

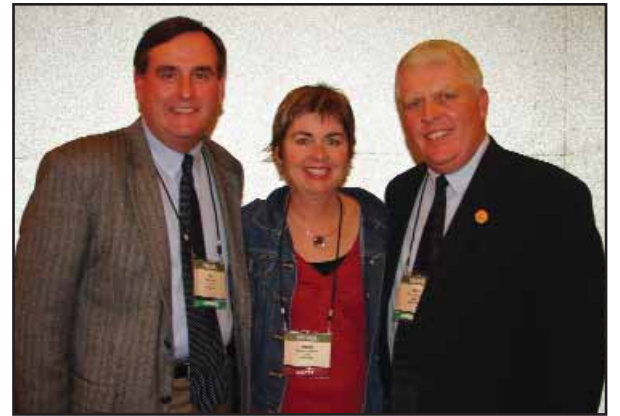
NELMA Photos - Continued from page 12



Jeff Hardy, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; Kim Haven and Barry Hodgkin, Simply Computing International, Herman, Maine; and Arkon Horne, Fraser Timber Ltd., Ashland, Maine



Matt Demers, Demers Lumber, Dieppe, N.B.; Donna Reynolds, NeLMA, Cumberland Center, Maine; Alden Robbins and Tonia Tibbetts, Robbins Lumber Inc., Searsmont, Maine; and Rob Hoffman, Capital Forest Products, Annapolis, Md.



Wil Nance, Lumbermen's Underwriting Alliance, Hoover, Ala.; and Maria and Paul Lennon, Lumbermen's Underwriting Alliance, Bow, N.H.



Charlie Lambert, Moose River Lumber, Jackman, Maine; Gaston Poitras, J.D. Irving Ltd., St. John, N.B.; and Alan Orcutt and Susan Coulombe, Irving Forest Products, Dixfield, Maine



Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; Susan Coulombe, Irving Forest Products, Dixfield, Maine; and Gaston and Colette Poitras, Irving Forest Products, St. John, N.B.



Matt Duprey, Hancock Lumber, Casco, Maine; Gil Adams, Warren Trask Co., Stoughton, Mass.; Craig Myers, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; and Tom Jenkins, T. Jenkins Forest Products, Bangor, Maine



Zoltan van Heyningen, Coalition for Fair Lumber Imports, Washington, D.C.; Jeff Easterling, NeLMA, Cumberland Center, Maine; and Chris Brochu, Pleasant River Lumber, Dover Foxcroft, Maine



Elwood Lowell and Gloria Hall, R.E. Lowell Lumber, Buckfield, Maine; and Cathi and Richard Winemiller, Diorio Forest Products, Oregon City, Ore.



Dennis Crowe and Mark Currier, Great Northern Lumber, Blue Ashland, Ill.; Dan Paige, Sandy Neck Traders, Harwich, Mass.; and Gary Vitale, NAWLA, Rolling Meadows, Ill.

PCBC Photos - Continued from page 8



Tony Perez, Steve Andrews, Sachin Gore, Scott Rumpakis, Mona Schmidt, Andy Lester and Annette Panning, Andersen Windows Inc., Bayport, Minn.



Nick Tate, DeeDee Graham, Jack McMillin and Mike Huddy, LP Building Products, Nashville, Tenn..



Don Danka, Viance, Charlotte, N.C.



Gary Crowel, Enerflex (a division of Universal Forest Products), Grand Rapids, Mich.



Fred Schardt, Sierra Woods, Nevada City, Calif.

BCWLA Names John Bennett Lumberman Of The Year

Photos by Vince Priva



Lilliana Bennett, Linda Bennett, and John Bennett, BCWLA Man Of The Year, Norman G. Jensen, Inc., Minneapolis, Minn.



Dawn-Ann Byers, roast mistress, Taiga Building Products, Burnaby, B.C.; Mark Thompson, roaster, West Fraser Mills, Quesnel, B.C.; Steve Midthum, Norman G. Jensen, Inc., Minneapolis, Minn.; and Jack Hetherington, Evergreen, Empire Mills, Burnaby B.C.



Mike Apsey, retired CEO of COFI, Victoria, B.C.; Blaine Hicks, Dunkley Lumber, Prince George, B.C.; and Mike Michaud, Dakerin Industries, North Vancouver, B.C.



Brent Johnson, Dakerin Industries, North Vancouver, B.C.; and Larry Taddei, past president of BCWLA, retired lumber wholesaler, North Vancouver, B.C.



Bill Barnett, Marathon Forest Products, North Vancouver, B.C.; Ernie Harder, retired guest; and Harry Erskine, Still Creek Forest Products, Coquitlam, B.C.

Vancouver, B.C.—Approximately 120 guests recently enjoyed the 31st Annual Roast, hosted by the British Columbia Wholesale Lumber Association (BCWLA) at the Royal Vancouver Yacht Club. John Bennett, of Norman G. Jensen, Inc., was honored as the 2011 Lumberman of the Year.

Kent Beveridge, of Skana Forest Products, welcomed everyone to the dinner, followed by the light-hearted roast of Bennett, a long-time lumberman. He was also awarded a complimentary Citizenship Proclamation of an Honorary Canadian Citizen.

For more information about the BCWLA, visit online at www.bcwla.org.



Greg Grasher, Norman G. Jensen, Inc., Blaine, Wash.; Laura Lee McKenzie, A&A Contract Brokers, Blaine, Wash.; and Neil Van Swearingen, Independent Dispatch USA, Blaine, Wash.

Jack Hetherington, Evergreen, Empire Mills, Burnaby B.C.; Kent Beveridge, vice president of BCWLA and master of ceremonies, Skana Forest Products, New Westminster, B.C.; and Steve Midthum, Norman G. Jensen, Inc., Minneapolis, Minn.



