

SFPA -

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SFPA Chairman Joe Patton led the opening session. The meeting's agenda included a Q & A session with John T. Jones, Animal and Plant Health Inspection Service (APHIS) of the United States Department of Agriculture, Riverdale, Md.

Huck DiVenzo, Architectural Treatment Technologies, Atlanta, Ga., presented this year's Long Sullivan Award to John Paulin, Tailor Decks, Statham, Ga.

The Long Sullivan Award recognizes an individual designer, builder, engineer or other professional who has demonstrated use of Southern Pine in unique and creative ways in commercial or residential construction.

Cathy Kaake, SFPA senior director of engineered and framing markets covered the Raised Floor Living update and Erik Ipson, Avano Services, spoke on Foundations with Energy and Pre-Cut Benefits.

The International Market Development Committee also met with Chair Ryan Hilsinger, East Coast Lumber, Climax, N.C., and Vice-Chair Jeff Baumgartner, Lampe & Malphurs Lumber Co., Smithfield, N.C., leading the discussion.

John Jones, APHIS, concluded the meeting discussing Phytosanitary Issues Management.

SFPA is headquartered in New Orleans. To contact its offices, phone 504-443-4464 or go online at www.sfpa.org.

INLAND -

Continued from page 1

During the day, 158 attendees participated in a golf tournament while 44 competed in a golf scramble at Hayden Lake Country Club.

In the annual Inland Lumber Horserace Pairings, the Stimson Lumber team won. It consisted of Jack Henderson, of Bridgewell Resources with a handicap of 8, and Luke Wenner, of Pallet Services, with a handicap of 14.

AWFS FAIR -

Continued from page 1

What's new at the show—and what's next for the industry—was on display in two easy-to-access areas, The New Product Showcase and The First-Time Exhibitor Showcase.

Also, the professional education program was packed with learning opportunities in a multitude of classroom lectures, skill workshops and technical seminars.

Also at AWFS, the Green Desk was a free feature at which attendees could visit anytime throughout the the show to ask about their concerns related to environmental practices and products, green building and product certifications, as well as federal and state regulations affecting the industry. The Green Desk was hosted by experts from a multitude of sustainability-driv-

en organizations .

The AWFS smartSHOP was a fully operational cabinet shop on the exhibit floor that showcased "Simplicity in Automation for the Small Shop." The smartSHOP brought automation down to scale for the modest size shops. It was hosted by industry expert Gero Sassenberg and other professionals who were on hand to answer questions as a fully automated shop demonstrated the machinery and processes of cabinet construction from data input software to cabinet assembly.

At AWFS, the Cabinet Makers Association presented, the "What's Your Problem?" event, after which, an informal networking and problem-solving get-together with peers.

Free presentations by OSHA, the Small Business Administration (SBA) and the Service Corps of Retired Executives (SCORE) were offered daily on the show floor.

Also, competitions, social networking experiences and games were hosted at the AWFS biennial fair.

WHO'S WHO - Brashers

Continued from page 2

green Douglas Fir in sizes up to 20x20 and lengths up to 40-feet; No. 1 and Better Appearance Western Red Cedar in 16x16 and lengths up to 32-feet; No. 1 kiln-dried and Tru-Dry Fir in sizes up to 2x16 and lengths up to 24-feet (larger sizes available upon request); and Douglas Fir in sizes 1x6, 2x6, 1x8 & 2x8 from 6 through 16-foot RIL only - board or pattern; and oak timbers up to 12x12 and in lengths up to 20 feet. Richardson Timbers produces approximately 1.5 million board feet annually.

The firm also offers custom patterns, rafter tails, trailer flooring, corbels, surfacing, resaw boards and dimension, rip board and dimension, most Southern Yellow Pine patterns, precision end trimming and saw texture.

Brashers is a graduate of Magnolia High School, Magnolia, Texas. He also attended Tomball College, located in Tomball, Texas. Previous experience in the forest products industry includes McCoy's Building Supply

where he worked as assistant manager.

He and his wife Krissy have two children. In his spare time Brashers enjoys golf, baseball, and spending time with his family.

Richardson Timbers is a member of the North American Wholesale Lumber Association; Lumbermen's Association of Texas; Ft. Worth Lumbermen's Association; and the Home Builder's Association. For more information visit www.richardsontimbers.com.

