

The Softwood Buyer
P.O. Box 34908
Memphis, TN 38184-0908

Address Service Requested

The Softwood Forest Products Buyer

PRSRT STD
U.S. POSTAGE PAID
MEMPHIS, TENN.
PERMIT 270

Vol. 25 No. 5 The Softwood Industry's only newspaper....now reaching 42,965 firms (20,000 per issue) September/October 2010

Inland Lumber Producers Host 27th Annual Gathering

By Terry Miller

Coeur d'Alene, Idaho—Coeur d'Alene Resort welcomed guests here recently for the 27th Annual Inland Lumber Producers Association's Golf Tournament.

In addition to the golf outing, guests enjoyed airplane rides, para-sailing, touring, shopping and guided fishing.

Additional photos on pages 12 & 14

Continued on page 15



Mike Boeck, Tri-Pro™ Cedar Products Inc., Oldtown, Idaho; Kellye Angelici, The Softwood Forest Products Buyer, Memphis, Tenn.; and Lance Hubener, Tri-Pro™ Forest Products, Oldtown, Idaho



Steve Schmitt, Stimson Lumber Co., Portland, Ore.; Ralph Schmidt, Columbia Cedar Inc., Kettle Falls, Wash.; and Terry Adkins, American International Forest Products, Portland, Ore.

New SLMA Chairman Bullish On Organization; Softwood Outlook Reviewed

Tyrone, Ga.—Danny White, CEO and President of T. R. Miller Mill Co. Inc., was elected chairman of the Southeastern Lumber Manufacturers Association (SLMA) recently at the association's Annual Conference in Naples, Fla. White served on SLMA's executive committee for the past three

years as treasurer, second vice chairman and first vice chairman, respectively.

White credits SLMA's work in a variety of key areas as a great asset in the

Additional photos on page 16

Continued on page 15



Debbie Burns, Southeastern Lumber Manufacturers Association Inc., (SLMA), Tyrone, Ga.; Danny White, T. R. Miller Mill Co., Brewton, Ala.; and David Richbourg, H.W. Culp Lumber Co., New London, N.C.



Sharon and Joel Osterloh, Elof Hansson Inc., Suwanee, Ga.

Innovation Proves Successful At PCBC

San Francisco, Calif.—A re-imagining of the exhibit floor, coupled with expanded educational sessions and programs designed to provide participants with the knowledge and tools needed to navigate through the current

Additional photos on pages 16 & 18

Continued on page 15



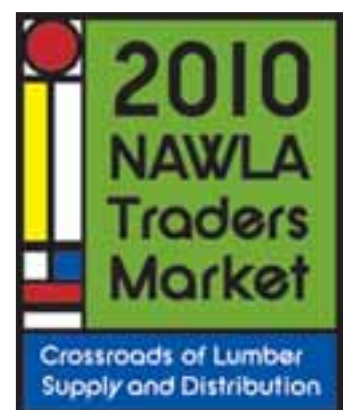
Jeff Sexton, Bill Reavely, Dale Robley, Ron Gurss and Tom Hart, Boise Cascade LLC, Boise, Idaho

2010 NAWLA Traders Market® Provides Crossroads For Lumber Industry

By Kevin Ketchum

The 2010 NAWLA Traders Market® is just around the corner (Nov. 3-5) and companies will want to be a part of the buzz, energy and networking that has become the trademarks of the show over the last 15 years. Traders Market remains a business-focused event to provide excellent value, but NAWLA is still committed to providing the best possible experience for attendees.

"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 Exhibitors will return in an



Continued on page 17

Who's Who In Softwoods



Andrew Dingman

Andrew Dingman is the Southern U.S. regional manager for **Nordic Engineered Wood**, located in Peachtree City (Atlanta), Georgia. With total integration from the forest to its finished products, Nordic

Continued on page 19



Cally Fromme

Cally Fromme, executive vice president of **Zarsky Lumber Co.** in Victoria, Texas, was recently named Lumber Dealer of the Year by the Lumbermen's Assoc. of Texas & Louisiana. Zarsky Lumber Co.

Continued on page 19



Ryan Furtado

Ryan Furtado has been working in sales in the forest products industry for approximately 11 years. He has enjoyed the last seven of those being part of the sales team at **Sawarne Lumber Co. Ltd.**, in Richmond,

Continued on page 19



Chuck Gaede

Chuck Gaede got his start in the forest products industry seven years ago when he went to work for **Durgin & Crowell Lumber Co.** in New London, N.H. Gaede, 31, is a native of Vermont, where he attended Woodstock

Continued on page 19



Brock Lenon

Brock Lenon has been with **Idaho Timber** for 13 years and has worked in his current position as vice president, Home Center marketing for the last two years.

His group is responsible for the Weiser,

Continued on page 22



Mark Robitaille

Mark Robitaille recently joined the sales team at **Mid Valley Lumber Specialties Ltd.** in Aldergrove, B.C. Mid Valley offers a full line of Western Red Cedar products for almost any application.

Continued on page 22

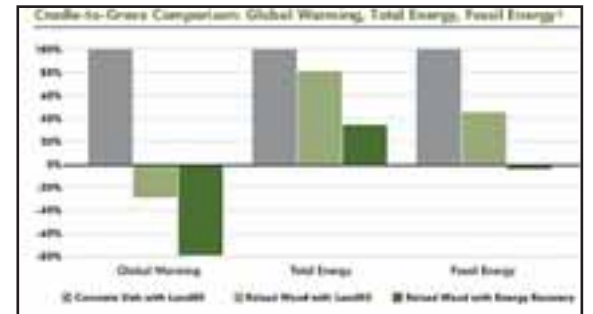
Life Cycle Study Compares Raised Wood Floors With Slab-on-Grade

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

BJ Yeh Presents at World Conference on Timber Engineering

APA Technical Director BJ Yeh attended the 11th meeting of the World Conference on Timber Engineering (WCTE) held in Riva del Garda, Italy, recently. Dr. Yeh moderated a session and presented a research paper entitled *Using Wood Structural Panels for Combined Shear and Wind Uplift Applications* at the conference. He also met with government officials, researchers, and I-

From an environmental perspective, building a typical single-family home with a raised wood floor instead of a concrete slab is the equivalent of taking 3.7 cars off the road for one year. This comparison is based on a recent life cycle assessment of two floor systems completed for the joint APA/Southern Pine Council raised wood floor promotion program. The comparison, based on data provided by the Athena Institute, the U.S. Life Cycle Inventory Data Base, and Ecoinvent, showed that a raised wood floor is considerably less fossil fuel dependent, and thus contributes less to global warming, than the comparable concrete slab-on-grade floor. The study compared the fossil fuel consumption requirements and greenhouse gas emission levels of the two systems, both based on a 2,500-square-foot single-story residential dwelling located in Atlanta, Ga. Both cradle-to-gate and cradle-to-grave comparisons were analyzed. In the cradle-to-grave comparison, the wood floor system measured negative global warming carbon emissions compared to the concrete, with a difference of 18,822 kg of CO₂ (the equivalent to annual emissions from 3.7 passenger vehicles), or nearly 180 percent, and significantly less consumption of both total energy and fossil fuel energy. APA and the Southern Pine Council are promoting raised wood floor construction in the Gulf Coast region as part of the Raised Floor Living campaign. This is being done in partnership with the Binational Softwood Lumber Council. For more information on the LCA study and raised wood floor promotion activities, go to www.apawood.org/raisedwoodfloors or www.raisedfloorliving.com.



joint manufacturers from Japan to discuss the issues concerning the requirements for I-joint creep and creep rupture tests under Article 37. The conference provides opportunities to meet and exchange knowledge with researchers from all over the world on wood engineering and provides a venue for the U.S. to expand global market access for U.S. structural wood products through promotion of U.S. design methodologies and technologies that can assist Americans exporting U.S. structural wood products.

Bienvenido a APACAD!

APA CAD Site Expanded to Include Details in Spanish

APACAD.org – APA's popular online resource for building designers and construction professionals in search of CAD (Computer Aided Design) details for wood-frame construction –

Continued on page 22



THE WASHINGTON SCENE

Five-Year Report Highlights Status of Washington's Forest

The first five-year report on Washington's forest resources has been published by the United States Department of Agriculture (USDA) Forest Service's Pacific Northwest Research Station and is available online at www.fs.fed.us/pnw/pubs/pnw_gtr800.pdf.

"This report represents a major milestone for the station's Forest Inventory and Analysis (FIA) Program," said Charley Peterson, manager of the station's Resource Monitoring and Assessment forest lands, "this is our first inventory report to cover all forests, not just timberlands, and the first that addresses a range of

resources such as carbon sequestration, biodiversity, dead wood abundance, and riparian conditions.

"Considering the growing population in Washington and that over half of the area is forested and provides numerous valuable services and products for the state, many people should find this report informative," Peterson continued.

The PNW FIA Program is one of four across the country that collectively make up the national Forest Service FIA Program. PNW's program conducts forest and resource inventories in Alaska, Washington, Oregon, California, Hawaii and the Pacific Islands with a goal of improving the understanding and management of Pacific Coast ecosystems.

Pressure Mounts On USGBC To Open LEED To SFI, Other Credible Standards

In a recent letter steered by

Congressmen Kurt Schrader (D-OR) and Bob Goodlatte (R-VA) to the U. S. Green Building Council, 79 members of the U.S. House of Representatives, representing 35 different states, have urged the organization to "accept all credible forest certification systems for qualification under the LEED rating system" including the Sustainable Forestry Initiative. On the heels of the letter from this bipartisan group of Members of Congress, USGBC received a petition with nearly 6,000 signatories calling for LEED recognition of all "wood and paper products certified to independent, respected and credible standards including SFI, ATFS, CSA, FSC, and PEFC." In addition, six members of Congress have sent their own letters urging an inclusive LEED policy.

"From the halls of congress to other elected officials across North America to architects, builders, family tree farmers and forestry and sustainability experts around the world, the support for a change in LEED has grown exponentially," said Kathy Abusow, President and CEO of the Sustainable Forestry Initiative® (SFI). "Wood should be recognized for its environmental merits, and third-party certified forest products should be given additional credit."

