6.1 percent in 2010 to 32.9 billion board feet, ending consecutive 20-percent-plus declines recorded the previous two years. WWPA anticipates lumber demand to rise to 36.1 billion board feet in 2011, up 9.7 percent.

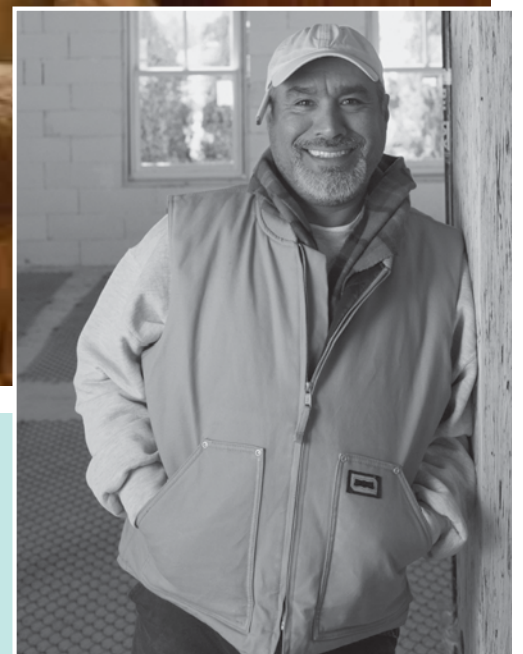
Continued on page 39



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WWPA Photos- continued from page 16



Glenn Lowe, Blasen & Blasen Lumber, Portland, Ore.; Jim Vandegrift, Bennett Lumber Products Inc., Princeton, Idaho; and Jim Talley, Blasen & Blasen Lumber



Jim Matthews and Russ Tuvey, Western Wood Products Assoc., Portland, Ore.; and Rock Belden, Sierra Pacific Industries, Redding, Calif.



Gary Pittman, Roseburg Forest Products Co., Roseburg, Ore.; Tim Cornwell, Bluelinx Corp., Atlanta, Ga.; Michael Voelker, Bluelinx Corp., Denver, Colo.; and Jeff Dill, Buckeye Pacific, Portland, Ore.



Jason Spadaro, SDS Lumber Co., Bingen, Wash; Gretchen and Mike O'Halloran, Western Wood Products Assoc., Portland, Ore.; and Gary Hartshorn, World Forestry Center, Portland, Ore.



Pete Malliris, Random Lengths Publications, Eugene, Ore.; David Durst, Fletcher Wood Solutions, Annapolis, Md.; and Matt Dierdorf, Buckeye Pacific, Portland, Ore.



Butch and Roberta Bernhardt, WWPA, Portland, Ore.



Jesse Neese, RISI - Salem, Salem, Ore.; Steve Swanson, Swanson Group Inc., Glendale, Ore.; and Bob Lewis, Columbia Vista Corp., Vancouver, Wash.



Sherm Anderson and Linda Sabrowski, Sun Mountain Lumber, Deer Lodge, Mont.; and Steve Passe, ProBuild, Denver, Colo.



2010 WWPA Chairman Allan Trinkwald, Simpson Lumber Co. LLC, Tacoma, Wash.

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LAT Photos- continued from page 1



Carter Smith and Tanner Timmons, Cedar Supply Inc., Kyle, Texas; Clint Cowan and Chris McCollum, Cedar Supply Inc., Carrollton, Texas; and Chris Roberson, Cedar Supply Inc., Sherman, Texas



Jim Ziminski, BlueLinX Corp., Englewood, Colo.; Steve Bryan, BlueLinX Corp., San Antonio, Texas; and Dean Ruonavar, BlueLinX Corp., Englewood, Colo.



Mark Ridley, Cedar Creek Texas, San Antonio, Texas; and Hugh John MacDonald and Mark Niewerth, Cedar Creek Texas, Dallas, Texas



Mike Aaron, Keith Haines, Chris Romero, Al Cron and Alex Ulrich, Boise Cascade, Dallas, Texas; and Greg Brunzman and Chris Goff, Boise Cascade, Houston, Texas



Tricia Kilrain, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; and Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.



Chris Able, Capital Lumber Co. Inc., Houston, Texas; Lane Taylor, T.J. Moore Lumber Yard, Ingram, Texas; Telisa Marsh, Capital Lumber Co., Houston, Texas; and Scott Gaskin, Capital Lumber Co., Phoenix, Ariz.



Kevin O'Connor, DMSI Inc., San Antonio, Texas



Laura Benavidez, Tamlyn, San Antonio, Texas; and Herb King, Ozark Natural Paneling/Curtner Lumber Co., Newport, Ark.



B.L. Johnson and Ray Miller, Hoover Treated Wood Products Inc., Thomson, Ga.



James Garza, Alamo Lumber Co., Falfurias, Texas; and Aimee Edmond and Kim Sebastian, Gaiennie Lumber Co., Opelousas La.