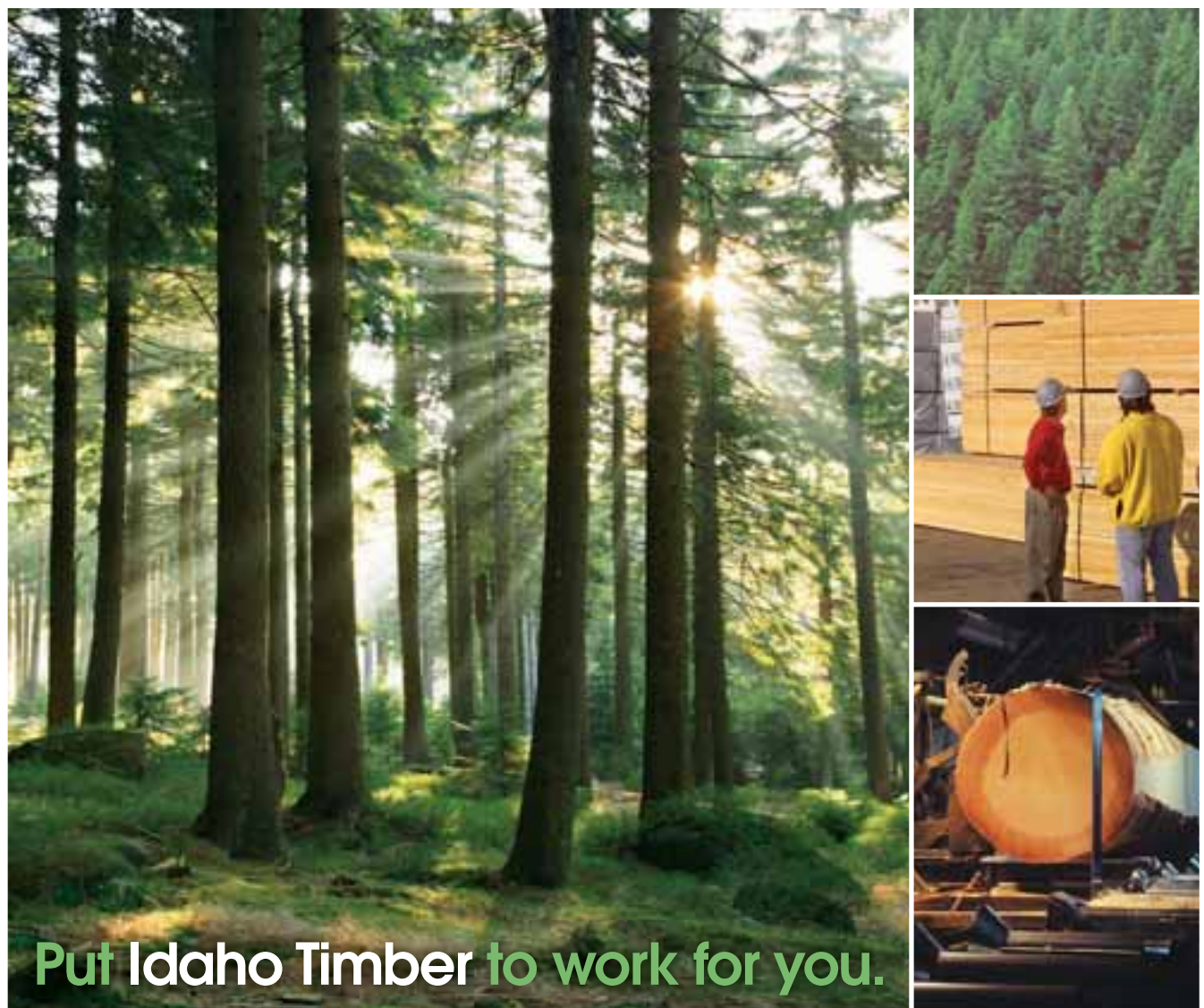
WHO'S WHO - Flaherty

Continued from page 2

studs in Douglas and Hem Fir; Doug Fir timbers; ESLP Pine and Doug Fir Boards; Doug Fir and Southern Yellow Pine siding, sanded and sheathing plywood and Oriented Strandboard. The company purchases approximately 833 million square feet annually.

Value-added services include: cus-

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WHO'S WHO - Flaherty

Continued from page 21

tom PET; container packing; interior/exterior doors/steel railing; composite decking; and engineered wood products.

With 30 years experience in the forest products industry, Flaherty has been with Boise for 27 years. He has also served as lumber/plywood buyer, office wholesaler and lumber operations manager.

A graduate of Wood River High School, located in Hailey, Ind., Flaherty received his bachelor's degree in geology from Boise State University, Boise, Idaho.

Married to Beth Anne for 14 years, he enjoys hunting, camping, motorcycles and running in his spare time.

Boise Cascade is a member of the American Forest and Paper Assoc.; Western Wood Products Assoc.; National Assoc. of Home Builders and the North American Wholesale Lumber Assoc. For more information visit www.bc.com.

WHO'S WHO - Redden

Continued from page 2

Calif.

Taylor Guitars purchases approximately 100,000 board feet of Hardwoods annually including Maple, Walnut, Ebony, Hawaiian Koa, African Sapele, Tropical Mahogany and Indian Rosewood.

