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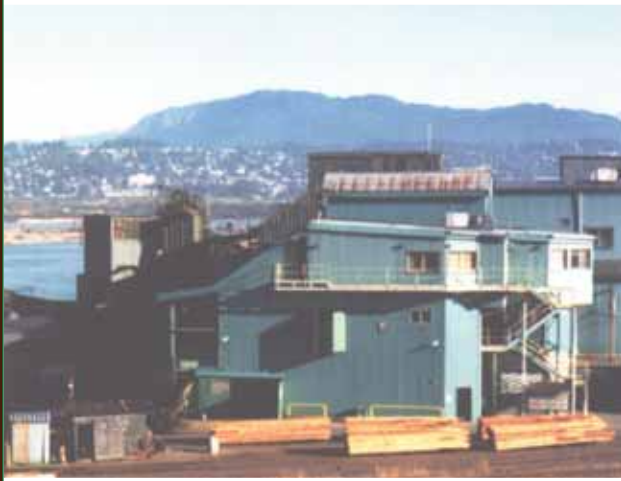


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**MIDWEST TRENDS -**

Continued from page 26

customers at or close to their asking levels," he mentioned. "We planned well in the winter months, taking advantage of price opportunities to build our inventory."

He said while he doesn't expect major improvements for 2011, he also doesn't see conditions changing for the worse. "We're in a good place right now and I think we'll continue to see small, gradual changes throughout the end of 2011."

According to the Joint Center for Housing Studies, the strength of housing's recovery will rest on how fully employment bounces back. Recently released "State of the Nation's Housing 2011," states 54,000 new jobs were created in May after the previous three months averaged 220,000 jobs. Unemployment rates rose 9.1 percent.

This report concedes that the housing recovery it has predicted is not appearing. Many Midwestern areas were noted as "far from their peak employment levels." The national homeownership rate fell below 67 percent in 2010, and the excess inventory of unsold homes equaled about 700,000 for sale homes and 160,000 rentals.

The Joint Center focuses a great deal of its annual report to affordability. The number of households able to afford monthly payments at 28 percent of their incomes rose to 70.8 million in 2010 from 48.2 million in 2007.

**WEST COAST TRENDS -**

Continued from page 16

other offshore customers who are buying large volumes of wood at low prices."

In **North Plains, Ore.**, **Mike Holm, partner in Oregon-Canadian Forest Products**, said, "This year from January till now (mid-June) is the best sales stretch we have seen since mid-2008. This is because we handle so many high-end finish items in Cedar, Doug-Fir and Hemlock, which are used in remodeling. Our customers seem busier. Our diversification has helped us, including our imported hardwood items, which are mainly used to manufacture truck trailer decking. That manufacturing area is fairly busy right now. Having said that, it feels like things are beginning to slow down a bit. Our remanufacturing operation is still busy, but not as busy as a month or so back. So many sawmills have curtailed or stopped production because of the volume of logs being exported, which has kept domestic log prices higher. We have hired some new people in sales and also new people to work in our yard. We have added 15 positions in our plant since January 1st. One reason is that it takes more people to handle more specified and smaller individual orders. Nowadays we are stopping at three different customer locations with a truckload of product instead of an entire truckload going to one location. One of our big challenges is finding trucks to deliver our products, and it is troubling that prices for trucking continue to escalate due to fuel costs. There have been times lately when we have had to wait ten days to two weeks to find a truck available. This is largely due to the fact that our product is being delivered to an area where there is no back haul available because it's a slower pocket geographically for business. If building were to pick up very much, we would

The Softwood Forest Products Buyer have a drastic shortage of trucks in the U.S. for hauling just about everything."

**Larry Petree with Lazy S Lumber, Beavercreek, Ore.**, said, "There is plenty of Cedar available from sawmills in Canada and the U.S. Regarding demand, we've used the weather excuse for business being slow about all we could. Now warmer weather has kicked in and sales are still slow. This has been a quiet week. We spend a fair amount of the time on the road seeing our customers in their home offices and everyone is keeping low inventories. Retailers are not keeping inventory at all—they are relying on distributors. Having said all of this, May was a good month for us. Overall I don't see this year's business being an improvement over last year."