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Midwest Business Trends



By Paul Miller Jr.
Assistant
Managing Editor

Certain areas in the Midwest region are experiencing supply shortages and a slowing trend in activity overall. A Missouri source said flooding in his surrounding areas is largely to blame. "We don't normally have as much moisture as we need," he explained. "The whole spring has been very unusual, cold and the crops are behind where they usually are. We've got a lot of water that we are contending with. I believe the entire Midwest will be affected for the whole summer because of the Missouri River situation."

Supplying Spruce-Pine-Fir, Fir-Larch and Southern Yellow Pine, the contact said SPF is moving well and treated products are slowing. "We're not having any trouble finding any of the species that we need and our inventory levels are average." He also men-

tioned his prices are slightly increased and he expects the increases to continue. "I don't think anything is going to run away but I expect we will see steady increases."

As for transportation costs the source said, "Transportation costs are a problem and they have been for the last couple of years. There's not only a stop charge on everything that comes through here, there's also a surcharge. I wish they would combine the two or put it in the price of the produce. There are so many add-ons and when you are buying a product at a certain price, by the time you get it, it's considerably more than you intended to pay sometimes."

Serving contractors, farmers and do-it-yourselfers, he said his farmer customers are relaying that prices continue to increase each day as the floodwaters continue to spread out.

For the coming six months, the contact is fairly optimistic. "I think things will be okay for the remainder of the year. I'm not looking for great by any stretch, but I think we'll do okay," he said.

Handling most Softwood species, a Kansas source said Engelmann Spruce/Lodgepole Pine (ESLP) is tightening up in supply again.

Continued on page 26

West Coast Business Trends



By Wayne Miller
Executive Editor

In mid-June suppliers from British Columbia south to southern Oregon were working hard to "make something happen" in the wake of ongoing unemployment and dismal construction and economic forecasts. Several suppliers said that if it were not for export sales to various parts of the world the North American wood industry would be in dire straits indeed.

Cam Cook in sales for Gorman Brothers, West Bank, B.C., said, "We are selling now into 21 countries, instead of focusing mainly on the U.S. as we did a few years back. If we were not as diverse as we are, our sales would be a lot slower and tougher than what we are now seeing. This time of the year sales start to slow for our board products. Sales have gone like gangbusters for the first half of 2011

The Softwood Forest Products Buyer

and we are still selling all of our production, but we have noticed a slightly slower pace in the last couple of weeks. Japan sales are down due to all the tragedy there, though that is still an important area for us. We have a lot of wood going to China, too. I was in Dubai recently where all the Middle East countries were represented at a trade show and we met a lot of customers over there. Buyers were there to do business. In the U.S. sales are a mixed bag. You have pockets of the country that are seeing fairly good sales and other areas that are very slow. Still 39 percent of our sales are into the U.S. to our key distributors there."

Cook said that right now one of his big concerns is long term log supply outlook. "Here we are in June and we are seeing 140 percent over the normal amount of snow in the mountains. At this point our log situation is okay, but in four weeks there could be some issues. If the snow pack is not significantly reduced by then they won't let you into the bush for logging. We could run out of logs. Right now we are seeing very slim profits. Again, the fact that we are selling to 21 countries on a regular basis is the reason we are making a profit at all. In fact, we'd be taking some down time at our mill. Two big issues we are dealing with are the strength of the Canadian dollar, which is hurting our profitability, and fuel costs which is making export transportation more expensive. Right now the Canadian dollar is worth \$1.03 American. That is not good for our bottom line. I am afraid fuel surcharges will eventually price us out of the offshore markets. I see the next six months gradually slowing to the end of the year."

Ryan Furtado, with Sawarne Lumber, Richmond, B.C., said, "Our 2011 sales volume is about the same as last year's, and from talking with other suppliers, we're doing exceptionally well. In the current atmosphere, you get the order if you have it on the ground. No one seems to want to risk having inventory. We are seeing Western Red Cedar prices up a bit in the last two months, but it is 'under supply driven.' We are stocking less wood than we have in the past. There are shortages in 2x4 and 6x6; both are as good as gold. Sidings are off in demand and prices since they are mainly used in new home construction."

Chris Beveridge, president of Skana Forest Products, Richmond, B.C., said, "Cedar sales are still slow, mainly due to weak housing construction in the U.S. The white wood market is fairly active, mainly in offshore markets. The Canadian market for wood has been fairly active for the last year and a half. We haven't seen the ups and downs that the U.S. has seen in its economy."

In the U.S., Joe Nealon of PacWest Lumber, Lakewood, Wash., said, "We saw a fairly strong finish in 2010 and in early 2011, but in the last few months business has fizzled. The air has gone out of the balloon. At the first of the year we were very optimistic that we were at the start of the recovery. But things got worse. I think it will be very tough for the rest of this year. We've been in this downturn for four years and I see no end in sight. The market for sawmills in the Pacific Northwest is very perilous. There is lots of competition for timber and a lot of it is from offshore buyers. Our export markets keep prices up on logs and this is putting the log supply for domestic sawmills in peril. Unfortunately the day of the small family-owned independents may be going by. The bright spots in the market are China and Japan and

Continued on page 30

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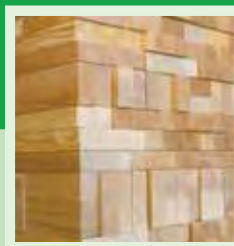
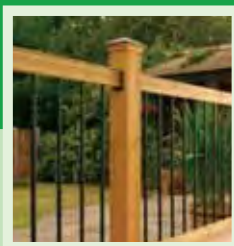
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The Special Edition containing your ad will also be distributed at the Traders Market, which is slated for Oct. 19-21 at the Mirage Casino & Resort in Las Vegas, Nev.

The NAWLA Traders Market has become one of the largest, most successful events of the year, featuring hundreds of exhibiting companies and more than 2,000 attendees.