From a 145,000 square-foot complex that encompasses two manufacturing/office facilities, the firm manufactures acoustic and electric guitars.

A Weinig moulder, Stenner resaw, Hitachi resaw, Cantek dual surface planer and straight line rip saw, Timesaver sanders, Whirlwind cutoff saws and a Northfield radial arm saw are all utilized in the manufacturing process.

Redden attended San Diego State University, San Diego, Calif. He has been with Taylor for approximately six years and in his current position for three.

He is a member of the Institute for Supply Management and a certified purchasing manager.

Taylor Guitars is a member of National Association of Music Merchants (NAMM), Forest Legality Alliance (FLA) and the San Diego World Trade Center (SDWTC), among other organizations. The operation is regularly recognized for its environmental efforts. For more information visit www.taylorguitars.com.

WHO'S WHO - Ritz

Continued from page 2

8/4 Selects, up to 24-inches wide. Secondary products for Robbins Lumber include a line of clothes drying racks, wooden louvers and ice cream freezer buckets. The firm produces approximately 28 million board feet annually.

Ritz began in the forest products industry at Wilson Lumber in Concord, Mass. A graduate of Lawrence Academy, Groton, Mass., he attended Kenyon College in Gambier, Ohio. Prior experience includes Hood

The Softwood Forest Products Buyer Distribution where he increased sales by 16 percent and was awarded 2010 Salesman of the Year out of 35 nominees.

He and his wife Kara, of eighteen years have twin daughters. In his spare time Ritz enjoys spending time with his family, camping, fishing and working on his home.

Certified by International Organization for Standardization, Robbins Lumber Inc. is a member of the Northeastern Lumber Manufacturer's Assoc. and the North American Wholesale Lumber Assoc. For more information about Robbins Lumber Inc.'s products and services contact www.rlco.com.

APA NEWS -

Continued from page 2

observed were poorly anchored to the foundations. This was especially true in Alabama where nails were used, instead of anchor bolts, to attach the bottom plate of walls to the concrete or masonry foundation.

Another common theme observed along the tornado paths is that homes constructed with non-structural exterior wall sheathing failed at wind speed much lower than called for in the building codes. Walls that are fully sheathed with OSB or plywood and constructed with proper connections have stronger resistance to the damaging forces of high winds. The design recommendations are published in the new guide, *Building for High Wind Resistance in Light-Frame Wood Construction*, Form M310, available from APA. Link to www.apa-wood.org/tornados.

WASHINGTON SCENE -

Continued from page 2

Forest Service's Northern Research Station and a team of scientists from around the world, was recently published in the journal *Science* online, at the *Science Express* website, an online publication of the nonprofit American Association for the Advancement of Science.

One of the key findings in the study is that global forests have annually removed 2.4 billion tons of carbon and absorbed 8.8 billion tons of carbon dioxide from the atmosphere, or about one-third of fossil fuel emissions annually from the period of 1990-2007.

Cypress Teams Up for Solar Decathlon

Architectural students from around the country, with help from the Southern Cypress Manufacturers Association (SCMA), will showcase Cypress as one of the most sustainable, beautiful, and versatile building materials at the U.S. Department of Energy Solar Decathlon.

The biennial competition, which will take place this fall at the National Mall in Washington, D.C., challenges 20 collegiate teams to build the most

Continued on page 23

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WASHINGTON SCENE -

Continued from page 22

energy-efficient, durable, and affordable homes suited to everyday living. To complement their high-technology designs, teams seek out environmentally responsible, cost-effective, and locally available materials.

The SCMA donated Cypress to teams from Florida, New York, and Tennessee, which will utilize the versatile wood in a variety of applications, from siding and decking to paneling, and flooring.

NORTH GEORGIA -

Continued from page 4

percent drop in the area's home building permits over the course of 2009 and at times, Powell had questioned holding on. Growth within his own company slowed below the 3 to 5 percent annual growth the company was enjoying. "No one fathomed the depth and length of this, always prepared for rainy days but not a flood. "And the number of his employees dropped from 28 in the normal market to 15, as many clients became unable to pay their debts.

Even amidst the crisis, like his father, he's managed to make lemonade out of the ingredients. "Many made personal sacrifices, it's been a huge learning experience and extreme challenge, but honestly, we're thankful. We're better people and company for what we've learned."

Powell can see the light at the end of the tunnel as he continues on in the mission backed operational practices. Automation starts only after each piece of the 1,200,000 board feet of lumber he buys annually is hand-picked to minimize defects for life-long support of the building. That number is down from the amount he'd been purchasing for the past ten years, which hovered around 2 1/2 million.