**Vince Mast with Hampton Lumber Affiliates, Portland, Ore.**, said, "The markets are active at the moment on domestic buying for filling in empty inventories. Many mills have curtailed production and some have completely shut down. Most mills that are running are on a one shift or even a half shift basis each week. Export sales have been slowing up as we are entering monsoon seasons in the Orient. Right now we are seeing a \$30 pop in the domestic market prices. In the last two weeks we have seen a \$20 to \$30 increase in Doug Fir studs and a \$10 to \$20 increase in dimension prices. This is after a period of several weeks when buyers bought nothing. To me it looks like nothing is out there to sustain the markets unless mills continue to close. Our mills are hoping that log prices will continue to decline. The ports continue to be busy with export material moving through, however, the material is moving through smoothly now and is not backed up as it was a couple of months ago. Prices have crept up for the last few weeks, but again, we don't see a sustainable demand without more mill closures ahead."

**Don Dye, sales manager for Mary's River Lumber, Corvallis, Ore.**, said, "Sales for our two Western Red Cedar mills were at healthy levels the first two months of this year, as expected, but then the markets took a nose dive and it has been that way since. Our home center business is going along just fine, but mills have all the inventory; there is none in the field. I don't see this changing in the future. Like others, we are now stopping at three customer locations with one truck load of lumber. The wholesale distribution firms have forced mills to do this; we have to sell to whoever is buying. We have a sick economy and people are afraid to spend money. At our two mills our production is off by 30 percent. The prices of Cedar logs has not come down. The fencing market is doing a healthy business right now, so fencing mills are buying logs."

In **Roseburg, Ore.**, **Dan Keller, owner of Keller Lumber**, said, "Our Cedar mill cuts up a lot of stuff used on a completed house—fencing, decking and bannisters. Chicago is one of our big market areas and there are very few homes being built. It does seem to be slowly improving. We used to produce 25 million feet a year and we are now down to 12 million feet. We are still using the same number of workers, but we are working on a two or three day a week schedule."

**Bob Maurer of the Swanson Group, Glendale, Ore.**, said, "In this business climate, you hear comments like 'work isn't fun anymore' and 'one hour seems like four' at work these days. For the first part of the year we blamed bad weather across the country for a delay in purchasing. Now it has gone from winter to summer and

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**WEST COAST TRENDS -**

Continued from page 30

warmer weather still hasn't seen a big increase in sales. Curtailments at plants and lumber mills have caused some supply driven strengthening in prices. Several panel producers have laid off entire shifts recently resulting in less production in the marketplace. This has firmed up prices somewhat. We were actually off the market for three days this month in panel sales. We have seen some good orders from the container manufacturing industry, also from agricultural sales and concrete form sales. I feel that panel sales will improve as time goes on because the panels we make are so diverse and may be used in so many ways. A lot of our product is going to export markets, but through export companies that specialize in exports. We are cautiously optimistic regarding our plywood sales and we've made improvements to our mill to prepare for various demands from domestic and export markets. One of our concerns is in the long term log supply. Another is that we don't know how long this economic downturn is going to last. It has been four years and there appears to be no end in sight."

**WESTERN TRENDS -**

Continued from page 24

"Just about all the larger builders are focusing on energy efficiency," said Kevin Morrow of the National Association of Home Builders. A nine-panel rooftop solar array is a standard feature in Colorado, sources indicate. Among Arizona's largest builders, a representative of Meritage said, "This is a new way of building homes." And Nate Kredich of the U.S. Green Building Council said, "Shiny granite can only go so far to lure buyers from low-price foreclosures." He applauded Meritage for "pushing the envelope."

**NORTHEAST TRENDS -**

Continued from page 24

played a key role in the pilot project, and its members are sharing their experience with others across North America," she said.

According to the Federal Reserve's Beige Book, housing markets across the region have been mixed. New York realtors report steady market conditions with sales activity and pending sales down from a year earlier. Despite pockets of weakness in metropolitan Rochester and Albany, home prices are up roughly five percent from 2010. Prices in the New York City Metropolitan area, including northern New Jersey and southwestern Connecticut have decreased and are slightly lower than last year.

Reports on loan demand for the region are also mixed: small to medium sized banks indicate a decrease in demand for consumer loans, an increase in demand for commercial mortgages, and no change in the demand for commercial and industrial loans. Sources indicate no change in credit standards for the household sector but a tightening of standards for commercial loans and especially commercial mortgages. The Beige Book said area bankers reported a decrease in spreads of loan rates over

costs of funds for all loan categories—particularly on residential mortgages.

**ONTARIO/QUEBEC TRENDS -**

Continued from page 25

remains an unfavorable gap in terms of supply and demand.

"There is more production this year than last year, but with no more market," he said.