More than three-quarters of certified forests in North America are certified to standards not currently recognized by USGBC. The letter from the House

members states that maintaining the status quo will mean builders seeking LEED certification "would be discouraged to use third-party certified SFI and ATFS products" grown in the U.S., while opening LEED to other forest certification programs "could stimulate the market for American produced forest products and the communities and jobs that depend on both." For more information visit www.sfi-program.org/leed.

New Rule In Viability Law

The House Natural Resources Committee passed legislation that included a provision to codify the viability rule. The Consolidated Land, Energy, and Aquatic Resources (CLEAR) Act of 2009 was introduced by Representative Nick Rahall (D-W. Va.), was promoted in response to the BP Gulf oil spill, but included many provisions unrelated to offshore oil production, including the provision to codify wildlife management standards for the Forest Service and Building Land Management.

The proposed provision would require management to maintain sustainable populations of native and desired non-native species and monitoring programs to determine the status and trend of species. The standards to be established by this bill are similar to those in the Forest Service

Continued on page 33

Table of Contents

FEATURES:

Inland Lumber Producers Annual Meeting	1
SLMA Elects New Chairman	1
Innovation At PCBC	1
2010 NAWLA Traders Market® Preview	1
CALIFORNIA REDWOOD COMPANY	4
SHELTER FOREST INTERNATIONAL	6
INDIANA BUILDING SYSTEMS, LLC	7
IDAHO FOREST GROUP	13

DEPARTMENTS:

Who's Who in Softwoods	2
Washington Scene	2
APA News	2
Midwest Business Trends	8
West Coast Business Trends	8
Retail Review	10 & 11
Western Business Trends	24
Northeast Business Trends	24
Ontario/Quebec Business Trends	25
South/Southeast Business Trends	25
Stock Exchange	26, 27 & 28
Trade Talk	33
Classified Opportunities	36, 37 & 38
Softwood Calendar	37
Index of Advertisers	38

The Softwood Forest Products Buyer

A Bi-Monthly newspaper serving North America's Softwood Forest Products Buyers

Published by
Softwood Trade Publications, Inc.
 1235 Sycamore View P. O. Box 34908
 Memphis, Tenn. 38134
 Tel. (901) 372-8280 FAX (901) 373-6180
 Web Site: www.softwoodbuyer.com

E-Mail Addresses:

Advertising: stokes@softwoodbuyer.com
 Editorial: editor@millerpublishing.com
 Subscriptions: circ@millerpublishing.com

- Wayne Miller** - President/Executive Editor
- Gary Miller** - Vice President/Managing Editor
- Paul Miller Jr.** - Vice President/Assistant Managing Editor
- Terry Miller** - Vice President/Associate Editor
- Paul Miller Sr.** - Secretary/Treasurer
- Rachael Stokes** - Advertising Manager
- Sue Putnam** - Editorial Director
- Michelle Keller** - Associate Editor
- John M. Gray Jr.** - Production/Art Director
- Walter Lee** - Production/Asst. Art Director
- Lisa Carpenter** - Circulation Manager

Canadian Correspondents: Toronto, Ontario, Vancouver, B.C.
 The **Softwood Forest Products Buyer** is the product of a company and its affiliates that have been in the publishing business for over 84 years.

Other publications edited for specialized markets and distributed worldwide include:


- National Hardwood Magazine • Hardwood Purchasing Handbook • Import/Export Wood Purchasing News • North American Forest Products Export Directory • Imported Wood Purchasing Guide • Green Book's Hardwood Marketing Directory • Green Book's Softwood Marketing Directory • Dimension & Wood Components Buyer's Guide

Subscriptions: U.S. and Canada: \$65 (U.S. dollars) - 1 year; \$75 - 2 years; \$90 - 3 years; Foreign (airmail) \$140 - 1 year; \$235 - 2 years. Canadian and foreign orders must be paid by check drawn on U.S. bank or by wire transfer. Fax for more information.

The publisher reserves the right to accept or reject editorial content and Advertisements at the staff's discretion.

What's White But Green All Over?


PPG MachinePure® Prime



Introducing the first in a series of PPG's innovative MachinePure family, MachinePure Prime is a next generation acrylic coating that offers authorized applicators a green advantage for their end-use customers.

PPG MachinePure Prime is an environmentally-friendly primer formulated to provide enhanced block resistance and is low VOC (Volatile Organic Compounds) and HAPS (Hazardous Air Pollutants) free. Because of its factory application, it eliminates the need for jobsite application and disposal – improving overall air quality and creating a cleaner environment.

PPG MachinePure Prime primer is another example of the pioneering commitment to supply the coatings industry with the product performance and environmental stewardship that has become the hallmark of PPG.



Learn more about painting green with PPG Machine Applied Coatings
 by calling 1-877-622-4277
 or visiting www.ppgmachineappliedcoatings.com.

CALIFORNIA REDWOOD COMPANY Repositions, Ups Ante With New Product

By Clare Adrian



Upper grade Redwood is pictured in dry storage at California Redwood Co. The company expects to move 200 million board feet of both Redwood and Douglas Fir this year.



A truckload of lumber is loaded and ready for shipment from California Redwood Co.



California Redwood Company in Arcata, Calif., this year has focused on enhanced product quality, said a spokesman at the firm.



Pictured is Redwood at the company being staged for kiln drying.



At California Redwood Company, boards are sorted by dimension, which range from 1x4 up to 2x12, and for specific product, 4x4, 4x6 and 6x6. Also, Douglas Fir boards range from 2x4 through 2x12 dimension lumber and 3x4 to 4x12 timbers.

Arcata, Calif.—A Redwood log, bucked, sliced, squared into lumber or remanufactured into any usable shape, never loses its intrinsic qualities. The same principle applies to The California Redwood Company, based here. A new marketing strategy was developed at the firm to reposition the company's competencies already in place and to invigorate demand for innovative new Redwood products. Yet, there's no changing the attributes that have unfolded during the company's rich 120-year lumber production history. At its core, and continuing today, are the same family and community roots and commitment to the environment.

The company has long been known as a reliable source

of Redwood, which traditionally sold itself, commented Vice President and General Manager Carl Schoenhofer. "It has natural decay resistance. It's durable, dimensionally stable, perfectly suited for outdoor projects, and when compared to composites during focus groups, Redwood wins hands down for beauty and aesthetics, too."

Rather than promote the Redwood attributes with abandon and follow the tendency in the industry to step up production in meeting demand, The California Redwood Company has strategically distributed lumber to areas where Redwood qualities are perfectly suited. Disinterested in mere market share gain, even if demand is great, the firm's policy is to resist cutting down more trees than is sustainable. Instead, said Schoenhofer, "We looked at what consumers wanted and developed new products to meet their unique needs."

As of 2010, the company zeroed in on enhanced product quality. Primarily focused on every aspect of decking ratings, improvements were made to the drying process, to grading and to fine surfacing of all products, cataloged into the Heritage Collection and the California Series. In addition, the product lines were repositioned with the introduction of two new decking profiles within the now premium Heritage Collection.

The Summit profile was upgraded from a dimension board to a specialty premium product. The new decking board with a slightly crowned surface is designed to shed water, though not crowned so much as to notice it when walked upon. The beveled sides are cut at an angle so that leaves and debris that typically wedge between boards fall between the cracks. And water, the natural enemy of wood, runs over the edge into a channel and onto the ground.

The Meridian profile, a 5-quarter deck board, is not a new concept to the industry except that The California Redwood Company now offers it in the Redwood species.

The repositioning was bolstered by a thorough marketing campaign, including a website facelift, creation and placement of 6-foot tall point of sale displays, image messaging, brochures, mini-sample decks in the retail outlets, and deck clinics to train retail staff on the qualities and merits of Redwood. Instead of selling only to distributors, field reps were hired to liaison with consumers, to create pull-through demand for retailers, and

HARRY FREEMAN & Son Limited
 CONSISTENT QUALITY SINCE 1832
 Manufacturers of Wholesale Lumber Products

Facilities
 Fully Optimized Sawmill Facilities
 75 Million Bd Ft Capacity
 1 Million Bd Ft Kiln Space
 8 Head Precision Moulder with Moisture Detection

Products
 Eastern White Pine (NeLMA patterns and grades)
 SPF Studs, Dimension Lumber and Boards
 Eastern Hemlock
 Red Pine
 Industrial Hardwood
 Square Timbers

Contact Charlie Freeman - Sales, General Manager
 4804 Medway River Road
 Greenfield, Nova Scotia Canada B0T 1E0
 P: 902-685-2792
 F: 902-685-2644

Sustainable Forestry Initiative (SFI) logo
 FSC logo
 ISO 9001:2008 logo

www.freemanlumber.com



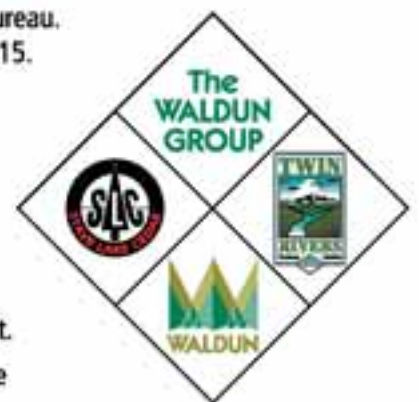
The Waldun Group is your source for certified sustainable quality forest products



Almost a century of honesty, pride and integrity

For close to 40 years The Waldun Group has been a member of the Cedar Shake and Shingle Bureau. The Bureau has been a recognized authority in western red cedar shakes and shingles since 1915.

- Architects, distribution centers, roof supply houses and homeowners have trusted this label for almost a century.
- In many areas non-bureau wood will not be accepted because of the history of inconsistency.
- Our company along with 300 other members including 92 mills, is very proud to be part of this long standing quality organization.
- The Bureau field reps are continuing to educate on many levels throughout North America. This has really helped in keeping many markets from buying off grade non-compliant product.
- We have recognized over the years that the mills that continue to run with a Bureau label are mills that continue to have nothing to hide.