Suppliers utilizing a minimum of a one-half page or larger position in last

year's NAWLA Special Edition were enthusiastic about the free feature article and photos that they received in the publication. This unique marketing tactic is also available this year.

NAWLA, or North American Wholesale Lumber Assoc., is an international trade association with more than 650 leading forest products and building material industry wholesalers, manufacturers and industry affiliated companies throughout the United States and Canada. NAWLA is dedicated to enhancing professionalism and efficiency throughout the lumber distribution channel and to the responsible use of forest resources. NAWLA members serve as the unifying force for efficient forest products and building materials distribution.

The forest and building products industries within which NAWLA members operate has highly developed characteristics that help shape the role of both the wholesale distributor and the role of NAWLA. The industry

is highly diversified both in terms of product and geography. Aside from species differences, products of the tree include solid lumber, veneer and non-veneered panels, and manufactured products such as fencing and decking.

Lumber wholesalers have evolved the most efficient distribution system in the world, helping to make possible the widespread use of wood products in the construction of residential, commercial and industrial buildings across the United States and Canada. NAWLA's role is to aid wholesale dis-



Continued on page 35

NELMA -

Continued from page 1

Jeff Desjardins of Moose River Lumber welcomed attendees and conducted the Annual General Business Meeting. This included nominations for Association officers and new members to serve on the Board of Directors, and the annual "State of the Association" presentation by NELMA President, Jeff Easterling.

Officers elected to two-year terms that began at the conclusion of the Convention were: Chairman – Peter Buckley of Mill River Lumber, North Clarendon, Vt.; 1st Vice-Chairman – Jason Brochu of Pleasant River Lumber, Dover-Foxcroft, Maine; 2nd Vice-Chairman – Terry Walters of Lavalley/New England Building Materials, Sanford, Maine; Treasurer – Randy Caron of Caron Consulting, Garfield Plantation, Maine. Two new members were elected to the Board: Michael Record of Record Lumber, Oxford, Maine, and Scott Brown of DiPrizio Pine Sales, Middleton, N.H. Elected to an additional three-year term on the Board was Jethro Poulin of Milan Lumber, Milan, N.H.

All four of NELMA's committees /sub-committees met during the 1-½ day Convention, beginning with the Marketing Committee, chaired by Matt Duprey of Hancock Lumber. The group reviewed projects and activities underway in 2011, which included: the shift to online ad banners for the architect audience; the recently conducted Eastern White Pine siding/interior product demonstration at the JLC Live Show and associated video for website use; and the "Pattern Viewer" that will showcase various patterns in final form online to assist architects, designers, and consumers in project planning.

A presentation on NELMA member participation in export trade shows and missions in China and Dubai was given, along with a presentation on the history of the White Pine Series of Monographs. The Pine Subcommittee, chaired by Alden Robbins of Robbins Lumber, reviewed a report by Marc Moore, NELMA's Director of Inspection Services, on the comparison of North American grading rules for boards, in addition to an update on the fourth year of the Pine Weevil Research being conducted at the University of Maine in Orono.

Topics of discussion at the Dimension Subcommittee meeting, chaired by Jeff Desjardins of Moose River Lumber, included an update on the Eastern Spruce-Balsam Fir research, the potential to test Norway Spruce lumber, and the development of a monitoring program for Softwood lumber. The Grading Committee, chaired by Charlie Lambert of Moose River Lumber, reviewed the ongoing results of NELMA's Inspection Programs and discussed the revised Association policy for ink jet/laser printing of grade stamps on lumber. The Team Champions of last fall's Dimension and Eastern White Pine grading competitions were recognized, with Pleasant River Lumber and Limington Lumber receiving their respective Bronze Hammer awards. The Safety Award winners for 2010 were also recognized at the conclusion of the Grading Committee meeting.

Following a two-year pause, NELMA welcomed back its Industry Exhibits at the Convention, where a dozen forest industry equipment manufacturers and service providers were available to discuss product information. The Exhibit session overlapped with the

Continued on page 19

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NElMA -
Continued from page 18

first evening's Welcome Reception, providing even more networking opportunities to convention attendees. This year's Convention program incorporated a "Business Tool Spotlight" that featured presentations by three companies that provided insight and service information relevant to the industry's successful future growth. Speakers included Bill Rohde Jr., President of Acadia Insurance;



Suzanne Hearn, Manager of Sales and Marketing, and Bill Nocerino, Manager of the Lumber Division of Forest2Market; and Jim Bartelson, Executive Vice-President of Blue Book Services.

This year's Industry Luncheon honored outgoing Chairman Jeff Desjardins with a presentation of the signature "NElMA Chair". Entertainment was provided by comedian, Jeff Caldwell.

The final afternoon of business began with the bi-annual lumber market and economic forecast presentation by Paul Jannke of Forest Economic Advisory (FEA), titled "North American Housing and Lumber Markets: Will This Be the Year of Recovery?". The meeting of NElMA's Board of Directors ended the business program for the Convention, where a review of committee/subcommittee proceedings was conducted along with a review of Association financial reports. Two updates on issues pertinent to the lumber industry were provided, first by Zoltan van Heyningen, Executive Director of the Coalition for Fair Lumber Imports, followed by Phil Ruck of CES, Inc. regarding State and Federal Environmental Permitting.

The 2011 Convention came to a close with the Chairman's Reception and Theatre trip, where the 1950's theme came to life to prepare attendees for an evening at the Wang Theatre to enjoy the musical production of Grease.

Mark your calendars for NElMA's Fall Board of Directors meeting and Golf Event, set for Sept. 22-23 at the Nonantum Resort in Kennebunkport, Maine.