The strongest softwood available in the South is Southern Yellow Pine, which Powell purchases in 2X4, 8-though 20-foot lengths, No. 2,3,1, 2X6 No. 2 and SS, 12-though 18-foot lengths, 2X8 No.1, 14 through 18-foot. Since the economic downturn more materials are bought through brokers such as Lumber One Georgia, G-Plex Forest Products, and Botkin Lumber. Many orders are filled direct from small mills around the states of Georgia and Florida, such as Gilman and Tolleson Lumber.

Truss orders that pass through the yard foreman's hands specify the style design from common, scissor, attic and gambrel, to miscellaneous configurations or floor trusses, all which are custom built to precision, usually progress on to the Mitek Smart set pro component saw. Pieces are labeled and brought to the roof or floor room for assembly. Alpine Plates, a division of Illinois Tool Works supplies plates that hold the trusses together, which exit through the finish press. They're then stacked on either of two trucks for delivery, a 1998 Mack tractor/trailer or 1990 International flatbed, depending on length, roof trusses to 66 long and floor trusses, from 20 to 200 per load. As volume dictates, leased

trucks are used.

North Georgia has historically been serving the Metro Atlanta residential market, yet the vacuum left by the death of home building demanded spreading into the commercial sector and widening the sales territory into Mississippi, Southern Georgia, North Carolina, Alabama and Tennessee.

A new product stream promises to help float the company to the top again. North Georgia Truss now buys, assembles and sells to wholesalers and lumber yards, SpaceJoist Trimmable End floor truss systems, a combination wood I-joist-open web truss designed flexibility to allow field cutting up to 12-inches on both ends to suit on-site needs and easy passage of duct work, plumbing and electrical wiring.

The benefits are, described Powell, "It's a cash and carry specific item versus custom and opens up a lot of markets. The open web provides the ability to get mechanicals through and are used in situations that may need adjustability, and can fit in many situations."

As confidence in survival builds,

Powell can focus on the long term goals of the company, to move to a new location and expand shop capabilities, by building a new facility or moving to a larger one, grow the SpaceJoist business, and concentrate on sales and marketing throughout the Southeast.

Underlying any changes is the steady beat in the mission formula of concern for employee goals, within the company and personally. "We might be a stepping stone for them to go on to bigger things in the industry or move on to a different one. For some, North Georgia becomes a career and several have been here as long as I have. Plant foreman, Pedro Muniz, has been with the company since the early 90s." Whatever level or direction they're headed, employees have a variety of training options available through the company, from industry technology to team building.

Powell, member of the Homebuilders Association and Structural Building Components Association, looks to the near future for the industry to get back to normal and his own company to have a promising one. "We've always

had the ability to be competitive with large companies in design and production and still have small business values and customer service. For those who are making it through this, it's made us more efficient and smarter, something new companies won't understand. It's been life changing not just business-wise but personally. It's been tough, but it's really a blessing."

For more information contact (770) 387-4227 or visit www.ngtruss.com.

SFPA EXPO -

Continued from page 7

Association (SFPA) Forest Products Machinery & Equipment Expo 2011, reported Expo Director Eric Gee. The event was held here at the Georgia World Congress Center.

More than 50 companies displayed

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Western Business Trends



By Terry Miller
Associate Editor

In the Western region, contacts report flat market conditions. In Montana, a contact said business has decreased from six months earlier. "I would say things are slightly off from six months ago," he explained. "We're just not seeing any housing activity and that's keeping things pretty flat."

Manufacturing Pine boards among other items, the source explained, "We're seeing this in our plywood business, in MDF—the market is just slowing down. I think the debt ceiling issues are affecting our psyche more than our actual markets."

The contact said while he isn't having any issues with availability now, that wasn't the case earlier this year. "We were struggling early on with logs but we're doing okay right now. I think as we move into the fall, things will continue to get better in that area."

As for the months ahead, he believes a seasonal change will help his operation. "Certainly I think that our Pine board business will improve seasonally. It usually improves in the fall. In regard to the overall consumption of wood products, in general I'm bearish about demand over the next six months. There will be some short-

term price moves that will come about because of supply/demand imbalances. Those won't necessarily be demand driven; I think supply will continue to be tight. The weather will cool down in the Southeast and people will be able to build again, they will be coming back to the table. Again I think it will be just an imbalance situation, not a real structural change in demand."

As for transportation, a contact in Idaho said availability continues to be tight. "With this area, particularly the truck and pup combinations, we're finding that there are fewer of those available. A lot of the locations we go to—those customers take that size and want that better freight benefit."

Sustainable Forestry Initiative certified, he said he isn't seeing any changes in demand for certified products. "There's really nothing new happening in that area due to the economy."

Marketing to pro dealers, distributors, and big box home centers, he said his customers' patterns are the same. "They're all very cautious right now. Everybody is buying just what they need just when they need it."

A contact in Colorado described the market as "spotty at best." The Western Red Cedar and Douglas Fir supplier said, "There doesn't seem like there is any confidence in the marketplace right now. Nobody knows what's going to happen."

