

The Softwood Buyer
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Vol. 26 No. 5 The Softwood Industry's only newspaper....now reaching 39,962 firms (20,000 per issue) September/October 2011

Southern Forest Products Association Meets In Atlanta

Atlanta, Ga.—The Southern Forest Products Association (SFPA) recently met here at the Westin Peachtree Plaza. Approximately 85 delegates attended the meeting, which included an association activity update,

awards' ceremony, Raised Floor Living update, as well as information sessions on converting production homebuilders to raised wood floor foundations with energy and pre-cut benefits and a members-only discussion.

Additional photos on page 10

Continued on page 21



Kermit Baker, Joint Center Housing Studies at Harvard University, Cambridge, Mass.; Pam Wallace and Ethel Rice, Conner Industries Inc., Fort Worth, Texas; Richard Wallace, SFPA, Kenner, La.; and Tom Rice, Conner Industries Inc.



Ron Coker, Hood Industries Inc., Hattiesburg, Miss.; Adrian Blocker, guest, Memphis, Tenn.; and Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.

INLAND LUMBER Gathering Hosts 400 Guests

Photos By Terry Miller

Coeur d'Alene, Idaho—The Inland Lumber Producers (ILP) recently hosted the 28th Annual Inland Lumber Producers Association's Golf Tournament here at the Coeur d'Alene Resort. Approximately 400 members and guests

were in attendance.

The annual event provides ILP members an opportunity to meet and socialize, as well as share notes about the current market status.

Additional photos on pages 10, 12 & 14

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Kathleen and Lance Hubener, Tri-Pro™ Cedar Products, Oldtown, Idaho; Heidi Hughes, Clear Creek Forest Products, Oregon City, Ore.; Ryan Powell, Mathews Lumber Co., Post Falls, Idaho; Buck Merritt, Merritt Bros. Lumber, Athol, Idaho; and Steve Lynn, Tri-Pro™ Cedar Products



Jack and Terry Henderson, Bridgewell Resources, Portland, Ore.; and Rick Palmiter, Idaho Forest Group, Coeur d'Alene, Idaho

AWFS Fair Lights Up Vegas

By Terry Miller

Las Vegas, Nev.—Approximately 19,000 woodworking professionals from across the country and around the world gathered here at the Las Vegas Convention Center recently for the Association of Woodworking &

Furnishings Suppliers (AWFS) 2011 Fair.

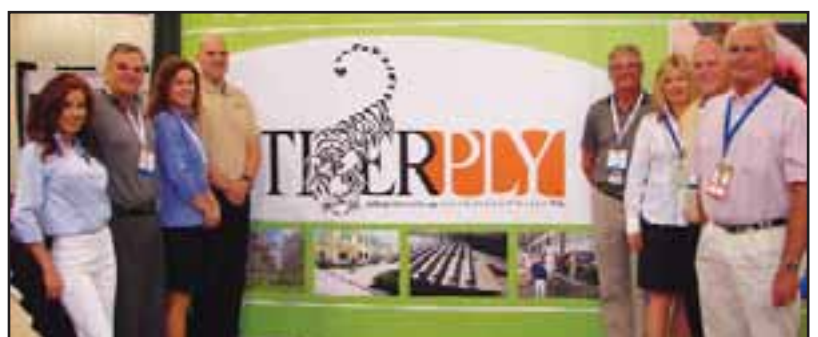
Attendees benefitted from four days of networking and learning about building their business, including from exclusive features and events at AWFS.

Additional photos on page 16

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Kevin Paldino, Stephani Bisignano, Don Barnes, and Mike Shuey, Collins Cos., Portland, Ore.; and Greg Lightheart, P.J. White Hardwoods Ltd., Vancouver, B.C.



Melissa Richardson, Shelter Forest International, Las Vegas, Nev.; Ryan Loe, Amy Fraser, and Robert Baldwin, Shelter Forest International, Portland, Ore.; Rod Loe, Shelter Forest International, Xuzhou, China; Monica Davidson, Mike Stringfellow and Joe Beechler, Shelter Forest International, Portland, Ore.

Who's Who In Softwoods



JARROD BRASHERS

Jarrod Brashers recently joined **Richardson Timbers**, located in Dallas, Texas, as the Houston area sales representative.

Richardson Timbers stocks No.1 and Better

Continued on page 21



MATT DUPREY

Matt Duprey is vice president of sales and marketing for **Hancock Lumber Co.**, based in Casco, Maine.

Hancock Lumber Co. manufactures approximately 70 million board feet of Eastern White

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MICHAEL FLAHERTY

Michael Flaherty is division Oriented Strandboard Product Manager at **Boise Cascade Building Material Distribution** in Boise, Idaho.

Boise Cascade offers dimension lumber and

Continued on page 21



TYSON PALMER

Tyson Palmer recently joined **Pacific Western Wood Works (PWWW)**, located in Delta, B.C. His responsibilities include sales and remanufacturing. PWWW specializes in premium Western Red

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CHARLIE REDDEN

Charlie Redden oversees procurement, sourcing, warehouse operations, logistics production planning and inventory control as supply chain manager of **Taylor Guitars** located in El Cajon,

Continued on page 22



JOHN RITZ

John Ritz recently joined the sales team at **Robbins Lumber Inc.** located in Searsmont, Maine.

Established in 1881 Robbins manufactures 4/4 and 5/4 Eastern White Pine boards and

Continued on page 22

Keynote Speaker Announced For APA Annual Meeting

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

Mary Matalin to Speak at APA Annual Meetings

Mary Matalin, a recognized conservative voice, former presidential advisor, and contributor to CNN, will provide the keynote address at the APA Annual Meeting, Oct. 22-25 in New Orleans, La. One of the country's foremost Republican political strategists and commentators, Matalin is admired for her astute insights, intellectual integrity and her straight-talking, no-nonsense take on the hot-button issues and political headlines of the day. She is a political veteran who served as deputy campaign manager on President George H. W. Bush's 1992 re-election bid and who was later assistant to President George W. Bush and counselor to Vice President Dick Cheney. Matalin is currently a political contributor for CNN where she regularly brings her outspoken views on Congress, the Obama Administration and the 2012 elections. In other meeting sessions, the Marketing Advisory Committee will hear from Elizabeth Odina, Federal Legislative Director for the National Association of Home Builders. Ms. Odina will discuss NAHB's political agenda and the work that is being carried out to influence Capitol Hill on topics related to energy and building codes. Roundtable discussion groups and the annual Engineered Wood

Technology Association's Info Fair are also on the agenda for the meeting, which will be held at The Roosevelt Hotel in New Orleans.

APA Issues Construction Recommendations for High Wind Resistance

Recommendations Follow Observations of Damage Caused by 2011 Tornadoes

Damage observations conducted by APA after the April 16, 2011 tornadoes in Eastern North Carolina and the powerful EF-4 and EF-5 storms that struck Tuscaloosa, Alabama on April 27 found that a lack of attention to detail along the uplift load-path often leads to weakness on the route through which high-wind forces must travel within the framing and into the foundation. Following a review of the findings, the Association has published a set of construction recommendations for improving tornado or hurricane resistance in light-frame wood construction.

The investigation by APA Engineered Wood Specialist Bryan Reading, P.E., focused on the performance of homes constructed within the last 10 years. The most common roof-to-wall framing failures were attributed to the use of toe-nailed connections, still prescriptively allowed in many non-hurricane areas. In addition, many homes

Continued on page 22

conservation groups, including Pacific Rivers Council and Oregon Wild.

Forest Service Timber Sale Struggling to Meet Quota

The Forest Service has only sold 44 percent of their national 2011 target. According to sources, certain regions lag behind this average, selling just over 30 percent of their programs. Other troubling points are the number of no-bid sales in some regions and the amount of fuel wood that is being credited. Other regions had the highest volume in no-bid sales. Combined regions had 10 no-bid sales but these represented a small fraction of their targets.

