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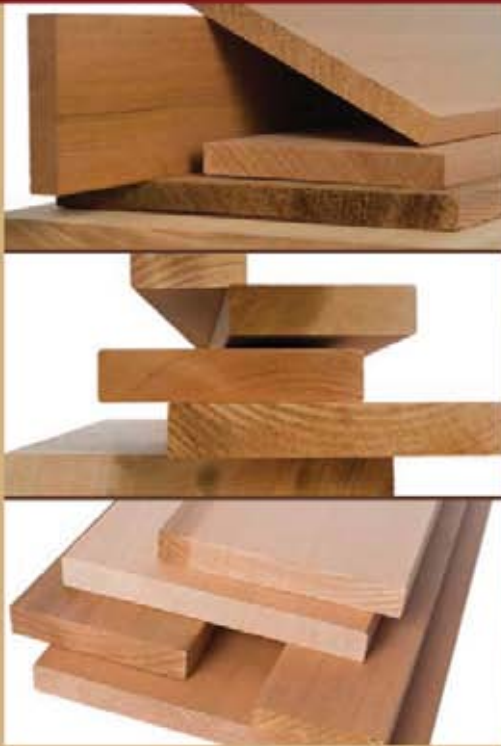
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**WHO'S WHO - Ayers**

Continued from page 32

Ayers, have one son.

In his free time, Ayers enjoys coaching youth athletics, fishing, hunting and following University of Indiana basketball and Indianapolis Colts football.

**WHO'S WHO - Belzil**

Continued from page 2

West Bay Forest Products, based in Langley, B.C., manufactures 40 million board feet annually of Western Red Cedar.

Marc has worked for West Bay Forest Products approximately eight months.

He has worked for three other companies in the forest products industry.

Marc studied Business & Marketing at the University of New Brunswick.

Marc and his wife, Talia, have been married eight years.

In his free time, Marc enjoys wakeboarding, surfing, travel, and playing guitar.

**WHO'S WHO - Craig**

Continued from page 2

Southern Yellow Pine, MDF, Particle Board and hardwood frame stock. The company offers its goods nationally and internationally with a niche in liquidations and closeouts.

The company is a member of the North American Wholesale Lumber Association.

Craig has worked in the forest products industry for 12 years.

He has worked for Gulf Coast Shelter

for four years in his present position. Prior to that, he worked in construction as a licensed home builder and in furniture manufacturing.

He graduated from Auburn University-Montgomery with a bachelor's of science in business administration. He and his wife of 18 years, Kristal, have a son, Jacob, 12. In his free time, Craig enjoys hunting, fishing and coaching Little League football.

**WHO'S WHO - Filler**

Continued from page 2

ness associate for 40 years; also a friend, past "hotshot" forest firefighter, pilot and big-game hunter.

Filler King Company's niche is that it is strong in the structural wood products market and it supplies the full line of laminated structural members. The company manufactures laminated beams, laminated decking and solid decking in Douglas Fir, Alaskan Yellow Cedar, Inland Red and Port Orford Cedar. Filler King also builds custom-specified curved beams and arches in virtually all western Softwood species. It sells its products nationally and internationally, by truck for yard and on-site delivery, and by rail. The company has recently introduced the "Dynamic 3000F 2.2E King Beam."

The company is a member of the American Institute of Timber Construction and the Timber Products Manufacturing Association. Its management team is also active in the North American Wholesale Lumber Association.

The company was recognized by the Southwest Idaho Private Industry Council for employment and training excellence.

To adapt to the economic downturn,

the company has developed new products. According to Filler, the manufacturing process has also been streamlined.

Bud Filler has worked in his present position for 22 years, the entire time he has been with Filler King Company. He has worked in the forest products industry 56 years. His first job was as a smokejumper for the U.S. Forest Service. He also has worked in logging, manufacturing, and new products for Potlatch, and in lumber and specialty products management for Boise Cascade.

A graduate of Altoona (Pa.) High School, Filler obtained a bachelor's degree in wood utilization from Penn State University and a Master's of Forestry in Forest Products from the University of British Columbia in Vancouver, B.C. At Penn State, he was an Army distinguished military graduate, and served two years as an artillery officer in the 9th Infantry Division.

Filler and his wife, Ellie, have three sons and two daughters, and live in Boise, Idaho.

In his free time, Filler enjoys hunting, skiing, hiking and writing.

**WHO'S WHO - Hunter**

Continued from page 2

east coast.

With 22 years prior experience, Hunter previously worked for Cabot Stains in the factory finish division, Fraser Cedar and Coastal Forest Products.

PPG offers a full family of primers, finishes, stains and oil and acrylic primers, specifically formulated for machine applicators and their requirements.

A graduate of Northern Essex

The Softwood Forest Products Buyer

Community College, Hunter obtained an associate degree of liberal arts. He and his wife of 28 years, Paula, have one son, two daughters, one grandson and two granddaughters. In his spare time Hunter enjoys hockey and football.

PPG Industries is a global supplier of paints, coatings, chemicals, optical products, specialty materials, glass and fiberglass. The company has more than 150 manufacturing facilities and equity affiliates and operates in more than 60 countries. For more information about PPG and PPG Machine Applied Coatings, visit them on the web at [www.ppgmachineappliedcoatings.com](http://www.ppgmachineappliedcoatings.com) or call 1-877-622-4277.

**WHO'S WHO - Fraser**

Continued from page 2

ence with Roseburg Forest Products, Fraser has handled large box inventory management programs as well as melamine, particleboard and hardwood plywood programs.

According to a company representative she will be aligned with the SFI's South Central Territory defined as the states of Colorado, New Mexico, Oklahoma, Texas, Arkansas and Louisiana. Fraser will also manage SFI's Port facilities in Houston, Texas and New Orleans, Louisiana.

Shelter Forest International is part of The Shelter Group. The Shelter Group is an umbrella company for Shelter Products Inc., Portland, Ore., Gulf Coast Shelter, Daphne, Ala., and Shelter Forest International. For more information and to view Shelter Forest International's current catalog visit [www.shelterforest.com](http://www.shelterforest.com).

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**NORRENBERNS -**

Continued from page 4

managed to squeeze out a payment to Norrenberns, enough to cover 1/3 of the costs to move and 3/4 of the traded property, not to mention the added financial burden of hiring a lawyer. Bruce isn't complaining. "We were lucky to find a place. They paid what they considered fair. It will take time to work out of debt."