NAWLA -
Continued from page 1

The conference, attended by approximately 120 registrants, included a presentation by John Mitchell, economist, about current economic trends, especially the lagging housing market. At the Chairman's Dinner, Greg Bell entertained and inspired attendees with his approach of "Watering The Bamboo."

Committee meetings and numerous networking opportunities were also available during this conference.

NAWLA would like to thank the sponsors of this year's Annual Conference: Carl Diebold Lumber Company; Blue Book Services; Hampton Affiliates; and Western International.

Prior to that meeting, NAWLA hosted

a regional meeting in Boston, Mass., which was co-chaired by Jim Robbins, Robbins Lumber Co., and Vincent Micale, Warren Trask Co.

NAWLA President Gary Vitale presented an association update.

During the meeting, two information sessions were held. Scott Kenney of Farm Credit of Maine led one and offered a perspective on the current banking reality and how business can be an intelligent partner with your bank.

Bob Berg, economist advisor for Wood Products, RISI, presented the second session, which was an outlook for U.S. wood markets. He noted there is growing evidence that the recovery in the economy is taking hold.

NAWLA is preparing now for its annual Traders Market, scheduled for Oct. 19-21 at The Mirage, Las Vegas, Nev. For more information, visit online at www.nawla.org.

WHO'S WHO - Bailey

Continued from page 2

Pine, White and Doug Fir, Sugar Pine and Incense Cedar. Value-added products include

Forestry Stewardship Certified (FSC), RED 5/4 Pine decking and timbers.

With 14 years experience in the forest products industry, Bailey began working with Collins in 1997 and has been in his current position approximately two years.

A graduate of Santa Ynez Valley High School he obtained a degree in Tactical Air Operations from the United States Marine Corps and is currently enrolled in Portland State University.

Collins Cos. is a member of the Western Wood Products Assoc. (WWPA), National Hardwood Lumber Assoc. (NHLA); Lumbermen's Association of Texas; and Lumbermen's Association of California and Nevada.

In 2009 the company received FSC Pacific NW Champion Award, AWFS Sequoia Award and in 2007 the firm was awarded Building Green Top 10 Products.

Recently married to Karie, Bailey enjoys running, wine, horses, golf and music in his spare time.

The family-owned Collins Cos. dates back to 1855, when T.D. Collins began timber operations in Pennsylvania. By the turn of the century, the family had expanded west to manage 94,000 acres of Softwood in northeastern

California. Today the firm's holdings also include the Collins Lakeview Forest in southern Oregon and northern California. Additionally, Collins Products LLC manufactures standard and certified exterior siding and particleboard, also standard hardboard siding and trim.

WHO'S WHO - Betz

Continued from page 2

keting for a medical supply company. Son of former partner Dave Betz, Michael bought his father's shares of PacWest Lumber when Dave retired.

"It has been a unique opportunity to work side by side with my Dad the last two years, learning the ropes," he said. "This is a very unique industry."

Mike and his wife of 11 years, Alisa, have two children. In his spare time he enjoys snowboarding, golf and rugby.

Pacific Western Lumber, also known as PacWest, was formed in 1985 as a wholesale trading organization serving the needs of industrial and commercial users. The firm's primary

Continued on page 22

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- * Wynndel Lumber Sales



**email Rachael Stokes at
stokes@softwoodbuyer.com**

WHO'S WHO - Betz

Continued from page 19

focus has been on Western Softwoods but the company also has expertise in domestic Softwoods from other producing areas as well as a variety of imported species and hardwoods.

As an agent for several mills in the Pacific Northwest, Pacific Western Lumber offers, in addition to standard dimension lumber, the manufacture and sale of industrial and heavy construction timbers in specified lengths and fractional sizes. PacWest now represents Woodguard™, a manufacturer of plastic coated lumber, fencing, playground components, outdoor products and organic agricultural processing aids. For more information visit www.pacwestlumber.com.

WHO'S WHO - Hayduk

Continued from page 2

laminated products and 205 million board feet of dimensional lumber across 250 acres.

Value-added products include Black Spruce, APA approved products (Ni20, Ni40x, Ni60, Ni70, Ni80x) offered in up to 64-inch lengths.

"Nordic XLAM cross-laminated timber panels are our latest innovative solution to heavier and costlier precast concrete panels and conventional steel and concrete construction techniques," Hayduk said. "Nordic X-LAM features cross-laminated plies of kiln-dried dimensional lumber, imparting tremendous rigidity. It's manufactured to exacting structural standards and is perfect for walls, floors, ceilings and roofs in architectural or industrial grades. Energy efficient and resource friendly, X-LAM is ideal for agricultural or industrial buildings, low-rise or mid-rise multi-family units or other light commercial applications."

With 27 years experience in the forest products industry, Hayduk has represented Nordic for approximately ten years, has held his current position for six years. Previous positions include: Marketing Manager, Communications Manager, Strategic Marketing Communications Consultant and Creative Director.

Hayduk obtained a degree in Social Sciences from Vanier CEGEP College and a bachelor's in Communication Arts/Media, majoring in Film &

Television Production. Additional training includes Project Management and Principles in Engineering Drawing and Design.

Nordic is a member of the Engineered Wood Association (APA), International Standards Organization, Engineered Wood Products Assoc., Forest Products Society, National Association of Home Builders (NAHB), North American Wholesale Lumber Association (NAWLA), Northeastern Retail Lumber Assoc. (NRLA), Wood I-Joist Manufacturer's Assoc. (WIJMA), and the Wood Truss Council of America (WTCA).

Hayduk and his wife of 30 years, Lili, have two sons. In his spare time he enjoys free-hand illustration and design and sports.

WHO'S WHO - Paulsen

Continued from page 2

The company has a full sauna production facility at its Minnesota plant where mid-to-high-end as well as all custom saunas are produced. They also produce high quality entry level and mid-range saunas and infrared rooms in a China facility. The sauna

The Softwood Forest Products Buyer

heaters and controls are made in Saunatec's Hanko, Finland plant, and steam generators and boilers are made in the firm's Woodinville, Wash., plant.