Also of concern is the fact that of the meager volume sold, only 53 percent of the accomplishment was in saw timber. While some areas of the country have large fiber-based infrastructures, others do not and are being hurt by this low percentage of saw timber.

DNR Timber Sale Staff Changes

Julie Sackett is the new Washington Department of Natural Resources (DNR) manager, forest resources and conservation division. Sackett replaces Jed Herman, who is now assistant region manager, South Puget Sound. She will also serve as acting assistant division manager until a replacement can be found for Jon Tweedale, who has become Lewis District Manager, Pacific Cascade Region. Sackett's prior position was

Assistant Forest Practices Division Manager.

In other personnel changes, Cullen Stevenson, former Director, DNR Office of Budget and Economics, has been named Deputy Supervisor, Uplands, replacing Clay Sprague, who moves to Assistant Division Manager, HCP Implementation. That position has been held by Tami Makita who has become administrator, small landowner office.

Global Forests Absorb One-Third of Carbon Emissions Annually

According to the U.S. Forest Service, forests play a more significant role in removing carbon from the atmosphere than first reported by absorbing one-third of carbon emissions annually, a new U.S. Forest Service study says.

"Forests provide us with abundant clean air," said U.S. Forest Service Chief Tom Tidwell. "This study shows the important role global forests play in keeping the air clean and it also broadens our understanding of how climate change relates to forest management in today's world."

Forests absorb carbon like a giant sponge into what scientists call a carbon sink. Oceans serve as the only other natural source for absorption of significant amounts of carbon. Until these new findings, many experts said forests played a less important role in removing carbon from the air we breathe. Today's report indicates otherwise.

The study, conducted by the U.S.

Continued on page 22



BLM Withdraws Oregon Logging Plan and Resets Argument

The Bureau of Land Management's (BLM) logging plan for forests in western Oregon is up for scrutiny, and possible withdrawal, according to sources.

Environmentalists and the timber industry have different viewpoints on the BLM's recommendation that a federal judge toss out the Western Oregon Plan Revisions (WOPR).

Conservation groups welcomed the news, stating the logging plan was legally flawed, while one industry group in particular said the decision ruins five years of planning and called

THE WASHINGTON SCENE

it "outrageous."

The BLM said the action wouldn't immediately affect timber sales, which are already low, one way or the other.

Established in 2008, the plan known as WOPR and pronounced "whopper," would have increased logging on about 2.2 million acres of BLM forests in western Oregon.

Kicked back and forth within the federal courts, it was withdrawn in 2009, restored by a federal judge in Washington, D.C., in March of 2011. A federal judge in Portland may now kill the plan.

Recent papers filed in U.S. District Court by the BLM said the plan should be remanded and vacated. According to sources, the filing was in response to a lawsuit brought by a coalition of

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Structural Integrity Sustains NORTH GEORGIA TRUSS

By Clare Adrian



Custom built trusses often start out at the desk of designer, George Kubicki, who has been with the company since 2001.



311 Designer Michael C. Kettmann Jr. considers the style requirements of a custom truss order.



The entire floor and roof truss crews, as well as fork lift operator, Tim Lee, 4th from right and shop manager, Pedro Muniz, 6th from right, wearing red baseball cap.



Members of the roof crew at work on the building and assembly of roof trusses



The floor group members at various stages of floor truss assembly in the 8,000 square foot floor truss production room.



North Georgia Truss operates out of 3 buildings, the 11,000 square foot press room which houses the main Mitek saw and roof truss production line, the 8,000 square foot floor truss production room, and the 5,000 square foot main office and storage building. Pictured is the production facility.

The Finishing Team

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Cartersville, Ga.—Like the product it manufactures, North Georgia Truss remains firmly established, bearing the load of whatever external forces the construction industry compresses upon it, braced with strength and stability. What sets it apart and assures meeting goals and survival during challenging times is a commitment to maintaining standards, set above and beyond those of the industry, along the way.

The elements of its mission statement guide the Cartersville, Georgia-based company on its journey to meeting the needs of the building industry with precision-engineered roof and floor trusses. From the core of its faith-based tenets, it demands conducting business with the highest degree of honesty, integrity, and fair market pricing, cutting edge industry systems and products, and caring, lasting relationships with business and trade partners as well as employees in carrying themselves and the company forward.

Company president, Steve Powell and investor, Tola Haynes, partnered in 2008 when Powell bought the company from his parents, shortly before the economic challenges of 2009 set in, a timing similar to that of a 1989 fire that destroyed the business his father, Tom Powell, started up in 1987. The senior Powell had transferred his skills in the roofing business to a small already operational truss plant for sale at the time. The fire forced a move from the parched Adairsville, Georgia location, to a salvage lumberyard on three acres in the current location, a move that has turned out to be a positive one. Family added solid support one by one, Powell's wife, Elizabeth, upon retirement in 1996 and current president, son Steve, in 1998 after working in the homebuilding industry and moving to the area.

The company now operates out of 3 buildings, the 11,000 square foot press room which houses the main Mitek saw and roof truss production line, the 8,000 square foot floor truss production room, and the 5,000 square foot main office and storage building.

No one could have foreseen the 75

Continued on page 23

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Diversification Critical To WESTERN FOREST PRODUCTS' Success



Western Forest Products (WFP), located on the coast of British Columbia, attributes its success in part to controlled logging from company tenure.



Western Forest Products is the largest forest tenure holder and lumber producer on the coast of British Columbia.



The unique skill sets, years of experience and commitment to achieving excellence at Western Forest Products are reflected in the company's products, processes and culture of continuous improvement and innovation, said Jeff Derby, Western Red Cedar sales manager at WFP.



Pictured are Western Red Cedar timbers at Western Forest Products.



This is an example of WFP's Whitewood selection.

Duncan, B.C.—Western Forest Products Inc. (WFP) is an integrated Canadian forest products producer which manages timberlands and manufactures Softwood lumber and wood products on the coast of British Columbia. WFP has a premium species mix – Western Red Cedar, Hem-Fir, Douglas Fir, Yellow Cedar and Sitka Spruce. With this unique timber base, WFP produces a wide range of products, from commodity to specialty appearance, for the global marketplace.

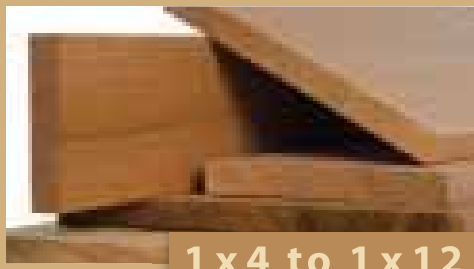
Western Forest Products is the largest forest tenure holder and lumber producer on the coast of B.C. The company is well positioned to access growing Pacific Rim markets as well as established North American and Japanese markets. With an annual capacity of 1.5 billion board feet, WFP's 8 sawmills and 2 remanufacturing plants are designed to capitalize on its unique, high quality timber supply to produce long lengths, large cross sections and high grade appearance lumber in addition to commodity lumber.

"Western Forest Products is the largest coastal Western Red Cedar producer in the world," Jeff Derby, Western Red Cedar Sales Manager explained from WFP's Vancouver sales office. "Approximately 50 percent of our production is sold to industrial accounts. The balance is a broad range of finished products which supply distributors throughout North America and offshore markets." In

Continued on page 32

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1 x 4 to 1 x 12



2 x 4 to 2 x 12



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This is a photo of 1x8 channel available at WFP.



Western Forest Products loads orders onto railcar. Shipment by container load is available at WFP.



SFPA Expo Celebrates 31st Biennial Event

By Terry Miller



Brian Turlington and Thom Brown, SII Dry Kilns, Lexington, N.C.; Cliff McConnell, McConnell Technologies, Birmingham, Ala.; Paula Turlington and Ben Mathews, SII Dry Kilns; Jan Rees, Ram Forest Products Inc., Shinglehouse, Pa.; Dan Mathews, SII Dry Kilns, and John Rees, Ram Forest Products Inc., Shinglehouse, Pa.



