

GLOBAL -
Continued from page 1

Red Cedar Lumber & Export Associations (WRCLA & WRCEA) in recruiting participants and assisting BC Wood with the organization & delivery of the event.

Pre-qualified international buyers came from Australia, Austria, Belgium, Eastern Canada, China, India, Japan, Korea, Malaysia, Mexico, the Netherlands, Taiwan, Vietnam, the United Arab Emirates, the United States, the United Kingdom and Vietnam. GBM reported that the majority of its buyers were new to the GBM again this year, offering excellent opportunities for Canadian manufacturers to build new business.

GBM also hosted over 80 North American architects, designers, contractors, developers, engineers and specifiers this year, to participate in its Living & Building with Wood Program. Architects & Designers also participated in “speed learning sessions” Friday afternoon, with 20 manufacturers exhibiting at the GBM. This was a new activity this year and received high marks from both the architect community and participating exhibitors.

Minister of Jobs, Tourism & Innovation, the Honorable Pat Bell, welcomed delegates and officially opened the showroom Friday morning.

Products on display at the 2011 GBM from 75 exhibitors, represented by over 200 participants included timber frame structures, engineered wood products, treated lumber, windows, doors, mouldings, cabinetry, building systems, flooring, Western Red Cedar products and a variety of other value-added wood building products. 25% of the companies were new to the GBM, offering returning buyers some additional resources and products not seen at the GBM in the past.

For the past seven years, BC Wood has organized pre and post event site visits and tours for incoming delegates. This year, the GBM Extended Mission Program included seven groups that once again toured production facilities and visited construction sites in the lower mainland and the interior of B.C. to meet participating manufacturers. Besides helping buyers immediately source high quality, innovative and competitively priced wood products, the tours helped build future business relationships by familiarizing potential customers with BC’s wood species.

The GBM continues to be Canada’s largest event dedicated to promoting value-added wood producers.

The next GBM is scheduled in Whistler, Sept. 6th to 8th, 2012.

NELMA -
Continued from page 1

Award. The First Place team net score winners with a 38 were: Doug Chiasson (J.D. Irving), Jeff Desjardins (Moose River Lumber), Tom Jenkins (T. Jenkins Forest Products) and Phil Ruck (CES Inc.). The foursome of Matt Duprey, Jack Bowen, Kevin Hynes (all of Hancock Lumber), and Kelly Brown (Western Lumber) were winners of the First Place team gross score, with a 54. For the first time in NELMA golf outing history, a hole-in-one was recorded, with Jason Brochu (Pleasant River Lumber) making the memorable shot.

The Board of Directors meeting, chaired by Peter Buckley (Mill River Lumber), included updates regarding the ongoing trademark infringement/stamp counterfeiting legal actions, the status of the Association’s inspection programs and field inspection staff, highlights from recent meeting of NELMA’s Pine Subcommittee and Advisory Committee, the Association’s financial status, and the recent monitoring requirement for lumber grading agencies to periodically test lumber for the evaluation of published design values. A discussion and passage of the proposed 2012 NELMA Budget was also conducted. The meeting concluded with important issue updates provided by Zoltan van Heyningen, Executive Director of the U.S. Lumber Coalition, on current arbitration activities on BC timber Grade 4 inequities, and also from Phil Ruck, Lead Engineer with CES, on state and federal environmental mandates and regulation proposals.

Immediately following the Board meeting, the bi-annual presentation of the economic forecast was provided by Paul Jannke of Forest Economic Advisors LLC (FEA).

In addition to the Board of Directors meeting, the Association’s Insurance Safety

Group Committee was re-instated as part of NELMA’s commitment to the Acadia Insurance’s sponsored Dividend Program. The Committee’s 6 newly-appointed members are: Rebecca Lowell (Lowell Lumber), Michael Record (Record Lumber), James A. Robbins (Robbins Lumber), Rob Wieczorek (Wieczorek Insurance and Sponsor Agent), Ryan McMahon (Acadia Insurance), and Jeff Easterling (NELMA President, ad-hoc member).

NELMA expressed gratitude and acknowledged the event sponsors for their generosity: Birdie Level Sponsor – Hancock Lumber; Par Level Sponsors - Irving Forest Products and Seaboard International; Hole Sponsors – Eastern Forest Products, Pennsylvania Lumbermens Insurance, R.E. Lowell Lumber, Sandy Neck Traders, T. Jenkins Forest Products, and U.S.N.R.; Cart Sponsors and Putting Contest – Wieczorek Insurance/Acadia Insurance; Golf Balls – Western Lumber; Golf Towels – Eastern Insurance; Prize Sponsors – DiPrizio Pine Sales, P. DiPrizio Lumber, and Timber Trading.

The 2012 NELMA Annual Convention will be held April 26–27 at the Seaport Hotel in Boston, Mass.

WHO’S WHO - Bernard
Continued from page 2

No. 1 Clear Grade Cutstock). Tewa, LLC produces solid stain grade Pine mouldings

(WWPA N-Grade) and shavings.

Bernard has been in the forest products industry for approximately 32 years and in his current position for the last four. He began his career as a bundler in 1979. Previous positions held by Bernard include: warehouseman, department manager, production manager, materials manager, plant manager, general manager and vice president of manufacturing.

A graduate of Ontario High School, Ontario, Ore., he attended Treasure Valley Community College, also in Ontario.

Tewa is a member of the Wood Moulding and Millwork Producers Assoc., Better Business Bureau, National Federation of Independent Business, and Forest Stewardship Council.

Bernard is a member of the American Production and Inventory Control Society. Married to Sheryl for 16 years, he has two sons and one daughter.

For more information contact (915) 886-9973.

WHO’S WHO - Brooks
Continued from page 2

Brooks has been in the forest products industry for more than 30 years. He began his career in purchasing in 1975. Other positions he has held include: branch manager, operations manager, and lumber sales manager.

A graduate of Walpole High School, located in Walpole, Mass., he obtained his

bachelor’s degree from the University of Massachusetts, based in Amherst, Mass.

Married to Ann-Marie for 33 years, Brooks enjoys golf, fly-fishing, and shooting sports in his spare time.


Mid-State Lumber has three full service facilities located in Branchburg, N.J., Kingston, Pa. and Warwick, N.Y. The firm’s customer base spans the Mid-Atlantic and New England regions. Commodity inventories are maintained in several Eastern seaboard re-load centers. For more information visit www.midstatelumber.com.


WHO’S WHO - Carter
Continued from page 2

ucts, and one of the oldest prefinishers in the nation. With one of the largest Cedar inventories in the Midwest, Edmund Allen offers customers a full line of Cedar products from Clear bevels, trim, and dimension either solid or fingerjointed, to STK Bevels, boards, patterns, to Cedar Timbers, shakes & shingles. The company also stocks Cedar Valley Shingle panels, LP Smartside Lap sidings & trim, and Roseburg Fir plywood.