Some advantages of the previous location are missed, yet the new one touts its own, most notably more visibility. Though lacking an entrance on the main road, the 6,000-square-foot store, vastly larger than the previous at 900 square feet, backs onto it. Other buildings include a 100 X 150-foot drive-through for clears and plywood, another 32 X 260 for construction lumber, a 5 X 125 lean-to shed, a 30 X 40 barn, and sundry trailers. "We take advantage of anything we can," said Bruce, of the well-functioning yard, spread out on 3-1/2 acres, where two Hyster forklifts suffice to move materials around.

Customers that need wood cut are readily accommodated. Norrenberns is equipped for custom cutting with a Milwaukee panel saw, Dewalt radial arm, and a Delta table saw. "We're ready to do whatever it takes to please them," said Bruce. Many customers do their own quick pick ups, and many orders are delivered on one of three Ford flatbeds, or an additional one ton Chevy van.

The original yard stood since 1946. Bruce's father, Robert Bruce, had worked for Herman Norrenberns

since the early 50's and purchased the business in 1972 when Norrenberns retired. Steve worked right out of high school, taking a brief hiatus to work for UPS for a few years and has been running the family business along with his brother Jim since their father passed away in 1999. Steve is pleased to have his son Patrick on the job with him every day, on and off the job since high school and now after college, and likely to maintain the business upon Steve's retirement. He doesn't expect to see his daughters working in the field though. Daughter Kerry is finishing her studies of the classics toward a library science degree, and Casey is currently working in politics after having graduated from the University of Missouri with a bachelor of arts in sociology.

Bruce has been content with his chosen path and with business growth. "I don't want it to be too big; it's going good, though we can always use a little more business." The economy slid business over to the slow side, just as Bruce had hired extra help. Rather than let anyone go, each person takes a day off without pay and is glad to do it. "You get to know people, working with them every day," said Bruce. "We get together over at one of the guys' houses, watch the Daytona 500 or something, drink a couple beers, all one family."

Bruce is confident things will turn around economically, perhaps in over a year. "They always do," he said.

To contact Norrenberns, call 314-843-0700.

**LAMPERTS -**

Continued from page 6

in Sleepy Eye, Minn. Both brothers were born in Switzerland and their father moved the family to the United States in 1866. Jacob managed the yard at Sleepy Eye while Leonard ran a yard purchased in 1890 in Mankato, Minn.

As communities sprang up along railroad lines in the Northern U.S., Lamperts set up 10 lumberyards in these towns before 1900.

In 1900, Lamperts' headquarters was moved to the Twin Cities. By 1937, Lamperts had a total of 53 yards. The next year, John K. Fesler was elected president of the company.

From then until the late 1970s, the company quickly grew and prospered. According to Lamperts website, "Sales volume increased steadily. Yards were bought and sold during this period. Most of the time, yards were purchased one at a time. At one point, the company owned approximately 75 yards."

The 1980s were a turbulent time for the lumber and building materials industry and for Lamperts. Since then, Lamperts has positioned itself for success.

Egan was recently asked how he thought the next six months would go for Lamperts. He said his crystal ball was cloudy. However, he said, "We're budgeting relatively flat with a year ago."

Asked about a year ahead, he said his crystal ball was "even cloudier. I really don't know. The year 2010 start-

ed strong and slowed up a little bit. I see some good indications. But they're spotty as well."

He was asked how Lamperts deals with winter months, considering that their stores are in some of the coldest spots in the nation. "That's part of our challenge," he acknowledged. Winter can be a tough time, he said, and it can be hard to retain good employees during those frigid months. The best months for Lamperts, he said, are June through October.

With the economic downturn, Lamperts has minimized operations to meet the business environment, Egan said. Lamperts closed its two smallest stores in 2010. Both were in areas serviced by multiple Lamperts operations. Nearly all of the company's salespeople have been retained.

"We've got a strong sales team, strong local management with autonomy to manage from the local level without a cookie cutter approach and all quality products," Egan said.

The experience of its employees and the decision-making authority given to its managers are two strengths of Lamperts, Egan noted.

For more information on Lamperts, go to [www.lampertyards.com](http://www.lampertyards.com) or call (651) 695-3600.

**FREEMAN -**

Continued from page 7

through distribution and direct to customers."

Operating two shifts, the firm employs 120 people. Contract carriers and rail

Continued on page 38



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**FREEMAN -**  
Continued from page 37

service handle the logistics of Freeman's lumber products.

Richard and Charles attribute the success of Freeman Lumber to their employees and being a progressive company in a competitive market. "We are a progressive company in that we continue to update our mill so it's efficient and we're getting excellent recovery," Charles explained. "People have asked us how we manage a business this well with just two people at the helm, and I tell them it's because we're not just 'two' people running this operation. We rely on a lot of good people and our success belongs to our people."

By 1992 they had installed the company's first dry kilns. Today they operate two boilers with a million board feet of lumber capacity per charge.

In 1999 the Freeman's literally rebuilt their business from the ground up. "Our first move was installing a 10-foot curved sawing line in 1999," Richard said. "At that point we were really focused on stud production and shortly after we began a series of projects in that mill which involved the introduction of the bin sorter, an optimized board edger and later we installed a trimmer. We completely rebuilt our planer mill with a linear optimizer and a 20-bin sorter so that we can now handle both studs and random lumber in that processing facility. We also installed a moulding plant with an 8-head precision moulder; trim line, stacker and other lumber handling equipment. Then in 2007 we com-

pletely renovated our random log sawmill. So we've put a lot of work into becoming efficient and maximizing our recovery."

The equipment at Freeman includes three primary breakdown lines. "Because we are a White Pine sawmill, we still run a Cardinal carriage. We have a thin kerf double-cut band on it. Our stud line is a Comac DDM6, which is like a small sawmill in a box—it's a curve sawing line. Our main primary breakdown line is a Comact OLI with a transverse fed fully optimized Shurman gang edger behind it. We have one Comact and one by PHL optimized board edgers, and two bin sorters. The technology we have in place coupled with our skilled labor force gives us the ability to produce 75 million feet a year."

Charles said they also have a transverse moisture meter, "so our customers can be assured we have good consistency in our drying process. Our target is 10 to 12 percent moisture content."

Freeman Lumber has three forest technicians on its staff and is committed to providing their customers with wood products harvested from sustainably managed forests. To obtain this, the firm has established a Chain-of-Custody system that provides a link between certified forest and the raw materials used in their manufacturing processes. Forest Stewardship Council (FSC) and Sustainable Forestry Initiative (SFI) certified, Richard said, "We are currently involved in a project that we expect will lead to the FSC certification of our woodlands as well."