Additional photos on page 38



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LAT Photos - continued from page 37



Walter Foxworth, Foxworth-Galbraith Lumber Co., Dallas, Texas; Brenda Gloor, Gloor Lumber, Brownsville, Texas; Barbara Douglas, Lumbermen's Association of Texas, Austin, Texas; and Kyle Williams, Snavely Forest Products, Houston, Texas

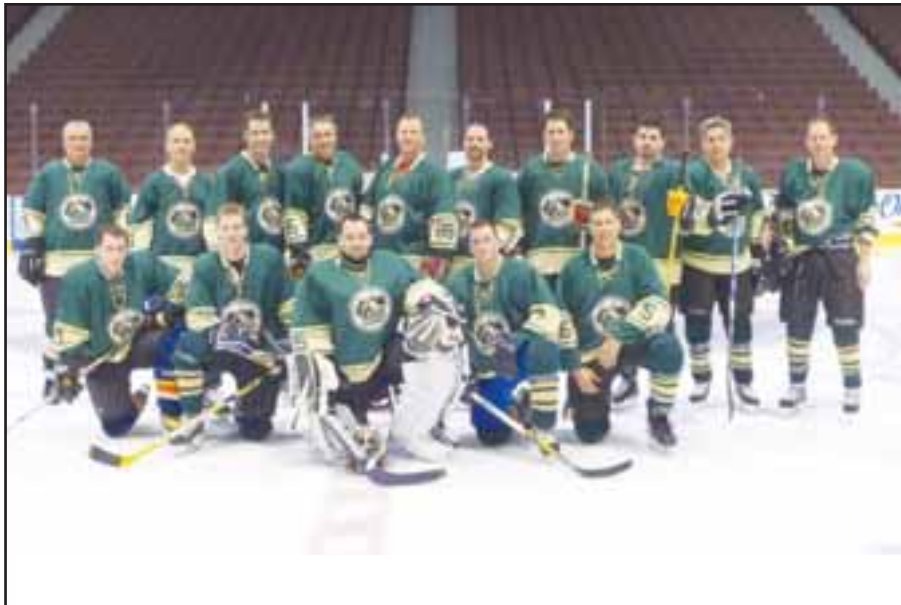


Michael Dorman, Meagan McCoy Jones and Brian McCoy, McCoy's Building Supply Center, San Marcos, Texas; and David Ray, Temple-Inland, Diboll, Texas



Lonnie Goolsby, John E. Quarles Co., Fort Worth, Texas; and Pamela Newman and Craig Blakemore, Hixson Lumber Sales Of Texas, Caddo Mills, Texas

NAWLA VANCOUVER HOCKEY Photos

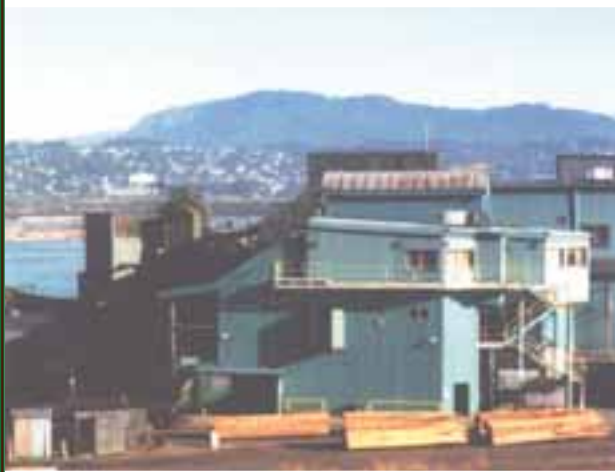


Members of the Green Team who competed during the hockey game held in conjunction with the annual NAWLA Vancouver regional meeting were: (Top row - left to right) Don Backs, Vancouver Cedar Specialties, Surrey, B.C.; Dan Wasmuth, Westminster Industries, White Rock, B.C.; Corey Hiebert and Don Dorazio, West Bay Forest Products, Langley, B.C.; Rob Cook, Cook Forest Products, Surrey, B.C.; Shane Harsch, Terminal Forest Products, Richmond, B.C.; Jake Power, Power Wood Corp., Surrey, B.C.; Chris Tays, Lignum Forest Products, Vancouver, B.C.; Russ Nixon, Western Forest Products, Vancouver, B.C.; Paul Clasby, Rielly Lumber, West Vancouver, B.C.; (Bottom row - left to right): Will Scott, Bakerview Forest Products, Maple Ridge, B.C.; Scott Lindsay, Skana Forest Products, Richmond, B.C.; Chad Findlay, West Bay Forest Products, Langley, B.C.; Stewart Clark, Twin Rivers Forest Products, Maple Ridge, B.C.; and Craig Upper, Porcupine Wood Products, Salmo, B.C.



The White Team in the recent Vancouver hockey game included: (Top row - left to right) Mark Wasmuth, Westminster Industries, White Rock, B.C.; James Sangara, Leslie Forest Products, Delta, B.C.; Hank Vanoosten, Westminster Industries, White Rock, B.C.; Jeff Derby, Western Forest Products, Vancouver, B.C.; Ron Sangara, Leslie Forest Products, Delta, B.C.; Steve Russell, Broadleaf Logistics, Brampton, Ont.; Mike DeMarni, Crawford Creek Lumber, Surrey, B.C.; Bruce Tays, Lignum Forest Products, Vancouver, B.C.; Ryan Furtado, Sawarne Lumber, Richmond, B.C.; Dan Griffiths, Fraserview Cedar Products, Surrey, B.C.; Andy Rielly, Rielly Lumber, West Vancouver, B.C.; and Ben Meachen, Western Forest Products, Vancouver, B.C.; (Bottom row - left to right) John Carston, Vancouver Cedar Specialties, Surrey, B.C.; Matt Wasmuth, Westminster Industries, White Rock, B.C.

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WESTERN TRENDS -

Continued from page 35

WWPA predicts that more housing construction will help boost lumber demand. Housing starts plummeted to 554,000 units in 2009, the lowest annual total since 1945. For 2010, total housing starts are forecast to increase 11.9 percent to 618,000 and then climb again in 2011 to 719,000 units.

David Jackson, WWPA's Economic Service Director said there are too many obstacles for a more robust recovery in housing. "Our country hasn't really resolved the key problems that led to this downturn," Jackson said.

Western mills may finally see some relief in the markets, with production in the region expected to rise 7.1 percent to 11 billion board feet this year. Output from Western sawmills should rise again in 2011 to 11.8 billion board feet.