Although he has witnessed steady demand in overseas markets, he said his company remains committed to its niche: eight-footers and shorter. His mill ships only to U.S. and Canadian customers, and he noted that in this regard, the Canadian side of the border seems to be experiencing more sustained growth than the neighbors to the south.

"Canada is definitely stronger," he said, quickly conceding that the country's smaller population diminishes the overall impact when compared with the United States' economy. "To have a decent year with the production, we need 1.1 million or 1.2 million housing starts in the U.S. If the housing is good in the U.S., everything will go up."

On the wholesale end of the business, at least one company is no longer waiting for things to turn around. The owner-operator of one Ontario-based wholesale operation said he has decided to shutter his doors at the end of July after three decades in the industry.

"This has gone on too long and the U.S. is not going to improve quickly," he said of his decision. "I decided I had 30 great years and that it was time for an early retirement."

Despite his many years of working with lumber, he said the choice to close was not a difficult one. He noted that virtually every aspect of the Softwood industry has seen significant levels of consolidation over the past few years, leaving the smaller operators at an increasing disadvantage.

"I have seen so many customers drop off," he said. "I'm talking about lumber yards that have been operating for 80 or 100 years closing their doors. There have been these big buying groups buying up these lumber yards, consolidating them."

But as a full economic recovery remains an unfulfilled prospect, even these larger companies are having a hard time turning a profit, despite the economies of scale. This owner also lamented the lack of personal relationships in an industry that had been built on such connections.

"There's no personal touch or loyalty anymore," he said. "It's all just price. It's no fun anymore. It's a shame. There have always been bumps in the road, but nothing like this."

Still, he said he was not bitter about the transformation of the business, calling it an evolution. In addition, he said that when the economy does turn around, those companies who have weathered the tough times will be poised to reap the benefits.

In Quebec, one purveyor of Softwood lumber termed himself a realist rather than a pessimist, and said his company will remain focused on its traditional markets.

"We're not about to go into the international markets," he said, noting that although there is growing demand in that field, he does not feel that is where his company needs to be to grow. He said he is convinced things will improve—eventually.

"It will, but not in 2011. We are optimistic. We are selling fencing components and everything for the out-

Continued on page 32

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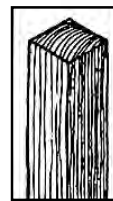


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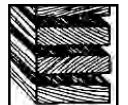


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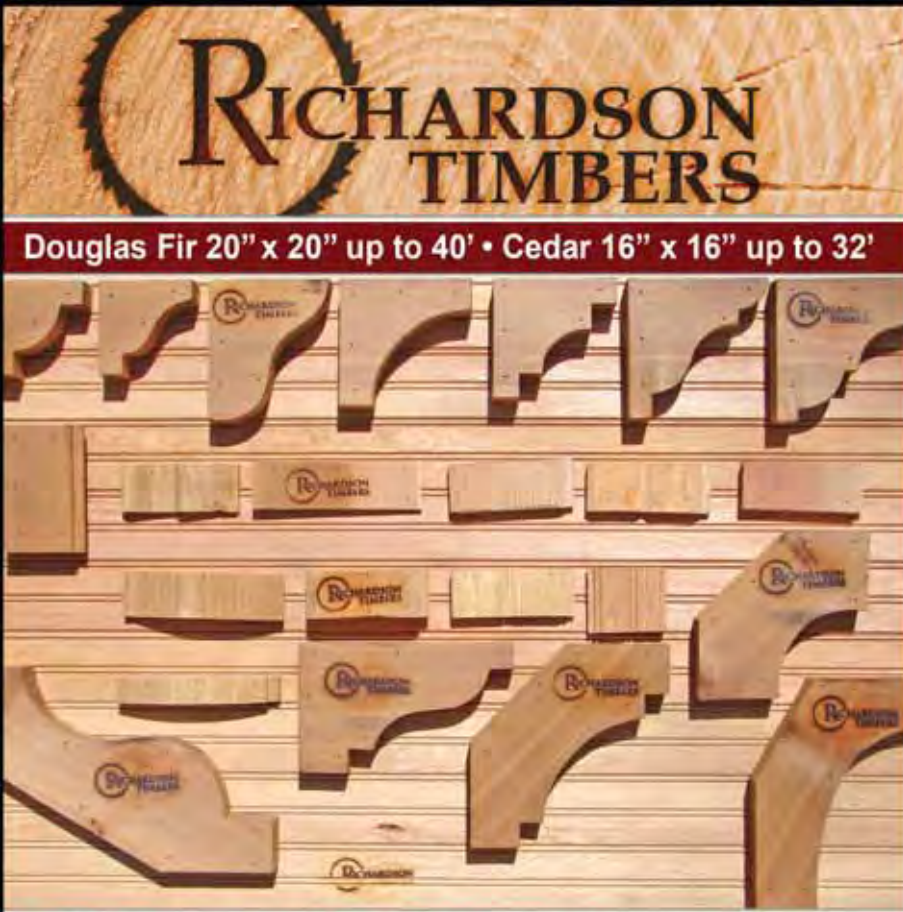