He said that No. 1 and Better Douglas Fir is moving the best currently but Cedar is the most competitive, "which makes it harder to move. We've moved quite a bit of it lately but

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Northeast Business Trends



By Sue Putnam
Editorial Director

Softwood supplier sources across the Northeast said business conditions have improved in recent weeks. Warmer weather patterns and a slight push in demand are contributing factors.

A contact in New York said sales activity has improved. "Seasonal weather has contributed to the overall increase in consumption," he explained. "Sales have been better than we expected on many accounts."

The source, which supplies Douglas Fir, Eastern White Pine, Hemlock and Cedar, said pricing was steady across the board for most species and grades. "We haven't had much movement either way to be honest," he explained. "Prices of Standard & Better and No. 2 and Better held steady or moved marginally higher. On the Fir the 2x10's gained by almost \$5."

As for availability conditions, he said quick loadings have been difficult to source in both Hem-Fir and Douglas Fir. "There have been some curtailments which have tightened supply along with offshore sales," he mentioned.

The contact said his customers, while

The Softwood Forest Products Buyer increasing orders, are still skeptical. "Retailers are still uneasy about the market's strength. Mostly they are buying, but buying only what they need."

When asked about what lies ahead for the remaining quarter in 2011, he said he expects a dip in activity in the fall but otherwise "things should even out for the year as a whole."

In Massachusetts, an Eastern White Pine supplier mentioned availability has been better since temperatures have gotten warmer. "We had some supply shortages early this year because we just had a horrible winter. Now that the weather is dry, the loggers have been able to get in there and supply has loosened back up."

He said his prices have increased somewhat as a result of improved demand. "There has been a very modest change in our sales, which has affected pricing but not to a great degree." The contact said his actual percentage of increased activity is less than five.

Heading towards the finale in 2011, the supplier doesn't expect much change until 2012. "With it being an election year, we may see a positive change in 2012. Then again, it may fall off because of uncertainty. Nobody can predict it. The market has been this way for the last few years. Only certain areas didn't feel the pressure until the last two years."

A Connecticut Softwood supplier said his clients are complaining of stringent banking requirements that won't allow those that 'can' build, build. "Our customers have clients that want to build; they want to remodel, but the banks

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Ontario/Quebec Business Trends



By Michelle Keller
Associate Editor

Global financial concerns are resonating across all sectors, and the Softwood lumber market is not immune from these forces. The market, which has been battered for several years by everything from beetles to overproduction, continues to fight against dwindling demand. However, there are those in the industry who believe that there are still possible routes to success.

One Ontario-based wholesaler said he realized about a decade ago that to remain a broad-based business would not serve him well. So, he found a specific niche and worked hard to carve out that one particular area. Today, he focuses almost exclusively on producing wide plank flooring, providing a value-added service that larger wholesalers are less likely to touch.

"My business is totally different from when I started in 1982," he said. "I had to adjust to stay afloat; I changed to the market, or what I thought would carry me through this, about ten years ago. Today, I've got something unique. It's something that no one can do in high volume, so my volume has a

comfortable status."

He said he plans to do some advertising this coming fall to help ensure that his company continues to grow steadily, even during these hard financial times. He said he remains confident that he can offer a particular service that is relatively insulated from the larger competitors.

"I don't think people can do what I'm doing; it's not economical," he said of his value-added services. "Most people are cutting for the most volume, not knowing what it is going into. I know what it's going into."

He added that other wholesalers and sawmills would do well to listen closely to what their clientele is telling them.

"If they want X, I produce X. I carry a cheap product, but that's not where the interest is. In that case, you have one flooring company cutting at the next, cutting expenses. I said I don't want to be involved in that. I realized I can't compete, so I jumped out," he said. "My product, my price, and my service are my three main things. In most cases, you can't call a business and talk to the owner, (but) 95 percent of the time, the end customer talks with me. It's done with a handshake. There's trust there."

That need for trust and customer loyalty applies to both large and small-scale companies. One Ontario mill manager said that even those enduring relationships have been strained during the past few years.

"We are primarily working with Eastern White and Red Pine," he said, adding that his company sells primarily to distributors who work with retail

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South/Southeast Business Trends



By Gary Miller
Managing Editor

According to sources in the southeast, extreme heat has been a lingering burden. Consumption that may have been held back earlier this year by cool, wet weather was stifled by sweltering heat across most of the region. The bright spot according to a source in Mississippi is Southern Yellow Pine (SYP) movement has improved in spite of the heat. "We've had movement in every grade of SYP," he explained.

"We've had some pricing gains," he mentioned. "Some key SYP prices posted double-digit gains. When asked about other species the contact said, "Overall purchasing has been sufficient to keep prices flat but the extreme temperatures we're dealing with are keeping inquiries down." With heat indexes reaching as high as 109 in recent weeks, the source is looking for a break in the temperature soon. "This kind of weather makes working conditions difficult."