Chris Hooten, Wood-Mizer Products, Indianapolis, Ind.; Nathan Collins, Wood-Mizer Products, Newnan, Ga.; Larry Moore, Moore On The Outside LLC, Newnan, Ga.; and Doug Keele, Wood-Mizer Products



Donnie Woodruff and Robert Taylor, Taylor Machine Works Inc., Louisville, Miss.; Benny Smith, M.C. Dixon Lumber Co., Eufaula, Ala.; Lex Taylor, Taylor Machine Works Inc.; Bob Dixon, M.C. Dixon Lumber Co.; and Derick Metts, Taylor Machine Works Inc.



Pat Conry, Baxley Equipment Co. Inc., Hot Springs, Ark.; Russell Coulter, Hancock Lumber, Casco, Maine; and Kevin Lamb, Hancock Lumber, Pittsfield, Maine



Mike Sumrow, Buckman USA, Ripley, Tenn.; James Chadwick, Chadwick Timber, Silas, Ala.; Tim Reid, Buckman USA, Moundville, Ala.; and Bart Jones, Buckman USA, Redmond, Ore.



Barry Sullivan, Kenny Michaels, Lance Johnson and Andrew Blevins, ISK Biocides Inc., Memphis, Tenn.

Atlanta, Ga.—A number of familiar names in the forest products equipment and technology field signed up to participate in the recent 31st biennial Southern Forest Products

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Adrian Blocker, new president of SFPA, Memphis, Tenn.; and Richard Wallace, SFPA, Kenner, La.



Ivan Zubiaga and Jeff Cowley, Brunner-Hildebrand Lumber Dry Kiln, Fayetteville, Ga.



Kenneth Williams, W. B. Lumber, Barboursville, Va.; Werner Pierce, Mac Pierce, Bob White, and Stanley Pierce, Pierce Construction & Machine, Petal, Miss.

Bruce Richards, Wagner Hardwoods Inc., Cayuta, N.Y.; James Chadwick, Chadwick Timber, Silas, Ala.; and Marv Bernhagen, Corley Manufacturing Co./Lewis Controls, Portland, Ore.



Additional photos on page 16

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Congressional Action Needed To Improve Costly Boiler MACT Rules

By Robert Glowinski, president of the American Wood Council



Bob Glowinski, American Wood Council, Leesburg, Va.; Marc Brinkmeyer, Idaho Forest Group, Coeur d'Alene, Idaho; and Pat Patranello, Temple-Inland Inc., Diboll, Texas



Mike Gullede, Deltic Timber Corp., El Dorado, Ark.; Suzanne Hearn, Forest2Market, Charlotte, N.C.; and Brian Luoma, Louisiana-Pacific, Nashville, Tenn.



Brian Luoma, Louisiana-Pacific, Nashville, Tenn.; Tom Corrick, Boise Cascade Wood Products, Boise, Idaho; Diane Blenkhorn, Maritime Lumber Bureau, Amherst, Nova Scotia; and Bob Glowinski, American Wood Council, Leesburg, Va.



George Emmerson, Sierra Pacific Industries, Redding, Calif.; Fritz Mason, Georgia-Pacific LLC, Atlanta, Ga.; and Patrick Harrigan, Harrigan Lumber Co. Inc., Monroeville, Ala.



Tim Hunt, AF&PA, Washington, D.C.; Debra Lane, Rayonier, Jessup, Ga.; and Jim Rabe, Masonite Corp., West Chicago, Ill.



Pat Patranello, Temple-Inland, Inc., Diboll, Texas; Cathy Kaake, SPPA, Kenner, La.; Maureen Frisch, Green Diamond Resources, Seattle, Wash.; Michael Giroux, CWC, Ottawa, Ont.; and Tony Bennett, Temple-Inland Inc., Austin, Texas



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(Editor's Note: The American Wood Council (AWC) recently held its annual meeting at the Westin Peachtree Plaza Hotel in Atlanta, Ga. The accompanying photos are from that meeting.

Entitled "Regulatory Chaos—From Boilers to Buildings", the one-day meeting featured guest speakers Bill Wehrum, partner in Hunton & Williams LLP; Randy Melvin, director, research and standards, Winchester Homes Inc.; and Steve Lovett, Blue Ribbon Commission.

Continued on page 26



Doug Warstler, Canfor Southern Pine, Myrtle Beach, S.C.; Diane Blenkhorn, Maritime Lumber Bureau, Amherst, Nova Scotia; and Cees de Jager, Softwood Lumber Council, Surrey, B.C.



Joe Kusar, Tolleson Lumber Co. Inc., Perry, Ga.; Joe Patton, Westervelt Lumber, Tuscaloosa, Ala.; and Marc Brinkmeyer, Idaho Forest Group, Coeur d'Alene, Idaho

Tom Searles, American Lumber Standards Committee, Germantown, Md.; and Pat Patranello, Temple-Inland Inc., Diboll, Texas



IDAHO FOREST GROUP Extends Thanks In Annual Event

By Terry Miller



Garth Williams, Idaho Forest Group, Coeur d'Alene, Idaho; Mike Slater, Boise Cascade Denver, Denver, Colo.; Irina Winter, guest, Denver, Colo.; and Marc Brinkmeyer and Ronna Williams, Idaho Forest Group



Dawn and Erol Deren, Idaho Forest Group, Coeur d'Alene, Idaho; Dee Boeck, Tri-Pro Cedar Products, Oldtown, Idaho; Linda Elliott, Enyeart Cedar, Tigard, Ore.; and Cindy Wood, Intermountain Orient, Mesa, Ariz.



Ken Diullo, LMC, Wayne, Pa.; Larry and Irene Holguin, All Coast Forest Products Inc., Chino, Calif.; and Rick and Colleen Palmiter, Idaho Forest Group, Coeur d'Alene, Idaho



Blake Kirpes, Boise Cascade, Spokane, Wash.; Garth Williams, Idaho Forest Group, Coeur d'Alene, Idaho; Troy Ford, Boise Cascade; and Jo and Brian Gingras, Orepac Building Products, Spokane, Wash.



Nick and Jacqueline Lungu, Amber Dunham, and Monica and Wade Wheeler, Idaho Forest Group, Coeur d'Alene, Idaho



Jon Woods, ProBuild, Denver, Colo.; Ahren Spilker, Idaho Forest Group, Coeur d'Alene, Idaho; Shu Amma, Vanport International, Tokyo, Japan; Steve Kimery, Hampton Lumber Sales, Portland, Ore.; and Bobbi and Dennis Buttice, Buttice Forest Products Inc., Vale, Ore.

Coeur d'Alene, Idaho—The annual Customer Appreciation Event hosted annually by Idaho Forest Group was held here recently. This provides the

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Beti Becker, Idaho Forest Group, Coeur d'Alene, Idaho; Linda Elliott and Ron Enyeart, Enyeart Cedar Products, Tigard, Ore.; and Leeann and Kevin Esser, Idaho Forest Group



Laura and Peter Howe, Tristar Companies, Tristar Transload PNW Inc., Vancouver, Wash.; and Ken Koenig and Robin Martin, Idaho Forest Group, Coeur d'Alene, Idaho



Joan McGovern, Pacific Western Lumber Co. Inc., Lakewood, Wash.; John Branstetter, Vaagen Bros., Colville, Wash.; and Bill McGovern, Pacific Western Lumber Co. Inc.

Andy Dunham, Idaho Forest Group, Coeur d'Alene, Idaho; Mike Slater, Boise Cascade Denver, Denver, Colo.; Irina Winter, guest, Denver, Colo.; and Garth Williams, Idaho Forest Group



Additional photos on page 16

circa 1945

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 F: 902-685-2644

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SFPA Photos - Continued from page 1



John and Debbie Hammack, Hood Industries Inc., Hattiesburg, Miss.; and Wade Camp, RISI Inc., Sharpsburg, Ga.