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**ONTARIO/QUEBEC TRENDS -**  
Continued from page 31

doors," he said. "We want an improvement in the U.S. market, but right now, it is a struggle."

**SOUTH/SOUTHEAST TRENDS -**  
Continued from page 25

we're being forced to do that by the lending institutions. The prices we're paying are mixed right now. SYP prices are down from last year, Cedar prices are up; and Spruce is relatively flat. It's really a spotty market right now. You'll have three good days and then you'll take a step back. I just hope we're not having a flash in the pan like we did a year ago when prices ran up and business was good for three months and then it collapsed after July 2010."

The contact said transportation costs are extremely high and he doesn't look for any relief in the near future. "These kind of fuel costs are out of the ordinary for any time of year," he said. "Diesel fuel is \$4.00 a gallon and that's ridiculous. Until we make some serious changes in our Washington administration, I don't see things improving."

This same lumber supplier mentioned his customers are experiencing extremely tight banking situations. "I think people are afraid to commit for long term. For example, many people are concerned about Obama Care, the threat of higher taxes and the huge debt our country has. There are just so many factors weighing on Americans today that nobody is comfortable borrowing much money."

As for the coming six months, he said, "If things continue the way they are right now, we will see an improvement over last year. I think that some businesses could make a profit for a change. If the bottom falls out again and consumer confidence is not that high, I think that's what will be the determining factor of where we go from here."

**TRADE TALK**

**Mid-State Lumber Announces New England Sales Manager**

**Branchburg, N.J.**—Mid-State Lumber, based here, recently announced the addition of Michael Kelly as it's New England Sales Manager.

With 30 years experience in the forest products industry, Kelly's career began in inside sales. He has held the position of salesman and sales manager.

A graduate of Rocky Grove High School in Rocky Grove, Pa., he obtained a bachelor's degree from Clarion University, located in Rocky Grove, Pa.

He and his wife of six years, Beth, have two daughters, a grandson and one granddaughter. Kelly enjoys playing golf and traveling in his spare time.

Mid-State Lumber manufactures Western Red Cedar, Douglas Fir, Southern Yellow Pine, Ponderosa Pine, meranti; cement siding and aluminum railing.

The company is a member of the North American Deck and Railing Association (NADRA), Northeastern Retail Lumber Association (NRLA) and Hoo Hoo International. For more

The Softwood Forest Products Buyer information, visit [www.midstatelumber.com](http://www.midstatelumber.com).

**Boise Cascade Acquires Filler King**

**Boise, Idaho**—Boise Cascade Wood Products, L.L.C., a subsidiary of Boise Cascade, L.L.C., based here, announced the purchase of assets of Filler King Company in Homedale, Idaho. Filler King Company is a producer of laminated beams and laminated decking. The details of the transaction were not disclosed. "The Filler King operation enjoys a rich product mix and offers a much broader range of products than Boise Cascade has historically produced," comments Tom Corrick, Senior Vice President for Boise Cascade. "In addition, the Filler King operation is a very efficient and flexible operation with available capacity to grow as the economy recovers. We plan to meet with and extend conditional employment offers to Filler King's existing employees and retain the mill's management team going forward."

The company is also expected to restart its La Grande, Ore., sawmill, which focuses on narrower widths. The plant has been down for approximately two years.

Boise Cascade manufactures engineered wood products, plywood, lumber, and particleboard and distributes a broad line of building materials, including wood products manufactured by the company. For more information, visit [www.bc.com](http://www.bc.com).

**Enyeart Cedar Introduces New Sales Representatives**

**Tigard, Ore.**—Linda Elliott and Jason Jacobson recently joined the sales team at Enyeart Cedar Products, located here.



Linda Elliott



Jason Jacobson

Elliott's responsibilities include sales of the company's Western Red Cedar products including: decking, trim, siding, patterns, timbers, shakes and shingles in all grades and sizes.

Elliott has two sons and enjoys hiking, biking, playing tennis and paddleboard in her spare time. Originally from Northern California, Elliott's background is in homebuilding.