Harry Freeman & Son Limited is a

member of the Maritime Lumber Bureau, Forest Products Association of Nova Scotia, and the Wood Products Manufacturers Association of Nova Scotia. Richard Freeman is currently president of the Forest Products Association of Nova Scotia and past chair of the Maritime Lumber Bureau. Certified to North Eastern Lumber Manufacturers Association (NELMA) standards, the company also obtained certification by the International Organization for Standardization (ISO 9001). For more information visit [www.freemanlumber.com](http://www.freemanlumber.com) or contact 902-685-2792.

**MIDWEST TRENDS -**  
Continued from page 8

for a positive year in 2011. "I think things are going to continue to improve. The demand for Softwood will start to pick up and prices should begin to improve by spring."

A source in Kansas, which serves treating plants, secondary manufacturers, domestic and international wholesalers and home centers also said fuel prices have climbed dramatically in recent weeks. "We expect to see oil prices continue to rise as the value of the dollar continues to decline while the government continues to attempt to stimulate the economy through increasing the money supply," he said. "Other issues important to our industry right now are systemic relative to the general economy such as bank credit and job availability. With these tight reins on credit, and the job market getting tougher,

The Softwood Forest Products Buyer

construction will be on hold for a long time.

"Industrial products seem to be moving better than others," he explained. "New construction is down historically in this area."

Looking into the year ahead, he said, "Barring any catastrophic events affecting our national economy or security, we expect to see the tide change for our industry with mild improvement throughout 2011."

Another source in Kansas said prices recently pushed higher in response to supply-side issues and marginally stronger demand. "Log shortages have been approaching since November. Some of the holiday shut-downs left some mills with little to offer."

Like others in the region, the Softwood supplier said transportation availability is an ongoing challenge. "We've lost a lot of mills and a lot of the truckers too. Rates are naturally going to be higher because availability is low."

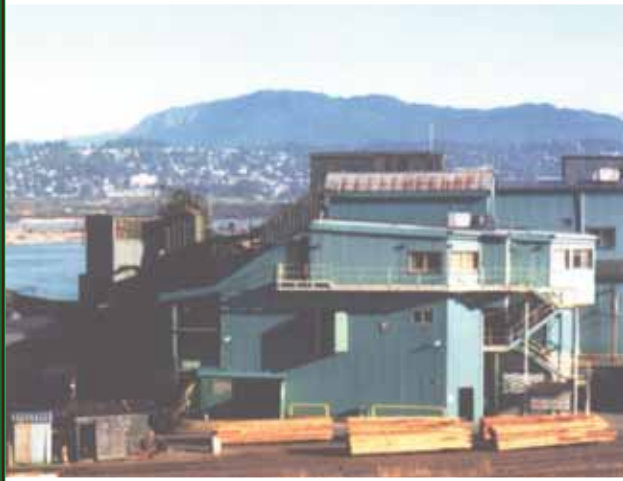
For the year ahead, the Midwestern Softwood supplier is optimistic but guarded. "In normal times we should see a seasonal pick up by the spring. But we haven't seen 'normal' times in two years."

**BLUE BOOK -**  
Continued from page 17

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Continued on page 39

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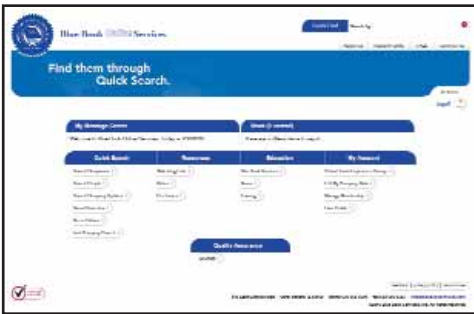
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**BLUE BOOK -**

Continued from page 38

two subscription options are available. Both include the complete suite of information, reports and tools, with the primary difference being the number of authorized users (2 or 5). Lumber professionals can join for around \$500 (U.S.) because of limited time dis-



Blue Book Online Member Landing Page

counts presently available. "The membership pays for itself within the first few times it's accessed," Carr explained. "If you save yourself from just one bad account, you've paid your membership ten times over." "Most companies will relate the Blue Book to the old Lumbermen's Red Book," Executive Vice President Jim Bartelson explained. "Once they make that connection, the light bulb goes off. Of course there are some huge differences in the Blue Book and the old Red Book, one of them being the depth of data, the ability to pull credit reports or business reports with Equifax information and then the accounts receivable aging data is a huge value to those companies looking for credit information on how a company pays their bills. Also we've attended and participated in industry conventions including the Southeastern Lumbermen's Association, the Mississippi Lumber Manufacturers Association, British Columbia Wholesale Lumber Association, and recently, the National Hardwood Lumber Association. We've



Blue Book Online Home Page

heard from many companies that we've spoken with at these meetings and conventions that are so thankful to have another service out there that has replaced the Red Book. We saw a void and a need and we're working together with the industry to fill it." Subscribers (or members) are currently benefiting from this listing data in two important ways through Blue Book Online Services (BBOS). Members can use BBOS to conveniently and cost effectively search, sort, and review listings, of individual companies or entire market segments. Beyond that, users can save searches (for future use), record pri-

vate notes on companies, or create custom lists to closely monitor new customers or high-risk accounts.

"Blue Book information and reports are currently assisting lumber companies—everyday—in making safe and profitable business decisions," summarized Carr, "and we encourage those not yet taking advantage to learn more by requesting a free introductory webinar."

The developing partnership with the lumber industry serves as the solid foundation through which Blue Book is able to deliver value back to current and future lumber members. Carr explained, "We work 'hand-in-glove' with the fresh produce trade and the consistent result is accurate, timely, and reliable information. Thankfully, we are seeing the same working rela-



Blue Book Services' corporate headquarters is located in Carol Stream, Ill.

tionship develop with the lumber industry."

"For example, an ever increasing number of lumber companies—from mills to secondary manufacturers to wholesalers—are routinely submitting their accounts receivable aging information," Bartelson said. Displayed in Blue Book business reports (from unspecified sources), the expanding amount of A/R aging information is another important tool to evaluate credit risk. "In a challenging economy—where every dime counts—this is real tangible benefit."