Jeff Miller, Treated Wood Council, Washington, D.C.; Tom Fitzgerald, Viance, Charlotte, N.C.; Sandy Miller, Treated Wood Council; and T. Furman Brodie, Charles Ingram Lumber Co. Inc., Effingham, S.C.



John Paulin, Tailor Decks, Statham, Ga., accepts the Long Sullivan Award from Huck Di Venzio, Arch Treatment Technologies Inc., Atlanta, Ga.



David Conner, Timber Products Inspection, Conyers, Ga.; Mark Richardson, Westervelt Lumber, Tuscaloosa, Ala.; Fritz Mason, Georgia-Pacific LLC, Atlanta, Ga.; and Jay Moore, Timber Products Inspection



Craig Myers, Pennsylvania Lumbermens Mutual Insurance Co. Inc., Philadelphia, Pa.; and Scott Vande Linde, West Fraser Inc., Germantown, Tenn.



Bryan Smalley, SLMA, Tyrone, Ga.; Joe Patton, Westervelt Lumber, Tuscaloosa, Ala.; and Joe Kusar, Tolleson Lumber Co. Inc., Perry, Ga.



Pat Patranella, Temple-Inland Inc., Diboll, Texas; Claude Gregory, Signode, Winston-Salem, N.C.; and Mac Lupold, Lupold Consulting Inc., Camden, S.C.



Richard Kleiner, SFPA, Kenner, La.; Crystal Collier, AMSO Caribbean Consultant, Elmore, Ala.; and Ryan Hilsinger, East Coast Lumber, Climax, N.C.



Rob Taylor, Weyerhaeuser Co., Federal Way, Wash.; and Sean McLaren, West Fraser Inc., Vancouver, B.C.



Brian Hayson, Cox Industries Inc., Orangeburg, S.C.; Len Barker, UCM Timber PLC, Sugar Hill, Ga.; Tami Kessler, SFPA, Kenner, La.; and Mark Junkins, McShan Lumber Co. Inc., McShan, Ala.



Kevin Binam, Western Wood Products Assoc., Portland, Ore.; Russell Richardson, SFPA, Kenner, La.; and Adrian Blocker, Memphis, Tenn.



Jim Loy, SPIB, Pensacola, Fla.; Tom Searles, ALSC, Germantown, Md.; and Jeff Kearn, Fortress Wood Products, Martinsville, Va.



Scott Elston, Forest City Trading Group, Portland, Ore.; Russ Kimbell, Anthony Forest Products, El Dorado, Ark.; Tyler McShan, McShan Lumber Co. Inc., McShan, Ala.; and Mike Gullede, Deltic Timber Corp., El Dorado, Ark.



Kerlin Drake, Anthony Forest Products, El Dorado, Ark.; Cathy Kaake, Senior Director, Engineered & Framing Markets, SFPA, Kenner, La.; Pat Schleisman, WoodWorks, Eastern Region, Suwanee, Ga.; Erik Ipson, Avano Services, Boulder, Colo.; and Hans Bentzon, Lindemann Bentzon Bojack, Orlando, Fla.

INLAND Photos - Continued from page 1



Randy Maxwell, Industrial Lumber Sales, Hamilton, Mont.; Jim Vandegrift and Evelyn Kamitomo, Bennett Lumber Products Inc., Princeton, Idaho; and Bobbi and Dennis Buttice, Buttice Forest Products, Vale, Ore.



John Malloy, Idaho Veneer Co., Post Falls, Idaho; Colleen Palmiter, Idaho Forest Group, Coeur d'Alene, Idaho; Steve Linton, Tri-Pro™ Cedar Products, Oldtown, Idaho; and Kellye Angelici, The Softwood Forest Products Buyer, Memphis, Tenn.



Ted Roberts, Roberts & Dybdahl Inc., Des Moines, Iowa; and Vicki and Bob Jahns, Bennett Lumber Products Inc., Princeton, Idaho

Additional photos on page 12

PURE IDAHO GOLD



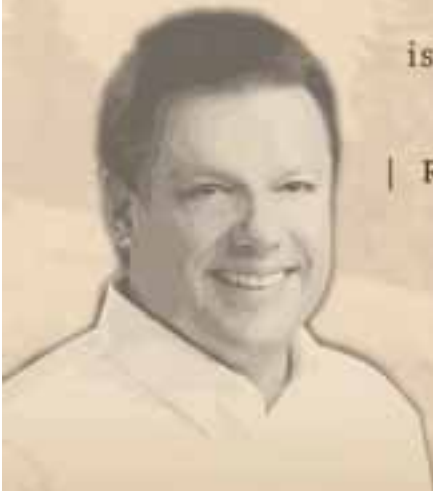
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INLAND Photos - Continued from page 10



Petar and Shelley Stoyanov, Buckeye Pacific, Portland, Ore.; Terry Johnson, Clearwater Paper Corp., Lewiston, Idaho; and Dan Muldoon, Spokane Forest Products, Spokane, Wash.



Jennifer and Mike Henley, Jacqueline Lungu, and Andy and Amber Dunham, Idaho Forest Group, Coeur d'Alene, Idaho



Terry Baker, Tri-Pro™ Cedar Products, Oldtown, Idaho; Cathy Dewald, Reid & Wright Inc., Broomfield, Colo.; and Ron Cluster, Tri-Pro™ Cedar Products



Jon Woods, ProBuild, Denver, Colo.; Ken Diulio, LMC, Wayne, Pa.; Terry Miller, The Softwood Products Buyer, Memphis, Tenn.; and Gina Pearcy and Erol Deren, Idaho Forest Group, Coeur d'Alene, Idaho



Dennis Badesheim, Idaho Timber Corp., Boise, Idaho; Gerry Hall and Chuck Dotson, Empire Lumber Co., Kamiah, Idaho; and Brock Lenon and Spencer Lott, Idaho Timber Corp.



Tony Jones, Industrial Lumber Sales, Hamilton, Mont.; Wade Wheeler, Idaho Forest Group, Coeur d'Alene, Idaho; Steve Passe, ProBuild, Denver, Colo.; and Henry Tintzman, Willow Mountain Lumber, Corvallis, Mont.



Isabella Flynn, Potlatch, Corp., Spokane, Wash.; and Rick and Cindy Petzoldt, Allied Midwest, Sioux Falls, S.D.



Ken Diulio, LNC, Wayne, Pa.; and Tracy and Dave McKinney, Alpine Lumber, Denver, Colo.



Kyle Batey, Kurt Batey, Pat Collins, and Ron Tiller, T J Forest Products Inc., Nampa, Idaho



Shawn Cox, OrePac Building Products, Boise, Idaho; Allen Gaylord, Clearwater Paper Corp., Lewiston, Idaho; and Adrienne Dybes and Chris Tritschler, Channel Lumber, Richmond, Calif.



Kevin Lang, Central Forest Products, Canby, Ore.; Ken Koenig, Idaho Forest Group, Coeur d'Alene, Idaho; David Jaffee, Russin Lumber Corp., Montgomery, N.Y.; Joe Herrera, Western International Forest Products, Portland, Ore.; and Mark Dwyer, LMC, Wayne, Pa.



Kerry Calverley, OrePac Building Products, Boise, Idaho; Pat and Jessica Malloy, Idaho Veneer Co., Post Falls, Idaho; Rick Palmiter, Idaho Forest Group, Coeur d'Alene, Idaho; Shasta Connick and Joe Malloy, Idaho Veneer Co.; and Isabella Flynn, Potlatch Corp., Spokane, Wash.



Terry Baker, Tri-Pro™ Cedar Products, Oldtown, Idaho; Ronna Williams, Idaho Forest Group, Coeur d'Alene, Idaho; Steve Calverley, OrePac Building Products, Boise, Idaho; and Garth Williams, Idaho Forest Group



Frank and Aundrea Peaslee, Plum Creek Manufacturing, Meridian, Idaho; and Jack Henderson, Bridgewell Resources, Portland, Ore.