ONTARIO/QUEBEC TRENDS -

Continued from page 27

that the market will remain shaky until the economy in the United States finds firmer footing.

"The sawmilling business is an impossible situation," he said. "With the currency at par with the U.S. dollar, and they're predicting it will be the same for several years, there's no gain anywhere."

But a sales representative at one Ontario mill said her business, which specializes in SPF, has remained steady in recent years, if not overwhelming.

"We sell locally into Ontario and Quebec," she said. "We sell to brokers, who may export, but we do not export directly."

She said she has seen little substantive change in the market, although she added that the economic stimulus in Ontario and Quebec has helped stabilize, if not improve, the market.

"As long as we can maintain and keep the product flowing, it's good," she said.

Asked about her mill changing its product lineup, she laughed and said it seemed unlikely that anyone would be making substantial investments in Softwood mills in the near future.

In Quebec, one mill has managed to stay afloat thanks in large part to a willingness to develop more engineered wood products. "It's much, much better," the mill's vice president of sales and marketing said about the overall marketplace, noting that he sees most of the improvement coming from Canada-based sales. "It's because of construction in Canada mostly and a little more in the U.S. We sell a good part to workers and some directly to builders, mostly they are builders."

Although he is preparing for a seasonal decline in demand come August, he said he is optimistic that

there will be renewed interest in Softwood in the spring of 2011. He added that the key to his mill's success has been a willingness to remain focused on core products while also staying open to diversification.

"We have been operating since 2001. We do very special products where our market is concerned, and we have diversified our products. We offer flooring and siding, but we extract the dry Pine from our supply and use them in different products. We keep the Black Spruce for construction products."

He said he remains confident that the industry has turned a corner and that those who have survived the difficult times will stand to reap the benefits. He said his company's market niche, offering value-added products for a higher price, has provided something that has been in short supply lately: security.

"We think we're in a good business for the future," he said.

SOUTHEAST TRENDS -

Continued from page 27

is certainly a little seasonal demand, but I think if the mills had been able to run at optimum production, we would not have seen these kinds of rising price conditions. That said, I think when the weather dries everything out, we will see prices falling somewhat on a lot of lumber products."

Supplying Southern Yellow Pine, the source said sales would have been better recently if the material was readily available. "There have been a lot of times that we were looking for a particular item and we just couldn't get it quoted within a time frame or in a price range that our customers would accept," he explained. "They were ready to buy, but we couldn't find the price or availability that enabled us to get the order."

The Softwood supplier is also experiencing transportation issues. "Trucking has been tight. Our margins have been pinched by the higher prices of logs and the higher rates that we are paying for freight. The supply of trucks is just as scarce as logs. It has been a very challenging year so far, for us," he said. "I don't think the trucking situation is going to get better for quite some time. We are going to continue to see seasonal demand increases and the demand for trucking is going to increase. There are a lot fewer trucks on the road now than in the past because some trucking companies in the United States have gone out of business or have cut back on their fleet. Also some trucking operations have idled trucks sitting in the parking areas of their firms because they cannot find or hire enough qualified drivers."

The source said over the next six months he expects business to trend upward for the industry as a whole. "I definitely feel like we've seen the worst of it, but I don't think we're going

Continued on page 40



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SOUTHEAST TRENDS -

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to see anything really good for a couple of years."

In a mountainous state in the Southeast where Eastern White Pine is grown, an Eastern White Pine lumber supplier said market conditions are fair. "Right now the short supply has increased purchases but we feel like it's just that—a short supply of lumber; there is no increase in actual demand. Whether or not there will be true demand on the other side is anybody's guess," he said.

The source also concurred that weather has been a factor in the log supply shortage. "Some areas of the South had a colder and harder winter than what they normally receive, which left logging conditions in a precarious state. It has been too wet to get the logs out of the woods," he commented. "Traditionally with warmer weather, conditions are better and more logs are moving. I think this time we may experience problems in that area because there are not as many loggers in business as usual. When the market turned, many of them left to pursue other careers."

Even with the supply shortages, he said his company has maintained inventory levels. "We were in a unique position where we were able to obtain inventory at lower prices, which has put us in a good position."

As for transportation issues the contact explained he is having trouble getting freight into Texas due to a shortage of contract trucks available.

Supplying product to primarily window, door and moulding manufacturers, he said his customers were "holding their own." Looking ahead, the source said he doesn't look for many changes in business conditions anytime soon. "I think by the fourth quarter we will see a little change but I'm not looking for anything major."

TRADE TALK

Boise Cascade Expands Presence In South Florida

Boise, Idaho—Boise Building Materials Distribution (BBMD), a division of Boise Cascade, LLC, recently announced that its new distribution facility in Pompano Beach, Florida is open for business. BBMD is a wholesale distributor of lumber and building materials serving industrial accounts, pro dealers and home centers in the United States.

The new facility is located on 9 acres, with 76,000 square-feet of covered storage, and is rail served. According to Chuck Donaldson, Pompano Beach distribution center manager, "We are delighted to enter the South Florida market with the

The Softwood Forest Products Buyer

broad array of products that our customers demand. We are dedicated to providing the best service available to South Florida customers, and are very optimistic of our growth and our customer's growth in this market."

Boise Cascade, headquartered in Boise, Idaho, distributes a broad line of building materials, including lumber, engineered wood products, plywood, OSB and other products. For more information visit www.bc.com.

Domtar Agrees To Sell To EACOM

Montreal, Que.—Domtar Corporation, based here, recently announced a deal to sell its forest products business to EACOM Timber Corporation in an acquisition valued at approximately \$120 million.

According to the *Vancouver Sun* newspaper, Domtar said it agreed to sell the business for \$80-million plus elements of working capital estimated at \$30-million to \$40-million. Domtar will also receive 19 percent of the proceeds of EACOM.