**THE
WALDUN
GROUP**

9393 287th Street, Maple Ridge, BC V2W 1L1
Tel: (604) 462.8266
Fax: (604) 462.8264
www.waldun.com info@waldun.com

The Waldun Group

SHELTER FOREST INTERNATIONAL: Offering Solutions With TigerPLY®

By Wayne Miller



TigerPLY®'s newest mill and research and development facility that came online in September 2009.



Ryan Loe, president; Glen Anderson, West Coast manager; Whitney LaRuffa, Northeast manager; Rod Loe, production manager, Xuzhou, China; Monica Davidson, Northeast manager; Jock Vondeling, S4S boards and hardwood parts specialist; and Mike Stringfellow, Southeast manager.



TigerPLY units prepared and ready for shipment.



South Central Manager Matt McCoun inspecting final packaging of a load of TigerPLY's C9.



Matt McCoun and Ryan Loe inspecting a load of TigerPLY for shipment.

Just think of it as
**www.Everything
 YouNeedTo
 KnowAbout
 TheBestPine
 OnThePlanet.com**

Visit us online: www.RLCO.com

Eastern White Pine
 4/4 & 5/4

We know quality matters to you and the customers you serve.

To us, quality means delivering the best Eastern White Pine in the industry.

It's why we've invested in our online resource to bring more valuable information to your fingertips

The result?

More specs. More tips. More ways to utilize what we consider to be the best pine on the planet.

Bold statement?

Indeed.

But then again, we've got the wood to back it up.



Robbins Lumber Searsmont, Maine www.rlco.com Ph: 207-342-5221 Fx: 207-342-5201

Portland, Ore.— Shelter Forest International (SFI) manages production for six plywood mills that produce the company's newest product, the TigerPLY® brand of engineered plywood.

He also said the development of the TigerPLY product began at the request of customers. "We started out at the request of customers with whom we had done business for many years," he said. "As import plywood became a bigger factor in their requirements, we decided that we could bring some solutions and solve some problems for our customers to keep costs minimal and achieve the quality level they want at the same time."

SFI's president, Ryan Loe, said the engineered plywood, TigerPLY, is

Continued on page 23



TigerPLY's Machine Core Composer used for C9 and TigerLITE Cores.



Units of TigerPLY, sub-packed and barcoded for retail markets.

A high-end furniture manufacturer chooses TigerPLY for drawer sides.



IBS And Pine: A Strong Combination In Structural Building

By Matthew Flite



Pictured is a two-story Make-It-Right Foundation home in the Lower 9th Ward of New Orleans. Indiana Building Systems purchases approximately 2,500,000 board feet of lumber, specifically SYP and SPF, for the manufacture of various types of structures.

Middlebury, Ind.—Indiana Building Systems, LLC, (IBS) located here, produces custom-built and modular structures, such as homes, apartments and other buildings, that can be chosen from pre-designed plans or custom-built.

Founded in 2000, Indiana Building Systems purchases 2,500,000 board feet of lumber and about twice that much in doors, windows and other wood items annually. It buys SPF, SYP in No. 2 and Better. It also purchases dimensional lumber, laminated beams, timbers, OSB and plywood. The company purchases a significant quantity of FSC-certified wood products.

Indiana Building Systems buys its lumber just-in-time, which is a discipline within the modular building industry. It is located in a large center for building products distribution, near South Bend, Ind., which makes this purchasing practice easier.

Lumber purchasing is usually brokered, but some is bought directly.

Here is an example of the company's forte:

Recently, a Chicago architect e-mailed plans for a project to Indiana Building Systems CEO John Guequierre, asking what his company's specs for this structure would be. Guequierre asked if the architect wanted his company to match the architect's plans exactly because if so, "We can."

The company builds modular structures in everything from affordable homes to \$1 million estate homes to apartment buildings to motels to highly custom homes. It constructs offices, dormitories, classrooms, retirement homes and medical clinics.

It built nine shotgun-style homes in New Orleans in the wake of Hurricane Katrina. Guequierre says each had the look and feel of a 100-year-old home, but included contemporary features.

Guequierre says the company's most spectacular work was done for the Make-It-Right Foundation in New Orleans. These were duplexes that were needed quickly.

Indiana Building Systems is working on a house near the Chicago Loop that will be LEED-certified and will conform to all applicable Chicago building codes.

Indiana Building Systems does not operate according to the traditional business model for modular building companies.

It used to be that these companies each designed a line of buildings and marketed them to builders and home buyers as a product that "you want to have," Guequierre says. A growing part of Indiana Building Systems' business is agreeing "to build what people want to buy, especially architects and developers," he says.

The company also sells and delivers its structures much farther than the traditional 300-mile-radius, within

which hauling of freight is more affordable. It has projects in 20 states and in four Canadian provinces. It sells its modular structures from Alberta, Canada, to the Gulf Coast to the East Coast. Most sales are within a 400-mile radius of Middlebury.

Indiana Building Systems does not sell directly to home buyers. It sells buildings to independent builders who, in turn, offer them to

the home buyers.

The company also is a federal contractor.

Home styles range from contemporary to Colonial, French Colonial, Craftsmen and more.

Indiana Building Systems works with a number of well-known architects including Graft (Berlin, Germany),



A module for a two-story home is built on the assembly line at the Indiana Building Systems plant in Middlebury, Ind.

BNIM (Kansas City) and Shigeru Ban (Tokyo, Japan).

The company's engineering staff makes sure that all structures meet building codes in the locations to which the buildings are sent. This can range from the snow belt of Michigan where snow loads on roofs are considerable to the Gulf Coast where winds can pack a punch of 130 to 140 mph.

The company sells several hundred

buildings each year.

Its goal is "to make houses that homeowners love and fill us with pride," according to the mission statement.

The company has 80 employees. Guequierre says that in peak times, that number reaches to 200 employees. Included are engineers, drafters, skilled carpenters, a sales staff, people who are knowledgeable in electric-

Continued on page 29

Leaders of high-end specialty wood products. For those who demand the best.



Above: Douglas Fir 4x5 Boston gutter, available up to 40' in three sizes and two profiles.



OREGON-CANADIAN FOREST PRODUCTS

Oregon-Canadian Forest Products produces over 2 million board feet per month of high quality Douglas Fir, Hemlock and Western Red Cedar at our North Plains, Oregon facility.

- Douglas Fir, Hemlock and WRC clears
- KD Rough Industrial grades in all species
- Complete line of S4S & patterns in all species
- Douglas Fir KD appearance timbers
- Fingerjoint products in all species
- Multiple species available per order & partial truck shipments
- FSC, PEFC, SFI certification



31950 NW Commercial Street
PO Box 279 North Plains, Oregon 97133
503.647.5011
www.ocfp.com

Midwest Business Trends



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

Sources in the Midwest region report fair Softwood lumber market conditions and others say it's "hot and cold."

An Iowa supplier said he has seen a slight improvement but believes consumer confidence is playing an important role. "People are still afraid of the economy," he explained. "The instability of the stock market is another factor. Housing starts are not terrific but the prices are hanging in there. I'm not sure what's driving that market."

Offering Doug-Fir, Spruce, Pine and Cedar, the source said Pine is his best moving specie and Cedar is moving the slowest. As for inventory levels he said they are fairly large and higher than the previous 90 days.

The contact said transportation costs continue to increase. "Transportation costs are ridiculously high. We pay a fuel surcharge on everything that

comes in and the prices are constantly rising," he said. When asked about availability of trucks, he said, "I keep hearing others are experiencing some shortages, but we have not had any availability issues yet."

Marketing to contractors and 'do-it-yourselfers,' the supplier said some of his customers appear to be slower. "The contractors are slower than they were as far as having work ahead of them. A lot of them don't have enough orders to take them through the fall much less the winter at this point."

He said demand for Forestry Stewardship Council (FSC) products has increased marginally. "Expense plays a big part in those products and unless you've got a government-funded order you're filling, chances are slim people are going to pay those added costs right now."

For the coming six months, the source expects moderate business activity. "I think we may have a small pick up before winter sets in, but I don't imagine it will be dramatic," he said.

A Softwood lumber wholesaler in Kansas said while the market seems depressed, the volume continues to stay steady. "In other words we are selling a decent amount of lumber but the mills are complaining because they are having to produce at a loss," he said.

Continued on page 31

West Coast Business Trends



**By Wayne Miller
Executive Editor**

In mid-August suppliers and buyers from British Columbia to California reported that the summer doldrums, plus a slower housing market, have made it a very tough market in general. Several echoed the same comment: "It's better than last year, but until U.S. housing starts get back to higher levels and banks start loaning to small businesses again, it will be a grind."

Thom Wright, a buyer for All-Coast Forest Products, Cloverdale, Calif., said, "We had an outstanding July and we hope that continues, but things seem to be slowing down and we are not expecting a busy winter. It may be 2012 before we see any consistent strength in our market." Wright purchases Cedar and Douglas Fir for All-Coast and says he sees no supply problems. "I think we are a bit spoiled

The Softwood Forest Products Buyer

in that we buy from our same mill friends and have established relationships. In this kind of market, loyalty is more important than ever. On the other hand our customers do not buy unless they need something right away. No one can afford to inventory much and the banks are watching closely. Sometimes, as a buyer, you have to pass up some real bargains. However, if the customer doesn't really need it, it doesn't matter how low the price is."

Darren Duchi, head of Siskiyou Forest Products, Andersen, Calif., said, "Things are better than a couple of months ago; we are seeing gradual improvement in business, but our business has changed a great deal over the last two years. A couple of years ago we were focused mainly on making window and door parts. Now that is down to about five percent of our manufacturing and we are concentrating on manufacturing fascia and primed siding, and fingerjoint material. Also, instead of ordering car loads of material, customers today want four units every two or three days to keep their inventories down. Exports to Europe have also helped our business grow. Two years ago we were doing zero exports and now we are up to about a million feet a year of high quality material."