For companies now considering submitting their A/R aging data, Blue Book Services understands the challenges of multiple priorities and resource limitations. Fortunately, today's technology makes it rather easy to safely submit A/R aging data in standard formats. In fact, companies using accounting applications such as DMSi Agility software or WoodPro software will find it a real snap because of the special utility built right into it.

The combination—of a powerful lumber industry database teamed with current credit data—cannot be found elsewhere. This fact is one reason why Blue Book Services is one of the North American Wholesale Lumber Association's (NAWLA's) "recommended and approved service providers."

BBOS was first launched at NAWLA's 2009 Traders Market and several product innovations were introduced at the 2010 convention recently held in Chicago.

"The enthusiastic industry response—in the form of verified listings, more subscribers, and increased data—confirms Blue Book is on the right path," concluded Carr, "We are proud to be working closely with lumber professionals to develop a best-in-class credit rating resource which will reliably serve member companies and strengthen the industry."



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**SFPA -**  
Continued from page 21

izations in attendance here at the Mansion on Forsyth Park. "I thought it was one of our best, considering the economy," said SFPA President Digges Morgan.

Roundtable discussions were held concerning Southern Pine Council committee activities, Expo and membership, as well as a building professionals panel composed of a builder, an architect and a lumber dealer. SFPA reported that "education, design tools and personal contact are the key ways to encourage builders and designers to rely on raised wood floor foundations rather than concrete slabs," according to participants in a Building Professionals Panel at the Annual Meeting.

Panel participant Andy Chambers, who has 20 years experience in the homebuilding industry in the Jacksonville, Fla., area, joined Bob Esposito, a designer in the Jacksonville area with 25 years experience in residential architecture, and Ray Gaster, president of Gaster Lumber and Hardware in Savannah, Ga.

SFPA reported that regarding general promotion of Southern Pine products, Ray suggested the industry focus on quality. Ray also recommended SFPA member companies offer SFPA technical publications at their exhibits at trade shows for dealers and distributors.

SFPA reported that much of the Building Systems Committee's discussion centered on how to increase the use of wood in nonresidential structures and what types of tools and information might help encourage architects and structural engineers to design with wood. Bob Browder with the Southern Pine Inspection Bureau addressed the group as well.

The Special Products Committee discussed the remodeling market and SFPA noted it wants to increase marketing and communication efforts with women, significant decision-makers regarding the products and styles used in remodeling projects. The International Committee was updated on a new website designed to support Southern Pine in international markets and also reviewed the association's strategic plan for international market development. The website will be launched later this year, according to the association.

SFPA attendees at a roundtable on membership discussed ways to help recruit new members for the organization. SFPA has set the seminar program at Expo 2011 next year in Atlanta, which was a main topic of discussion at this year's Expo Committee roundtable.

The SFPA also elected a new slate of officers. They are Chairman Joe Patton, Westervelt Lumber, Tuscaloosa, Ala.; Vice Chairman Fritz Mason, Georgia-Pacific LLC, Atlanta, Ga.; and Treasurer Tom Rice, Conner Industries, Fort Worth, Texas. Patrick Harrigan of Harrigan Lumber Co., Monroeville, Ala., will serve as immediate past chairman.

For more information about SFPA, go online to [www.sfpa.org](http://www.sfpa.org). SFPA offices are located in Kenner, La.

**PWLA -**  
Continued from page 23

Year at the recent Christmas luncheon at the Embassy Suites Hotel here, hosted by the Portland Wholesale Lumber Association (PWLA).

The PWLA began in the early 1920s so industry members could gather and discuss lumber market issues. The annual Christmas luncheon has been honoring a single individual as Lumberman of the Year since 1980.

For more information about the PWLA, email [info@portlandwholesalelumberassociation.org](mailto:info@portlandwholesalelumberassociation.org).

**WESTERN TRENDS -**  
Continued from page 27

because of our overseas markets." Producing western SPF the contact said his price increases are modest. "A weak U.S. dollar will only enhance demand from export markets and global business will remain a major offset to weakness in the U.S. Many of our domestic customers express caution, but we do have a handful that are reporting more confidence for the long haul."

As we head into 2011, the supplier expects export markets to increase. He is hopeful for an increase in domestic sales but cautiously so.

**NORTHEAST TRENDS -**  
Continued from page 27

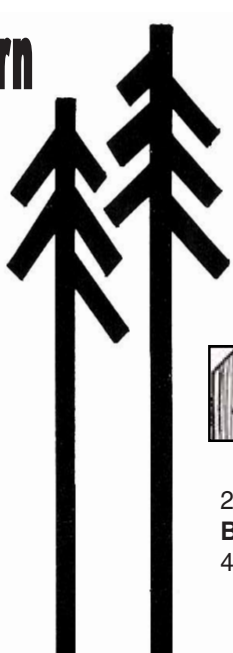
build up to happen in the early spring with people looking to secure some wood because they are a little worried about where it's going to come from. But as I've told many people, you can't survive in the sawmill business unless you're optimistic."


Elsewhere in Connecticut, a Softwood supplier said, "The Softwood market is not bad considering what is going on in the entire industry. I would say it's fair. Is it booming? No. Is it in the tank? No. It's bumping along I think."

Supplying Eastern White Pine, Southern Yellow Pine, Sugar Pine, Western Red Cedar and Douglas Fir, the contact mentioned his customers don't order lumber until they are running low. "People do not stock anymore. They wait until they are down to their last board. It's very hard to get people to restock, even when our salesmen notice that a buyer is out of a particular item, they mention it to them and the buyer wants to wait and see if he gets an order for it first. Regardless of what you're selling, they buy it when they have an order for it.

"This lumber is used for architectural purposes. It's not like siding so the high-end architectural jobs that this lumber is used for have slowed as well," he continued. "Sugar Pine used to be the number one board that we sold but now it has come way down in pricing, which has made it very competitive. People have switched to Eastern White Pine now and they've kind of just settled in. It should be


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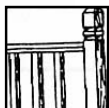
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**NORTHEAST TRENDS -**

Continued from page 40

moving better than it is."

He also mentioned that supply has not been an issue. "Nobody is over stocked. Everybody has their log decks down but we haven't had any real problems getting what we need."

As for inventory levels the contact said, "We've been trying to tighten up wherever we can. I'd say our inventory levels are about the same. Our prices are stable, they may have inched up a little on select items."

The source said other issues include transportation rate increases. "I understand that the truckers aren't making big bucks, but our cost for trailer loads have really gone up along with availability. We have mills that have been late and normally they didn't have that problem and what they're saying is they can't get truckers to pick up their loads. I don't know if that's because they're figuring it to low when they quote it and then it comes in too high and they keep shopping it or if there is a real shortage of available trucking. They're not telling us. So trucking is definitely an issue, especially here in New England," he explained.