Carter has been with Edmund Allen Lumber Co. for 25 years in the sales department and in his current postion for two years. He began his career in the forest products industry in 1981 working for

Continued on page 18




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WHO’S WHO - Carter

Continued from page 17

the U.S. Forest Service, Thompson Falls, Mont., as part of the timber stand inventory crew and a firefighter until 1985 when he began at Edmund Allen.

A graduate of Mokence High School, Mokence, Ill., Mark obtained his bachelors of Forest Science degree at the University of Illinois in Champaign-Urbana, Ill. He has been married to Sheila for 16 years and he enjoys sports, music, walking and reading. He and his wife are sponsors for a local Newspapers In Education (NIE) program. For more information visit www.edmundallen.com.

WHO’S WHO - Dean

Continued from page 2

in the forest products industry since 1983 when he began pulling a planer chain for Spalding & Son, located in Grants Pass, Ore. Previous positions include: sales representative at Sierra Pacific Industries, located in Redding, Calif.; sales manager for Swanson Group, Glendale, Ore.; and vice president of sales for Lewis & Mason County Forest Products.

A graduate of Grants Pass High School, he attended Oregon State University,

Corvallis, Ore.; Portland State University and Linfield College, Portland, Ore. Dean is a member and former board member of the West Coast Lumber Inspection Bureau.

Engaged to Wendy Jo, he has four sons, two daughters and one grandson. In his spare time he enjoys fishing and white water rafting.

For more information visit www.collinsco.com.

WHO’S WHO - Foxx

Continued from page 2

niche in liquidations and closeouts. The firm's GCS sales are currently in excess of \$30 million annually.

A graduate of Richton High School he attended Jones County Junior College. Foxx has five daughters, one son, two grandsons and five granddaughters. He enjoys riding motorcycles, fishing and spending time with his grandchildren in his spare time.

Gulf Coast Shelter Products is a member of the North American Wholesale Lumber Association (NAWLA). For more information visit www.gulfcoastshelter.com.

WHO’S WHO - Malloy

Continued from page 2

and alder veneers in 1/50" to 1/8" thicknesses with lengths up to 17' for furniture applications, plywood, windows and doors and millwork.

Malloy has been with Idaho Veneer for approximately 36 years and in his current position for 21 years. A family-owned and operated business, Malloy has been involved in the forest products industry throughout his career.

A graduate of University High School, Spokane, Wash., he obtained his bachelor's degree in business administration and marketing from Washington State University, located in Pullman, Wash.

Idaho Veneer is affiliated with Timber Products Manufacturers, Western Wood Products Assoc., North American Wholesale Lumber Assoc., Hardwood Plywood and Veneer Assoc., and Western Plywood Producers Assoc.

Past Chairman of the Board of the Hardwood Plywood and Veneer Assoc., Malloy has been married to Susie for 37 years. The couple has three daughters, four grandsons and two granddaughters. In his spare time Malloy enjoys spending time with his grandchildren, woodworking, golf, boating, studying history and politics.

The Softwood Forest Products Buyer

For more information visit www.idahoveneer.com.

WASHINGTON SCENE -

Continued from page 2

David Cleaves, the U.S. Forest Service Climate Change Advisor. "Trees removed in an environmentally responsible way allows forests to continue to sequester carbon through new forest growth. Wood products continue to benefit the environment by storing carbon long after the building has been constructed."

The use of forest products in the United States currently supports more than one million direct jobs, particularly in rural areas, and contributes more than \$100 billion to the country's gross domestic product.

"In the Rockies alone, we have hundreds of thousands of dead trees killed by bark beetles that could find their way into the building supply chain for all types of buildings," said Forest Service Chief Tom Tidwell. "Taking a harder look at wood as a green building source could reduce the damages posed by future fires, maintain overall forest health and provide much-needed jobs in local communities."

EDENSAW -

Continued from page 4

years. "For the next six months we're going to work on keeping our nose above water," said Moore, "while at the same time looking for ways to expand into new areas once the market turns around."

The company will also continue to work on projects that expand past its typical line of business, such as the "Edensaw Community Cancer Fund," which Ferris and Moore started two years ago. Individuals donate to the fund through payroll deductions and the money goes to helping local residents and their families.

The foundation also holds annual raffles and gives \$1,000 (in the form of groceries or gas cards) a month to eligible recipients. Over the last two years, the fund has raised \$200,000. "It feels good to give back to the community that's supported us so well," said Moore.

ROBBINS -

Continued from page 8

Robbins Lumber is a vertically integrated forest products firm producing Eastern White Pine lumber and by-products in its mill. Robbins produces approximately 25 million board feet of lumber annually. The company first opened its doors for business as a small stave mill in 1881.

For more information on Robbins Lumber, visit their website at www.rlco.com.

KING -

Continued from page 6

ensure that nothing over 12 percent leaves the mill. The kilns are fueled by wood waste, and the firm this year invested one-quarter million dollars on kiln improvements. A 600-horsepower steam boiler produces steam and electricity for the kilns, in addition to heat for the building.

King Forest wraps all lumber in a high quality, fitted paper cover prior to transport at no additional charge to customers, and prides itself on its ability to ship well-packaged lumber on time.

The King Forest team is comprised of 80 employees. Several key personnel, in addition to King, are: Jerry Bixby, planer mill supervisor; Kevin Godfrey, sawmill manager; Anita Latulippe, controller; Pam McGraw, office manager; Steve Albaugh and Chuck Sackett, boiler/kiln operator; and Scott O'Meara, computer technology.

King attributes having a well-assembled team as a key factor in the company's ability to remain successful. "We have a good team and that's a necessity to run a business. In challenging times like these it

Continued on page 24

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Business Trends



By Michelle Keller
Associate Editor

Many in Softwood lumber industry seem to be looking toward the future with a mixture of trepidation and optimism. The owners of many mill and wholesale operations say that the future of the industry is inextricably linked to the health of the North American economy, and until housing starts in the United States rebound, a sense of caution will prevail.

Still, there are the occasional bright spots in an industry that has seen difficult times for the past several years. One small mill operation in Ontario reports strong orders. In fact, the mill's owner said the past year has been the best in the company's history.

"We have our pines for furniture making and home do-it-yourselfers," he said. "I think demand has remained fairly steady. We're a little different in that through this past recession, we've had our best years ever. Last year was our best year we've ever had in our 160 years. For larger companies, it's a struggle. For us, a smaller retail, wholesale operation, it hasn't affected us at all."

He said his mill cuts primarily with Pine, Hemlock, and Red and White Cedar. Although demand for Cedar peaked this past spring, he said that was not unusual, given the time of the year. He said that he believed the company's ongoing success hinges on several different factors.

"I think partially we're doing some stuff right. We provide good customer service, and we can do a lot of value-added work for people," he said, adding that being located just north of Toronto has helped as well. "I don't think our location has hurt us...we have a large customer base around us. I think if you are halfway between Wawa and Manitou Island, it'd be tougher."