Isabella and Mike Flynn, Potlatch Corp., Spokane, Wash.; and Nick Ausman, Stimson Lumber Co., Coeur d'Alene, Idaho



Dale Blomberg, Lumbermen's Buying Service, Eugene, Ore.; and Lori Larson and Jill and Joe Angelo, Potlatch Corp., Spokane, Wash.



Paul and Shanna Caba, Blue North Forest Products, Kamiah, Idaho; Alan Pladsen, Ochocho West, Boise, Idaho; and Vicky and Dan Seid, Western Timber Products, Coeur d'Alene, Idaho



Keith, Lisa and Adain Hutcheson, Bob and Chery Lackey, Idaho Veneer Co., Post Falls, Idaho; and Ken Diulio, LMC, Wayne, Pa.; and Erol Deren, Idaho Forest Group, Coeur d'Alene, Idaho

RETAIL REVIEW

A.H. Harris & Sons Breaks Ground in Plainville

Plainville, Mass.—A.H. Harris & Sons recently broke ground on a 28,500 square-foot facility here. The location will replace their Medfield, Mass., operation, according to sources.

A wholesale building supply company that operates along the East Coast, A.H. Harris said the new facility would be significantly larger, more efficient and allow for future growth. It will increase office space and technology to coordinate New England operations for the firm.

Inside warehouse square footage has been increased to allow for a greater diversity and volume of product storage, combined with larger yard storage. The facility will improve Harris' ability to service local contractors.

The building is being constructed by Willow Creek Builders, LLC a local firm and is projected to be completed in November of this year.

Alabama Drive-Through Delivers

Oxford, Ala.—Oxford Lumber, located here, opened a 30,000 square-foot drive-through lumberyard.

After nearly a year of construction, President Bill Newman said the new space helps the store compete with the big boxes. "It's really a slick thing, and we've got it organized where a truck can pull in and get everything the customer needs," he explained.

He noted that besides offering shelter for merchandise, the new space keeps material clean and dry. "The cleanness and dryness of the materials is one thing, but the service piece is really what we strive for," he added. "That's what we feel like we do better than anybody else."

Newman's parents opened the original Oxford Lumber in 1958. The company also has centers in Jacksonville, Talladega and Roanoke, Ala.

Kuiken Brothers Opens Ninth Store

Succasunna, N.J.—Kuiken Brothers Company recently opened its ninth location here. This new retail site features a 12-acre drive-through lumber and building materials facility that will serve builders, remodelers and homeowners.

Kuiken Brothers has been providing professional service and the highest quality building materials to builders and remodelers since 1912. They offer lumber, millwork and building materials. For more information visit www.kuikenbrothers.com.

Marvin's Building Materials & Home Centers Opens #27

Monroeville, Ala.—Marvin's Building Materials & Home Centers recently opened its 27th store here. A 35,000 square-foot unit, the store has an attached garden center and drive-through lumberyard.

Marvin's Building Materials and Home Centers vision includes opening stores across the Southeast, taking care of the building material and

home improvement needs of the local communities. For more information visit www.marvinsbuildingmaterials.com.

Great Southern Joins U.S. Lumber

Abbeville, Ala.—One of the nation's



largest pressure treaters, Great Southern Wood Preserving, located here, is forming an alliance with one of the Southeast's largest lumber building materials wholesalers to distribute each other's products.

President and CEO of Great Southern, Jimmy Rane said the alliance would create a vehicle for growth at a time when the economy in general and new housing starts in particular continue to struggle.

As part of the deal, an affiliate of

Great Southern will become a minority investor in U.S. Lumber. Lawrence Newton will remain CEO of U.S. Lumber and no management changes are expected.

Several initiatives are being worked on jointly by the companies that will be launched in the months to come.

Great Southern operates 11 facilities throughout the South and Midwest and U.S. Lumber has seven distribution centers.

Hughes Lumber Expands

Tulsa, Okla.—Hughes Lumber, based here, recently broke ground on a larger replacement lumberyard, showroom and warehouse in Fairland, Okla.

Hughes acquired its current location in Fairland late in 2009 from Fairland Lumber Co. The new quarters with more space are expected to be completed by the first of 2012.

A representative said the new build-

ing would provide room for a greater variety of products.

For more information visit www.hugheslumber.net.

Richards Building Supply Adds 10,000 Feet

Peoria, Ill.—Richards Building Supply, based here, recently added a 10,000 square-foot office in Kansas City, Mo.

According to sources, the company is moving as many as a dozen jobs to Kansas City as part of the corporate expansion.

The roofing and general building supply distributor, based in Peoria, Ill., has leased the company's first Kansas City-area office. For more information visit www.richardsonsupply.com.

Evans Lumber For Sale

S. Charleston, W.Va.—Evans Lumber, based here, is up for sale according to owner Don Evans.

A part of South Charleston's business community for 81 years, the

Continued on page 15

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INLAND Photos - Continued from page 12



Will Preston, Spenard Building Supply, Tacoma, Wash.; Erol Deren, Idaho Forest Group, Coeur d'Alene, Idaho; Tim Cornwell, BlueLynx, Atlanta, Ga.; and Laurel Casey, Merchant Magazine, Newport, Calif.



Sarah Abbott and Brett Bennett, Bennett Lumber Products Inc., Princeton, Idaho; Dave Stokes, Idaho Pacific, Boise, Idaho; Darby Garden and Shane Thomas, Bridger Forest Products, Belgrade, Mont.; and Kelsey Kline, Disdero Lumber, Clackamas, Ore.



Mark and Michele Mitchell, Stimson Lumber Co., Portland, Ore.; John and Alice Walcott, J & H Forest Products, North Vancouver, B.C.; and Don Graver, Universal Forest Products, Windsor, Colo.



Dusty and Penny Hammack, Arrowhead Lumber Sales Inc., Oklahoma City, Okla.; Sue and Mark Herms, Herms Lumber Sales Inc., Fullerton, Calif.; and Brian Johnson and Suzette Gaylord, Clearwater Paper Corp., Lewiston, Idaho



Ahren Spilker, Idaho Forest Group, Coeur d'Alene, Idaho; Kellye Angelici, The Softwood Forest Products Buyer, Memphis, Tenn.; John Ransom, Shamrock Trading, Bend, Ore.; and Steve Kimery, Hampton Lumber Sales, Portland, Ore.



Kellye Angelici, The Softwood Forest Products Buyer, Memphis, Tenn.; Debbie Cluster, Tri-Pro™ Cedar Products, Oldtown, Idaho; Cindy Wood, Intermountain Orient, Mesa, Ariz.; and Dee Boeck, Tri-Pro™ Cedar Products



Bill and Joan McGovern, Pacific Western Lumber Inc., Lakewood, Wash.; and Pete Noble, Westwind Forest Products, Eugene, Ore.



Derek Dryden, Potlatch Corp., Spokane, Wash.; Ron Liebelt, Exterior Wood, Washougal, Wash.; and Bob Mai, Potlatch Corp.



Kathleen and Guy Burrell, Western Forest Products, Vancouver, B.C.; Bob Lackey, Idaho Veneer Co., Post Falls, Idaho; and Dennis and Bobbi Buttice, Buttice Forest Products, Vale, Ore.



Debbie Cluster, Tri-Pro™ Cedar Products, Oldtown, Idaho; Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; Cindy Wood, Intermountain Orient, Mesa, Ariz.; John Grove, Oregon-Canadian Forest Products, North Plains, Ore.; Patricia Tripp, Tripp Lumber Co., Missoula, Mont.; and Kellye Angelici, The Softwood Forest Products Buyer



Steve Passe, ProBuild, Denver, Colo.; Erol Deren, Idaho Forest Group, Coeur d'Alene, Idaho; Tim Cornwell, BlueLynx, Atlanta, Ga.; and Jon Woods, PROBuild



John Grove, Oregon-Canadian Forest Products, North Plains, Ore.; Kerry and Steve Calverley, OrePac Building Products, Boise, Idaho; Cathy, guest; and Bob Dewald, Reid & Wright, Broomfield, Colo.