As for transportation, he said while always an issue, it's not currently in the forefront. "We expect transportation rates to go up this time of year

and availability has been short for the last two or three years. This has become the new 'norm' in the transportation industry."

A Tennessee Softwood supplier had quite the opposite take on fuel rates and transportation surcharges. "The problem is that the transportation market is so tight, with few drivers, they have us over a barrel," he commented. "The rates continue to go up because the number of qualified drivers for the big rigs continue to go down."

As for other issues, the source said demand picked up during the summer months with most of his business coming from secondary manufacturers. "We've seen a seasonal pick up this year that was far better than last. Things did fall off after the July 4th holiday but that is standard for us."

He said he doesn't expect the coming months to fall off drastically but in the fall and winter seasons typically business slows down. "The fall and winter are always a difficult time for us, but I don't think this winter will be nearly as bad as 2010."

Availability has been somewhat of a problem for the source. "Certain grades are becoming difficult to find. Mostly the lower grades because everybody is moving to the industrials for price factors," he explained.

In North Carolina a Softwood supplier said his customers are reporting mildly improved business conditions. "We supply mostly cabinet and decking manufacturers," he explained. "While there hasn't been much in the way to speak of as far as new construction, the remodeling activity has

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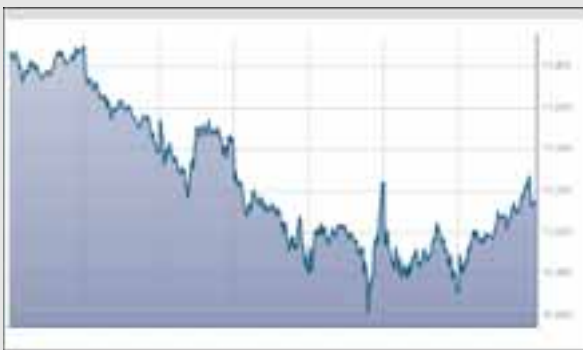


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SFPA EXPO -
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their equipment, products and machinery at the Expo.

The Forest Products Machinery & Equipment Exposition has been sponsored since 1950 by the SFPA, a trade association representing Southern Pine lumber manufacturers from Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, Louisiana, Arkansas, Oklahoma and Texas. SFPA's member-companies produce about 43 percent of the nation's Southern Pine lumber.

For more information, contact SFPA at www.sfpaexpo.com.

AWC -
Continued from page 8

The American Wood Council is the voice of North American traditional and engineered wood products, representing over 60% of the industry. From a renewable resource that absorbs and sequesters carbon, the wood products industry makes products that are essential to everyday life and employs over one-third of a million men and women in well-paying jobs. AWC's engineers, technologists, scientists, and building code experts develop state-of-the-art engineering data, technology, and standards

on structural wood products for use by design professionals, building officials, and wood products manufacturers to assure the safe and efficient design and use of wood structural components.)

With the national unemployment rate hovering around 9 percent, it's time for our country's leaders to refocus on jobs and put smart, wood industry-sustaining policies in place that support growth. However, federal regulations have been proposed that do just the opposite, potentially costing U.S. manufacturing tens of thousands of jobs and a billion dollars in compliance costs.

In March, the Environmental Protection Agency (EPA) published their Boiler Maximum Achievable Control Technology (MACT) rules, which set new emission limits for boilers used by a wide range of manufacturers, as well as universities, small municipal power plants, biomass power plants, hospitals, and federal facilities. While EPA did set more realistic requirements for boilers at smaller facilities, the agency knew its rules for larger boilers were flawed, as it was forced to meet a court-ordered deadline. Recognizing this, on May 16 EPA stayed implementation to reconsider several critical aspects of the rules, hopefully to create a more achievable set of regulations. However, as they currently stand, the rules are far more costly than necessary to protect public health, and it remains uncertain whether EPA will make the necessary corrections that would eliminate the needless costs.

As expected, court challenges to the rules and the stay have already been

filed, and in response to the increased uncertainty, both the House and the Senate introduced bipartisan legislation (H.R. 2250 and S. 1392); these bills would ensure that EPA has the time it needs to get the rules right, direct the agency to use the discretion it legally has to adopt reasonable policies, and allow industry adequate time to comply. This legislation is critical, as without Congressional action, a court could overturn EPA's decision to delay implementation before it has finished reconsidering the parts of the rule that need to be changed. As a result, manufacturers would have to make needless, expensive investments, jeopardizing manufacturing jobs across the country, to comply with rules that may well be changed.

H.R. 2250 and S. 1392 do *not*, however, exempt boiler owners from regulation. Businesses will continue to be regulated but under new Boiler MACT rules that are certain, achievable, and affordable.