**ONTARIO/QUEBEC TRENDS -**

Continued from page 28

and for that, you need cash, which means sales, and the sales are not there," he said with a rueful laugh.

The sales manager at an Ontario mill was a bit more optimistic about the coming year, even as he acknowledged a less-than-stellar 2010.

"I would say that right now everything is really slow, but it's that time of the year," he said. "But everything looks pretty good, or at least, better for 2011."

He said he foresees increased demand for softwood because of increasing need in places like China. He added that he believes that with the mill closures of the past couple of years, those facilities that remain will stand a better chance of building their market share.

"There are a lot less mills that will crank up the production, and those that do will be on limited shifts," he said. "The supply and demand is getting more squared up."

"Between the consumption in China and in the North American market, we should see a steady increase in prices in 2011 and quite a bit more in 2012," he predicted.

That forecast would be music to the ears of the vice president of sales at one Quebec wholesale facility. His operation, which handles SPF as well as Yellow Pine, has seen slightly better sales this year over 2009.

"It's stable, but there's nothing great going right now," he said. "It's not going up like crazy. The industry, meaning the housing market, is not back yet. I think people are keeping their money in their pockets and are not buying."

He said he is guardedly optimistic about 2011.

"I wish to say yes, but we're not there yet," he said about success in the coming year. He said the market still lacks short term stability. "We need to take it step by step. It's not so bad, but it's not

regular. It's hot and cold all the time."

He said that uncertainty is reflected in every level of the industry, including with his customers, who consist mainly of lumberyards, lumber retailers, and timber framers.

"What we're seeing right now with our customers is that they are opening later than usual and closing earlier than usual," he said. "If they usually open at 7 a.m., they're opening at 9 a.m., and if they usually close at 5 p.m., they're closing at 3 p.m."

That sentiment was echoed by the general manager at another Ontario mill that specializes in wide plank flooring, and which cuts Pine and Fir.

"It hasn't changed much for me," he said of sales in the past year. "Demand is steady."

His company, which sells directly to domestic lumberyards, has begun investing in more Internet advertising in a bid to drive up sales. He said he believes the industry's best hope lies across its southern border.

**SOUTH/SOUTHEAST TRENDS -**

Continued from page 28

confidence is still very low."

He added that unless unemployment rates change, "we're just not going to see any improvement. At one point I had hoped that we would see a significant improvement by the second quarter of 2011, but I'm beginning to think it could be well into the year or even into 2012."

Handling a variety of Softwood species, the supplier also mentioned accounts receivables as a trouble spot. "It's one thing to sell it but another thing entirely trying to collect your money on it."

He said his inventory is down 60 percent from two years earlier and prices are holding steady. "We're seeing some good prices on Cypress. The No. 2 grade prices are up and prices are down along with demand for the Select grades."

Transportation rates have been fairly stable he said, however there is a shortage of trucks.

For 2011 the contact hopes to at least stay at the profit levels of 2010. "Hopefully we'll see a pick up in business that we can hang our hat on by the third quarter."

A Southern Yellow Pine manufacturer in Georgia hopes for a better kick off to 2011 than he experienced in 2010. "Southern Yellow Pine decking was depressed late in 2009," he explained. "Then it went on a good streak that lasted into the summer of 2010."

Later, he said decking prices dropped nearly \$350. "The downside of that was so extreme, prices reached levels lower than I've seen since 1980."

Log supply was also difficult towards the end of 2010 according to the manufacturer. "The premium grade logs are hard to find. I'm not sure we'll see a good set of circumstances for this year but I can say that buyers are stocking up already because the prices are so slow."



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## TRADE TALK

### Eddie Smalling Joins Oregon-Canadian's Sales Team

**North Plains, Ore.**—Oregon-Canadian Forest Products, based here, recently announced the addition of Eddie Smalling to its sales team.



Eddie Smalling

Smalling brings approximately 20 years of experience as a former trader for Forest Grove Lumber Co. and North Pacific. A graduate of Crook County High School, he is a member of the Portland Lumber Association and Hoo Hoo International. In his spare time he enjoys playing golf and fishing.

Wayne Holm in North Plains, Ore., founded Oregon-Canadian Forest Products in 1977. With more than 30 years in operation, Oregon-Canadian produces 2.5 million board feet per month of Douglas Fir and Hemlock clears and industrial grade Softwoods. The company employs over 140 people and includes a 25-acre facility in North Plains, a plant in Newberry, S.C., as well as Oregon-Canadian Europe Limited based in Manchester, England.

The firm offers a wide selection of forest products from Douglas Fir, Hemlock, and Western Red Cedar to its exclusive Exoro brand tropical wood decking and rough and industrial hardwoods. For more information visit [www.ocfp.com](http://www.ocfp.com).

### Kevin Murray Joins Mary's River Lumber Co.

**Corvallis, Ore.**—Mary's River Lumber Co., based here, recently announced that Kevin Murray, formerly of Hoover Treated Wood Products Inc., has joined the sales team.



Kevin Murray

A seasoned trader, Murray previously worked with D.R. Johnson Lumber Co., Tree Source Industries and Western International Forest Products. Murray is a graduate of the University of Phoenix where he obtained an MBA. He earned his bachelor's degree in Business and Forestry at Oregon State University. In his spare time he enjoys fishing, gardening, muscle car restoration, reading, martial arts and college football.

Mary's River Lumber Company manufactures Western Red Cedar lumber, boards, siding and decking. For more information visit [www.marys-riverlumber.com](http://www.marys-riverlumber.com) or contact 541-257-3219.

### American Wood Council Elects Patton As Chairman

**Washington, D.C.**—The American Wood Council (AWC) recently appointed Joe Patton of Westervelt Lumber in Tuscaloosa, Ala., as chairman. He succeeds Marc Brinkmeyer of Idaho Forest Group who will remain on the board.

The American Wood Council (AWC) is the voice of North American traditional and engineered wood products, representing over 60% of the industry. AWC provides technical, legal, and economic information on wood

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design, green building, and manufacturing environmental regulations advocating for balanced government policies that sustain the wood products industry. For more information visit [www.awc.org](http://www.awc.org).