Saunatec purchases millions of board feet annually of Aspen, Alder, Hemlock, Nordic Spruce, Pine, Western Red Cedar, ESLP and Abachi.

Paulson has been in his current position for seven years and employed by Saunatec for nine years.

A graduate of Dassel-Cokato High School, Cokato, Minn., he attended University of Minnesota, Waseca, Minn. Paulson retired from the Army National Guard after 23 years of service.

He and his wife, Patty, of 30 years have two sons, two grandsons and three granddaughters. In his spare time he enjoys hunting, fishing, camping and motorcycle riding.

For more information visit www.saunatec.com.

WHO'S WHO - Sanchez

Continued from page 2

property and casualty insurance to the lumber, woodworking and building material industries.

The company is headquartered in Philadelphia, Pa., and has additional field representatives in most marketing territories throughout the United States.

Sanchez's responsibilities include making contact with clients to discuss their insurance needs, inspecting their operation, taking pictures for files and serving as a liaison between the client, PLM and the insurance agent. He also has the duty of setting the rate and underwriting the property before sending the file to the casualty underwriters. Other responsibilities include representing PLM at conventions as well as prospecting for new clients and brokers.

A graduate of South San Antonio High School, Sanchez received his bachelor's degree from Texas Christian University. With 25 plus years in the insurance industry as an underwriter and sales and marketing representative, he has worked with Aetna Life and Casualty, American States, Charter Insurance Group and the Hartford Insurance Group.

He and his wife have two daughters. In his spare time Sanchez enjoys golf, TCU athletics, and volunteering with the South San Antonio High School Band.

PLM is a member of the San Antonio Independent Insurance Agents Association. For more information visit www.plmnis.com.

WHO'S WHO - Stitcher

Continued from page 2

Doug Fir and Spruce-Pine-Fir.

Stitcher has been in his current position for three years. He began his career in the forest products industry in structural drafting 27 years ago. Previous positions include engineering manager, operations manager, vice president of engineering, general management and director of development.

Golden Eagle Log Homes is a family business that grew from a successful building supply company. Wally and Marlace Parmeter established Golden Eagle Building Center in 1966. By 1986, the Parmeter's founded Golden Eagle Log Homes. For more information visit www.goldeneagleloghomes.com.

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Swanson Group Sales, Glendale, OR, is the sales arm of Swanson Group Inc which operates five mills in Oregon. The company has two dimension mills producing Green Doug Fir in 2x4 through 2x10; one stud mill that produces dry White Fir, dry Hem-Fir and Green Doug Fir studs; and two plywood mills that make sanded, siding, sheathing, sturdifloor, industrial panels and overlays. Call them at 800-331-0831 or Fax at 541-832-1234 or at www.swansongroupinc.com. They are currently using 6 - 1/2 Islands in four color and 1 - 1/2 Island in four-color in the NAWLA *Special Edition* of The Softwood Forest Products Buyer.

APA NEWS -
Continued from page 2

bolts, to attach the bottom plate of walls to the concrete or masonry foundation.

Another common theme observed along the tornado paths is that homes constructed with non-structural exterior wall sheathing, especially if used in conjunction with vinyl siding, failed at wind speeds much lower than called for in the building codes. Roof gable-ends are a common failure location for these systems because they are not backed by drywall as walls are within the living space. Walls that are fully sheathed with OSB or plywood and constructed with proper connections have stronger resistance to the damaging forces of high winds. Findings from the damage assessment are being reviewed with APA's technical staff and will be posted on the APA website. **Contact: Tom Kositzky**

WASHINGTON SCENE -
Continued from page 2

developing a new marbled murrelet management plan.

Russ Taylor with Wood Markets Group gave a presentation on global log and lumber markets. An authority on the global wood market, he focused on the impacts that Russia and China are having on local log and lumber supply. According to AFRC, over 1 billion board feet of logs were exported from Northwest ports in 2010 and more are expected in 2011. Taylor presented an outline of existing and future impacts to the industry.

A legal panel of attorneys who represent AFRC and the industry closed out the meeting. Mark Rutzick who spoke about ESA issues impacting the management of public forests; Elaine Spencer, Graham and Dunn, made a presentation regarding the DNR trust beneficiary duties and how that impacts the timber sale program in Washington State currently and in the future; and Scott Horngren, AFRC staff attorney, who discussed some of the recent cases he has been involved with on behalf of AFRC.

For more information visit www.amfor-est.org.

HOLLAND -
Continued from page 4

cutbacks that have taken place over the last year. "The downturn was abrupt, and no one is stocking or buying what they used to," he explained. "A lot of the mills are now holding back and waiting, and that wait-and-see approach is impacting our industry."

One way Holland Log & Cedar Homes differentiates itself in the industry is by providing customers with a concept-to-completion home package. This differs greatly from the 1980s and 1990s business strategies that were largely rooted in "log home kit" sales. Those kits basically comprised a package or "list" of building materials that was handed off to an independent contractor selected by the new homeowner.

"Our founder bought one of these kits, and quickly learned how hard it was to take two semi-tractor trailers of logs - which were not even precut - and turn those materials into a log home," explained Nevins. "He felt he could do a better job than that, and hence Holland Log & Cedar Homes was born." As the owner of a construction firm, Scott Christopher took

the concept a step further when he bought the company.

"Because we are now owned by a builder, we can build from the ground up," said Nevins. "The market as a whole has since evolved into turnkey options, and we were ahead of the curve on that evolution."

Nevins also credited Holland Log & Cedar Homes' employees with helping to keep the company on track and in growth mode throughout even the toughest economic times. "We have the best employees, hands down," said Nevins, who estimated the staff's average years of service to be about 20 years. "Every one of them is knowledgeable, courteous and customer-service oriented."