The Sun also reported that all of Domtar's forest products employees and management team would transition to EACOM. "With this acquisition, we pursue our vision of becoming a major Softwood lumber producer," Rick Dorman, chief executive of EACOM, said in a statement. "We recognize that customers have choices in wood products suppliers and we will work hard to secure their business."

Currently owning one idled mill located in Big River, Sask., EACOM is new to the forestry sector and trades on the Toronto Venture Exchange. Purchasing Domtar's forest products unit will take over five operating Domtar sawmills in Ontario and Quebec as well as two non-operating mills.

With approximately 3.5 million cubic meters of annual harvesting rights, these mills have a production capacity of close to 900 million board feet.

Weston Forest Group Announces Alan Lechem As President

Mississauga, Ont.—Rick and Peter Ekstein, president and CEO of Weston Forest Group recently announced that Alan Lechem, vice president of Weston Wood Solutions Inc. has been promoted to president, Weston Wood Solutions Inc.



Rick Ekstein

Lechem began his career at Weston over 20 years ago, first managing Weston's remanufacturing mill, and then developing a successful business in industrial sales. Following this, he spent a year in the United Kingdom managing CanPine, Weston's UK

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TRADE TALK

Continued from page 40

Pine distribution division, before returning to Canada to oversee all of Weston's White Pine manufacturing and distribution operations.

"Alan is an excellent lumberman," said Rick Ekstein, "he truly understands the global nature of our industry, and we are very confident that Alan can guide Weston Wood Solutions into the future, bringing value to our customers, suppliers, staff and shareholders."

Weston Wood Solutions is a part of Weston Forest Group, whose companies remanufacture and distribute a wide range of Softwoods, engineered wood products, panels and hardwoods throughout North America and overseas. For more information visit www.westonforestgroup.com.

Atlas Holdings Acquires North Pacific Assets

Tigard, Ore.—Atlas Holdings LLC (Atlas) recently acquired certain assets of Portland, Ore., based North Pacific Group Inc. (NPG) related to forestry and industrial divisions, NPG's utility and construction, food and agriculture. The assets were acquired by an Atlas affiliated entity, Bridgewell™ Resources LLC (Bridgewell).

Currently headquartered in Tigard, Ore., Bridgewell is a global wholesale distributor and trading company serving retailers, manufacturers, construction firms and other customers with a wide range of value-added service and products in four markets: agricultural and food products, utility and construction products and wood products.

According to the company's press release, Bridgewell may be a new company but its employees and management are industry veterans. "We have a staff of more than 100 associates who possess decades of knowledge and experience in their markets, including our skilled export traders who are adept at more than 20 languages. As part of the growing family of Atlas companies, Bridgewell is well-capitalized, strong in all aspects of its operations, and better equipped to meet its customer needs," said Chief Financial Officer Curtis Noteboom.

"Everyone at Atlas is excited about the formation of Bridgewell Resources and its purchase of assets from NPG," Atlas Chairman Andrew Bursky said. "Bridgewell fits well with our core investment strategy of investing in businesses that are critical to the markets they serve, providing significant capability and expertise. Bridgewell's associates have unparalleled experience in their industries and are a welcome addition to the Atlas family."

For more information about Bridgewell Resources, please visit the company's new website at www.bridgewellresources.com.

Weekes Forest Products Hires Orin Comdure, Mark Babbitt and Mike Zemla

Grand Rapids, Mich.—Weekes Forest Products Inc. recently announced the addition of Orin Comdure, Mark Babbitt and Mike Zemla to its Michigan sales team. All three were formerly with North Pacific in Michigan.

The company also announced it is now a distributor of iLevel® Engineered Wood Trus Joist® products in the Michigan marketplace.

Weekes Forest Products is one of the Midwest and Florida's independent lumber and building product distributors. The firm has 65+ sales professionals and a wide variety of lumber, panels, engineered wood, industrial products and related/specialty building products. For more information visit www.weekesforest.com.

SCMA Elects 2010 Officers

Pittsburgh, Pa.—Southern Cypress Manufacturers Association (SCMA) elected new officers at its annual



Christopher Sackett



Frank Vallot

meeting held at the Marriott International Plaza in Tampa, Fla.

Christopher Sackett of Turn Bull Lumber Co., Elizabethtown, N.C., was elected the new president of the SCMA. Frank Vallot, Acadian Hardwoods and Cypress, Ponchatoula, La., was elected the new vice president.

The Southern Cypress Manufacturers Association is a non-profit organization with 21 member companies, dedicated to the promotion of Cypress building products to trade professionals and consumers. For more information on the SCMA, visit www.cypressinfo.org.

SFI Marks 2,000 Chain-of-Custody Certified Locations

Washington, D.C.—The Sustainable Forestry Initiative® (SFI®) program recently achieved 2,000 chain-of-custody certified locations.

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TRADE TALK

Continued from page 41

astounding growth, companies and buyers alike clearly appreciate our ability to strengthen forest management across North America and avoid unwanted offshore source," SFI president and CEO Kathy Abusow said. "At the start of 2007, we had 48 certified locations. Two years later, this had climbed to more than 1,000, and now there are more than 2,000. We have gone from approving five label use requests a year to more than five a day."

According to SFI, organizations certified to the program range from small printers and lumberyards to international entities with more than 100 locations. They include 579 printers, as well as publishers, distributors, home building centers, mills, paper merchants, packaging companies, wholesale lumber companies, and more.

SFI Inc. is an independent non-profit charitable organization, and is responsible for maintaining, overseeing and improving the internationally recognized Sustainable Forestry Initiative (SFI) program. For more information visit www.sfi-program.org.