Vince Mast of Hampton Lumber, Portland, Ore., said, "We've just finished a busy week. Every Monday we have wood to sell and lately we've been able to keep it moving. Normally August is a quieter month, but so far the demand for our commodity products has remained steady. That's good news! We know some big suppliers in the northwest that have sliced their timber cut by 40 percent due to the slower economy. Export markets have helped take up some of the slack, too. Right now if you roll wood unsold you are going to get caught on it. We have not built any inventory except for some Hem-Fir and Doug-Fir studs, which there is not much demand for right now. Overall, I believe it will be a grind for the rest of this year. The export market is huge for us. Exports saved suppliers in 2009; it's helping in 2010 and it will help us in 2011."

Gary Knight of R. B. Lumber, Oregon City, Ore., said, "We are picking up Cedar fencing orders here and there. However, if the customer does not have a home for it, he won't buy it. No one wants to inventory and everyone wants immediate shipping. The market is very inconsistent. It will be quiet one week and the next week you get orders to make up for the slow week. Sales for us are okay. Like everyone else we are keeping a sharp eye on receivables."

Chris Sallee of Pacwest Lumber, Lake Oswego, Ore., said, "I've been working with this wholesale company for the past five years fighting this fight. It's a grind that you approach each day, making the calls to make the sales and it's like trench warfare. We sell a wide range of products from low grade lumber, to stakes, box material, OSB, you name it, and somehow we struggle along and make things work, but we aren't getting rich. Most of our sales are very specified. I work with some of the big box stores on specialty items. It's the box stores that are keeping the mills alive. There will be more curtailments in the northwest. All the big supplier names in Oregon are talking about cutting production."

Ryan Furtado of Sawarne Lumber, Richmond, B.C., said, "There isn't much selling going on in Cedar products right now. It's scary quiet. Summer holidays and slower sales are normal. As slow as it is, it is substantially better than last year. Our customers in Texas are fairly upbeat and happy. Other areas are more quiet. Sawmills are still seeing substantial curtailments and volumes produced are down considerably off capacity. The customer wants us to do the

Continued on page 32

The Hancock Lumber

RED BAG SOLUTION

Your Own On-line Inventory Management



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

Tailored Packaging Options

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



Customized Grading

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



Three State-of-the-Art Sawmills

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



Proven Track Record

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



Personalized Planning For Your Success

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

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



QUALITY & SERVICE WORLDWIDE



Sales Contacts:
Matt Duprey 207-627-6113 • Jack Bowen 207-627-6115
www.hancocklumber.com

YOUR LOAD. *Your way.*



- TIMBERS
- FENCE BOARDS
- FENCE POSTS
- DECKING
- BALUSTERS
- LATTICE
- DIMENSIONAL
- FASCIA
- LATH
- PATTERN STOCK

CUSTOMIZE YOUR *western red cedar* ORDER THE WAY YOU WANT IT. CALL TODAY.

HEMLOCK AND FIR ALSO AVAILABLE. CALL FOR DETAILS.
VISIT US AT THE NAWLA TRADERS MARKET, BOOTH #702



Al Fortune
al@midvalleylbr.com



Jeff Robinson
jeff@midvalleylbr.com



Omar Derkach
omar@midvalleylbr.com



Mark Robitaille
mark@midvalleylbr.com



604-856-6072

fax 604-856-6043

www.midvalleylbr.com



RETAIL REVIEW

ProBuild Set To Purchase Chopp Lumber

Waldorf, Md.—ProBuild Company LLC, recently announced it has reached an agreement to purchase some of the assets of Chopp Lumber, a building materials supplier based here.

The Chopp transaction gives ProBuild an increased presence in one of the top 10 housing markets in the country, which analysts predict will continue to show significant growth. The location will supply trusses, wall panels and lumber to the residential and commercial markets of the greater Washington, D.C., market and southern Maryland. ProBuild has also announced the opening of a new mill-work facility in San Antonio, Texas.

The new location follows ProBuild's opening of its components manufacturing facility in Winchester, Va., this past March, which serves the western and northern segments of the DC/Baltimore metro market. "Washington, D.C., and Baltimore are two important markets for ProBuild to serve," said ProBuild Northeast



President Russ Kathrein. "We look forward to having the Chopp people join us in creating one strong team with an excellent understanding of the local market and our customers' needs."

New England Dealer Ups Stake In Lumber

Waltham, Mass.—Waltham Lime & Cement Co., located here, is increasing its stock of lumber products after recently changing its name to Waltham Lumber.

Established in 1930 the company began as a distributor of masonry and plaster supplies. It started adding other construction supplies, including drywall, in the 1960's and expanded to wood products in the 1990's.

"We felt increasingly that our old name, in spite of a sentimental attachment that comes with an 80-year

association, no longer accurately portrays the breadth of our business," said President Robert M. Derderian.

He added, "While we remain committed to our traditional product lines and customers, we want to offer local area contractors and homeowners an independent, family-owned lumberyard as an alternative to big box stores."

Menards To Open Columbus Store

Columbus, Ohio—Menards has recently broken ground on a new store based here with a forecasted completion date of February 2011.

"I want to be the first customer at Menards," Mayor Michael B. Coleman said during a ceremonial groundbreaking for the Wisconsin-based chain's initial venture into the Columbus market.

J.R. Menard, corporate treasurer and the son of the company's founder said, "We're extremely excited to break ground here. We love Ohio."

Coleman mentioned the decision by city officials to purchase the largest vacant and abandoned property in

The Softwood Forest Products Buyer

Columbus at that time. With that purchase, a process was started to return retail to the site by working with area residents devastated by the closing of the mall.

He said with Menards' decision to go-ahead with the home improvement store, the firm committed to an \$11.5 million investment in Columbus. The store, which is to be finished next spring, will have 80 full-time employees, Coleman said.

Menards has 255 other stores in a dozen Midwestern states. For more information visit www.menards.com.

Missouri Lumberyard Reorganizes

Kirkville, Mo.—Galloway Lumber, based here, recently filed for Chapter 11 bankruptcy protection. However, the company intends to reopen after restructuring.

Co-owner Kim Galloway said the business would reopen "under new management and operate under a new business model." Galloway and her son own the company jointly.

Galloway Lumber has been in business in Kirkville for almost 30 years. In its prime, the company employed 35 people. Prior to that, it operated as Greentop Lumber Company in Greentop, Mo., for 10 years.

Poulin Lumber Opens Fourth Yard

Derby, Vt.—Poulin Lumber, located here, recently expanded into central Vermont with the addition of a new yard in Williamstown.

The new yard opened at Lacillade Lumber's recently shuttered 36-acre complex, which included a 28,000-square-foot showroom, 18,000-square-foot warehouse, and an 8,000-square-foot truss plant.

Currently being renovated into a two-story Ace Hardware plus drive-thru warehouse, the main building will open with six to 10 workers. Company representatives predict that number eventually will grow to 25. "We expect to seriously grow in the next four years," General Manager Scott Flynn said.

Home Hardware Acquires Builders Mart True Value

Winnfield, La.—Home Hardware Center, based here, recently acquired Builders Mart True Value located in Tylertown, Miss.

The new location will serve as the company's 17th location. The company was established in 1984 in Ferriday, La. Throughout the years, the firm has made many changes and through acquisition and new construction, grown from one store to 15. For more information visit www.homehardwarecenter.com.

Parr Lumber Opens 2-Acre Pro Yard

Hillsboro, Ore.—Parr Lumber Co., located here, recently opened a leased 2-acre pro yard with 5,700-square-feet of warehouse space in Spokane Valley, Wash.

This is the firm's first location in the Spokane market. "The new facility will initially service Parr's growing Spokane builder and customer contractor base," a representative for the company said in a statement. It's Parr's eighth location in Washington and one of approximately three-dozen facilities in five Western states.

Established in 1930, Parr Lumber is a Northwest family-owned company. Parr provides an array of products including lumber, windows, doors, siding, decking, fencing, tools, and many other items. For more information visit www.parr.com.

Swanson Group Sales

AS A MANUFACTURER OF DIMENSION LUMBER, PLYWOOD, AND STUDS WE HAVE ALWAYS KNOWN THAT OUR FUTURE DEPENDS ON THE PROPER MANAGEMENT OF THE FOREST AND ENVIRONMENT.

RAW MATERIALS

Swanson operates under some of the most stringent forest harvesting practices on the planet. For verification, our SFI Certification ensures that our timber resources are managed for sustainability and environmental responsibility, protecting species, habitat, and water resources.

RENEWABLE ENERGY COMMITMENT

Three of Swanson's five mills are working with Pacific Power's Blue Sky program to purchase energy from renewable sources. Over the course of a year, this commitment by Swanson avoids putting 1,108 tons of carbon dioxide into the atmosphere.

CULTURE OF GREEN

We are focusing on the future by creating a sustainable culture that permeates the entire company. Swanson is located in a very green part of the world. We plan to keep it that way. After all, it's our way of life.






Got questions, we've got solutions.
Call Us
1-800-331-0831
www.swansongroupinc.com





RETAIL REVIEW

Continued from page 10

Western Building Center Acquires Stevensville Building Center

Kalispell, Mont.—Western Building Center (WBC), headquartered here, recently acquired Stevensville Building Center, located in Stevensville, Mont.

WBC was established in 1946 as a cabinet and millwork shop. In 1954 Ivan O'Neil purchased interest in the company and added building materials.

The firm has served Northwest Montana for 60 years, and is still growing. Newest to the list of services is a new state-of-the-art building components plant in Columbia Falls. This plant manufactures roof truss, pre-fab wall panels, and floor trusses. For more information visit www.westernbuildingcenter.com.

The Mill Yard Schedules Move

Arcata, Calif.—The Mill Yard, based here, is scheduled to move to a new, larger location, also located here. The new facility will include a 20,000-square-foot warehouse and more than 9,000-square-feet for offices and retail.

The Mill Yard has been serving Arcata for almost a quarter century. The company was established in 1985 and operated out of an 8-by-8 building. Today The Mill Yard occupies five acres located in the middle of Humboldt County, and services customers to the north and south. For more information visit www.themill-yard.biz.