Jacobson's responsibilities include marketing Enyeart Cedar's Western Red Cedar products including: decking, trim, siding, patterns, timbers, shakes and shingles in all grades and sizes.

Enyeart Cedar owns and operates a 15-acre manufacturing and shipping facility with more than 20 employees, 35 miles east of Coeur d'Alene, Idaho. Another seven employees are located in the company's sales office in Lake Oswego, Ore., to track shipments and serve customers via telephone, fax and email.

The firm offers its Cedar products green, air seasoned, kiln dried, or to specification - from 12x12 rough sawn timbers to 1/2x6 Clear Vertical Grain (CVG) bevel siding. With offices in Tigard, Enyeart also keeps inventory in Smelterville, Idaho.

Jacobson and his wife Mary have three sons, Tyson, Ryder and Kyler. He began his career in the forest



## TRADE TALK

Continued from page 32

products industry in 2005 after receiving his bachelor's degree in international relations from Brigham Young University (BYU) located in Utah.

Jacobson enjoys fly-fishing and hiking in his spare time.

Enyeart Cedar specializes in mixed truckloads of Cedar products, sourced from the Inland and on the coast of British Columbia. For more information visit, [www.eneartcedar.com](http://www.eneartcedar.com).

### PLM Keeps Western Region Covered With Kilrain

**Philadelphia, Pa.**—Pennsylvania Lumbermen's Mutual Insurance Company (PLM) provides commercial property and casualty insurance services to the lumber, woodworking and building material industries, and has since 1895.



Tricia Kilrain

Tricia Kilrain has been with PLM since 2008 and initially was the PLM Field Representative for Colorado, Wyoming, New Mexico and Western Texas. As of January 2010, she was promoted to the PLM Western Field Operations Manager for 24 states, for the West, Midwest, Northwest and Southwestern regions of the United States.

Tricia has ten years of combined management, sales and underwriting experience within the commercial property and casualty insurance industry, with three plus years in lumber, woodworking and building materials.

Pennsylvania Lumbermen's Mutual Insurance Company was established in 1895. The firm deals solely in providing property and casualty insurance to the lumber, woodworking and building material industries.

PLM's home office is based in Philadelphia, Pa. In addition, the company has Field Representatives servicing most of their marketing territories throughout the United States. Numerous trade associations within the wood products industry endorse PLM. For more information, visit [www.plmins.com](http://www.plmins.com).

### Roseburg Acquires Mill from Flakeboard

**Simsboro, La.**—Roseburg Forest Products announced that it has entered into an agreement with Flakeboard to acquire its Simsboro, La., particleboard manufacturing and laminating facility.

"This acquisition demonstrates our continued commitment to the composite industry and the customers we serve," stated Allyn Ford, Roseburg's CEO and President. "Through our purchase of the plant in Simsboro, Roseburg will own one of the most modern continuous presses in the United States. This unique opportunity will fill a gap in our product line, allowing us to better meet the current and emerging needs of our composite customers."

Roseburg, based in Dillard, Ore., is a family owned manufacturer of engineered wood products, lumber, plywood, particleboard and specialty panels. It owns and manages timberlands in the Western United States, and operates manufacturing facilities in the Western and Southern regions

of the country. For more information, visit [www.rfpco.com](http://www.rfpco.com).

### Casey Garland Joins Bridgewell Resources

**Portland, Ore.**—Bridgewell Resources recently announced Casey Garland has joined the company as purchasing manager of their new contractor direct division.

Bridgewell Resources offers several value-added services including mixed-size loads, just-in-time delivery, job-site delivery and more. They are an operating company of Atlas Holdings LLC, a Connecticut-based company that owns and operates businesses in a number of industrial sectors. More information about their products and services can be found at [BridgewellResources.com](http://BridgewellResources.com).

### Bob Marks Retires After 52 Years In the Industry

**Riverside, Calif.**—Boise Cascade, based here, recently announced Bob Marks would retire after 52 years in the forest products industry. He has been in the industry since 1959 and spent the last eight years as a product manager and salesman with Boise Cascade.

Boise Cascade produces Softwood lumber. The company manufactures lumber in western species including Pine boards, Hem-Fir and Fir-Larch framing lumber. For more information, visit [www.bc.com](http://www.bc.com).

### McShan Redesigns Website

**McShan, Ala.**—McShan Lumber Co., located here, recently updated their website [www.mcshanlumber.com](http://www.mcshanlumber.com).