Joe Patton

### Mid-State Lumber Hosts Fall Product Fest

**Branchburg, N.Y.**—Mid-State Lumber hosted over 300 Tri-State Retail Lumber Dealers and Nadra Contractors at a Fall Product Fest in Branchburg, N.J.

Top industry manufacturers displayed products and offered product demonstrations.

Vendors included: James Hardie,



Gary Bernstein, vice president, operations; David Bernstein, vice president, finance; New Jersey Senator Leonard Lance; Ken Bernstein, vice president, marketing, Mid-State Lumber Corp., Branchburg, N.J.



Ken Bernstein, vice president, marketing; Ron Kaplan Chairman, President and CEO, Trex®, Winchester, Va.; David Bernstein, vice president finance, Mid-State Lumber Corp., Branchburg, N.J.

Georgia Pacific, Trex, Regal Ideas, Aeratis Porch Flooring, Fraser Cedar Shingles, Norbord, and BCF Shakes and Shingles.

Vendors were active demonstrating and explaining their newest offerings to the market.

The evening also included keynote speakers, Ron Kaplan, Chief Executive Officer of Trex and Congressman Leonard Lance of New Jersey.

Among the demonstrations, the Trex railing and decking bending machine created interest and questions. Contractors and dealers realized an opportunity to offer additional flare to their current Trex programs without any additional inventory cost, according to a company spokesman.

For more information call 908-725-4900.

### Garth Williams Joins Idaho Forest Group

**Coeur d'Alene, Idaho**—Idaho Forest Group recently added Garth Williams to its team.

Formerly of Boise Cascade, Williams will focus on specialty products as an account manager.

Idaho Forest Group is headquartered here and operates three sawmills in Chilico, Grangeville and Moyie Springs, Idaho.

### Western Forest Products Rebounds With \$6.9 Million In Profit

**Vancouver, B.C.**—Western Forest Products Inc., based here, reported a \$6.9 million profit in the third quarter of 2010. Bouncing back from a year

Continued on page 43

## TRADE TALK

Continued from page 42

earlier, the lumber producer's revenue increased by 17 percent.

A representative for the firm said the improvements were largely driven by lower fiber and manufacturing costs, higher sales volumes of logs, lumber and by-products combined with a focus on higher-margin production.

The company said that this is partially offset by the negative impact on revenues due to the strengthening of the Canadian dollar versus U.S. currency and by \$1.6 million of start-up costs at its sawmill in Ladysmith, B.C.

### Potlatch Exec Presented At REITWorld Conference

**Spokane, Wash.**—Potlatch Corporation, located here, recently reported that Michael J. Covey, chairman, president and chief executive officer and Eric Cremers, vice president finance and chief financial officer, provided a company overview to investors at the REITWorld Conference in New York City, N.Y.

A live audio web cast of the presentation is available via the Investor Resources page of Potlatch's website at [www.ir.potlatchcorp.com](http://www.ir.potlatchcorp.com).

Potlatch is a Real Estate Investment Trust (REIT), with approximately 1.5 million acres of timberland in Arkansas, Idaho and Minnesota.

### West Fraser Announces Management Additions

**Vancouver, B.C.**—West Fraser Timber Co. Ltd. recently announced the following two additions to the company's senior management team as well as an expansion of the duties of Chris McIver, the company's vice-president of lumber sales.

Sean McLaren has been appointed vice president, U.S. lumber operations. McLaren was previously general manager, wood products for the company's U.S. operations. He will continue to be situated at the company's U.S. regional office in Memphis, Tenn.

Peter Rippon has been appointed vice president pulp and energy. Rippon was previously operations manager of the firm's mechanical pulp and energy department.

Chris McIver will also assume a greater role in West Fraser's strategic planning and development and as a result, will assume the title of vice president of lumber sales and corporate development.

West Fraser produces lumber, wood chips, LVL, MDF, plywood, pulp and newsprint. The company has operations in the southern United States and Canada. For more information visit [www.westfraser.com](http://www.westfraser.com) or contact 604-895-2700.

### Binam Named As WWPAs President/CEO

**Portland, Ore.**—The Western Wood Products Association Board of Directors has selected Kevin Binam as the new president and chief executive officer of the lumber trade association.

Binam succeeds Michael O'Halloran, who will retire after the first of the year. A 12-year association veteran, Binam has been the quality services director since 2008 and oversees WWPAs's lumber grade inspection and quality control activities. He also served as Economic Services Director for 10 years and was in charge of the Association's business information activities, including statistical reporting and forecasting.

Before joining WWPAs in 1998, Binam

held positions at a number of Western mills in lumber grading, quality control and mill management. He holds a bachelor's degree from Humboldt State University and an MBA from the University of Oregon.



Kevin Binam

Western Wood Products Association represents lumber manufacturers in the 12 western states and Alaska. For more information visit [www.wwpa.org](http://www.wwpa.org).

### Boise Cascade Releases 2011 Boise Cascade Builder Idea Book

**Boise, Idaho**—Boise Cascade LLC, headquartered here, released their 2011 Boise Cascade Builder Idea Book.

According to Boise, the publication includes multiple ways for builder customers to profit with efficient design, accurate estimating, elimination of wasteful cutting errors, less framing time, even the ability to accommodate last-minute plan changes profitably. Tips on green building with Forest Stewardship Council (FSC) and Sustainable Forestry Initiative (SFI) certified Boise Cascade Engineered Wood Products are also included. For more information visit [www.bc.com](http://www.bc.com) or contact 800-232-0788 to receive a copy.

### Anthony Forest Products Closing Texas Sawmill

**El Dorado, Ark.**—Anthony Forest Products Co., headquartered here, announced its plans not to rebuild its Atlanta, Texas, sawmill that was destroyed by fire in February of 2010. President and CEO Aubra Anthony



Aubra Anthony

Jr. cited the weak economy and the financial risk associated with new EPA regulations as reasons for not rebuilding. Approximately 78 jobs will be lost and about \$2.4 million in annual payroll.

"This is a very sad day for us, our family of employees, our business partners, and the community of Atlanta, Texas. We are disappointed," Anthony said in a news release. "After extensive due diligence, there were two major problems: first, the exceptional business risk of the continuing weak demand for lumber for homebuilding, and second, the daunting financial risk of proposed new Environmental Protection Agency regulations related to industrial boilers using wood waste for fuel. These sealed the fate of this Anthony family legacy."