Allweather Wood Opens On 141,000-Square-Foot

Woodland, Calif.—Allweather Wood and Humboldt Redwood Co. recently opened a 141,000-square-foot distribution center here.

Richard Higgenbottom, chief executive officer of both companies, said the lumber operation and its 15 employees don't have far to move. "We've been leasing and sharing space with a business next door," Higgenbottom said.

The sister companies have been sharing 75,000 square feet on a temporary basis with Siskiyou Lumber Co., a Woodland-based manufacturer and distributor that is a supplier to and a customer of Higgenbottom's companies.

With the move, Siskiyou Lumber will have that space all to itself while Allweather Wood and Humboldt Redwood will be able to stretch out in over 100,000 square feet for distribution operations. The remainder of the building consists of offices.

"We're hoping to grow," Higgenbottom said, adding that his companies have already outgrown the shared space.

Humboldt Redwood was formed in 2008 from the assets of bankrupt Pacific Lumber Co. in the Humboldt County town of Scotia. The new company, which has sawmills in Scotia and Ukiah and 440,000 acres of managed timberland, primarily distributes Redwood through Allweather.

True Value Reopens In Modesto

Modesto, Calif.—Owners of Sorensen's True Value located in Los Banos, Calif., reopened Modesto True Value.

"We had heard that they were closing and that 12 people were going to lose their jobs and that it was a good

store," owner Miles Sorensen said. "We're just hoping that people really do appreciate having a hardware store in their neighborhood that has excellent service and competitive prices."

Half of the store's former staff has already been rehired, including manager Debra Cook. "This economy is really scary," Sorensen said. "But we took the chance because there is no doubt in my mind that it will turn around."

Piedmont Parts With Lumberyards

Pittsburg, Calif.—Piedmont Lumber recently auctioned off trucks, office equipment and fittings at its closed yard here. The company also sold its last operational store in Lakeport, Calif., to Mendo Mill & Lumber in Ukiah, Calif.

"As soon as possible, we'll re-open," Mendo's President Mike Mayfield said. "Our goal is to retain as many staff as possible."

Formerly operating five locations, Piedmont's lender, Umpqua Bank,

filed judicial foreclosure actions against the company's properties. A fire later destroyed its yard in Walnut Creek, Calif., and a week later Piedmont sold its Oakland yard to Economy Lumber. The firm's truss plant in Calpella, Calif., closed in March.

Piedmont retains properties in Walnut Creek as well as in Pittsburg, which has been the company's headquarters since the yard was damaged by fire. A representative for Piedmont said that former owner, Bill Myer Jr., is in discussions with his insurance carrier and the city about rebuilding a home center in Walnut Creek.

Stock Acquires Assets of Bison Building Materials

Raleigh, N.C.—Stock Building Supply, based here, recently completed its purchase of Bison Building Materials in Houston, Texas. Tom Tolleson who has been with Bison for 10 years, will remain as chief operating officer (COO). The operation will also retain the Bison name.

Joe Appelman, chief executive officer (CEO) of Stock, stated, "The combination of Bison and Stock creates a clear market leader in Houston with the breadth of capabilities and combined talent to deliver a compelling value proposition to our customers."

Tolleson of Bison, stated, "This is an exciting opportunity for Bison, our customers and employees. Stock's national reach, financial stability and strong customer relationships make it an ideal partner for Bison. We look forward to working with Stock's management team to ensure a smooth and rapid transition." For more information visit www.stockbuildingsupply.com.

East Haven Builders Supply Adds Locations

East Haven, Conn.—US LBM Holdings subsidiary East Haven Builders Supply, located here, recently added two locations in partnership with their former owners.

Acquiring 78-year-old Millwood Lumber, Millwood, N.Y., from Michael Malara, the company also teamed up with Tom Mort to reopen a truss and wall panel plant in Branford, Conn., Universal Components Corp.

WYNNWOOD THE NEXT FRONTIER

To Boldly Go Where No Board Has Gone Before

United States

WynnWood

ESLP BOARDS... More every day!

1-877-898-5266 www.wyngdellumber.com

WYNNDEL LUMBER SALES

ULS

Inland Photos – Continued from page 1



Ron Cluster and Steve Linton, Tri-Pro™ Cedar Products Inc., Oldtown, Idaho; and Lance Hubener, Tri-Pro™ Forest Products Inc., Oldtown, Idaho



Alan and Jennifer McCollim, Kenyon Noble Lumber, Bozeman, Mont.; and Sue and Nick Larrinaga, Boise Cascade, Boise, Idaho



Dee Boeck, Tri-Pro™ Cedar Products Inc., Oldtown, Idaho; Cindy Wood, Intermountain Orient Inc., Mesa, Ariz.; Debbie Cluster, Tri-Pro™ Cedar Products Inc.; and Rick Palmiter, Idaho Forest Group, Coeur d'Alene, Idaho



Stephanie Ciotola, Forest Products Supply, Columbus, Ohio; and Dave and Patricia Tripp, Tripp Lumber Co. Inc., Missoula, Mont.



Ahren Spilke, Andy Dunham and Dawn Deren, Idaho Forest Group, Coeur d'Alene, Idaho; Ted Roberts, Roberts & Dybdahl Inc., Des Moines, Iowa; and Pete Noble, Westwind Forest Products Group, Eugene, Ore.



Ken Koenig, Idaho Forest Group, Coeur d'Alene, Idaho; Craig Johnston, Forest City Trading Group LLC, Portland, Ore.; Jon Woods, ProBuild, Denver, Colo.; and Gerry Hall, Empire Lumber Co., Kamiah, Idaho



Tim Cornwell, BlueLinx, Atlanta, Ga.; Bob Mai, Potlatch Corp., Spokane, Wash.; and Nick Ausman, Stimson Lumber Co., Coeur d'Alene, Idaho



Georganne and Steve Schmitt, Stimson Lumber Co., Portland, Ore.; Kellye Angelici, The Softwood Forest Products Buyer, Memphis, Tenn.; Pete Henningfeld, Stimson Lumber Co.; and Ron Cluster, Tri-Pro™ Cedar Products Inc., Oldtown, Idaho



Vicki Jahns, Bennett Lumber Products Inc., Princeton, Idaho; and Suzette and Allen Gaylord, Clearwater Paper Corp., Lewiston, Idaho



Rich Mergel, C.J. Link, Detroit, Mich.; Rick Green and Matt Kelly, Potlatch Corp., Spokane, Wash.; Suzette Gaylord, Clearwater Paper Corp., Lewiston, Idaho; and Joe Angelo, Potlatch Corp.



Andy Dunham, Idaho Forest Group, Coeur d'Alene, Idaho; Bill Hetland, Buckeye Pacific, Portland, Ore.; and Terry Johnson, Clearwater Paper Corp., Lewiston, Idaho



Larry and Irene Holguin, All-Coast Forest Products Inc., Chino, Calif.; Jeff Maughan, United Pacific Forest Products, Portland, Ore.; and Dawn and Erol Deren, Idaho Forest Group, Coeur d'Alene, Idaho



Buck and Carolee Merritt, Merritt Bros. Lumber Co., Athol, Idaho; Steve and Jill Linton, Tri-Pro™ Cedar Products Inc., Oldtown, Idaho; Holly and Herb Janhsen, Merritt Bros. Lumber Co.



(Sitting, left to right) Susie Malloy and Becky Thompson, Idaho Veneer Co., Post Falls, Idaho; (Standing left to right) John, Pat, Justin and Joe Malloy, Idaho Veneer Co.



Dan Muldoon, Spokane Forest Products Inc., Spokane, Wash.; Monica and Wade Wheeler, Idaho Forest Group, Coeur d'Alene, Idaho; and Sharron Muldoon, Spokane Forest Products Inc.

Additional photos on page 14

IDAHO FOREST GROUP Honors Guests

By Terry Miller



Jim and Linda Scharnhorst, Scott Atkison and Beti Becker, Idaho Forest Group, Coeur d'Alene, Idaho



Mike and Barb Voelker, BlueLinX, Denver, Colo.; Ahren Spilker, Idaho Forest Group, Coeur d'Alene, Idaho; and Don Lucas, American International Forest Products, Portland, Ore.



Darby Garden and Shane Thomas, Bridger Forest Products, Belgrade, Mont.; and Wade and Monica Wheeler, Idaho Forest Group, Coeur d'Alene, Idaho



Ken Koenig, Idaho Forest Group, Coeur d'Alene, Idaho; Carter Stinton, Hampton Lumber Sales, Portland, Ore.; Aaron Linerud, Lumberyard Supply, Spokane, Wash.; and Ted Roberts, Roberts & Dybdahl, Des Moines, Iowa



Susie Malloy and Bob Lackey, Idaho Veneer Co., Post Falls, Idaho; Sarah Wylie, Wylie Lumber Sales Inc., Roseburg, Ore.; and Dennis Badesheim, Idaho Timber Corp., Boise, Idaho



Fred and Marie Holmes, Boise Cascade, Spokane, Wash.; Rick Palmiter, Idaho Forest Group, Coeur d'Alene, Idaho; and Jeff Cook, Intermountain Supply Inc., Spokane, Wash.

Coeur d'Alene Idaho—Idaho Forest Group, located here, recently held its annual Customer Appreciation Event, which is an opportunity for the firm to extend its thanks for the continued support of its loyal customers.

Continued on page 29



Don Graver, Universal Forest Products, Windsor, Colo.; Jennifer Henley, Idaho Forest Group, Coeur d'Alene, Idaho; Paul Owen, Vanport International, Boring, Ore.; and Erol Deren, Idaho Forest Group



Erol Deren, Idaho Forest Group, Coeur d'Alene, Idaho; Darsha and Alan Harper, Idaho Forest Group, resources manager for the northern division, Chilco, Idaho; and Carter Stinton, Hampton Lumber Sales, Portland, Ore.