As it stands today, Boiler MACT is estimated to cost the wood products industry at least \$1 billion in capital costs at a time when housing starts are at historic lows, plus tens of millions more in annual operating costs. The current standards are so stringent that many mills would not be able to meet them, even with today's technology. And for biomass-based fuels, on which the wood products industry depends, emissions limits are so stringent that new biomass boilers would not be viable.

In addition to the hardships that Boiler MACT brings, an associated EPA rule – the Non-Hazardous Secondary Materials rule – reclassifies many bio-

The Softwood Forest Products Buyer mass residual fuels as solid wastes. As a result, many boilers that use biomass fuel would be reclassified as incinerators, subject to even more stringent controls that would add another \$1 billion to the compliance price tag. To avoid this, mills might instead opt to landfill millions of tons of biomass and replace them with fossil fuels, all at an estimated additional cost of \$350 million per year – costs that are unsustainable. Discouraging the use of renewable and carbon-neutral fuels, as the rules do, is contrary to the administration's policy of encouraging alternative energy sources and diverts scarce capital that otherwise could be used to create jobs, reduce emissions, and grow local economies where our mills operate.

To be clear, we support clean air and realistic air quality standards, and we believe that good regulations can protect the environment and public health while promoting economic growth and stability. However, decisions of this magnitude and potential impact must be carefully considered and grounded in the reality of what can reasonably be accomplished.

The impacts of the final Boiler MACT regulations will be felt for generations to come. Being forced to invest in technologies that provide only slight incremental improvement affects our ability to invest in the very modernizations that help mills stay competitive. It is therefore imperative that Congress pass H.R. 2250 and S. 1392 to help EPA get the Boiler MACT rules right. We ask everyone to become more engaged by contacting your rep-

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AWC -

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IDAHO FOREST -

Continued from page 9

company an opportunity to extend its thanks to its loyal customers for their continued support.

This year's event was held at the Bonsai Bistro Restaurant in Coeur d'Alene and was well-attended.

In addition to the reception and dinner, guests were invited to tour Idaho Forest's Chilco mill.

Idaho Forest Group owns and operates lumber manufacturing facilities in Chilco, Grangeville, Laciède and Moyie Springs, Idaho. Its mills produce a combined capacity of over 800 million board feet.

For more information, visit the company's website at www.idahoforest-group.com.

WEST COAST TRENDS -

Continued from page 17

that he thought summer sales were slow, "but it seems to have gotten

worse in the last two or three weeks." He said, "Our sales office muddles along and we make a sale here or there, but it is a tough market. One of our salesmen sold four truckloads to the L.A. market last week, and that's how much he was selling on a single morning a couple of years ago. This winter scares me. If I am having trouble selling it now, how will I sell it this winter? A couple of years ago I had maybe 45 to 50 mostly dimension customers that I was personally selling to every month. Now that number is four or five.

One of our guys is having a strong year selling into agricultural markets. But now my sales, which used to go mostly into housing, are to railroads, utilities, just wherever I can move some wood."

Sales manager for Rosboro, in Springfield, Ore., Jim Walsh, said, "What we read and hear in the news makes me nervous. We are selling away, but the markets are flat and boring with no drops and no jumps. Recently our plywood sales have come up a bit and veneer prices have come down some, but nothing very interesting. The Chinese left the market this summer, but may reenter it soon. In addition to lumber, they buy logs and push log prices up for mills in the northwest. Overall this year's sales are down from last year. Last year we saw a bubble in our plywood sales due to the earthquake in Chile. But nothing like that has happened this year. Some of the wholesale distributors have gone into the 'cover up' mode and some have got-

ten more aggressive in purchasing, knowing that it is hard to sell from an empty truck. We are tightening our belt until we see unemployment figures improve and the numbers of unsold houses go down. We want to be optimistic, but with the lack of leadership we have in Washington now, there is not a lot of confidence out there. One bright spot we can point to is the sales of our glulam material, which continues strong. It also helps that we make our own lam stock."

Todd Fox, sales manager for Lazy S Lumber, Beavercreek, Ore., said, "The Cedar market is very sluggish with demand strictly for mixed loads and prompt shipment. We see five to seven items of material going out on a single truck. The housing market is still weak, though there is some good news in the remodel side. It is all just in time buying. Prices are not really an issue if you have the material and it is ready to ship. Buyers want it now and they are not really that price sensitive. We see no Cedar supply problems. Logs are moderately priced. We need greater consumption, but right now there is a lot of uncertainty. You hear about a lot of mergers and buyouts on the supplier side these days."