SFPA Assists Haiti Recovery

Kenner, La.—According to the Southern Forest Products Association (SFPA) newsletter, at least two SFPA member companies are lending a hand to help Haiti recover. Located in Fort Lauderdale, Fla., Gulf South Forest Products reported they were the first lumber supplier to deliver to Haiti after the massive earthquake. Gulf South is supplying wood to FonMax, an organization that is helping provide temporary housing and employment in Haiti.

The company is also helping ship medical supplies to Haiti for the Christian Alliance for Humanitarian Aid. The company was scheduled to ship six-to-eight containers with medical equipment and other relief cargo from its facility in Mobile, Ala.

Weyerhaeuser Company pledged up to \$250,000 in building materials to help Haiti's rebuilding efforts. Included in the pledge is the immediate donation of building materials to help with temporary housing and the exploration of alternatives that could help introduce safer products for longer-term rebuilding efforts. The firm also committed to providing necessary technical assistance to help explore opportunities that may increase the likelihood that buildings will survive future earthquakes in the region. Weyerhaeuser and Gulf South Forest Products are both active SFPA member companies.

Loggers Vote On Kruger

Montreal, Que.—According to The Telegram.com, a Canadian news-

The Softwood Forest Products Buyer

paper, approximately 50 unionized forestry workers met recently at the Deer Lake Motel to get information and vote on requests made by Kruger Inc. regarding the continued operation of Corner Brook Pulp and Paper Mill.

President of Communication, Energy and Paper workers (CEP) Local 60N addressed the members, discussing the challenges affecting the mill and the options presented to them by Kruger.

Loggers were requested to sign on to a 10 percent wage deferral loan-type agreement to signal to the company that workers were prepared to help out in the short term to help return the company to profitability.

"What we're doing is certainly making sure that workers understand the circumstances of the industry," Fudge said. "There's no doubt that we've seen a lot of mills face these challenges, and the end result was mill closure."

He also said CEP has been in constant contact with the provincial government and the owner of Kruger about options and the best course of action. "We've been talking with the government and they've expressed a concern with their talks with the company that this mill could close. We've met with the owner. He's certainly expressed a concern that he wasn't prepared to keep it running at a loss.

"We know no company can continue to operate with losses, so we certainly made sure that workers understood the situation that they're in...We're leaning towards optimistic, that this industry and this mill could survive in the future and the alternative to that was losing 100 percent and losing their jobs...Basically, there's no doubt that we would rather see an optimistic vote here, a result that would be in favor of this proposal," he said.

Allan Trinkwald Elected As WWPA Chairman

Scottsdale, Ariz.—Allan Trinkwald of Simpson Lumber Co. LLC was recently elected as Chairman of Western Wood Products Association (WWPA) during the annual meeting in Portland, Ore.

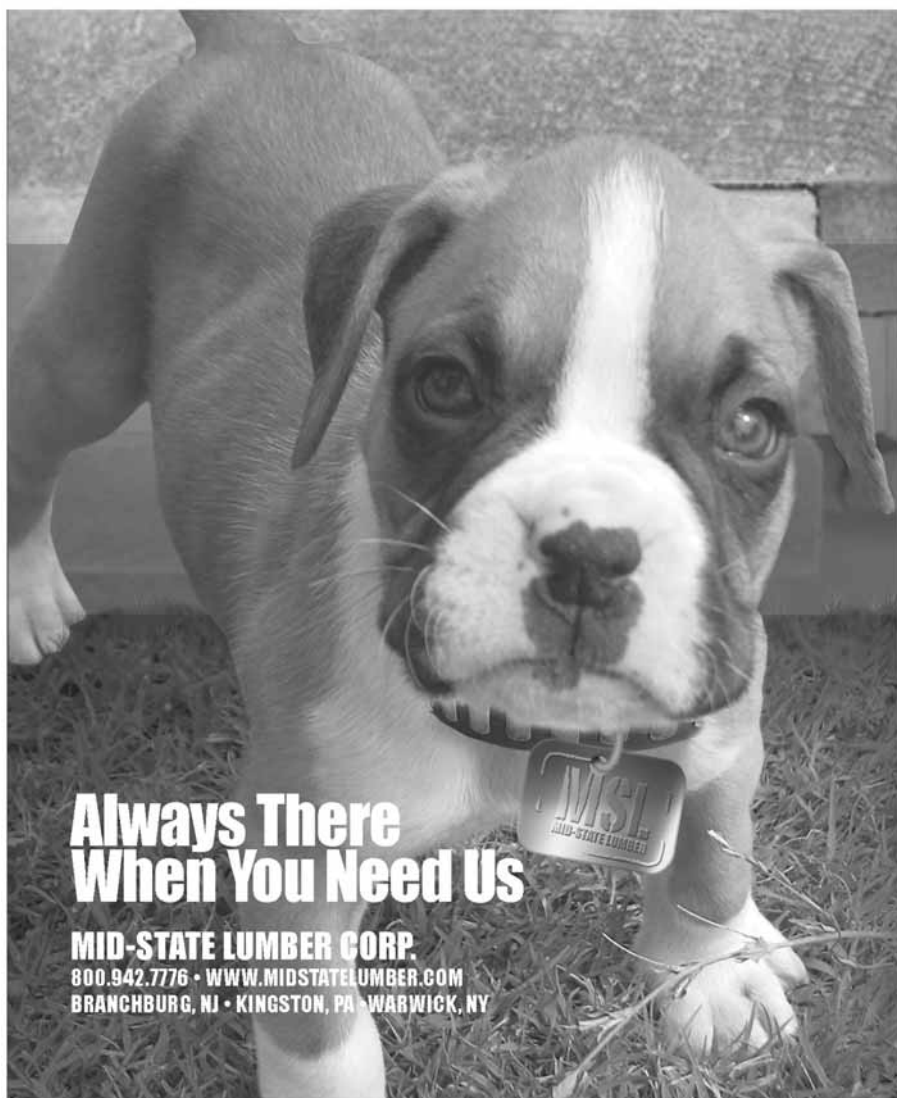
Trinkwald succeeds Eric Schooler of The Collins Companies, who completed his two-year term as the top Member officer.