In addition, the company has provided an increasingly long list of value-added services over the past few years, moving beyond what the mill had traditionally offered.

"We've added some new shop services," the owner noted. "We carry our Pine in both rough and dressed. Twenty, thirty years ago, we only carried rough lumber, but we found there were a lot of people who did not have the equipment they needed. Now, we cut the components for them, if need be, and for the person who wants to grab a board and run, we have that too."

Listening, he said, is the key to success. He stressed that convincing a customer that what you have is what they want is less effective than hearing what the customer is saying, and responding to that instead.

Although supply and demand have been no trouble for his operation, transportation has occasionally been problematic.

"Sometimes trucking is a bit of an issue," he remarked. "The trucking industry has some pretty slim margins there, and finding trucks that can pick up for you in a timely fashion can be an issue, certainly a bigger issue than it was six years ago."

There are, however, many in the industry who wish that transportation were the biggest of their problems. The manager of one Ontario-based wholesale operation said he has watched helplessly as sales have slipped from last year.

"The main problem was the spring sales this year," he commented. "There really was no spring buy. The economy slipped in March or April, and then it just continued to slide until July and our sales dropped dramatically during that period and we've never made up for that."

Even with the drop, however, he said he retains a certain degree of hope that things will turn around.

"It's better than it was in the spring, but it's sort of last-minute sales right now because our customers are not carrying any inventory," he explained. "We've run into little spurts here and there, but we don't know how long they're going to last. September was close to normal, but our feeling is the rest of the fall is going to be below normal."

He pegged his demand woes on the same issue that many others have noted: weak housing start numbers in the United

States.

"If the U.S. housing and therefore the U.S. economy would show some improvement, there would be more jobs and more optimism," he said. "The U.S. economy is dragging our economy down, there's no question about it."

He mentioned that the political gridlock that has paralyzed Washington, D.C., is creating a sense of paralysis throughout the North American economy.

"Maybe what it will take is the U.S. Congress to sign that bill that Obama has proposed; Washington has to get off their ass and move," he said. "There is nothing helping the market right now. I guess one could say that the Canadian dollar has dropped in the past week, so that should help. It's a step in the right direction, it makes us more competitive, but the economy is too slow."

This manager explained that he and his company have explored a number of options in an effort to help jump-start sales, but he quickly added that they are far from alone in this approach.

"We've considered a lot of things, but so have our competitors," he said. "I don't think there's been a stone unturned. If there's a four percent margin somewhere, someone has already found it and already killed it. I haven't found any alternatives that have looked attractive."

The owners of at least one Quebec mill were singing a similar tune. One of the company's representatives said that the easy, obvious answers to improve productivity have all been taken.

"We have to look at many solutions to feel

Continued on page 24

South/Southeast
Business Trends



By Gary Miller
Managing Editor

Softwood lumber traders in the Southeast report softening market conditions. In Georgia, a source attributes both the U.S. economy and the global economy as factors in the downturned market. "There is no confidence in the market and everybody is scared," he noted. "The Euro and the stock market are jumping up and down like a yo-yo and that all factors in. Banks are still having issues, and there are still a lot of foreclosures going on."

"Even though some say the job market is improving, it's still very tough out there," he continued. "I believe if we didn't have certain safeguards in place, we would be in the middle of a depression all over again."

Handling Southern Yellow Pine, Douglas Fir, Spruce, and oriented strandboard he said most products are moving the same across the board. "The only thing that has been consistent, meaning a 'little' better than the others, has been 2x4, 104 and 5/8

Spruce," he explained. "Pricing hasn't gone up, it's simply a result of supply tightening. A lot of mills have curtailed production so there is not as much available."

As for inventory levels he explained, "Our inventory levels are down. Right now we're in the situation where sometimes jobs won't be ready for the product so we may have to take it to a re-load and that's what we do."

The contact doesn't expect improvement in his markets until at least 2013. "With the election year ahead, a lot of what happens in 2013 depends on the outcome of the 2012 election. I don't believe we'll see improvements in a major way until then in any case."

In Mississippi a Softwood supplier said Southern Yellow Pine had a brief uptick in recent weeks. "This is one of the flattest markets I have ever seen. I've been involved in the industry since 1976 and this is definitely one of the toughest markets we've had."

However, the source did mention 2011 has had its share of spotty conditions. "We've had several spikes this year. It has come off a little here and there. Pine just had a run for three or four weeks and now it has topped out," he noted. "The market just looks like it's going to remain flat."

Going into the holiday season, he said, "I look for things to remain soft until the spring and summer. Winter is on the way and we'll have snow days and people won't be able to get to the jobs and loggers will have to battle wet logging conditions."

In Alabama, a contact said transportation has finally leveled off. "Trucking had been a

Continued on page 24



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Western Business Trends



By Terry Miller
Associate Editor

In the Western region Softwood lumber sources report flat market conditions. In Texas, a Softwood supplier who offers Western Red Cedar and Douglas Fir said he really hasn't seen much of a change in demand in the last few months.

"Overall, things seem to be flat. Activity hasn't really gotten any better but it hasn't gotten any worse either," he explained. With winter months quickly approaching, the source expects conditions to slow down. "We have a lack of confidence in the marketplace right now. Normally things slow down in the winter, but with this dragging economy I expect they will be considerably slower."

He mentioned his inventory levels are down from six months earlier. "Our prices are down actually and trucking availability is difficult. Transportation costs have been stable," he explained.

The supplier also mentioned that his clients seem to be moving more volume overall, but not profiting from it. "One of my customers told me that they've moved more material than they've moved in years for the month, but the price just isn't there. The prices at a lot of those stick yards have gone down so much, it's difficult to make money."

As for specie movement, the contact mentioned No. 1 and Better Douglas Fir is moving better than Cedar. He expects 2012 to remain stagnant due to it being an election year.

In Idaho a Softwood trader is experiencing multiple challenges. "It's a case of highly mixed loads and just-in-time buying," he

explained. "People are only buying what they need when they need it. And they're only buying what they've already pre-sold." Comparatively speaking to market conditions in the spring, he commented, "There was still some optimism because it was the spring and the weather was going to get better. Activity and overall attitude is now a little more negative because people are starting to tighten up because winter is right around the corner. There was at least optimism six months ago because we knew good weather was ahead."

According to the trader, the factors involved in the current Softwood marketplace include uncertainty, foreclosures, and global issues. "Europe's trouble is a factor. Mexico and China have slowed down and they had been a pretty good buyers for a lot of low-grade items. Those two markets have really slowed down."

Handling Cedar fencing, boards and Pine boards, the contact said he is not having any supply issues. "From a supply side we've been okay. Our lower grade boards are moving well in the U.S. and Cedar fencing is doing pretty good also," he explained. "Our slower items are the higher grade boards."