Rick and Marla Cavaler, Cavaler Lumber, Spokane, Wash.; and Terry Baker, Tri-Pro™ Cedar Products, Oldtown, Idaho



Jon and Amy Montague, General Building Materials, Denver, Colo.; Irina Winter, guest, Denver, Colo.; and Mike Slater, Boise Cascade, Denver, Colo.



Ken Diulio, LMC, Wayne, Pa.; Brian Johnson, Clearwater Paper Corp., Lewiston, Idaho; and Mark Dwyer, LMC



Steve and Jean Wilson, Coeur d'Alene Cedar, Coeur d'Alene, Idaho; Jim Vandegrift, Bennett Lumber Products Inc., Princeton, Idaho; Bobbi Buttice, Buttice Forest Products, Vale, Ore.; Bill Evans, Buckeye Pacific, Portland, Ore.; and Amy Montague, General Building Materials, Denver, Colo.



Ted Roberts, Roberts & Dybdahl Inc., Des Moines, Iowa; Amy and Todd Pollard, Gemini Forest Products, Los Alamitos, Calif.; and Irene and Larry Holguin, All Coast Forest Products Inc., Chino, Calif.



Harris Gant and Al Delbridge, East Coast Mouldings, Wilkesboro, N.C.; and Steve Linton, Tri-Pro™ Cedar Products, Oldtown, Idaho

RETAIL REVIEW

Continued from page 13

business is going for \$1.8 million. Included in the deal are a two-story 7,800 square-foot retail building, a 21,600 square-foot warehouse and multiple storage sheds on 2.72 contiguous acres. Two residential houses are also a part of the sale.

A Charleston commercial real estate broker, Todd Goldman of Goldman Associates Inc., has the listing.

According to Evans Lumber's website, the company traces its roots to 1929 when R.O. O'Dell, S.O. Bird, W.A. "Gus" Evans, H.T. Newcomer and H.B. Clay established South Charleston Lumber on the same spot where Evans Lumber is located today. "From time to time, the office building has been expanded and remodeled, but some of the original buildings that were used by Superior Lumber and Supply, over 70 years ago, still are in use today as lumber sheds," according to the website. "The name of Superior Lumber and Supply can still be found painted on a wall of the main lumber shed."

Evans Lumber celebrated its 70th anniversary in 2000.

Bill's Hometown Hardware Opening

Myrtle Beach, S.C.—Bill Clarke recently opened Bill's Hometown Hardware here. Storeowners Bill and Donna Clarke who formerly owned Ace Hardware joined store employees in a ribbon cutting ceremony recently. "Donna and I previously owned the Ace Hardware at Northwood Plaza, so we are thrilled to be back serving our wonderful customers at this new location," Clarke said.

Bill's Hometown Hardware stocks a large variety of gardening, plumbing, electrical, hardware and household items, along with a Benjamin Moore paint selection.

For more information on Bill's Hometown Hardware, call (843) 497-9600 or email bclarke@billshometownhardware.com.

Kreofsky Building Supplies Adds Showroom

Plainview, Minn.—Kreofsky Building Supplies, based here, recently added a 1,500 square-foot showroom in Northwest Rochester, Minn., specializing in decking, doors and windows.

Kreofsky Building Supplies offers lumber, windows, doors, cabinets, decking, roofing, siding, landscaping and hardware. For more information visit www.kbscompanies.com.

National Lumber Shows Benjamin Moore

New Berlin, Wis.—National Lumber, located here, recently added a Benjamin Moore showroom that will be headed up by Dan Hurley.

"Our Salem location is home to the oldest operating National Lumber retail store and lumber yard," states the company website. "Our hours have been expanded to help better serve our customers. We're now open on Mondays – Fridays from 6:30am-5:00pm, and on Saturdays from 7:30am-1pm."

Established in 1934 by Morris Kaitz,

National Lumber Co. is an independent supplier of building materials. For more information visit www.national-lumber.com.

True Value Opens Again and Again

Bonner, Kansas—Nuts & Bolts True Value Hardware opened its fourth store here.

"Securing this space was top priority in order to continue growth and provide the best customer service in Kansas City," the company said in a press release.

Brian Linch will be store manager of the Nuts and Bolts location that is a former Cummins Tools building, and has 28,000 sq. ft. of retail space. The store will add 20 new employees to the company's head count.

Gore True Value Hardware, Gore, Okla., recently celebrated a grand reopening following an extensive remodeling.

Menard's Opens 200,000 Square Feet x 3

Eau Claire, Wis.—Menard's, headquartered here, opened three new 200,000 square foot stores in Davison, Mich., and in Salina and Wichita, Kansas.



Jim Coyer will serve as general manager at the Davison location and Eric Mikkelson and Kevin Harris will manage the Kansas locations respectively.

For more information visit www.menards.com.

Ace Opened by Twins and Relocated by Elliott

Fairfax, Va.—Twin brothers Jeff and Craig Smith recently celebrated the grand opening of Twins Ace Hardware. The event included two days of local celebrity appearances, free items and more.

"My brother and I worked at a similar store in Montgomery County for a number of years," Craig said. "We were looking all over the area for our own hardware store and we thought Fairfax City was a great choice and we went with Ace because we thought they were great partners."

Every Ace Hardware store is independently owned and operated. JD Power and Associates ranked Ace the highest in customer satisfaction among home improvement stores.

Elliott's Ace Hardware formerly located New Berlin, Wis., recently moved into a larger facility in Muskego, Wis.

For more information visit www.acehardware.com.

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SUSTAINABLE FORESTRY INITIATIVE

SFPA EXPO Photos - Continued from page 7



Chris Brochu, Jason Brochu, and Rod Irish, Pleasant River Lumber, Dover Foxcroft, Maine

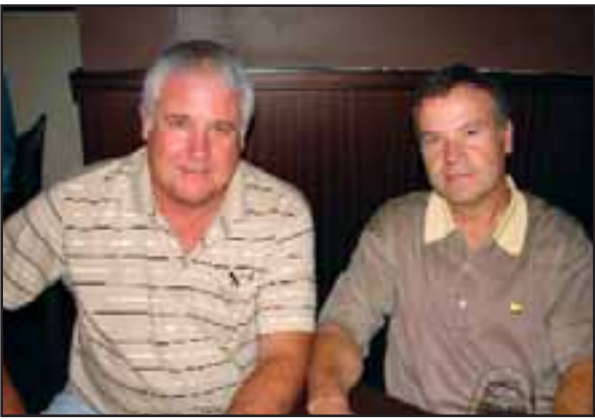


Harold Bryant, Buchanan Lumber, Aliceville, Ala.; David Burns, Corley Manufacturing Co./Lewis Controls, Chattanooga, Tenn.; Doug Bryant, Buchanan Lumber; Mike Noland, Noland Lumber Co. Inc., Gordo, Ala.; and Chuck Boaz, Corley Manufacturing Co./Lewis Controls



Steve Dagenhart, and John Miller and Nelson Miller, Air Systems Manufacturing of Lenoir, Lenoir, N.C.

IDAHO FOREST Photos - Continued from page 9



Tony Triolo, Inter-Continental Hardwoods Inc., Wilmington, N.C.; and Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.



Spencer Lott and Brock Lenon, Idaho Timber Corp., Boise, Idaho; Terry Baker, Tri-Pro™ Cedar Products, Oldtown, Idaho; and Dennis Badesheim, Idaho Timber Corp.