Expect to see Holland Log & Cedar Homes expand into timber and "hybrid" home construction in the near future, the latter of which is particularly compelling during a time when more consumers become "green" and environmentally conscious. "We'll be using more reclaimed lumber," said Nevins, "while also helping our customers achieve even higher energy efficiency from their homes."

COLLINS -
Continued from page 6

the Portland headquarters for Collins. According to Lee Jimerson, Collins Pacific Albus Product Manager, the quality of the product is consistent, uniform and always available. "These products are FSC 'Pure' certified under the principles and criteria of the FSC," he said.

The Collins Cos. is an investor in GTFF and was hired by GTFF to build and operate the state-of-the-art sawmill, Upper Columbia Mill (UCM). As detailed in this unique agreement, The Collins Companies also markets the lumber products produced.

Managing Director of Resource for Greenwood Resources Don Rice said the Boardman Tree Farm, which consists of approximately 25,000 acres, is continually planted and managed on a short rotation basis, targeting around 12 years harvest age. "The Upper Columbia Mill, which is managed by our partner, The Collins Companies, is located in the middle of the plantation," Rice said, "so we are an off-highway haul from the farm to the sawmill and the average haul distance is three

or four miles."

The log yard at the mill is limited because when the trees are cut, they normally go directly into the sawmill. "The tree is literally cut down on day one and could be processed on the same day or at the latest on the third day," Rice explained.

Managed by Greenwood Resources, the Boardman Tree Farm utilizes 18 employees on site that are primarily irrigation specialists. "Many of our activities are done by contractors so there are about 60 full time contractor employees associated with the farm," Rice said. "That total includes the farming site, site prep, planting, crop care and harvesting activities."

Galen Smith, Quality Control Supervisor for the Upper Columbia Mill, said current production for the sawmill, which includes a board and timber line, is approximately 3.5 million board feet per month. "We're averaging about 125,000 feet through the board trimmer and usually 60,000 feet of timbers each day," he explained.

Operating currently with 70 employees with a capacity for 100 on two shifts, Jimerson said the operation includes two sorting systems, one for the timber side, cutting 3x4's, 4x6's

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Western Business Trends



By Terry Miller
Associate Editor

Western Softwood suppliers continue to be a mixed group as some contacts report improving activity and others quote unchanged conditions. Log shortages are a common issue as many noted reduced offerings with a modest pick up in demand.

In Colorado a supplier who manufactures mostly Western Red Cedar said sales picked up around the Memorial Day holiday and have continued to improve. "We're seeing some seasonal increases, that's for sure," he explained. "After the holiday, prices started firming."

The contact mentioned transportation costs are a constant issue. "We've been dealing with fuel increases and shortages of trucks for the past six months," he said. "I don't look for that to change any time soon."

As for his customers markets, he said, "They're picking up and their inquiries are also improving. Our cabinet manufacturers are starting to order slightly in advance."

A source in Montana had similar comments. "Buyers are covering their needs for the month ahead when they can find the product. We actually lost a few orders recently because of availability, not prices," he said.

"Downward price pressures are affecting No. 2 and Better boards and

1x12's are at less than \$600 per load," he continued. "We've had some really wet conditions and loggers can't get to the logs because of it."

The contact said lower grades are currently at better price levels than higher grades. "Most industrial prices are firm but the uppers are still unstable," he noted.

"Our sales are up and inquiries are definitely improving, but supply shortages are a problem." Looking ahead, he thinks the rest of 2011 will be a struggle of supply and demand from both angles. "We are experiencing the supply shortages now and the nature of our business is to produce more; by the end of 2011 I'm afraid the market will be oversupplied again."

An Idaho supplier accounted for opposite business activity in general. "Our immediate markets are still overproduced," he explained. "We've curtailed and are at half capacity right now."

The source also said demand is down with buyers purchasing contract truckloads from secondary manufacturers. However, he did say that prices are trending down. "Prices are down \$15 on average from spring levels and I expect them to fall another \$20 before the summer ends. But demand is so low that it doesn't take much to meet it."

A bright spot for the supplier, his international markets have picked up slightly. "We are receiving a modest increase from our export markets," he said.

According to builder sources in the Western region, new affordable tract homes are beginning to sell. The homes that come with solar panels result in minimal utility bills. Prices start on average at \$140,000 in Arizona and \$160,000 in Nevada.

Continued on page 31

Northeast Business Trends



By Sue Putnam
Editorial Director

The northeast region accounted for slow business conditions with approximately a 25 percent increase from six months earlier. Weather is the star of the show according to a source in Connecticut. "The snow is finally off the ground," he explained. "I think the rain has stopped and we are finally getting an improvement over our winter."

Handling Douglas Fir, White Pine, Hemlock and Cedar, the contact said all species have equivalent increases. "Compared to 90 days ago our inventory is lower and our prices are up. I think prices will flatten but I don't think they will go down."

As for other issues affecting his operation, labor was high on his list. "It's difficult to find good people."

Serving retail lumberyards the contact said his client's activity was also slow. When asked about the months ahead he said, "I think we'll bump along the bottom for a while."

"We've had more inquiries but orders overall have been scarce," an Eastern White Pine supplier in Massachusetts commented. "A lot of our customers are still trying to move off old orders. Mostly the orders we are receiving are mixed truckloads and just-in-time."

The source said supply shortages are an issue due to the extremely wet

The Softwood Forest Products Buyer

winter. "We are having a hard time getting the logs we need because the loggers are just now able to get a good start," he explained. However, he noted that because demand was off, the shortages are not having a large impact on his operation.

Also in Massachusetts a finger-joint Pine supplier said his particular operation is making modest gains over the last three months. "Like everybody in the northeast, we had a tough winter. The weather is drier now and we are seeing a slight pick up in sales."