According to the Southeastern Lumber Manufacturers Association (SLMA), the Department of Commerce recently announced that between 40,000 and 60,000 jobs may be lost in the United States due to proposed EPA regulations on industrial boilers. SLMA President Debbie Burns stated, "Our hearts go out to the Anthony Forest Products family for having to make the sad decision not to rebuild the Atlanta mill. It is particularly saddening to see the role that poorly crafted regulations played in these job losses. We remain focused on revisions to the Boiler MACT as a top priority."



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**WEST COAST TRENDS -**

Continued from page 8

and just about everything that goes into sawmilling. Our customers seem cautiously optimistic for the new year. No one is predicting a runaway market, but everyone sees an improved market over this current year shaping up."

**Vince Mast at Hampton Lumber Sales in Portland, Ore.**, said, "We've had a terrific market recently. Now we are seeing a tougher time with harsh winter weather slowing things up. We're seeing very difficult logging conditions, a lot of gyppo loggers have gone broke and others have scaled back their timber cutting. Log prices are rising and making it very difficult to come out price wise on the lumber side. Lumber prices have been rising, not due to stronger housing, but due to curtailments and closures by sawmills. The Chinese buyers have really run the market up in narrows. There is a real shortage of 2 x 4 material. There is a steady market on wides due to a lack of logs of the right size. I feel that the general strong sales trend will continue next year. Right now lumber supplies are down. Demand is good and inventories are extremely low. January through March looks very positive at this point."

An Oregon wholesaler said, "I don't know how to describe the market. We've seen price increases over the last two months on green Doug Fir of 25 to 30 percent! But I am having two of my worst months ever. September 18 prices was \$170 on green Doug Fir. Now it is \$255. That's up 45 percent! When I can get an order, I cannot find the wood. Mills are completely sold out on many items. We deal in mostly high end items and the material is in short supply." He said California retailers are seeing very slow sales and almost no homes are being built in lower mountainous regions of California.

**Bob Maurer, of Swanson Group Inc., Glendale, Ore.**, said, "With forest products prices bouncing along the bottom of historical lows for the last three or four years the natural tendency as one approaches a new year is to think - we have to get better - we've seen the bottom and there's no way to go but up. What else would you expect from an ever optimistic, glass half full lumberman? There are skeptics, of course who claim that if you project prices to get better every year then eventually one year prices

will improve and you'll actually be right and they have a good point, however there may be other compelling reasons to expect higher domestic prices in western lumber in 2011.

"Some of those reasons like other years are based on the negative news that comes from mill closures, curtailments and other production cutbacks, and those trends will continue next year and the subsequent lack of supply should match or lag demand with the effect that the market experiences higher prices. There are two other factors though that should impact pricing going forward in 2011. The first is the shortage of raw material (logs) to run the mills that are still open. The 2009 and 2010 timber harvest in Oregon is the lowest since the depression of the 30's. There hasn't been a BLM (Bureau of Land Management) timber sale in southern Oregon for over two years. Log costs have jumped in price over the fourth quarter of 2010 and it looks like prices will stay high. The second factor is the increased volume that is finding its way to the docks for export to China and the Chinese market doesn't show any signs of waning in the short term. For those reasons we expect domestic prices to be better in 2011, although the demand may stay flat."

**OBITUARY**

**St. Paul, Minn.—Ken Boehmer**, 69, recently died. He was preceded in death by parents Lorraine and Donald P. Boehmer Sr. Boehmer is survived by his best friend and bride of 43 years Patti (Robillard); son, Mark (Marnell) of Portland, Oregon; daughter, Sara (Joseph) Hogan of Lake Geneva, Wisconsin; his beloved grandchildren, Holton, Ridge, Brett and Callie; his sisters, Sandi and Allison (Roger) Forester; his brothers, Donald P. Jr. (Christine), Paul (Patti), Kevin; also many other relatives and countless friends.

Boehmer spent 21 years of his 51-year career in the lumber industry at Weekes Forest Products. "Those of you who dealt with Ken in his business life, know what a strong and dynamic professional he was," a representative of Weekes said.

According to those who knew him, he was a highly respected wholesale lumberman both locally and nationally.