In Montana a retail source said raw material and transportation prices are both up. "Trucking has been a challenge for us this year. I think in our area particularly, the truckers have had more of an opportunity to take produce loads, which are willing to pay a little more."

As for his customers' comments, the contact said, "I think we still have a domino effect. Our customers aren't willing to buy 10 units of anything unless they've got nine of them already sold."

Heading into 2012 he expects tougher conditions. "I think people will still remember the last few winters and they will slow down even sooner, and become choosier as to what products they bring in."

Northeast Business Trends



By Sue Putnam
Editorial Director

Softwood lumber sources in the northeast say market activity remains flat. A source in Maine said his markets have been about the same in recent weeks but the year as a whole has been spotty. "Conditions have been up and down throughout 2011," he mentioned. "Things picked up a little bit in the spring, but fell back after July."

The contact said his retail market is faring better than wholesale markets. "In our area the weather and the stock market are the primary factors," he explained.

Handling Eastern White Pine he said his inventory levels are up from the previous 90 days. "We are probably storing more in our warehouses now than we were earlier this year. Our prices are also down. We expect an influx of logs coming in because of the weather. Once the weather turns, the loggers are able to get the logs out of the woods."

As for what lies ahead in 2012, he expects a decent retail market but a slow wholesale market. "The retail market in New England is pretty good," he explained. "It's the wholesale market out of state that's not doing so well and I don't look for that to increase anytime soon."

In New York a source said 2011 was hot and cold. "We had some pick ups early on in the year and then things fell off about the middle of the year. There was a slight increase around August and September also, but then we dropped back down again."

A supplier in Connecticut mentioned the coming winter weather would have a large impact on the next six months. "We're about to hit the colder and wetter weather

so things will slow down naturally until the spring."

As for when he may see an improvement in market conditions, the contact said, "Lending should improve with the Federal Reserve Board program in 2012. If the bank lending cleans up on foreclosures with lower rates to change out high interest mortgages, we may see some improvements."

As for issues having an immediate impact on his operation, he mentioned transportation shortages as a key factor. "When the fuel costs increased last year, even more of the trucking companies stopped running. So the rates are going down now, which is good, but the availability of trucks when you need them is now a rising problem."

Reports from end users of Softwood report a weakening in general business activity. Manufacturing firms in the northeast said business activity had a strong start early in 2011 but weakened moderately in July and August with a slight increase again in the fall. According to sources the overall outlook for Softwood product manufacturers going into 2012 is not as optimistic as they were in early 2011.

According to the National Association of Home Builders (NAHB), recent economic news has been better than expected, but expectations were decidedly low following several months of a sputtering economic recovery, and the latest news from overseas is less than encouraging.

NAHB's recent report said the renewed concern that Europe will enter a recession because of its debt crisis would likely slow demand for U.S. exports and further depress business confidence. While the United States isn't expected to follow Europe into recession, economic growth will be slower.

Recent housing news has been mixed. There was a near doubling in the number of metropolitan areas judged to be improving by NAHB/First American Improving Markets Index and private residential construction spending ticked up slightly. However, pending home sales continued to point downward, suggesting that the pace of existing home sales will likely be slow in 2012.



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CONTACT:

WAYNE STEVENS

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JASONDAVIS@GULFCOASTSHELTER.COM

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WP-11 11/16" x 8"

WP-105 11/16" x 6" 8" & 10"

WC-200 2" x 6" & 8"

Channel - 11/16" x 6" & 8"

Fascia - Pro Select Knotty - No Hole

5/4" x 4", 6", 8" 10" x 12"

Fascia - Pro Select Knotty - No Hole - S1S2E

5/4" x 12"

Boards -D&Btr - S1S2E

7/8" x 4", 6", 8", 10" & 12"

Boards -3&Btr - S1S2E

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SERVING CONTINENTAL UNITED STATES

KING -
Continued from page 18

comes down to mental preparation. You're not going to survive unless you're mentally 'fit,' he said. "We are customer-motivated and open to inquiries outside the box if it makes economic sense. Ultimately we are in the business of finding solutions for our customers.

"We're cognizant of all these things because we've shipped lumber for a very long time," he continued. "All of my people have been in tune with correct moisture content and doing things right the first time for a very long time. For example, it doesn't show it's face when you plane a board on four sides because you're taking off roughly equal amounts on each side, but when you start ripping lumber and especially into small pieces, etc., it shows up. So everybody's equally aware of things like that. We have discussions on those kinds of things all the time. We're constantly asking what can we do to do it better. This year we spent a quarter of a million dollars on kiln improvements and in other areas to bring a higher quality product to the market. We're constantly looking at how can we do something both more efficiently or make a better product. All of my people are into that kind of thing, so it creates an interesting workplace for them when it's a challenge for them to figure out how to do these things."

King Forest is an active member of the North American Wholesale Lumber Assoc. and NELMA.

"We've been here in business a long time and we intend to be here for a long time in the future," King said, "because we can provide a consistent product over a long period of time."

For more information, visit online at www.kingforest.com.

ONTARIO/QUEBEC TRENDS -
Continued from page 19

the difference because if we do only one, I think, it will take too long," she said, adding

that small businesses and large businesses alike are fighting to regain their footing. She said her mill, which is running less often these days, continues to hold out hope, even in the face of dwindling demand. She said that some of the bigger mills have overproduced during the last few years, creating a glut of lumber, and driving down the prices.

"The market is so bad we could just close if there are no special orders," she said. "We have the logs and everything we need, but the market is so bad, we just wait."

SOUTH/SOUTHEAST TRENDS -
Continued from page 19

huge factor because fuel was so high. Now that the prices have begun to come down, we're in better shape on that front. Availability of trucks is still tight because a lot of the smaller people went out of business resulting in a smaller pool of truckers. Produce has been busy this year and those loads offer more profit for the trucker, so availability of trucks is still an issue."

When asked about certified lumber products, he said, "When the job requires it we have it available. But we haven't had much in the way of activity for those products. We had a flurry of them in the spring but it's tapered off.

"Certified products run hot and cold," he continued. "I had a call about a certified job this morning, so it's a spotty market but we have the product if and when it's requested."

When asked about the Pine beetle infestation the contact said it hasn't directly affected his operation yet. "Right now we're not experiencing any issues as a direct result of the Pine beetle. Sawmills that we deal with in that area are affected, but from what we hear, not to a large degree so far."

As for his customers' markets he explained, "Everybody is concerned. We're all hanging on, doing everything we can to keep our share in the market and waiting for better times. If you can stay in the black right now, you're doing a good job."

A wholesale distributor in West

Tennessee had a different outlook. "Our business has improved over 2010," he explained. "Despite the media's doom and gloom, we have increased our market-share." The source also mentioned the amount of increase for his operation over 2010 was enough to add at least one additional member to his sales team.

MIDWEST TRENDS -
Continued from page 16

types of products. Like everyone else, we invested in the certification years ago, but we have not seen any demand for it."