Loren and Maggie Johnson, Coeur d'Alene Cedar, Otis Orchards, Wash.; Tim Cornwell, BlueLynx, Atlanta, Ga.; Colleen Palmiter, Idaho Forest Group, Coeur d'Alene, Idaho; and Steve Wilson, Coeur d'Alene Cedar, Rathdrum, Idaho



Brett Mildnerberger, Fox Lumber Co., Hamilton, Mont.; and Wade Wheeler and Marc Brinkmeyer, Idaho Forest Group, Coeur d'Alene, Idaho



Ron and Debbie Cluster and Mike Boeck, Tri-Pro™ Cedar Products, Oldtown, Idaho; and Kellye Angelici and Terry Miller, The Softwood Forest Products Buyer, Memphis, Tenn.



Jack and Terry Henderson, Bridgewell Resources, Portland, Ore.; and Rick Palmiter, Idaho Forest Group, Coeur d'Alene, Idaho

AWFS FAIR Photos - Continued from page 1



Tim Cornwell, BlueLynx, Atlanta, Ga.; and Marc Brinkmeyer, Idaho Forest Group, Coeur d'Alene, Idaho



Greg Theissen and David Mallams, Black Hills Moulding, Rapid City, S.D.



David Newey, Randy Burd and Michael Rubiera, Valspar, High Point, N.C.



Garry Warner, Hardwoods Specialty Products, Vancouver, B.C.; Angela Stauffer, Hardwoods Specialty Products, Denver, Colo.; Don Bremner, Bond Industries, Surrey, B.C.; and Lance Blanco, Hardwoods Specialty Products, Vancouver, B.C.



Bob Hourigan, Roseburg Forest Products, Roseburg, Ore.; Eric Johnson, Omnova Solutions, Akron, Ohio; and Jeff Everitt, Roseburg Forest Products



Steve Stoler, Boise Cascade LLC, Boise, Idaho; Karie Bailey, Boise Cascade LLC, Portland, Ore.; Chris Hinck, Boise Cascade LLC, San Diego, Calif.; and Mickey Gossi, Boise Cascade LLC, Boise, Idaho



Mike McPhail, Percy Iruri, Wayne Swyers and Clay Hedrick, Baker Products, Ellington, Mo.



Kathryn Constantine, Brownwood Products Inc., Chicago, Ill.; and Cory Betts, Chinook Wood LLC, Oregon City, Ore.

West Coast Business Trends



**By Wayne Miller
Executive Editor**

In mid-August, one hundred plus degree temperatures in Texas and other southeastern states, on top of a lowered financial rating for the entire U.S., resulted in slower sales being made by many northwest suppliers on both sides of the border.

Archie Rafter of Anderson Pacific, Maple Ridge, B.C., said "Until a few weeks ago our Cedar lumber sales were relatively brisk. Timbers moved well, we were told that fencing was good, and the supply of clear uppers was getting pretty tight. I think when the Chinese buying slowed down it put a lot of pressure on mill suppliers to move more product into North America but the market just wasn't there to take up the slack. Right now Europe is slow, Australia is slow and there isn't much wood being sold offshore. One good thing is that our Canadian dollar has weakened to the point that we are almost at parity with the U.S. dollar. That puts more money in the Canadian supplier's pocket."

Carlos Furtado of Sawarne Lumber, Richmond, B.C., said, "The Cedar market is slow. There is almost no business and this is maybe the worst I have ever seen it. I'm leaving today to go fishing for a few days, hoping that will be more productive." Furtado said that the very hot temperatures in Texas has slowed the building there. "The people we sell to tell us that work crews will go to work for a few hours in the morning, then they have to stop due to the extreme heat. Sales have been a struggle the last couple of months. Now the U.S. financial crisis has buyers putting everything on hold. No one wants to inventory material unless they have a sure buyer for it. It's a tough time to do business."

Tony Darling of Skana Forest Products, Richmond, B.C., said, "Most of my sales are in the white woods. It's been a slow week and not a lot has been happening the last few weeks. A couple of months ago China was buying fairly strong and that was helping everyone. Even though we don't sell directly to export markets, we know some of our product moves offshore through exporters. We have heard stories of China cancelling contracts and finding loop holes to renege on deals. Lately, more wood has been directed to domestic and U.S. markets with slower Chinese buying. We hear that the Chinese buyers may pick up again in October or November, but that remains to be seen."

In the U.S., **Vince Mast of Hampton Affiliates, Portland, Ore.** said, "The only people buying wood are those who have to replace stock. It is all hand to mouth buying for prompt shipment. I can't sell wood 10 days out; I have to have it on inventory and ready to ship today or tomorrow to get the sale. There are no inventories in the field." Mast said that in the northwest, log supplies are getting tighter all the time. "Most of the privately owned timber that was available has been

bought and harvested by the mills. The private land owners who have not sold timber up to now are waiting till after the first of the year, hoping for a stronger market and better prices. All of this puts more pressure on logs coming off public lands, so log prices are going up while lumber prices are going down—not a good situation.

Mast said that the next offshore market season will be in October, November and January when the Chinese will be back in the market. "But they are smarter buyers now. Before they wanted the cheapest price and would take mostly lower grades of lumber, but the trend is they now are wanting to purchase higher grades—but at bargain rates. Our sales from the U.S. to China have forced Canadian suppliers to lower their prices. It's a tough time in the lumber industry with all the negative economic news in the stock market and the U.S. credit rating downgrade. There isn't a lot of positive news these days."

A wholesaler in the Portland area said

Continued on page 30

Midwest Business Trends



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

Sources in the Midwest region account for moderately improved market conditions. In Iowa, a Softwood supplier described conditions as "pretty good."

While he believes improvements have been made from six months ago, he said there are still government issues affecting his business as a whole. "I think the biggest factor is the President and Congress. Raising the debt ceiling has caused problems in the stock market and things of that nature, which has a lot of people throughout the country in a state of panic. I think people are thinking that this is the time to bury their money in a tin can in the backyard."

Supplying Spruce Pine Fir, some

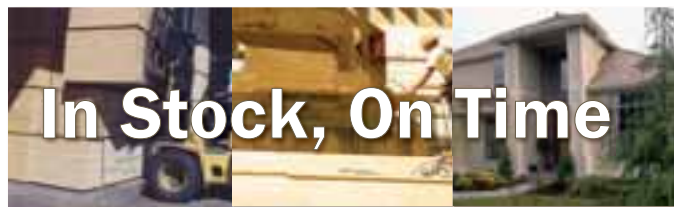
Hemlock Fir and treated Southern Yellow Pine, the contact said Southern Yellow Pine is his top performer. "We're not having any availability issues at this point," he said. "We're maintaining a good inventory because we have to supply three yards."

As for pricing, a contact in Missouri said the prices he's paying are up and he doesn't look for any improvement in the next 60 to 90 days. "Transportation costs are high.

We pay a stock charge and that used to be the only charge. Now that charge has increased and they've tacked on a fuel surcharge so you get two charges for deliveries now. Of course if you eat that then you'll go out of business, but you can't pass it all along. You have to absorb some of it and that makes it tougher. Our margins aren't as good as they were a few years ago but that's just a fact of life," he said.

Marketing to contractors, farmers and do-it-yourselfers, another source in Iowa said, "The farmers are generally happy. Cattle prices are high, pork prices are good so farmers are doing very well right now. That's a good thing

Continued on page 30



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Denver, CO.	800-525-1255	Riverside, CA.	800-648-9116
Detroit, MI.	800-295-6107	Salt Lake City, UT.	800-562-2443
Grand Junction, CO.	800-264-5842	Spokane, WA.	800-541-0529
Greensboro, NC.	800-210-6049	Tulsa, OK.	800-299-5768
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Idaho Falls, ID.	800-336-7071	Westfield, MA - EWP/Admin/Ops.	800-832-8089
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Marion, OH.	800-371-9615	Woodinville, WA.	800-342-2299
Boise, ID - Corporate HQ.	208-384-6427	Yakima, WA.	800-572-3682
		Billerica, MA - Eastern Region Office	800-843-9663

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PLUM CREEK/STIMSON Team Up For Gathering

By Terry Miller



Dave and Patricia Tripp, Tripp Lumber Co., Missoula, Mont.; and Linda and Russ Hobbs, Plum Creek Timber Co., Columbia Falls, Mont.