According to a company representative, the newly designed website includes more virtual pack inspections; more back issues of the Plane Dealer (McShan's newsletter); new photos; and a link to their Facebook page where more images are available.

For more information, visit [www.mcshanlumber.com](http://www.mcshanlumber.com).

### Wholesale Wood Products Promotes Wilkens to Sales Manager

**Dothan, Ala.**—Wholesale Wood Products, based here, recently promoted Eddie Wilkens to territory sales manager for the Gulf Coast Region.



Eddie Wilkens

Wilkens' territory will extend from Gulfport, Miss., to Gainesville, Fla. Employed by Wholesale Wood Products in 2007, he began as a sales representative and purchasing agent.

Wholesale Wood Products manufactures Cedar, Cypress, Spruce/Radiata/Eastern White Pine, Redwood and Fir, engineered wood products, C Grade KDAT Pine boards and dimension, PVC trim board products and Nichiha fiber cement products. For more information, visit [www.wholesalewoodonline.com](http://www.wholesalewoodonline.com).

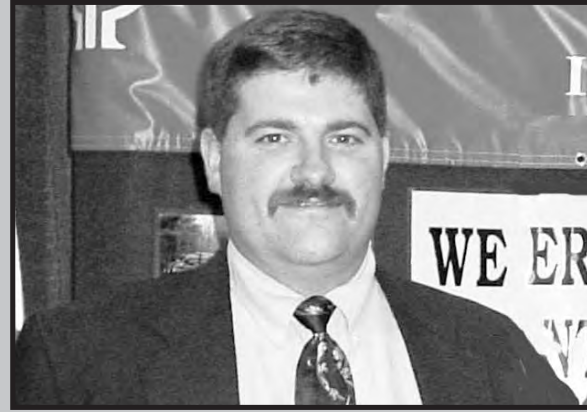
### Snavelly Forest Products Announces Staff Additions

**Snavelly, Md.**—Snavelly Forest Products, based here, recently announced additions to its Baltimore division staff.

Dave Pard has joined the sales team as the Typar Housewrap Product

Continued on page 35

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## TRADE TALK

Continued from page 33

expert. Pard brings significant building material sales experience from The Contractor Yard, Bradco and 84 Lumber.

Additionally Justin Pence has joined the Greensboro, N.C., division of Snavely. Pence will provide technical expertise supporting the engineered wood department.

Snavely Forest Products was established in 1902. Corporate headquarters are located in Pittsburgh, Pa. Sales and distribution facilities are located in Pittsburgh, Pa.; Westminster, Md.; Dallas and Houston, Texas; Denver, Colo.; Liberty, N.C.; Phoenix, Ariz.; and Lakeland, Fla.

### APA Launches Free Product Reports App

**Washington, D.C.**—As more and more design and building professionals go mobile, APA-The Engineered Wood Association is answering the call with a new product targeting the growing number of smartphone users. APA launched its first mobile app: the APA Product Reports® App for iPhone®, iPad®, and iPod touch® is now available for free download from the Apple App Store.

The APA Product Reports App provides quick field access to the APA reports that document engineered wood products' conformance with codes and standards. Users can search for APA Product Reports by keyword, report number, or browse through a list of active reports. The app also provides users with direct access to the APA Product Support Help Desk by phone or e-mail communication.

"There are studies that show that the sales of smartphones have overtaken PCs, and in the last year we've seen a significant increase in the use of mobile devices accessing APA's websites," said APA Website & Publications Coordinator LaDauna Wilson on the decision to produce a smartphone app. "We are looking at ways in which we can provide our users with easy mobile access to APA's resources."

Most mobile phone users in the U.S. still own a traditional feature phone, but according to a report by eMarketer, smartphone ownership will rise from 31 percent of the mobile population this year to 43 percent by 2015. The report estimates that nearly 110 million Americans will have a smartphone by the end of that year.

In 2010, over 200,000 APA Product Reports were downloaded from [www.apawood.org/productreports](http://www.apawood.org/productreports).

The reports assist building officials and design professionals in determining a product's compliance with building codes and national, international or industry-recognized standards.

APA issues the reports for engineered wood products—including plywood, oriented strand board (OSB), glulam, I-joists, and structural composite lumber (SCL)—that are manufactured under a quality program audited by APA.

### J.P. Price Names Philip Starks Sales Manager

**Monticello, Ark.**—J.P. Price Lumber, located here, recently announced Philip Starks as their new sales manager. Starks is formerly of Potlatch in Spokane, Wash.