Mark and Mary Donovan, Western International Forest Products, Portland, Ore.; Terry Adkins, American International Forest Products, Portland, Ore.; Jeff Maughan, United Pacific Forest Products, Portland, Ore.; and Steve Culbertson, American International Forest Products

Rick Palmiter, Idaho Forest Group, Coeur d'Alene, Idaho; Joe Herrera, Western International Forest Products, Beaverton, Ore.; and Spencer Lott and Dennis Badesheim, Idaho Timber Corp., Boise, Idaho



Additional photo on page 18

TRIED AND TRUE.

Manufacturers of Quality Eastern White Pine

- 30 Million BD FT of Production
- 630,000 BD FT of Dry Kiln Capacity
- Inline Moisture Detectors
- Waco 30 XL Moulder
- Modernized Cut Up Shop

DURGIN & CROWELL LUMBER CO.
 231 Fisher Corner Rd.
 New London, NH 03257
 P: 603-763-2860
 F: 603-763-4498

www.durginandcrowell.com

Inland Photos – Continued from page 12



Don Graver, Universal Forest Products, Windsor, Colo.; Tom Temple, Potlatch Land & Lumber, Spokane, Wash.; Mike and Traci Mordell, Universal Forest Products; and Terri and Jack Henderson, Bridgwell Resources, Portland, Ore.



Dennis and Bobbi Buttice, Buttice Forest Products, Vail, Ore.; and Evelyn Kamitomo and Jim Vandegrift, Bennett Lumber Products Inc., Princeton, Idaho



Lynn and Cindy Wood, Intermountain Orient Inc., Mesa, Ariz.; and Jim Warren, Merritt Bros. Lumber Co., Athol, Idaho



Kim Smith, Veneer Resources, Boise, Idaho; John Branstetter, Vaagen Bros. Lumber Inc., Colville, Wash.; and Steve Shaw, Concannon Lumber Co., Portland, Ore.



Will Preston, Spenard Building Supply, Tacoma, Wash.; Ron Brady, Merritt Bros. Lumber Co., Athol, Idaho; Steve Plummer, Cardinal Timber Products, Coeur d'Alene, Idaho; and Dick Frazier, Universal Forest Products, Fort Worth, Texas



Dave and Dawn Cochenour, Greenwood International, Vancouver, Wash.; and Kelsey and Ryan Kline, Disdero Lumber Co., Portland, Ore.



Dusty Hammack, Arrowhead Lumber Sales Inc., Oklahoma City, Okla.; Pamela Babcock, Tampa International Forest Products, Tampa, Fla.; Barry Schneider, Bear Forest Products, Riverside, Calif.; and Mary Donovan, Western International Forest Products, Portland, Ore.



Dave Slaughter, Slaughter Wholesale Inc., Sand Point, Idaho; Ron Liebelt, Exterior Wood, Washougal, Wash.; and Patricia and Dave Tripp, Tripp Lumber Co. Inc., Missoula, Mont.



Glen Wilson, Tampa International Forest Products, Tampa, Fla.; Carter Stinton, Hampton Lumber Sales, Portland, Ore.; Jeff Maughan, United Pacific Forest Products, Portland, Ore.; Mark Mitchell, Stimson Lumber Co., Portland, Ore.; and Steve Culbertson, American International Forest Products, Portland, Ore.



Terry Johnson, Clearwater Paper Corp., Lewiston, Idaho; Dan Seid, Western Timber Products Inc., Coeur d'Alene, Idaho; and Suzette and Allen Gaylord, Clearwater Paper Corp.



Aaron Babcock, Tampa International Forest Products, Tampa, Fla.; Jim Vandegrift, Bennett Lumber Products Inc., Princeton, Idaho; Dale Rodekuhr, (retired) Tampa International Forest Products



Colleen Palmiter, Idaho Forest Group, Coeur d'Alene, Idaho; Becky Thompson and Joe Malloy, Idaho Veneer Co., Post Falls, Idaho; Rick Palmiter, Idaho Forest Group; and Matt Smith, Murphy Plywood, Eugene, Ore.



(Seated, left to right) Vicki Jahns, Bennett Lumber Products Inc., Princeton, Idaho; Grace Nisly, Riteway Lumber, Corvallis, Mont.; (Standing, left to right) Bob Jahns, Bennett Lumber Products Inc., Princeton, Idaho; Wilbur Nisly, Riteway Lumber, Corvallis, Mont; and Petar and Schelley Stoyanov, Buckeye Pacific, Portland, Ore.



Dan and Wendy Malloy, Idaho Veneer Co., Post Falls, Idaho; and Colleen and Rick Palmiter, Idaho Forest Group, Coeur d'Alene, Idaho



Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; Colleen Palmiter, Idaho Forest Group, Coeur d'Alene, Idaho; Kellye Angelici, The Softwood Forest Products Buyer; and Rick Palmiter, Idaho Forest Group

INLAND -
Continued from page 1

For the second consecutive year, Rick Cavalor of Cavalor Lumber Company finished in first place with best score in Flight #1 of the golf tournament.

In Flight #2, Dick Frazier of Universal Forest Products took first place.

In the Callaway Group, Mike Hearms of Hearms Lumber Co. finished first, followed by Jon Woods with ProBuild in first place in the second Callaway Group.

Also while golfing, a 'horserace' was held with Matt Beymer of Hampton Lumber Sales and Clay Cruse of Sapphire Lumber finishing in first place. They played as a team representing Vaagen Brothers.

Additionally, a golf scramble was held at the Inland Lumber Producers gathering. The first place team consisted of: Ahren Spilker, Idaho Forest Group; Jon Woods, ProBuild; Tony Ghiz, Mill Direct Lumber; and Steve Culbertson, American International.

SLMA -
Continued from page 1

lumber industry in the southeast region. "No one sawmill operator can effectively defend itself against such a morass of issues that face our industry, much less take on major initiatives to improve our industry and its markets. However, SLMA has clearly demonstrated its effectiveness to do so. SLMA gives us a united voice (representing 17 states) to not only proactively defend ourselves against unwarranted attacks and regulations, but enables us to take the initiative to positively impact our industry and its future," noted White.

He said his goal as chairman for the coming year is to reconfirm to the public and to the lumber markets that wood isn't just good; it's the best. "I look forward to working with the SLMA staff, board and our members to take charge of the change that our industry is currently facing, and may face in the future."

White has been in his present position with T. R. Miller Mill Co., in Brewton, Ala., for nine years and has worked in the forest industry for over 35 years.

In addition to naming White as chairman, attendees were informed during five presentations at the meeting. These presentations included: Biomass Energy; Economic Implications for the Southeast U.S.; Blue Ribbon Commission for Check-off; Binational Softwood Lumber Council-Expanding the Market for Softwood Lumber Products; Retail Outdoor Living Program Update; and Softwood Market Outlook and 2009 Cost Assessment.

Wade Camp of the SLMA gave an address on the Softwood market outlook. Among his topic points: the trend in single-family building permits continues to show a decline. In May of this year, the U.S. Census Bureau found that building permits for single-family building permits had declined 10 percent to 438,000 units after improving slightly in the spring. Wade said to watch for continued decline through the summer.

Less than one million housing starts annually is projected through 2011 with the rate of homeownership longterm projected at 65 percent, an historical low.

Wade presented statistics that revealed that the number of sawmill and wood preservation employees

this year has slowly, and slightly, increased over the last two quarters of 2009. Recent figures in May showed an increase of .1 percent in April, but year to date has shown a gradual rise.

Current trends in home repair and remodeling reflect a slow improvement as well, according to the SLMA presentation.

Also during the SLMA Conference, Henry "Hank" Scott, CEO of Collum's Lumber Products LLC, was presented the Harold F. Beal Award. The award, which is SLMA's highest honor, is given to an association member who demonstrates leadership qualities within the association, the industry and community-at-large.

Scott is not only CEO of Collum's Lumber Products, but also chairman of the board. He is past chairman of SLMA, having served in 2006. He currently serves as a director on the Binational Softwood Lumber Council and the Blue Ribbon Commission for development of a Softwood Lumber Check Off program, as well as on the board of the South Carolina Forestry Association.

The SLMA represents independent lumber manufacturers throughout the Southeastern United States. Members of the association produce an average of 4.5 billion board feet of quality Softwood and hardwood lum-

ber annually. SLMA represents over 140 member companies with the continued goal of helping perpetuate family-owned lumber businesses.

SLMA offices are located in Tyrone, Ga. For more information, visit online at www.slma.org.

PCBC -
Continued from page 1

marketplace and beyond, helped contribute to what show organizers described as a successful PCBC 2010. While still battered by a tumultuous housing market, over 9,500 housing industry professionals gathered for Pacific Coast Builders Conference (PCBC) 2010 at the Moscone Center located here. That figure was slightly less than the 11,000 that assembled the previous year, but a solid turnout for these times, organizers agreed.

"Given the fact that housing construction dropped nearly 50 percent in 2009, we're extremely pleased with our attendance," said Linda Baysari, California Building Industry

Association's (CBIA) Senior Vice President of Conventions and Meetings. "The quality of the traffic was up, the mood at the show was much more upbeat, and we've had a lot of positive feedback on the new programs and features that were developed for 2010."

Baysari added that the show was the culmination of a 16-month effort to bring excitement and innovation to the show floor while also supplying educational content that provided insight and knowledge into the current state – and the future – of the housing industry.

One of the most popular additions to the show floor this year was the Green Standards Pavilion, a section of the show floor designed specifically to educate attendees on California's new mandatory residential green building standards going into effect in January of 2011. The Pavilion featured handouts and checklists describing the requirements for each section of the new code and also featured educational sessions led by some of the top energy efficiency and code experts in the state.