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## SOFTWOOD CALENDAR

<p><b>FEBRUARY</b></p> <p><b>Northeastern Retail Lumber Association and Building Material Expo,</b> MGM Grand at Foxwoods. Contact: <a href="http://www.lbmexpo.com">www.lbmexpo.com</a>. Feb. 2-4.</p> <p><b>British Columbia Wholesale Lumber Association, Annual General Meeting,</b> Vancouver, B.C. Contact: <a href="http://www.bcwla.org">www.bcwla.org</a>. Feb. 9.</p> <p style="text-align: center;"><b>MARCH</b></p> <p><b>Western Wood Products Association, Annual Meeting,</b> Embassy Suites, Portland, Ore. Contact: 503-224-3930. Mar. 14.</p> <p><b>Southern Cypress Manufacturers Association,</b> The Charleston Place, S.C. Contact: 813-877-9200. Mar. 14.</p>	<p><b>APRIL</b></p> <p><b>NAWLA Regional,</b> The Vancouver Club, Vancouver, B.C. For more information, visit online at <a href="http://www.lumber.org">www.lumber.org</a>. April 7.</p> <p><b>Lumbermen's Association of Texas, 125th Annual Convention,</b> Worthington Hotel, Fort Worth, Texas. For more information, visit online at <a href="http://www.lat.org">www.lat.org</a>. April 7-9.</p> <p><b>NAWLA Regional,</b> Marriott Long Wharf Hotel, Boston, Mass. For more information, visit online at <a href="http://www.lumber.org">www.lumber.org</a>. April 28.</p> <p><b>NELMA Spring Convention,</b> Marriott Long Wharf Hotel, Boston, Mass. For more information, visit online at <a href="http://www.lumber.org">www.lumber.org</a>. April 28-29.</p>
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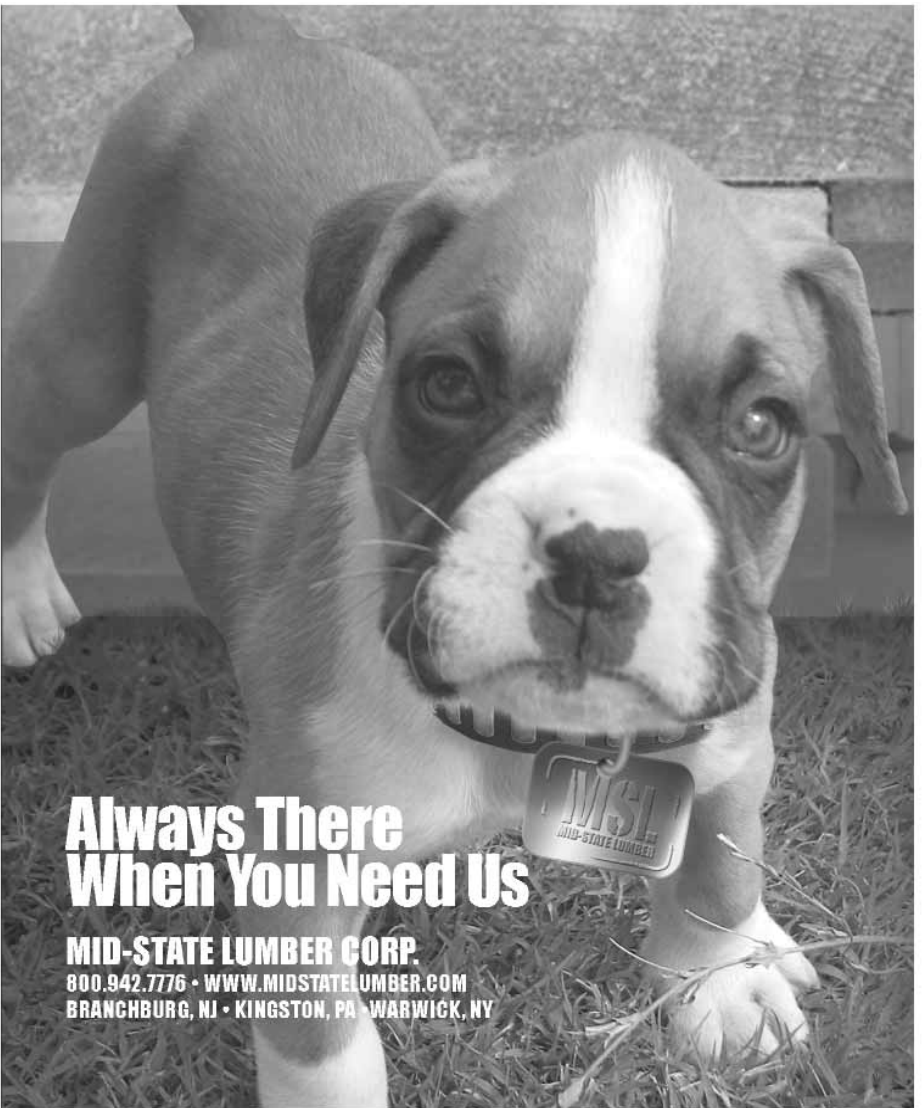
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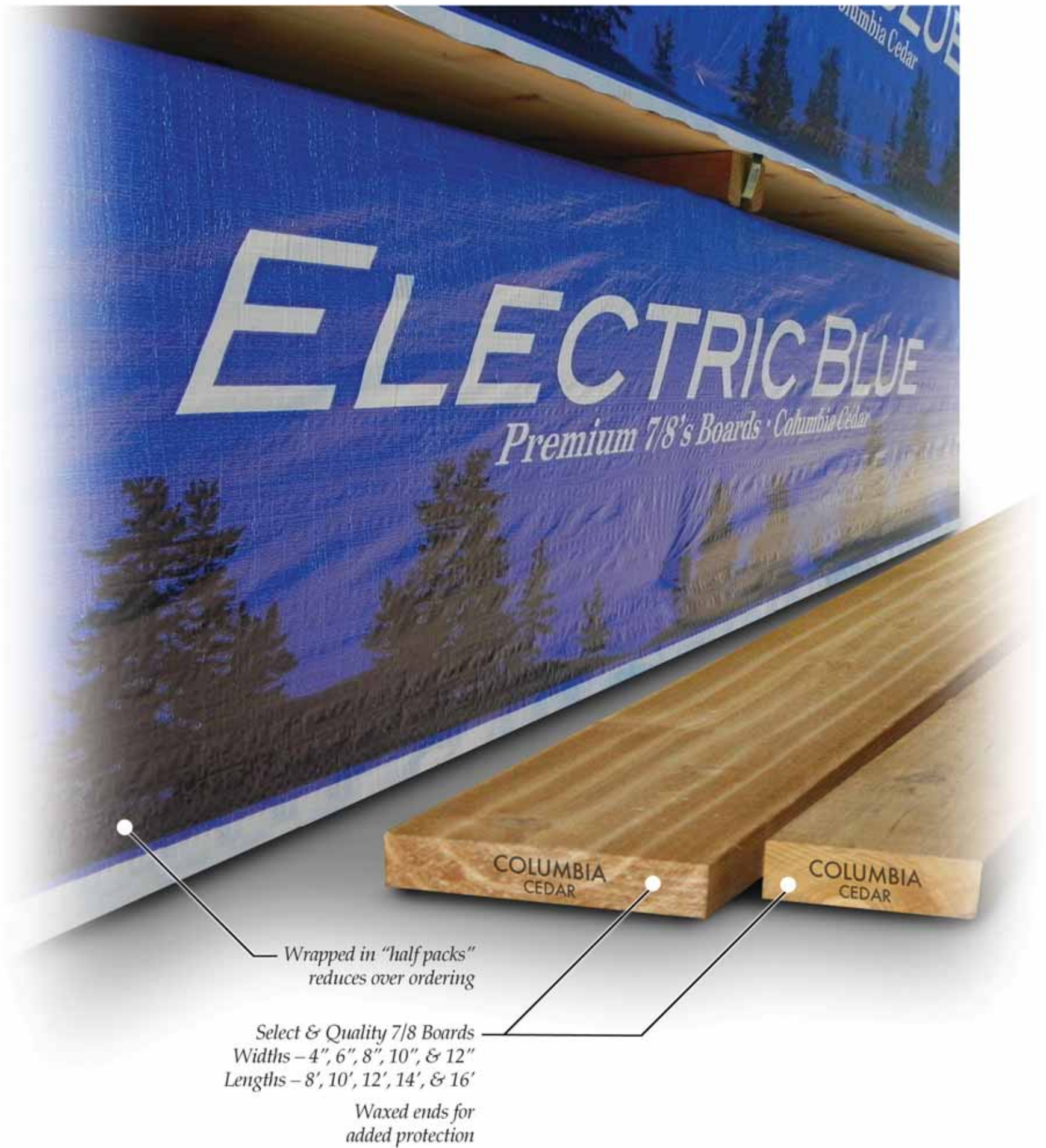


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