Elected as first vice chairman was Bob Lewis of Columbia Vista Corp. Steve Zika of Hampton Affiliates was voted as second vice chairman and Michael O'Halloran was re-elected as WWPA president and chief executive officer.

Four board members were elected to serve three-year terms. They are: Sherm Anderson, Sun Mountain Lumber; Dan Claridge, Thompson River Lumber Co. of Montana, Inc.; Fritz Mason, Georgia-Pacific LLC; and Tom Shaffer, Neiman Enterprises.

WWPA represents lumber manufacturers in the 12 Western states and Alaska. Based in Portland, WWPA delivers quality standards, technical,

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TRADE TALK

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business information and product support services to the industry. For more information visit www.wvpa.org.

Certification Entities Disagree

Washington, D.C.—The Forest Stewardship Council (FSC) and the Sustainable Forestry Initiative (SFI) recently stated views about the U.S. Green Building Council's (USGBC) third attempt to create a system by which multiple wood certification schemes would qualify for points under the LEED rating system.

"We at the Forest Stewardship Council would like to see the USGBC complete and approve a strong benchmark and related...credit revisions that reward forest managers who practice truly exemplary forestry," FSC-US president Corey Brinkema wrote. "Regrettably, this draft does not achieve that."

SFI president and CEO Kathy Abusow said, "It appears that the USGBC is set to continue with the status quo policy of excluding forest certification standards other than the FSC. If the USGBC maintains the status quo and does not recognize the SFI standards, many LEED builders who chase points will turn away reputable third-party certified SFI wood which is grown in their backyard, in the U.S. and Canada and instead turn to FSC-certified wood—the vast majority of the FSC's global supply comes from overseas and often from countries without effective social laws."

According to *EcoHome* magazine, the issue at hand is the way USGBC gives points in its various LEED certification programs for the use of wood. Currently only FSC-certified lumber qualifies for points. *EcoHome* also said many North American timber operations prefer the certification schemes run by SFI, the Canadian Standards Association (CSA), and the Programme for the Endorsement of Forest Certification (PEFC), and for years they have pushed to get these certifications recognized by USGBC for LEED points.

Since 2006 USGBC has been working to come up with new language that replaces its FSC-only preference with verbiage that would make it possible for any certification scheme that meets certain benchmarks to have its certification qualify for LEED points. *EcoHome* magazine said that while wood certification has been one of the most contentious issues USGBC has grappled with over the years, and the head of the USGBC committee charged with managing the question, told *EcoHome's* sister publication *ProSales* magazine, that the fight is "totally out of proportion to its importance" in the overall green building movement.

Forest Law Center Fights Weyerhaeuser's Use Of Certification

Seattle, Wash.—The Washington Forest Law Center, based here, recently made Weyerhaeuser lands in southwest Washington a central part of its complaint that seeks to revoke Weyerhaeuser's SFI certification for failure to protect water, soil and other resources.

According to *The Seattle Times* newspaper, the center alleges the company engaged in high-risk logging of unstable slopes and that the subsequent slides worsened downstream flooding to homes, farms and businesses.

"SFI is a phony green label that is seriously misleading the marketplace," the center's lawyer, Peter Goldman said. Goldman commissioned Entrix, a Seattle-based environmental consulting firm, to evaluate the landslides. Entrix's report estimated that landslides dumped from 4.7 million to 9.4 million cubic yards of sediments into stream channels.

According to Weyerhaeuser, officials say the SFI label is a legitimate guide for consumers who want sustainable forest products, and dismiss the law center's complaint as long on rhetoric and short on evidence. "Simply put, the extreme intensity of this storm made it unavoidable that numerous landslides were going to occur, particularly in the steep areas where rainfall greatly exceeded the 100-year return," officials of Weyerhaeuser wrote in a rebuttal to the law center's complaint.

Parksite Inc. Names Steve Wyatt Director Of National Accounts

Batavia, Ill.—Building product distributor, Parksite Inc., recently announced appointment of Steve Wyatt as director of national accounts. "Steve's diverse building industry background spanning over 30 years, including regional manager for Chicago Metallic and vice president of Sales for eastern distributors, enables Steve to provide the leadership and account management critical to our key national accounts," stated Ron Heitzman, president of Parksite.

According to Heitzman, Wyatt's focus will be to strengthen relationships with important accounts. "I hope to do this by understanding their needs and putting programs in place that make sense, and help lead to profitable relationships for these national customers, our key suppliers and Parksite," stated Wyatt.

Parksite Inc. manufactures Softwoods, deck fasteners, decking, deck railing, millwork, roofing and many other building supplies. For more information visit www.parksite.com.



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OBITUARIES

Raymond Anthony Flynn

Marin County, Calif.—Raymond Anthony Flynn, 67, recently passed away here. He was born in San Francisco on June 10, 1942, to William and Lily Flynn and attended St. Anne's, St. Ignatius, San Francisco City College and University of Tulane. Ray was an entrepreneur who created Windsor Mill, a manufacturer of specialty wood products with facilities in both the United States and Chile.

Flynn is survived by his wife, Alrene Grialou Flynn; son Craig (Heather) Flynn, daughter Nicole (John) McConneloug, sister Patricia (Stan) Graubart; grandchildren: Zachary, Savanna and Cadan Flynn and Flynn and Katherine McConneloug. Other family members also survive him, and many devoted friends.