As for the end of 2011 and the beginning of 2012 he said, "Going into winter things are going to slow down a bit. We've got some projects that are 'kicking tires' for spring. I think we'll get started okay by the spring. Again the area that we live in, the farm economy is a little better than the rest of the country. So the farmers will get a decent price for their crops and they'll have some money. I think overall we'll have a decent spring."

WEST COAST TRENDS -
Continued from page 16

have been left with greater market share because we are still here. The markets have not expanded this year. We expect a continued divestment in the wood product industry; for those invested that creates greater opportunity. We believe wood products are not going away. My dad is a California forester and in the 70's he had a bumper sticker reading 'Wood—America's renewable resource'. This is still true and finally our government has actually stated that wood is a green building material. But lots of private investors have left the wood business. We've also lost a lot of talented people in the last few years. The question is how do we replace all the retired brain trust and all that experience in

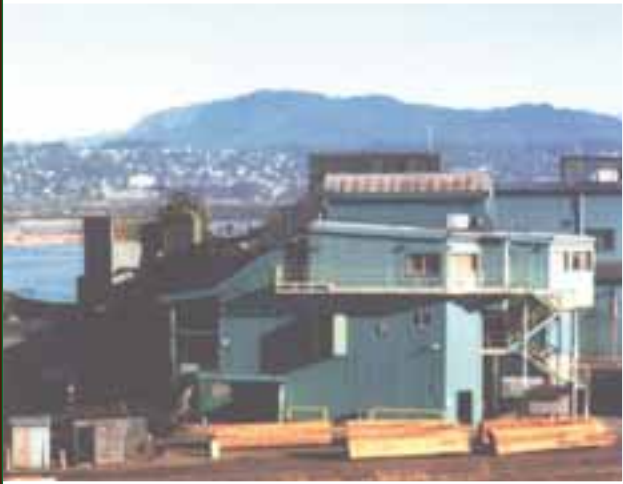
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wood? Supply? Some of us do benefit from reduced supply. Are we at 1/3 of the volumes we produced when we were at the peak of production? As a company we buy a lot out of Canada. Recently the exchange rate for the Canadian dollar fell about 10 percent in favor of the U.S. dollar. It has bounced back now, but the changing rates create opportunities for companies like ours. We buy and sell in both Canadian and American dollars whichever is most advantageous. We are currently adding staff; we are optimistic about the coming business year. We are lucky to have customers that have survived and while we may have to write off some debt for 2011, for the most part our customers are healthy. We are confident wood will be available from somewhere. We plan to remain committed to our business, show up each day to work hard and fill our role as suppliers. A lot of sawmills in Oregon have gone from three shifts down to one, but the manufacturing capacity is still there."

In **Anderson, California, Darren Duchi, sales manager for Siskiyou Forest Products**, said, "We've stayed fairly busy in our business which is largely producing siding. If you had told me four or five years ago that this would be a very important part of our business, I don't know if I would have believed you. For such a long time making door and window parts was the biggest part of our production. We still make these items, but not in the volumes we once did. Overall business is a little sketchy. It's too early to call for spring; going into winter people prepare for the worst. We are still at two shifts and our production has remained fairly consistent the last few years. In 2006 or 2007 we dropped from 70 to 50 people and this has held. We have reinvested in our company over the years to keep the most efficient equipment in place for what we provide, and we have changed our product mix as the markets required. Our inventory is less, not really by choice, but by cost of goods. Our order files go out about one month, which has been the case for the past several years. Right now much of our business is in California and Oregon. Only a few years ago it was heavy to the northeast. We try to be sensitive to opportuni-

Continued on page 25

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WEST COAST TRENDS -

Continued from page 24

ties and then go after them. If you aren't changing and moving, you are falling behind."

TRADE TALK

Skana Forest and Evergreen Empire Join Forces

Richmond, B.C.—Chris Beveridge, President of Skana Forest Products Ltd., based here, recently announced the firm will join forces with Burnaby, B.C., based Evergreen Empire Mills Incorporated. Evergreen Empire has been a whole-sale distributor of forest products since 1982.

For over 24 years Skana Forest Products has been a manufacturer and distributor of forest products, enjoying a broad and diverse international presence.

The current lumber operational and lumber division staff of Evergreen Empire will operate under the corporate banner of Skana Forest Products Ltd.

Skana Forest Products produces a full program of high-grade specialty Western Red Cedar and Spruce-Pine-Fir products. For more information visit www.skana.com.



Chris Beveridge

Roseburg Forest Products Announces New Vice President of Sales and Marketing

Roseburg, Ore.—Roseburg Forest Products, headquartered in southern Oregon, recently announced Steve Kilgore as Vice President of sales and marketing.

Kilgore has worked in the wood products industry for over 30 years in many key senior leadership roles, giving him experience in a wide range of product lines, including lumber, plywood, particleboard, MDF, and engineered wood products.

Most recently, he has served as president at BuilderLink in Springfield, Ore. Kilgore has also served as president of both Cascade Structural Laminators and McKenzie Forest Products. In addition, he has overseen sales at both Willamette Industries and Bohemia, Inc.

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 go to www.roseburg.com.



Steve Kilgore

Gosline Joins Timber Trading Group

Worcester, Mass.—Mark Gosline recently joined Timber Trading Group as the company's account manager.

Gosline has nearly 20 years of experience in the building materials industry. Most recently, he served as northeast sales manager for American Forest Products. Before that, he spent 15 years with American Wood Moulding.

He and his wife Brenda live in Watherville, Maine



Mark Gosline

with their daughter Hanna. Gosline is active in several community organizations and currently serves as president, as well as being a charter member, of the Waterville Sunrise Rotary Club.

Timber Trading Group is a wholesale distributor of Eastern White Pine and clear hardwoods throughout the Northeast. For more information visit www.timbertrading.com.

Seneca Sawmill Purchases Swanson in Noti

Eugene, Ore.—Seneca Sawmill Co., headquartered here, recently purchased Swanson Group's sawmill in Noti, Ore.

About 100 of the mill's 125 workers became Seneca employees, Seneca's General Manager Richard Re said.

The 25 other employees joined Swanson's plywood mill in Springfield, bringing the head count there up to 240, said Steve Swanson, president of Swanson Group, which is based in Glendale.

According to Re, Seneca wanted to buy the mill because "it's a relatively efficient facility and we felt that it would be a good strategic addition," Re said, adding that he's not planning any major changes for the mill.

Seneca will now have a total of about 265 employees at its sawmill in Noti and its three sawmills and cogeneration plant on Highway 99 in Eugene, Re said.

It was a tough decision to sell the Noti mill, but "it made good economic sense for us to sell, and it made good economic sense for Seneca to purchase it," Swanson said. "It fits them well strategically being only 20 miles away."

Swanson also said he felt the mill and its employees would be in good hands with Seneca.