Chester Larson, Stimson Lumber Co., Hauser Lake, Idaho; Mark Mitchell, Stimson Lumber Co., Portland, Ore.; and Brett Mildenerger, Fox Lumber Sales Inc., Hamilton, Mont.



Ryan Kline, Disdero Lumber Co., Clackamas, Ore.; Mike Hull, Bridger Forest Products, Belgrade, Mont.; Kelsey Kline, Disdero Lumber Co.; Steve Schmitt, Stimson Lumber Co., Portland, Ore.; and David Cochenour, SourceWood Partners, Wichita, Kan.



Ted Roberts, Roberts & Dybdahl Inc., Des Moines, Iowa; Steve Linton, Tri-Pro™ Cedar Products, Oldtown, Idaho; and Jeff Webber, Stimson Lumber Co., Portland, Ore.



Mike Gruenke, BNSF, Burlington Northern Santa Fe Railroad, Spokane, Wash.; Dave Slaughter, Slaughter Wholesale, Sandpoint, Idaho; and Herb Janhsen, Merritt Bros. Lumber Co., Athol, Idaho



Ken Diulio, LMC, Lumbermen's Merchandising Corp., Wayne, Pa.; Kellye Angelici, The Softwood Forest Products Buyer, Memphis, Tenn.; and Mark Dwyer, LMC, Lumbermen's Merchandising Corp.

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Coeur d'Alene, Idaho—The Barrel Room, located here, was the site recently of a cocktail reception hosted jointly by Plum Creek Timber Company and Stimson Lumber Company.

The event afforded attendees an opportunity to socially network and share insight about current market issues.

Plum Creek is the largest, geographically diverse private landowner in the U.S., according to the company, with approximately 6.8 million acres in major timber producing regions of the country. The company produces lumber, plywood and medium density fiberboard in its wood products manufacturing facilities in the Northwest. Plum Creek is headquartered in Seattle, Wash.

Stimson Lumber is a privately-held forest products and natural resource company in Portland, Ore. With its roots dating back to the 1850s, it is one of the older continuously operating forest products company in the U.S.

WHO'S WHO - Palmer

Continued from page 2

Cedar. The company provides green and kiln dried products as well as lattice and Cedar accessories. PWWW processes more than 5 million board feet annually.

Palmer got his start in the forest products industry 15 years ago piling lumber off the green chain at Shawood Lumber. Working his way up, he moved into production management, eventually growing into a sales role.

A graduate of Holy Cross High School, Surrey, B.C., he attended Kwantlen University located in Vancouver, B.C.

He has been married to his wife Shannon for two years, and enjoys scuba diving, hiking, golfing and traveling in his spare time.

For more information visit www.pwww.ca.

Members, Guests Enjoy LMC Hospitality



First place winners in the LMC golf tournament recently were: Tom Snavely, Peter Lumber, Pleasantville, N.J.; Dave Barkwell, LMC, Wayne, Pa.; and Howie Nichols and Alex Tis, BlueLinx, headquartered in Atlanta, Ga.



Mickey Abbott, Top Notch, Honesdale, Pa.; Bob Shetterly, Bob Klinger and Jim Dell, Klinger Lumber Co., Elizabethville, Pa.



John Brady, LMC, Wayne, Pa.; Clayton Stafford, Tembec, Montreal, Que.; John Fisher, LMC; and Jim Larkey, Thompson Mahogany, Philadelphia, Pa.



Jason Fretz, Owens Corning, Toledo, Ohio; Paul Furman and Dan Nolasco, USG Corp., Chicago, Ill.; and Bob Maas, LMC, Wayne, Pa.



John Somerville, president and CEO, LMC, Wayne, Pa.



Mike Maiura, Tom Carr, Tom Fabrizio and Bud Diksa, LMC, Wayne, Pa.

Limerick, Pa.—LMC's 30th Annual Golf Outing was held recently at Linfield National Golf Club here. Over 95 lumber dealers, building material, hardware and forest products suppliers, along with LMC employees, were in attendance for an event of camaraderie and competition. The day on the links ended with a dinner where plaques, along with cash prizes, were awarded to foursomes who came in first, second and third.

Winners were as follows:

1st Place: Dave Barkwell, LMC, Wayne, Pa.; Howie Nichols and Alex Tis, BlueLinx, Atlanta, Ga.; and Tom Snavely, Peter Lumber Co., Pleasantville, N.J.;

2nd Place: Matt Orr, Brian King, Ben Cliff and Jay Morgera, guests;

3rd Place: Rich Skarbeck and Rick Blankley, LMC, Wayne, Pa.; Shawn Evans, Culpeper Wood Preservers, Culpeper, Va.; and Keith Snyder, Shone Lumber, Georgetown, Del.

A dealer raffle for the Makita Cordless Combo Kit was won by Keith Snyder from Shone Lumber.

Closest to the pin winners were: Dave Barkwell, LMC, Wayne, Pa.; Matt Fitzgerald, guest; Greg Warren, Warren Truss, Newark, Del.; Bob Klinger, Klinger Lumber Co., Elizabethville, Pa.; and Jeff Harper, Schlage, Carmel, Ind.

Longest drive winners were: Scott Marovitz, PrimeSource Building Products Inc., Irving, Texas; and Patrick Kinkead, guest.

Steve and Nick Snavely, J.C. Snavely & Sons, Landisville, Pa.



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SLMA Hosts Annual Conference



Past SLMA Chairman Danny White, T.R. Miller Mill Company, Brewton, Ala.; keynote speaker, Neal Boortz, syndicated talk show host; and SLMA President Bryan Smalley



Dickie Elliott, Elliott Sawmilling Co., Estill, S.C.; J.T. McShan, McShan Lumber Co. Inc., McShan, Ala.; Carl Tucker, C.M. Tucker Lumber Co. LLC, Pageland, S.C.; and Bryant Beadles, Balfour Lumber Co., Thomasville, Ga.



Steve Keadle, Keadle Lumber Enterprises, Thomaston, Ga.; and Jack Jordan, Jordan Lumber & Supply, Inc., Mount Gilead, N.C.



J.D. and Beverly Hankins, Hankins, Inc., Ripley, Miss.; and Doug Eubanks, CARBOTECH International, Plessisville, Que.

Amelia Island, Fla.—Members and guests of the Southeastern Lumber Manufacturers Association (SLMA) recently held their annual conference. This year, the event was hosted by The Ritz-Carlton—Amelia Island.

Topics covered in key presentations at this year's event included: Boiler MACT; Anthony Forest Products LumberTrack update; Softwood Lumber Check-off update by Steve Lovett; and Softwood Lumber Market Outlook by Wade Camp.

SLMA is an association that represents independent lumber manufacturers throughout the Southeast. SLMA has grown to 17 states with the continued goal of helping perpetuate family-owned businesses. With emphasis on government affairs, marketing and management and operational issues, SLMA develops programs for the needs of the



independent lumber manufacturer. For more information, go online to www.slma.org.

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Matt Duprey 207-627-6113
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WHO'S WHO - Duprey

Continued from page 2

Pine products annually. Duprey has been with Hancock Lumber Co. for 17 years and in his current position for 11.

A graduate of Caribou High School, located in Caribou, Maine, he obtained his Bachelors of Science degree with a concentration in wood science and technology from the University of Maine at Orono.

Duprey and his wife Alison have two sons. In his spare time he enjoys hunting, fishing, golf, spending time with his family and coaching his sons in sports.

Hancock Lumber operates a diverse array of businesses: three state-of-the-art Eastern White Pine sawmills that are Forest Stewardship Council (FSC) and Sustainable Forestry Initiative (SFI) certified, 10 retail lumberyards in Maine and New Hampshire and a land division with 15,000 acres. The firm is a member of the North American Wholesale Lumber Association and Northeast Lumber Manufacturers Association. For more information visit the company's website at www.hancocklumber.com.