In lieu of flowers, the family has suggested donations to the multipurpose room project at Mount Madonna School, 491 Summit Road, Watsonville, Calif. 95076, or to an organization of the donor's choosing.

Richard Ervin "Dick" Slaughter

Edgewood, Texas—Richard Ervin "Dick" Slaughter recently passed away. He was born December 16, 1923, to Elbert Ray and Kathleen Valentine Slaughter.

Slaughter graduated from North Dallas High School in 1942, and attended Principia College in Elsah, Ill., until 1946. He met his wife, Betty Steele, while at Principia, and they were married in Tulsa, Okla., on

November 29, 1947. A third generation lumberman, Dick went to work in California as a lumber wholesaler for Anderson-Hanson Lumber in 1946. At the invitation of his brother, Al, he and Betty moved from Los Angeles in early 1949 to Dallas, and joined his brother in starting Slaughter Lumber Sales. The company grew rapidly, and later became Slaughter Brothers, Inc. When sold in 1985, the company included yards and facilities in Dallas, Waco, Mt. Pleasant, San Antonio, Houston, Memphis, Tenn., Atlanta, Ga., and Orlando, Fla. He and his brother also had business interests in Kansas City and Wichita, Kan., White City, Ore., and Magnolia, Ark.

Slaughter is survived by his ex-wife and best friend, Betty Slaughter of Denver, Colo.; his children David Slaughter and wife Debbie (Sandpoint, Idaho); Sally Slaughter Gerlt and husband Dennis (Pleasanton, Calif.); Betsy Slaughter Oliveria and husband José (Cedar Knolls, New Jersey); grandchildren, Denise Gerlt Eccles and husband Keith (Denver, Colo.); Christopher Gerlt (Pleasanton, Calif.); Jessica Gerlt (Fremont, Calif.); Steve Gerlt (Pleasanton, Calif.); Jeff Slaughter (Dallas); Colin Slaughter (Caldwell, Idaho); Lucas Oliveira and Delina Oliveira (Cedar Knolls, New Jersey); great-grandchildren Journey, Toby, and Brina Eccles (Denver, Colo.); and numerous nieces and nephews. Memorials may be sent to The Leaves, Inc., 1230 West Spring Valley Road, Richardson, Texas 75080, 972-231-4864, and Third Church of Christ, Scientist, 4419 Oak Lawn Avenue, Dallas, Texas 75219.



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 PERKINS 4.203 Newly Rebuilt Forklift Engine
 1989 Ford L8000 with 12 ton/50' Crane
 Chip Bins-20 unit and 14 unit, 30 unit and 15 unit
 Western Pneumatics bins, Nice
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NeLMA 2010 Annual meeting, Hyatt Regency Boston, Boston, Mass. Contact: 207-829-6901. May 13-14.

NAWLA Regional Meeting, Marriott Boston Newton, Boston, Mass. Contact: 847-820-7470. May 13.

Softwood Export Council, Board of Directors Meeting, Skamiana Lodge, Wash. Contact: 503-620-5946. May 25.

Southern Forest Products Association, 2010 Midyear Meeting, Hotel Monteleone, New Orleans, La. Contact: 504-443-4464. May 26-27.

JUNE

Maritime Lumber Bureau 71st Annual Meeting and Convention,

Halifax, Nova Scotia. Contact: 902-667-3889. June 10-12.

Temperate Forest Foundation Forestry Tour, Duluth, Minn. Contact: 503-445-9472. June 22-25.

JULY

Inland Lumber Producers, 27th Annual Golf Tournament, The Coeur d'Alene Resort, Coeur d'Alene, Idaho. Contact: ronb@merrittbros.com. July 7-9.

Southeastern Lumber Manufacturers Association 2010 Conference. Ritz-Carlton. Naples, Fla. Contact: 770-631-6701. July 14-17.