"Selling it to Seneca is the next best thing for our employees than for us to run it ourselves," Swanson said. "We think our employees will be very happy with the new owners, and that was an important part of our decision," he said.

"Swanson is a longtime, family-owned wood products company and Seneca is too," he said. "We found the employees to have the same type of culture. We think it's going to be a pretty seamless changeover."

Sawarne Lumber Catches 21

Ferndale, Wash.—Fishing on the West Coast of Vancouver Island 30 miles off shore in the shipping lanes, Carlos Furtado and his son Ryan, both salesmen for



Ryan Furtado (left), Antonio Nicolatti (right) and a very large Salmon (middle).



Carlos Furtado catches Salmon on Vancouver Island.

Sawarne Lumber, recently caught a total of 21 fish.

"All together we caught 21 fish, the biggest was about 20 lbs," Furtado said.

Sawarne Lumber is dedicated to delivering its customer's superior service and premium quality forest products. Products and services, which are available at their manufacturing plants in Richmond, B.C. and Ferndale, Wash., include a variety of siding, decking, timbers, posts, dimensional lumber and fencing.

Bob Mertz Named CEO of Mendocino Forest Products

Windsor, Calif.—Mendocino Forest



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TRADE TALK

Continued from page 25

Products, headquartered here, recently announced Bob Mertz as chief executive officer. Mertz previously worked with Sierra Pacific Industries, based in Anderson, Calif.

Mendocino Forest Products Co., LLC (MFP) provides a mix of products for outdoor living and home improvement projects. Located in Northern California, environmental stewardship constitutes the cornerstone of MFP's corporate culture. The company is one of the largest suppliers of Redwood lumber in the world.

MFP maintains chain-of-custody certification for its sawmill and distribution operations through the Forest Stewardship Council (FSC®).

MFP manufactures and distributes the Mendocino® brand of Redwood decking, fencing, landscaping and dimensional lumber products, as well as Douglas-Fir dimensional lumber. Mendocino Redwood and Douglas-Fir lumber products are available exclusively at The Home Depot stores throughout California and several other states in the Western U.S. The Mendocino companies include the Humboldt Redwood Company, TrueGuard, Coos Head Forest Products and Allweather Wood supplying Redwood, Douglas-Fir, and pressure treated lumber throughout the Western U.S.

Hampton Scales Back

Portland, Ore.—Hampton Affiliates, headquartered here, recently scaled production back from 80 to 50 hours a week at its mills in Randle and Morton, Wash.

According to CEO Steve Rika, a shortage of available logs is partially to blame. He said that competition from China for raw logs has raised the price so high that Northwest sawmills can't buy logs and process them at profitable levels. He also mentioned that although the increased export demand has been good for local ports, it's bad news for local mills.

Hampton Affiliates is a family-owned forest products business that employees approximately 1,600 people primarily in Washington, Oregon, and British Columbia. Hampton owns 93,000 acres of timberland, managed on a sustainable basis, certified through the Sustainable Forestry Initiative (SFI), and nine sawmills in Oregon, Washington, and British Columbia with normal lumber production capacity in excess of 2.3 billion board feet. Hampton also has wholesale and distribution operations.

Dennis Houghton Joins Enyeart Trading Group

Tigard, Ore.—Enyeart Trading Group, based here, recently announced the addition of Dennis Houghton to their sales team.

Enyeart 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 its sales office in Lake Oswego, Ore., to track shipments and serve customers via telephone, fax and email.

Products offered include Cedar products, green, air seasoned, kiln dried, or to specification - from 12 x 12 rough sawn timbers to highly refined 1/2 x 6 CVG bevel siding.

Vaagen Starts Production at Midway

Colville, Wash.—Vaagen Brothers Lumber, based here, recently started production at the reorganized Boundary Sawmill in Midway, B.C.

The facility was acquired from Fox Lumber Sales, Hamilton, Mont., after remaining idle for three years.

New equipment to accommodate smaller logs has been installed such as the R200 MSA HewSaw with log positioner, three additional log bins, a new merchandising system to cut the logs to length and sort by diameter and a whole-log chipping system.

Vaagen's Project Manager Mark Deverson explained, "Not a lot of mills specialize in small wood. They think the bigger the wood, the more money there is to make, where (the Midway project) is the exact opposite philosophy. The smaller the wood, the faster we run it, the more money we make."

According to Deverson, the mill will initially employ about 35 workers, with intentions of adding a second shift of 20 by June of

2012.

Bert and Bud Vaagen founded Vaagen Brothers Lumber in the early 1950s. Today, the company continues as a closely held corporation owned by members of the Vaagen family along with participants in the company's employee stock ownership plan. For more information visit www.vaagenbros.com.

Forest Service May Rework Timber Contracts

Washington, D.C.—The U.S. Forest Service recently offered to renegotiate timber sale contracts with sawmills in the Rocky Mountain region. In particular, mentioned were those who have been hit hard by the recession, bark beetle infestations and financially unviable agreements.

Acting Regional Forester Jerome Thomas said, "These contracts have been a liability, rather than an asset." He also said the offer will help sawmills in Colorado, South Dakota, Wyoming and Nebraska, which are needed to help cope with bark beetle infestations that have damaged some 41 million acres in the West.

"By allowing the mutual cancellation of these contracts, the U.S. Forest Service is helping the local economy and promoting a healthy forest management industry," Senator Mark Udall said. "After they are free from these old contracts, the mills can take dead or hazardous timber that would otherwise go to waste and use it to create jobs."

New Design Values For Southern Pine

Pensacola, Fla.—According to the Southern Forest Products Association, The Southern Pine Inspection Bureau, (SPIB), located here, has submitted new design values for visually graded Southern Pine dimension lumber for review by the American Lumber Standard Committee (ALSC). The new values will ensure that Southern Pine lumber will continue to be strong and reliable when used properly in the construction of residential and commercial buildings. SPIB is the first rules-writing agency to submit new values. Rules-writing agencies responsible for other species are in different stages for evaluating design values.

The last major change for visually graded dimension lumber occurred in 1991 when design values for Southern Pine and other North American species were published based on In-Grade testing of full-size samples of commercially produced lumber. Since 1994, SPIB has conducted an annual resource-monitoring program developed in collaboration with the U.S. Forest Products Laboratory (FPL). Although the level established to trigger additional testing was never reached, overall trends in the annual test data suggested a possible shift in the resource mix. These trends, along with anecdotal external information, prompted SPIB to conduct a year-long program of testing and data review.

SPIB and Timber Products Inspection selected full-size No. 2 2x4 specimens following a sampling plan approved by ALSC. SPIB and Timber Products conducted destructive tests in bending and tension, plus gathered stiffness and property data, all in accordance with established ASTM standards. SPIB also performed the data analysis in conformance with ASTM standards and then submitted the results to ALSC. SPIB's data analysis is currently being reviewed by FPL.