"There were people who came up to the area that didn't even know about the new mandatory green standards, and they thanked us for putting that

Continued on page 17

In Stock, On-Time

Boise Cascade
Boise Building
Materials Distribution

LOCATION 800 NUMBERS

Albuquerque, NM	800-889-4306	Memphis, TN	800-238-5680
Auburn, GA	800-241-9089	Milton, FL	866-616-5507
Baltimore, MD	800-638-9830	Minneapolis, MN	800-281-5503
Billings, MT	800-548-7020	Orlando, FL	800-432-1544
Boise, ID	800-635-6854	Phoenix, AZ	800-289-9663
Chicago, IL	877-206-2144	Pompano Beach, FL	877-891-9252
Dallas, TX	800-966-3334	Portland, OR (Sales Office)	800-547-1942
Delanco, NJ	800-257-8459	Portsmouth, NH	800-962-9961
Denver, CO	800-525-1255	Riverside, CA	800-648-9116
Detroit, MI	800-295-6107	Salt Lake City, UT	800-562-2443
Grand Junction, CO	800-264-5842	Spokane, WA	800-541-0529
Greensboro, NC	800-210-6049	Tulsa, OK	800-299-5768
Houston, TX	800-392-3942	Vancouver, WA	800-621-8896
Idaho Falls, ID	800-336-7071	Westfield, MA - EWPI/Admin/Ops	800-832-8089
Lathrop, CA	800-796-9573	Sales Office	877-462-6473
Marion, OH	800-371-9615	Woodinville, WA	800-342-2299
Boise, ID - Corporate HQ	208-384-6427	Yakima, WA	800-572-3682
		Billerica, MA - Eastern Region Office	800-843-9663

Visit our website at www.BC.com/bmd

SLMA Photos – Continued from page 1



Hank Scott, Collum's Lumber Products LLC, Allendale, S.C.; and David Richbourg, H.W. Culp Lumber Co., New London, N.C.



Cees de Jager, Binational Softwood Lumber Council, Surrey, B.C.; Debbie Burns, SLMA, Tyrone, Ga.; and Steve Lovett, Phoenix Strategic Solutions, Bethesda, Md.



Lee Ashburn, Industrial Wood Products, Climax, N.C.; and David Richbourg, H.W. Culp Lumber Co., New London, N.C.



Ann Klumb, Steven O'Neill, Vicki O'Neill, Buddy Klumb and Steward O'Neill, Klumb Lumber Co., Point Clear, Ala.



Margo and George Varn, Varn Wood Products LLC, Hoboken, Ga.



Sue, Dan and Bill Exley, Exley Lumber Co., Clio, Ga.



Sue, Brandi, Jack and Jeff Jordan, Jordan Lumber & Supply Inc., Mt. Gilead, N.C.



Greg Hume, Dewey & LeBoeuf, Washington, D.C.; Tom Cator, SLMA, Tyrone, Ga.; and Mark Tucker, C.M. Tucker Lumber Companies, Pageland, S.C.



Dickie, Andrea, Nash and Ginger Elliott, Elliott Sawmilling Co. Inc., Estill, S.C.



Don and Sue Exley, Exley Lumber Co., Clio, Ga.; and Judith and Rich Williams, Columbus Lumber Specialties, Columbus, Ohio



Debbie Burns, SLMA, Tyrone, Ga.; and Fred Stimpson, Scotch & Gulf Lumber LLC, Mobile, Ala.



Rebecca, William and Vince Almond, Almond Brothers Lumber Co., Coushatta, La.

PCBC Photos – Continued from page 1



Don Barnes, Rick Ray, Cami Waner and Brian Hurde, The Collins Cos., Portland, Ore.



Dave Farley, Jeff Herlocker, Rob Mitchell, Gord Catherwood and Scott Thompson, BC Wood, Langley, B.C.



Brett Collins and Josh Hall, Woodtone Building Products, Chilliwack, B.C.



Allison Brown, Restoration Timbers, San Francisco, Calif.



David Crandall, Lyle Brief and Geoff Marshall, Cedar Valley Manufacturing, Hollister, Calif.



Craig Johnson, Phil Marr, Mark McCoy, Kimberly Hagin and Mike Chavez, Fleetwood Windows and Doors, Corona, Calif.

Additional photos on page 18

PCBC -
Continued from page 15

section together," said Silvio Ferrari, CBIA's Technical Analyst and the person in charge of staffing the Green Standards Pavilion throughout most of the show. "We had a full crowd for each of the sessions that were scheduled and we received nothing but positive feedback from the participants."

The Exhibitorium, which featured three themed days on energy retrofitting, the science behind the building, and the smart energy series, also proved to be popular according to Cara Watson, PCBC's director of education.

"Most of the sessions in the Exhibitorium were well attended and there was one session that was standing room only," said Watson.

At the center of the exhibit floor, the Town Square featured live radio tapings where exhibitors were interviewed about their latest and greatest product offerings. The Town Square also served as the starting point for the curator-led product tours.

Also featured in and around the Town Square was the PCBC Block Party during the last hour that the exhibit floor was open. Sponsors of the Block Party provided light hors d'oeuvres while PCBC provided the beverages, and over 1,000 people came together to enjoy the festivities while mingling with other attendees and exhibitors.

The HybridCore Home, the complete concept house featured on the exhibit floor, was also a big draw, said Ann Bivens, PCBC's exhibits director. She noted that the people responsible for the home had contacted her shortly after the show began to let her know that their goals for coming to the show were met within the first few hours that the show floor was open.

PCBC's family of conferences and educational sessions also proved successful and enjoyed strong attendance. The PCBC Executive Conference had strong numbers while PCBC's two specialty conferences, the Multifamily Trends Conference and the newly added Capital Markets Forum, pulled in roughly 400 and 300 participants, respectively.

"Based on the reception and mood at the show, and from continuously positive feedback from participants, PCBC turned out to be a great success and we couldn't be happier with the way all of our new programs and features turned out," said Baysari. "We're already contemplating how to improve upon the added features and bring even more innovation to next year's show."

PCBC 2011 is scheduled for June 22-24 at San Francisco's Moscone Center.

NAWLA TRADERS -
Continued from page 1

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

For those familiar with previous Traders Markets, there are new changes for this year. One of the most noticeable is the schedule. This year, the tradeshow floor will be open on Thursday afternoon (Nov. 4) and all day Friday, allowing attendees to return home Friday night or Saturday morning. Each day, though, will still end in a networking reception for a chance to relax and build your customer base. A new and surprising addition is the AIA-approved continuing education course for design professionals with a special focus on the environmental benefits of wood products.

Another welcome change is the addition of a keynote speaker at the Grand

Opening Luncheon on Thursday. Jim Morris, the real life inspiration for the Disney movie "The Rookie," will inspire and entertain attendees with his story of courage and perseverance. Many people may remember the story of a 30-something high school coach whose players urge him to try out for Major League Baseball. Jim did just that, and he made it into the "Big Leagues."

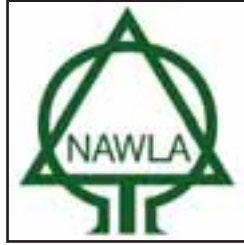
"Sometimes the word 'inspirational' is overused, but Jim personifies the importance of having a dream and the desire to reach it," said Vitale. "Making the majors at any time is nearly impossible. Jim did it while also juggling the responsibilities of a family and a career."

To meet the challenging economic times, NAWLA has revamped its education and training offerings at the Traders Market. This year, the focus will be on two areas: Sales Training and Global Trade.

Successful companies agree that their most valuable resources are their employees. To help companies train their sales force, NAWLA has partnered with David Kahle to present his "I Can" selling system as a special 8-hour education course preceding Traders Market. The "I Can" system is the latest iteration of the popular Top

Gun Survival School for Smart People and will be offered Wednesday afternoon and Thursday morning. While it is scheduled in conjunction with Traders Market, it is an additional option and can be attended without full Traders Market registration.

Global trade will once again be the topic of discussion at the Magellan Network Program, but this year will see a few new enhancements. For one, the event will be part of a larger, ongoing program by NAWLA to connect its members to current events in global trade. Also, the topic will involve exports and imports. One confirmed speaker is Mike Snow, who serves as the Executive Director of the American Hardwood Export Council. Snow is an expert on the promotion of U.S. lumber products into existing and developing overseas markets, and one of the most respected experts on the environmental benefits of using lumber products from North American forests.

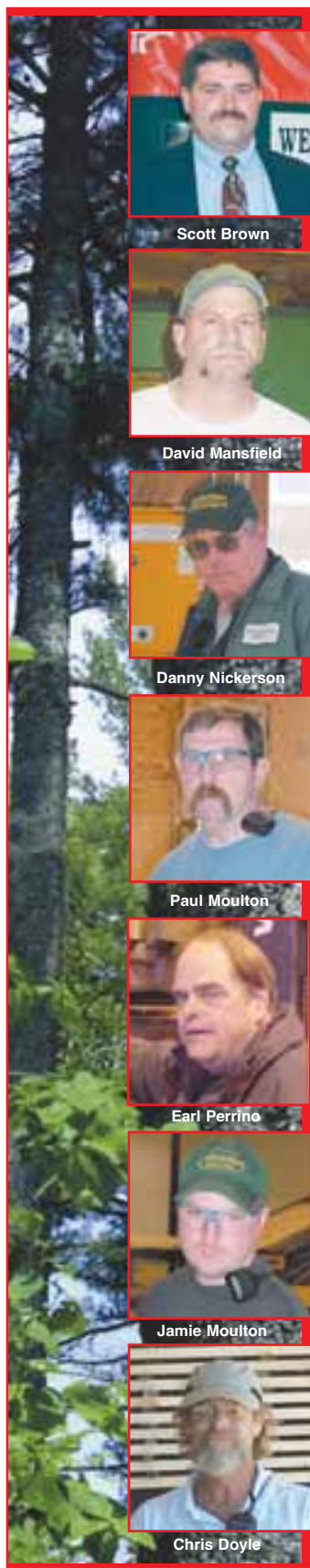


The 2010 Traders Market will also be the first chance to see the results of NAWLA's recent outreach efforts to the industry and the end-user. Just as wholesalers are the essential link in the lumber supply chain, NAWLA is in a unique position as representing wholesalers and manufacturers, hardwoods and Softwoods, lumber and product, and exports and imports. Many other lumber associations will be attending or exhibiting at the show, giving industry representatives the opportunity to increase the value of their participation.