John Porter Price established Price Lumber Company in 1965. Between 1965 and 1981, Price Lumber Company focused on its lumber and mill businesses and later added wood chipping capability. In 1981, Price developed and built a rotating drum tree debarker (the Price "Debarker") that eventually changed the focus of the company from lumber and milling to equipment fabrication and contract wood chipping. J.P. Price Lumber Company is now part of the Price Companies. In 2005 a decision was made to build a state-of-the-art Southern Yellow Pine sawmill capable of producing 80,000,000+ feet of lumber per year from small logs. The firm's primary products are 2X4, 2X6, 1X4, 4X4, and 4X6 in 8, 9, and 10' lengths.

### Registration Open For SFPA Forest Products Expo

**Kenner, La.**—The Southern Forest Products Association (SFPA) recently announced open registration for the 31st Forest Products Machinery & Equipment Exposition. Set for August 11-12 in Atlanta's Georgia World Congress Center complete registration forms can be located at [www.sfpaexpo.com](http://www.sfpaexpo.com).

"As the show draws near, companies are making plans to be a part of this exciting event. I anticipate a sold-out show," commented exposition director Eric Gee. "On a daily basis, we continue to process requests for exhibit information, too," he added.

For more information contact, Eric Gee, Exposition Director, 503-443-4464 (ext. 214); or email [egree@sfpa.org](mailto:egree@sfpa.org).

### NAWLA ISSUE -

Continued from page 18

tributors in addressing and solving common industry challenges in the areas of transportation, government and environmental regulations, e-commerce and technology and certainly ongoing education.

For more information about being part of this year's NAWLA Special Issue, contact Rachel Stokes at 901-372-8280, or email [stokes@millerpublishing.com](mailto:stokes@millerpublishing.com).

## OBITUARY

### Joe Hearin

**Medford, Ore.**—Joe Hearin, passed away recently. Born on Jan. 16, 1912, Hearin died having celebrated his 99th birthday.

He began his career as a salesman at Heinz in California. In 1943 he moved to Medford to run his first lumber mill, the business path that would become his legacy. He was a pioneer of trade to the burgeoning Asian market, while establishing additional busi-

ness partnerships in Europe and South America. Joe was president of Hearin Forest Industries until age 92, where he led day-to-day operations from his Portland office.

He died in Medford, where he retired to be near his daughter, Joan.

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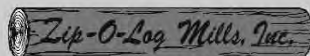
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Classified Rates: Display \$60.00 per column inch, fractions of an inch will be charged as a full inch. Line Ads are \$8.00 per line.

All classified Ads must be received by the 15th of the preceding month. Example: Ads for the September/October, 2011 issue must be in by August 15th, 2011.

Also, please specify the number of times Ad is to run. **All Ads to be inserted on prepaid basis only.**

Classified advertising accepted only for: Position Available, Position Wanted, Business Opportunities, Machinery For Sale, Machinery Wanted, Wanted To Buy, Service Offered.



## IDAHO TIMBER

**IDAHO TIMBER** seeks a highly motivated, aggressive, energetic salesperson with experience and knowledge in the areas of dimensional lumber and studs, along with cedar boards. Candidate will be responsible for product marketing, sales, new product development, as well as growing and maintaining working relationships with regional and national accounts. Position requires self-motivation, ability to communicate well with others, creativity, teamwork and knowledge of the lumber products industry.

Position is available in Boise, Idaho and offers competitive benefits including: Salary (DOE), bonus program, 401(k), profit-sharing, health and dental insurance and opportunity for growth with an innovative and aggressive industry leader.

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Please contact  
admin@skana.com  
or Chris Beveridge @ 604-273-5441

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will get results**

Contact: Rachael Stokes  
Advertising Manager  
stokes@millerpublishing.com

## SOFTWOOD CALENDAR

### July

**Southeastern Lumber Manufacturers Assoc. Inc., Annual Conference**, Amelia Island, Fla. Contact: 770-631-6701. July 20-24.

**Global Buyers Mission 2011**, Whistler, B.C., Contact: 604-882-7100 or 877-422-9663. Sept. 8-10.

### August

**Southern Forest Products Association, Annual Meeting**, Atlanta, Ga. Contact: 504-443-4464. Aug. 9-10.

**North Star Expo, Logging/Trucking/Sawmill Show**, Grand Rapids, Minn. Contact janeabel@timberproducers.com or 218-722-5013. Sept. 16-17.