In other northeastern news, Maine's medium-sized landowners may now have access to Sustainable Forestry Initiative (SFI) certification thanks to a recent pilot project. "SFI welcomes and values this strategic partnership," SFI President and CEO Kathy Abusow said. "This project shows the power of partnerships and the importance of responsible forestry from the forest floor to magazine stands."

The initial pilot project that began in 2010 offered a rigorous yet more cost-effective and coordinated approach for medium-sized landowners to seek forest certification, as well as offering resources to support responsible forest management. This led to an additional 620,000 acres of lands certified to the SFI standard in Maine. The project extension announced recently involves new landowners, including Hilton Timberlands LLC, and is expected to add another 600,000 acres of certified lands.

Abusow said it made sense to start the project in Maine because of the state's strong commitment to forest certification. She said the SFI program is looking for ways to expand the work through its network of 37 grassroots SFI Implementation Committees. "The Maine SFI Implementation Committee

Continued on page 31

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Ontario/Quebec Business Trends



By Michelle Keller
Associate Editor

For those who are able to take advantage of foreign markets, the Softwood lumber trade is seeing better days. But for those who are restricted, either by choice or design to domestic sales, the prospect of improved numbers remains elusive. Despite this, mill and wholesale owners remain optimistic that the market, even on the domestic front, will improve. The only question that remains is when.

The purchasing agent for an Ontario mill said his company's international sales had increased over the past year, but added that production numbers for the United States and Canada remained unimpressive at best.

"If you're looking at the global picture, I would say it had probably gone up," he said of demand. "But if you are looking at North America, I'd say it was flat."

He tied the anemic domestic numbers directly to the U.S. economy, specifically the housing market. He noted that annual housing starts in the U.S. dipped from approximately two million several years ago to about 500,000 today. The Canadian market has slowed as well, but from 200,000 housing starts down to about 180,000.

In contrast, he noted, there has been a significant increase in construction starts in China, leading to more demand for two-by-fours. He added that he is seeing a lot more wide boards heading to China, where they are ripped down.

If the Chinese economy continues to grow, he predicted an increased demand for Softwood that would be used as substrates for the furniture construction industry. In this case, the Pine base would be used as a sub-structure for veneers and laminates, as in the case of some tabletops.

"I think the Chinese market is going to continue to grow and we'll see more emerging markets for SPF now that we can export," he said, citing changes to the tariff codes. He predicted that, in addition to China, Canadian Softwood lumber producers would also find greener markets in developing nations such as India.

Although some have decried the rising fuel costs as one of the factors that has continued to batter the Softwood market, this purchaser said that the cost is often passed downstream to the consumer.

"When the surcharge goes up, we shift to rail," he said, adding that if and when rail costs rise, they will likely switch back to trucks.

At a Quebec mill, one sales representative shared much the same story regarding the level of domestic demand. "It's probably a little bit less than what we were expecting," he said of market growth. "Last year, everyone was expecting it would be better, but it has not been as nice as expectations."

He added that from a domestic point of view, everyone he knows is hoping for a better year in 2012. Unfortunately, he noted, there

Continued on page 31

South/Southeast Business Trends



By Gary Miller
Managing Editor

According to sources in the southeast region, prices of Southern Yellow Pine (SYP) have been off for the higher grades, forcing industrial grades to soften. "About this time last year prices of No. 2 SYP hit their high and stayed there for quite awhile. Early this year those prices started to fall and prices on the lower grades have decreased also," a supplier in Mississippi mentioned.

When asked about the factors involved in his operation's current business conditions, the contact said, "Overall the economy is not making large enough gains to keep demand for upper grade lumber moving. Prices are especially low in the 2x6's." Whether or not prices will continue to trend lower, the source said, depends on upper grade pricing along with other factors. "As we continue to grow our No. 3 and 4 inventories, prices of industrials are subject to more cuts," he explained. He also said some buyers have shown more interest in 4x4's since the price of the 8' dropped about \$100 in recent weeks. Another factor he mentioned is paper mills. "We've had some wet months and the paper mills have been going strong and paying big bucks for logs, which has

made it difficult for sawmills to compete when trying to purchase logs."

As for transportation costs the supplier said while they are rising, he isn't experiencing anything out of the ordinary for this time of year. "As we hit the summer months, fuel rates always increase. The area of concern with transportation for us right now is a shortage of trucks. We have orders ready to ship but are unable to get them out for a couple of days as a result of trucking availability."

When asked about the outlook for the remainder of 2011 the contact said, "I think we'll do good if we break even this year. Anything is bound to be an improvement over 2010."

In Tennessee a Softwood supplier said his prices for treated SYP have improved. "Warmer weather has largely contributed to our sales overall. Fuel prices are still a primary concern for us. Surcharges continue to rise and we try to absorb some of it, but it's getting harder."

As for what lies ahead in the remaining half of 2011 the source is optimistic. "We've seen some good months since April, so I think business will continue to stabilize."

An Alabama supplier said market conditions are better from a year ago but recovery is marginal. "I think our primary concern is the bank's unwillingness to loan money to the builders."

Handling Southern Yellow Pine, Cypress, Cedar and Spruce, the contact said he is not having many availability issues. "There does seem to be a little shortage of Cypress out there. However, most of the Softwood species of lumber are in relatively good supply right now."

He did mention his inventory levels are down about ten percent. "Again

Continued on page 32

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COLLINS -
Continued from page 23

and 3x7's, and another for our boards, cutting 4/4 and 5/4."

Jimerson also said the green chain consists of sixteen slanted sort bins, allowing them to sort by thickness and length. From the sort bins, the lumber heads down the green chain to the MoCo stickering stacker, which makes 8' wide by almost 6' high units.