Moving forward, the Southern Pine industry will fill out the full In-Grade testing matrix, sampling Select Structural 2x4s, No. 2 and Select Structural 2x8s, and No. 2 and Select Structural 2x10s. SPIB and Timber Products will conduct destructive tests in bending, tension and compression, plus gather stiffness and property data. Testing is scheduled to be completed by Spring 2012. Following this In-Grade re-assessment, Southern Pine will continue to be monitored on an annual basis with destructive tests.



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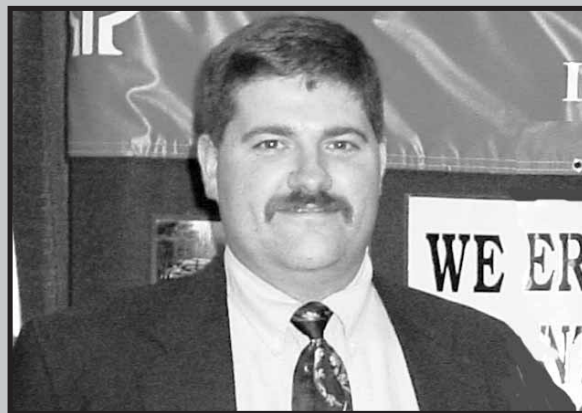
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CORRECTION: The Sept./Oct. issue of *The Softwood Forest Products Buyer* newspaper included the following error: Cedar Creek Inc., previously Epperson Lumber Sales is a leading wholesale building material distribution company with 12 locations covering 17 states in the Mid-South, Midwest, and Southeast. What follows is a correction.

Cedar Creek Inc. wholesale purchased Epperson Lumber of Statesville, N.C., a move that expands Cedar Creek's sales territory into the Carolinas, Virginia, and east Tennessee, earlier this year.

OBITUARIES

Vernon, Vt.—Everett L. McAllister, 69, resident of Vernon for the past 39 years, died recently.

McAllister was born in Richford, Vt., on November 21, 1941, the son of Leslie and Beatrice (Ryea) McAllister. He was raised and educated in Richford eventually moving to Brattleboro. He had been employed at Cersosimo Lumber working as a forklift operator and had previously worked at Cersosimo as a logger and truck driver. His entire working career was with the company spanning a total of over 49 years.

Of his leisure time activities, he enjoyed hunting, playing softball in the greater Brattleboro Men's League, woodworking and time shared with his family. He was an avid Boston Red Sox and New England Patriots fan. He was mechanically inclined and was known as an excellent mechanic.

On February 4, 1961 in Richford he was married to Patricia Ann Paquette, who survives. Besides his wife of 50 years he leaves, two sons, Michael McAllister and wife Susan of Raleigh, N.C., and Jeffrey McAllister and wife Lori of Brattleboro; two daughters, Vicki Washburn and husband Craig of Putney and Angela McAllister Campbell and husband Mark of Brattleboro; three brothers, Garnold McAllister of Vernon, Morton McAllister of Brattleboro and Norman McAllister of Newport, Vt.; one sister, Marjorie Paquette of Brattleboro; five grandchildren, Sasha, Colby, Nicole, Miranda and Philip; and two great grandchildren, Damien and Paige. Additionally he leaves many nieces, nephews, grandnieces and grandnephews. He was predeceased by one brother, Maynard McAllister, and a sister, Virginia McAllister. Memorial contributions in his name may be made to Rescue Inc., P.O. Box 593 Brattleboro, Vt. 05302. To sign an online register book or send messages of e-condolence please visit www.atamanuk.com.

children, John (Sue) McCracken, Mary (Eddie) Fendley and Peter McCracken; grandchildren, Christine (Kenny) Payne, Jennifer (Jimmy) Johnson, Bailey McCracken, Courtney (Adam) Cornett, Samantha McCracken, Hannah McCracken, Molly McCracken, John Paul Fendley and Ian McCracken; six great-grandchildren; and sisters-in-law, Heide Moore and Jody McCracken and their families. He was preceded in death by his brothers, Robert and Michael; and brother-in-law, Bert Moore.

Mansura, La.—Joe Elder, one of the lumber industry's most prominent leaders, passed away recently. As the owner of Elder Wood Preserving Company in Mansura, Louisiana, Elder was actively involved with programs and activities impacting treated Southern Pine lumber promotion. Elder Wood Preserving has been a Southern Forest Products Association (SFPA) affiliate member since 1986.

SFPA President Adrian Blocker said, "Joe Elder was a statesman for the treating industry, and he contributed greatly to the success of SFPA programs. On behalf of all SFPA members, we offer our sincere condolences to his family and colleagues."

SFPA Chairman of the Board Joe Patton of Westervelt Lumber stated, "Joe was a good friend to us all. Our meetings will never be the same. He will certainly be missed. Our thoughts and prayers are with the Elder family and all Elder Wood associates."

Riddle, Ore.—Amos Robert "Bud" Johnson Jr., age 77, died recently.

Amos was born on December 1, 1932, in St. Petersburg, Fla., to the late Amos Johnson Sr. and Ruby (Hooper) Johnson and came to this area in 1972 from Pinellas County, where he was a police officer in the motorcycle division for the St. Petersburg Police Department. He served in the U.S. Navy, was a Life Member of VFW Post 10137 and the D.A.V. He enjoyed fishing, motorcycling and traveling in his R.V.

His survivors include his wife of 56 years, Merilyn Johnson, Bushnell; two sons, Allan R. Johnson and wife Kimberly, Bushnell, and Richard Johnson and wife Blanche, Brooksville, Fla.; a sister, Juanita Wilkie, Atlanta, Ga.; three grandchildren, Lisa and husband David Kidd, Allan R. Johnson Jr. and wife Tabitha, and Brittany Johnson; and two great-grandchildren.

"Bud will be missed by many people," Bridgid Kennaday, C & D Lumber said. "He was a person who touched many people in all aspects of his life – in his church, on the many boards he served on, his involvement with the many community projects and activities he supported, and as already mentioned, in our industry and most especially here at C & D Lumber Co. I think all of us who knew Bud would agree that we are truly blessed to have known him."

"Bud was one of the few that really knew first-hand the full cycle of turning a tree into lumber. He worked in the woods logging before coming to work at the sawmill and eventually running the company. Bud was truly a leader and a visionary. It was Bud and his son David's idea to bring a "wellness" portion into what is now our Safety, Health & Wellness Program long before "wellness programs" became the buzzword it is today among businesses and corporations. That vision was born out of a true concern for the health and longevity of their employees and their families."

In lieu of flowers, memorials are requested to be sent to St. Margaret's Episcopal Church, 114 No. Osceola Ave., Inverness, Fla., 34450; Cornerstone Hospice, 2445 Lane Park Rd., Tavares, Fla., 32778; Scarc, Inc., 213 W. McCollum Ave., Bushnell, Fla. 33513.