Recognizing that architects, engineers, or designers need to specify the use of wood products for its members to succeed, NAWLA has worked with WoodWorks to provide a special continuing education class for design professionals at Traders Market. The class will include a focus on the environmental benefits of wood products in construction, and its attendees will have the chance to visit the tradeshow floor on Friday afternoon.

The NAWLA Traders Market is shaping up to be the crossroads of the industry, and companies who participate have many options to expand their presence with a variety of marketing opportunities. NAWLA has

Continued on page 19



DiPrizio's Eastern White Pine

**The Brand Built On Trust
For more than Half-A-Century!**

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

**DiPrizio Pine Sales
Your Complete Source**

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

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

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



1-603-473-2314



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

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

Manufacturers of Eastern White Pine

PCBC Photos – Continued from page 16



Judy Musgrove, Leigh Marie Lunn, Lisa Taylor, Shannon Mott and Pam Hannon, LP Building Products, Nashville, Tenn.



Dave Turley, Carrie Massone, Teri Ziemer, Kara Gregorich and Eric Wing, Marvin Windows and Doors, Warroad, Minn.



Ray Rossicone and Shawn Swint, Simpson Door Company, McCleary, Wash.



Erik Benson and Elizabeth Borelli, Universal Forest Products, Grand Rapids, Mich.



John Murray, Trina Turcan, Pete Schiffers, Chris Wischmann, Eric Wischmann and Randy Robbins, The Ainsworth Group, Vancouver, B.C.



Bill Conlan, Debra Kabarsky, Daria Lott and Robert Lemke, Saroyan Lumber, Huntington Park, Calif.



Richard Raab, Bridget Lind, Jarred Roy and Stan Sturtz, Pella Windows and Doors, Pella, Iowa



John Hedges, McFarland Cascade, Tacoma, Wash.



Arden Fullen, Gossen Mouldings, Milwaukee, Wis.

Idaho Forest Group Photos – Continued from page 13



Jim Scharnhorst speaks in regard to his recent retirement from Idaho Forest Group. Pictured at right, Marc Brinkmeyer, Idaho Forest Group, Coeur d'Alene, Idaho.



Dave and Patricia Tripp, Tripp Lumber Co. Inc., Missoula, Mont.; and Jim and Linda Scharnhorst, Idaho Forest Group, Coeur d'Alene, Idaho



Sam McCrary, Bent River Lumber Inc., Tulsa, Okla.; Scott Lewis, Intermountain Orient, Boise, Idaho; Lynn Wood, Intermountain Orient, Mesa, Ariz.; and Ralph Schmidt, Lazy S Lumber Inc., Kettle Falls, Idaho



Mark Herms, Herms Lumber Sales Inc., Fullerton, Calif.; Steve Linton, Tri-Pro™ Cedar Products Inc., Oldtown, Idaho; Rick Palmiter, Idaho Forest Group, Coeur d'Alene, Idaho; and Ron Cluster, Tri-Pro™ Cedar Products Inc.



Lori and Ahren Spilker and Dawn and Erol Deren, Idaho Forest Group, Coeur d'Alene, Idaho



Susie and John Malloy, Idaho Veneer Co., Post Falls, Idaho; Linda and Jim Scharnhorst, Colleen Palmiter and Andy Dunham, Idaho Forest Group, Coeur d'Alene, Idaho



Larry Holguin, All-Coast Forest Products Inc., Chino, Calif.; Susie Malloy, Idaho Veneer Co., Post Falls, Idaho; and Irene Holguin, All-Coast Forest Products Inc.; John Malloy, Idaho Veneer Co.; and Ida and Craig Torgeson, Idaho Forest Group, Coeur d'Alene, Idaho

NAWLA TRADERS -

Continued from page 17

streamlined and revamped its sponsorship program to maximize exposure and to allow companies of any size to participate.

Sponsorship opportunities range from inserting fliers into the registration bag to sponsoring Wi-Fi on the tradeshow floor. Sponsoring companies received a wide array of extra benefits depending on their level of participation, such as complimentary registrations, logo placement in the MarketGuide, or recognition at events.

Another new marketing opportunity is the New Product Showcase. Located in the middle of the show floor, participating companies will have the chance to promote their new products to potential distributors and buyers. When used in conjunction with the returning Spotlight on Exhibitors, the Showcase gives companies yet another chance to differentiate themselves from competitors. Slots are very limited though, so interested companies should contact NAWLA quickly.

The Traders Market show continues to be a supply and distribution show with a business focus, but NAWLA is evolving the show to meet the changing needs of its members and the industry. This year, they have opened full online registration for the first time, giving companies the chance to have an all-in-one shopping experience with the ability to pay by credit card.

Complete information can be found at www.nawlatradersmarket.com.

WHO'S WHO - Dingman

Continued from page 2

Engineered Wood produces a wide range of FSC-certified products. Their product offering includes I-joists for residential and light commercial use, structural laminated columns, 1-3/4-inch Glulam studs and 1.9E Glulam Beams 1-3/4-inches to 7-inches thick up to 36 inches deep in non-cambered. The recent \$12 million laminating plant expansion allows for commercial Glulams from 24-inches thick up to 96-inches in depth to 80-feet in length.

As part of its commitment to FSC practices, Nordic also offers an AIA-accredited green building seminar for design professionals.

Nordic Engineered Wood produces 200 million board feet of studs as well as engineered wood products annually.

Part of Dingman's job is to educate clients, the building community and design professionals in the structural applications of all Nordic's products and to provide instruction in using its design software choices.

Dingman has been involved in the forest products industry for 26 years, beginning in design and sales with Truss Joist Canada in 1984. During his career, Dingman has sold framing lumber in Vancouver, B.C.; spent 10 years in the roof truss industry and been a participant in an LVL manufacturer startup (now owned by West Fraser). He moved to the United States in 1998, where his first U.S. job was director of engineered wood products for Universal Forest Products. He has been with Nordic as a regional manager for nine years.

Dingman is a 1980 graduate of M.E.LaZerte High School in Edmonton, Alberta. He has a degree in civil engineering technology from Northern Alberta Institute of Technology and is a Certified Green Professional (NAHB).

In addition to his active career, Dingman enjoys golf, hockey, biking, swimming and recently sprint

triathlons — when he is not spending time with his wife of 24 years and their three sons.

WHO'S WHO - Fromme

Continued from page 2

purchases more than 100,000 board feet per year primarily of yellow Pine in D grade and No. 2.

A native of Victoria, Texas, Fromme graduated with a degree in business administration from Southwestern University in Georgetown, Texas. She studied in London, England, and was a Congressional intern in Washington, D.C. She held management positions in San Francisco, Calif., retail clothing businesses and was an event planner and travel coordinator in Oakland, Calif., before returning home to Victoria to work for Zarsky Lumber Co.

Zarsky Lumber Co. was established in 1928 by Frank and Charlie Zarsky. Today, the firm has 10 facilities and is currently ranked in the top 150 of *Pro Dealer Magazine's* ranking of dealers whose primary business is with the professional contractor. Also, they are in the top 200 of all lumber and hardware dealers in the country, according to the National Home Center News.

Fromme is vice-chair of the National Lumber and Building Materials Dealers Association. When she moves up to chair, she will be the first woman to serve in that position.

Fromme serves on the school board for Trinity Episcopal School in Victoria, Texas.

Fromme and her husband, Travis, have two children.

WHO'S WHO - Furtado

Continued from page 2

B.C. Furtado was previously employed at Canwel Distribution. His current focus is growing the North American Cedar market.

Sawarne Lumber Co. offers rough dimension, boards, balusters, decking, beams and timbers, pattern siding, fascia and fencing. The company manufactures and produces about 25 million board feet per year exclusively in Cedar, in all grades.

Services provided by Sawarne include: mixed load shipments, container loading, custom cutting, custom packaging, custom planing, dog earing, less-than-truckload shipments, paper and poly wrapping, precision

trim, re-sawing and ripping.

When he is not working, Furtado enjoys playing hockey, golf and fishing.

WHO'S WHO - Gaede

Continued from page 2

Union High School.

He began his sales job at Durgin & Crowell in 2003, three years after graduating with a business degree from Colby-Sawyer College in New London, N.H. His responsibilities at Durgin & Crowell include sales and the day-to-day operations. Gaede currently serves on NELMA's board of directors and on its Pine species sub-committee. He is chairman of the Durgin & Crowell safety committee.

Durgin & Crowell specializes in Eastern White Pine boards, multiple patterns, bark and shavings. Some of the services the company provides include special moisture content, moulder finish, mixed truckloads and multiple stop loads. All of the company's loading is done inside a covered area.

Durgin & Crowell's association memberships include the Temperate

Continued on page 22

10:00 -- Made a tee time.
11:15 -- Played nine holes.
3:20 -- Played nine more.

HAIDA Skirl
CALL IT THE FUN SIDE OF CEDAR.

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

Haida
Forest Products Ltd.

West Coast Cedar Specialists
www.haidaforest.com

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

REAL CEDAR

Don't Be Left Behind by your competitors

Reserve your position NOW in the 10th

- * Air Systems of Lenoir Inc.
- * Anthony Forest Products Co.
- * Arcwood Trading Inc.
- * Beasley Forest Products
- * Bennett Lumber Products
- * Boise Engineered Wood
- * Bridgewell Resources LLC
- * Blue Book Services
- * C&D Lumber
- * Cabot Stains
- * Cedar Creek, Inc.
- * Clearwater Paper
- * Collins Cos.
- * Delta Cedar/Westshore Specialties
- * DiPrizio Pine Sales
- * DMSi
- * Durgin & Crowell Lumber Co.
- * Eastern Forest Products
- * Eastern Red Cedar Products
- * Enyeart Cedar
- * Gilbert Smith Forest Products
- * Hancock Lumber Co.
- * Idaho Forest Group
- * Idaho Timber Corp.
- * Irving Forest Products
- * JH Baxter & Co.

*10,000 distribution targeting
Wholesale Distributors
Wholesalers
Remanufacturers
& Mills*



softwoodbuyer.com

**Indicates advertisers who have renewed for the 2010 NAWLA Special Edition*