The mill also utilizes five dry kilns manufactured by SII Dry Kilns located in Lexington, N.C. "The kilns are SII side loading cross flow dry kilns with five chambers each holding 125,000 board feet per charge on a 4/4 basis," Jimerson explained. "SII kilns are fantastic. However, you don't see many SII kilns on the West Coast. They give you very even air flow through the units, better than most other kilns, in part, because the lumber is stacked in 8-foot wide units and are only stacked two units deep in the kilns."

"In the beginning the green lumber weighs in at about five pounds a board foot," Jimerson continued. "When it dries, it's about 1.6 pounds per board foot."

The kilns and planer facility are located nine miles from the sawmill at the Port of Morrow, due to the pre-existing steam from the PGE Coyote Springs Electrical Co-Gen facility. The steam is a by-product of the co-gen operation, thereby eliminating the necessity of installing a boiler.

Transportation doesn't get much easier for a sawmill. "We have a Union Pacific rail siding at the planer, and we are less than a mile away from the Port of Morrow dock where the containers are located on a barge that goes down the Columbia River to the

Port of Portland for export," Jimerson said. In addition, we are right on highway I-84, so we're on a terrific transportation hub."

Available at the mill's onsite conference room and online at www.CollinsWood.com are photos of each grade of the lumber with the grade specifications.

Jimerson went on to explain with staining, Pacific Albus may be finished to look like many other species because of its light color. "You can make it look like maple, alder, cherry, walnut or even Incense Cedar."

Among the benefits, he said, the product is great for resawing. "It sands really well, embosses well and, because of its low density, it's very good for applications where weight is critical such as snowboards, trade show booths and pallet/packaging. The low density also makes it ideal for thermal insulated applications and acoustic applications, such as wooden ceiling grids."

Collins' target markets for Pacific Albus include the entire supply chain. "We market to exporters, distributors, retailers and OEM's," Jimerson noted.

The family-owned Collins Cos. was established in 1855, when T.D. Collins began timber operations in Pennsylvania. By the turn of the century, the family had expanded west to manage 94,000 acres in northeastern California. Today the firm's holdings also include three forests, each with an associated sawmill, including the 120,000 acre Collins' Pennsylvania forest with Kane Hardwood sawmill; the 91,000 acre Collins' Lakeview Forest in southern Oregon and northern California with Lakeview Sawmill (Fremont Sawmill); and the 95,000 acre Collins' Almanor forest in northern California with Chester Sawmill (Collins Pine). Additionally, Collins

owns Richwood Hardwood sawmill in West Virginia. Collins Products LLC, which manufactures TruWood® Siding and Trim and Collins Pine Particleboard®, are both available FSC certified. For more information, visit www.CollinsWood.com.

WRCLA -
Continued from page 7

alternative non-wood building materials for residential decking and siding applications. The study by Canada's leading forestry research laboratory, FPInnovations-Forintek compared a range of environmental impacts similar to those in EPDs. Cedar substantially outperformed its competitors in every category.

"We are very confident that Environmental Product Declarations, once put into wide use in North America, will arrive at the same conclusion, that Western Red Cedar represents the most authentic, truly green siding and decking choice for architects and consumers," said Jack Draper, WRCLA managing director.

WRCLA believes "apples-to-apples comparisons" of the environmental performance of building products is in the public interest.

"Sustainability means leaving the earth as good, or better, than you found it - on Earth Day and every day," he added. "Real Cedar is carbon neutral, renewable and recyclable when compared to building materials made from carbon contributing composites."

About Western Red Cedar Lumber Association:

Western Red Cedar Lumber Association is a Vancouver, B.C.

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based non-profit association known as "the voice of the Cedar industry." Founded in 1954, the association operates architect advisory and technical service programs throughout the U.S. and Canada. It seeks to inspire, inform and instruct architects and consumers about Western Red Cedar, its uses and benefits.

Western Red Cedar is one of nature's truly remarkable building materials. Not only does it have distinctive beauty, natural durability and centuries of proven performance, Western Red Cedar is the ultimate green product. It produces fewer greenhouse gases, generates less water and air pollution, requires less energy to produce than alternatives and comes from a renewable and sustainable resource. Equally important, Western Red Cedar is carbon neutral. For more information, please visit www.wrcla.org.

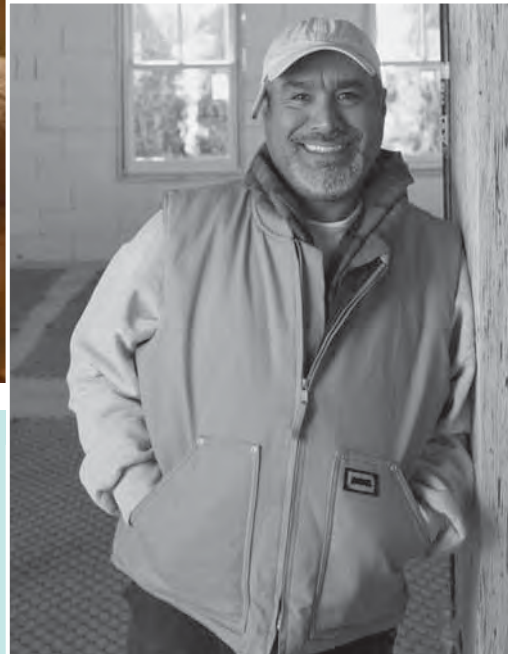
MIDWEST TRENDS -
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"Because of the Pine Beetle infestation, ESLP was in short supply last year. We were beginning to see some availability in recent months, but that seems to have tightened back up again," he said.

The contact also mentioned that he is expecting a mild increase in business activity for the coming months. "We have seen some positive signs this year already. I think we'll come out on the better side at the end of 2011," he commented.

An Iowa supplier said his prices are steady and activity is good. "We've been able to supply the needs of our

Continued on page 30



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