Portland, Ore.—Paul N. McCracken, 83, died recently. Born in Dallas, Ore., to Paul N. Sr. and Grace Williams McCracken, the oldest of three boys, the family moved to Lebanon, Ore., where McCracken attended Queen Anne Grade School and graduated from Lebanon High School. He attended the University of Oregon, where he was a member of Alpha Tau Omega fraternity and graduated in 1949.

He was commissioned a Second Lieutenant in the U.S. Army Reserve. He stayed in the active reserve and retired as a full colonel. McCracken began working at the Willamette Valley Lumber Co. in Foster, Ore., after graduation. Later in his lumber career, he was invited to join the board of Willamette Industries where he served for over 15 years. McCracken married his college sweetheart, Sally Moore, in August 1950. Also in 1950, he was hired by Hallinan Mackin Lumber Co. in Portland. McCracken and his then-employer, William E. McPherson, developed a great relationship and in 1959 the two Macs started Tumac Lumber Co., which remains a successful privately owned wholesale company.

McCracken was involved with the North American Wholesale Lumber Association for many years, serving as the President in 1981 and later receiving their prestigious John J. Mulrooney Award for special service to wholesale lumber. He served on several corporate boards and at the time of his death was on the boards of Disdero Lumber and Seemac Lumber (in Indiana), and had recently retired from the Pennask Lake Fish and Game Club Board. His volunteer activities included the World Forestry Center board, which awarded him a Living Memorial, and the Oregon Wildlife Heritage Foundation, from where he recently received the Allen Kelly award. He was appointed to the Oregon Department of Fish and Wildlife Commission, serving two terms and retiring as chairman. He was a member of the Arlington Club.

McCracken is survived by his wife, Sally;

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The Canadian Home Improvement Show, Sponsored by the Lumber and Building Materials Assoc. of Ontario, Toronto Congress Centre, Toronto. Contact: 866-535-0520. Nov. 17-18.

DECEMBER

Portland Wholesale Lumber Association, Annual Christmas Luncheon, Portland Airport Embassy Suites Hotel. Contact: info@portlandwholesaleassociation.org. Dec. 2.

JANUARY


Northwestern Building Products Expo, Grand Casino Hinckley Conference Center, Hinckley, Minn. Contact: 888-544-6822. Jan. 9-10.

SURFACES, Mandalay Bay Convention Center, Las Vegas, Nev. For more info: www.surfaces.com. Jan. 23-26.

FEBRUARY


Western Building Material Association, Annual Convention & Showcase, Tulalip, Wash., Contact: 360-943-3054. Feb. 8-10.

National Association of Homebuilders International Builders' Show, Orlando, Fla. For more info: www.buildersshow.com. Feb. 8-11.



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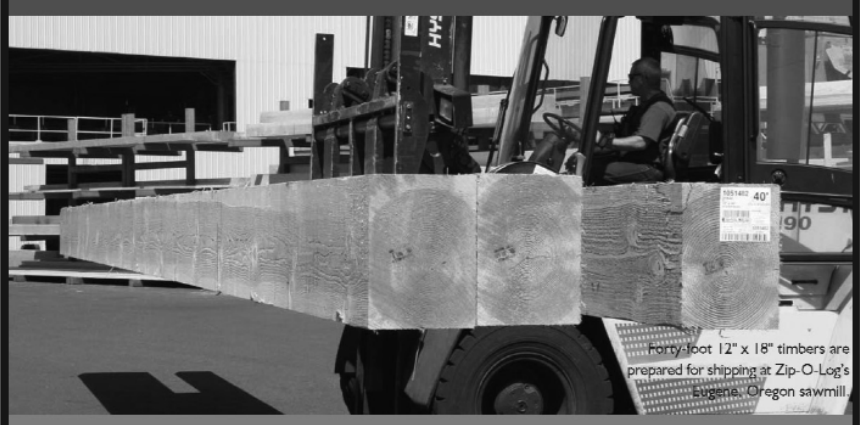
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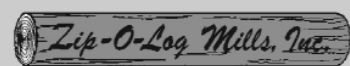


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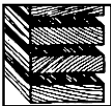
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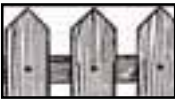
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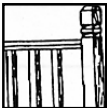

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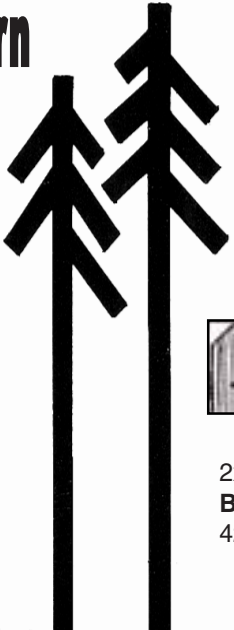

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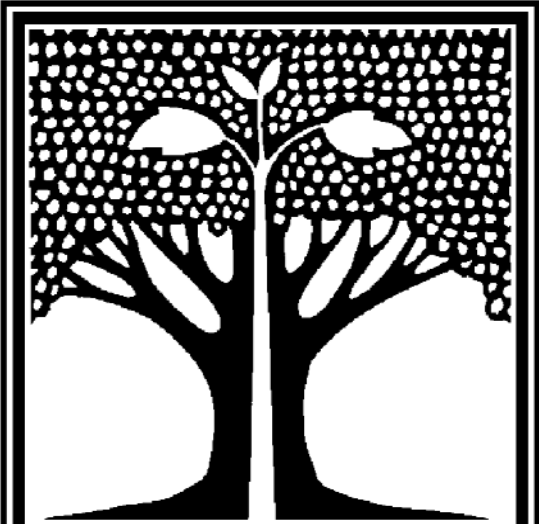
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INDEX OF ADVERTISERS

Boise Cascade LLC.....	4	Pacific Western Lumber, Inc.	26
Bridgewell Resources.....	9	Pacific Western Wood Works Ltd.....	13
DiPrizio Pine Sales.....	27	Pa. Lumbermens Mutual Ins. Co.	23
Durgin & Crowell Lumber Co.	18	Patrick Lumber Co.	26
Eastern Forest Products.....	17	PPG Industries/Olympic	3 & 32
Freeman, Harry & Sons Ltd.....	16	Richardson Timbers.....	29
Hancock Lumber Co.	11	Robbins Lumber Inc.	8
Hardwood Forestry Fund.....	30	Sawarne Lumber	28
Hood Distribution/McQuesten Group...	26	Siskiyou Forest Products.....	25
Idaho Timber Corp.....	6	Swanson Group	15
Keller Lumber Co.	30	Teal-Jones Group	20
King Forest Industries.....	21	Waldun Group, The.....	5
Limington Lumber Co.	26	Western Forest Products Inc.	27
Mill & Timber Products Ltd.	24	Wynndel Box & Lumber.....	19
Nordic Engineered Wood.....	28	Zip-O-Log Mills, Inc.	29
Oregon-Canadian Forest Products.....	7		

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