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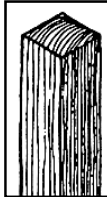
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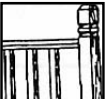
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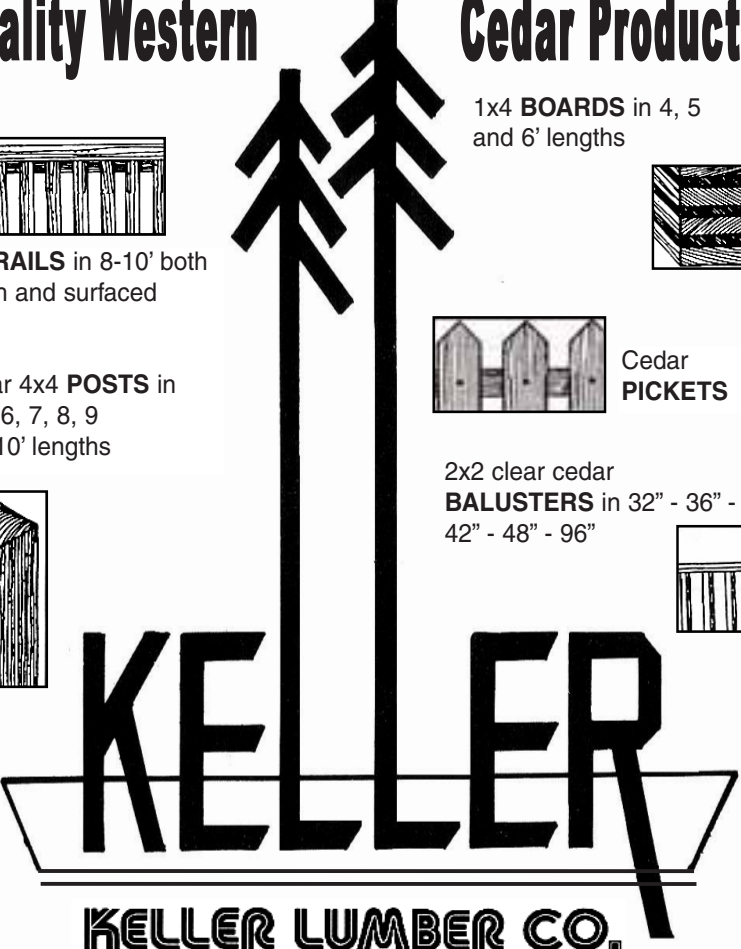
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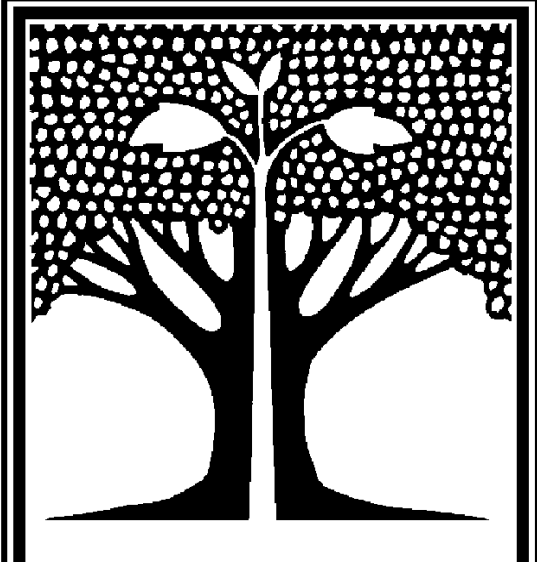
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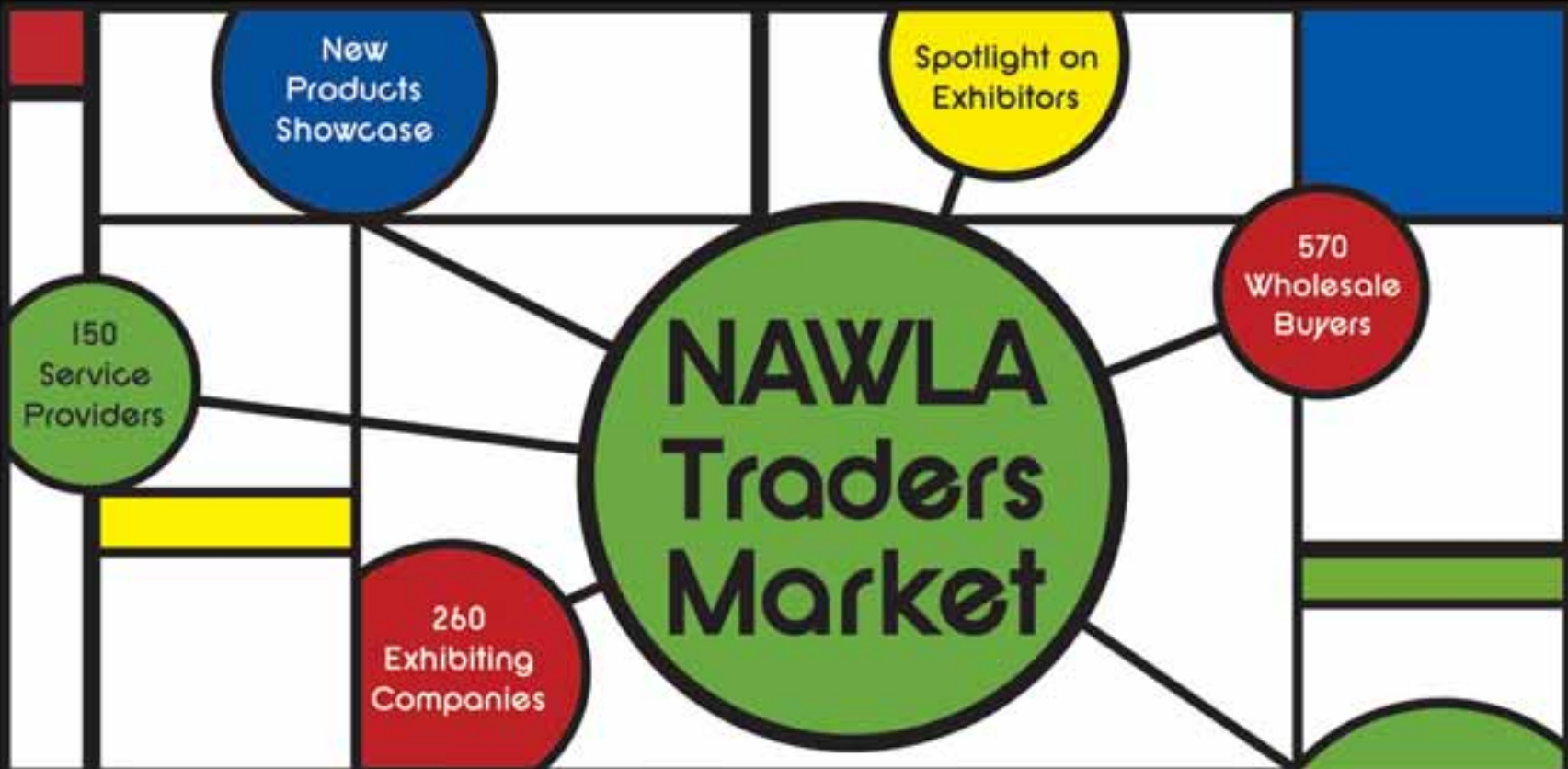
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