**SFPA/Expo 2011**, Georgia World Congress Center, Atlanta, Ga. Contact: 504-443-4464. Aug. 11-12.

**NELMA, Board of Directors Meeting/Golf**, Kennebunkport, Maine. Contact: 207-829-6901. Sept. 22-23.

### September

**Western Red Cedar Lumber Association, Meeting**, Whistler, B.C. Contact: 604-891-1261. Sept. 7-8.

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 KEVIN CHONG | 604-648-4529 | kchong@westernforest.com  
 RUSS NIXON | 604-648-4536 | mixon@westernforest.com  
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**"...having advertised in your publication for several years, we have seen the benefits and results that it has provided to our company..."**



**DURGIN & CROWELL LUMBER CO.**  
**231 FISHER CORNER RD.**  
**NEW LONDON, N.H. 03257**

The Softwood Forest Products Buyer  
 P.O. Box 34908  
 Memphis, Tennessee 38184-0908

Dear Terry,  
 "Having advertised in your publication for several years, we have seen the benefits and results it has provided for our company. With your knowledge of the market and wide distribution within the industry, the 'Softwood Buyer' was our first choice to expand our market exposure. Not long after an issue is published, we always receive calls from what may be new customers. I consider your publication almost 'required reading' within the industry.  
 As our business continues to grow and change, I look forward to a continued working relationship with you. From a cost/benefit analysis, the 'Softwood Buyer' has been a very good investment for our marketing program."



**B MANNING**

Best Regards,

B Manning - General Manager  
 Durgin & Crowell Lumber Co.  
 New London, N.H.

**CALL TODAY 901-372-8280**

Email us at [stokes@softwoodbuyer.com](mailto:stokes@softwoodbuyer.com)

OR FAX US AT 901-373-6180

For Ad rates and marketing support services unavailable elsewhere.



"It's everywhere you need to be to get more business!"

**Durgin & Crowell Lumber Co.** 231 Fisher Corner Rd., New London, NH 003257, carries seven 1/2 Island Ads in four-color in The Softwood Forest Product Buyer. They have manufactured Eastern White Pine lumber since 1976. They have 30 million board feet of production; 630,00 board feet of dry kiln capacity, in-line moisture detectors and a modernized cut-up shop. Their telephone number is 603-763-2860; fax: 603-763-4498 and their website is [www.durginandcrowell.com](http://www.durginandcrowell.com).

**Classified Opportunities**

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- McDonough 54" resaw model RA-59 (tilting HYD feed)
- New Holland Skid steer loader Model LX565 Runs well
- Newman KM-16 3 Head Trim Saw
- YATES, A62 – Motorized Planer
- Stetson Ross 6-12-A1 planer 5-head
- PERKINS 4.203 Newly Rebuilt Forklift Engine
- 1989 Ford L8000 with 12 ton/50' Crane
- Chip Bins-20 unit and 14 unit, 30 unit and 15 unit
- Western Pneumatics bins, Nice
- Toledo digital truck scale 11' wide x 68' long
- MISC. Tilt Hoists, Lumber Handling Equipment
- MISC. Electrical, Disconnects
- MISC. Conveyors
- MISC. Roll Cases
- MISC. Blowers
- MISC. Cyclones
- MISC. Hydraulic Pumps



**IDAHO TIMBER CORPORATION**

**CONTACT: Darrell Gottschalk  
 (208) 835-2161**

**SALESPERSONS WANTED**

**Gulf Coast Shelter**, a subsidiary of **Shelter Products, Inc.**, specializes in the sale of all building material products. We are currently searching for career oriented sales people to join both our Laurel, MS. and Daphne, AL. offices. This is an excellent opportunity to build a high income career with unlimited potential. We are looking for someone with strong interpersonal, problem solving and organizational skills. The ability to work in a fast paced environment under pressure and deadline demands while maintaining a customer service orientation is important.



For a comprehensive look at our company, view our web site at [www.gulfcoastshelter.com](http://www.gulfcoastshelter.com) and [www.shelter-products.com](http://www.shelter-products.com). Send cover letter and resume to [kaustin@shelter-products.com](mailto:kaustin@shelter-products.com) or fax to 503.233-2515. We are an Equal Opportunity Employer.

**Wholesale lumber company** seeks a top performer with 3+ years of industrial lumber/panel sales experience to include hardwood panel, MDF and industrial particle-board products for our Midwest sales office. This opening offers a top compensation plan and fringe benefits. Light travel only. **Please apply in confidence:**

**Blind Box No. 142, The Softwood Forest Products Buyer,  
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