In **Andersen, California, sales manager Darren Duchi of Siskiyou Forest Products**, said, "We have some decent orders now, but my concern is this coming winter. We are like everyone else who is worried about the overall U.S. economy. This year started slow for us and never really got going. The usual spring bubble simply never arrived. We have orders

The Softwood Forest Products Buyer

and we are doing okay but there is a softness in the overall market. Recent severe falls in the stock market and a downgrade of our country's credit rating don't add confidence. This country lacks direction; there is so much indecision by our elected leaders. All we hear is double talk. As a company we have some good things going for us. We have some anchor tenants that are purchasing a lot of our production. We continue to invest in new equipment for greater efficiency and to become more self-reliant. Recently we purchased a timber saw—basically a resaw for timbers. This will give us greater strength and versatility in our purchasing and our sales. In the past our finger jointed primed product was of key importance, but now we will be able to enter into the clear market with our new equipment. We will be more of a one stop shopping opportunity for some buyers. We are still buying a fair amount of Cedar, but also some hardwoods such as alder, west coast maple, and some walnut, cherry and Sapele. We just keep working steadily and looking for opportunities with most of our sales through wholesale distributors."

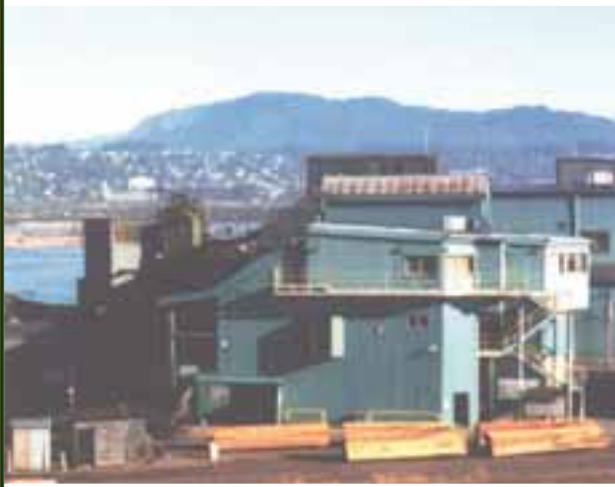
MIDWEST TRENDS -

Continued from page 17

for us, because that's our customer." As for certified products the contact said he has noticed a very slight increase in demand. "There have

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MIDWEST TRENDS -

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been more inquiries than before, but stating that, I would also like to state there were 'no' inquiries before. So we're getting a couple every now and again but nothing dramatic."

As for the months ahead, he said, "Going into winter I think we'll see a slow down in things. I think that people will just kind of sit on what they have and try to invest their money wisely. They'll wait to see what the spring looks like and how the election year shapes up. I think our best chance for much improvement will come after the election.

Economic activity in the Midwest has continued to increase at a modest pace according to sources. Manufacturing activity continues to improve. Commercial and industrial activity has improved modestly in some areas, although commercial construction activity has remained slow. Banking requirements for lending at small and mid-sized banks increased in recent weeks according to contacts in the region.

Manufacturing activity has continued to increase with several manufacturers reporting plans to open plants and expand operations in the near future, while a smaller number of contacts reported plans to close plants or reduce operations.

Home sales continued to decline throughout most of the Midwest. Compared with the same period in 2010, year-to-date home sales were down 15 percent. Residential construction also continued to decline throughout the area. Year-to-date single-family housing permits decreased in the majority of the region's metro areas compared with the same period in 2010.

NORTHEAST TRENDS -

Continued from page 24

won't approve the loans."

When asked about his current inventory levels, the contact said he isn't carrying large inventories. "We pulled back on our inventory a couple of years ago on purpose." As for availability, he said he isn't having any issues.

The source said he believes 2011 will end on an even note. "We've had a pretty even year. Sales increased early on and we made up for the lag in the winter of 2010. Now we've slowed down again. Our hope is that early 2012 will begin the same."

ONTARIO/QUEBEC TRENDS -

Continued from page 25

outlets. "The market is soft, it's slower; there's obviously continued pressure with our dollar, which is rising compared to the U.S., which is falling. It makes it more desirable for customers in Canada to source things in the U.S."

He pointed to the weak state of the global economy, noting that housing starts are down throughout North America. And although those num-

bers are not as severe in Canada as in the United States, a down economy is a down economy, regardless of whether you sit on one side of the border or the other.

"Most of my customers sell to domestic retailers. I think especially with our particular species, we've done a good job in reducing the supply, but the demand just isn't there," he said. "Inventories are just lower in general. I talk with our close competitors, and everyone is keeping their inventories low."

He added that he thinks there are no quick fixes to turn the market around. He said he feels that several things need to happen concurrently to make a significant impact. First and foremost, housing starts in the United States need to improve. But for that to happen, he said, the U.S. must first get the overstock of existing housing off the market.

"We're directly related," he said of the U.S. and Canadian markets. "We need to take away the competition from the northern U.S. mills selling into our market."

He said his company has explored several different avenues over the past few years to improve profitability. But, as his wholesale colleague pointed out, it all comes back to building and maintaining relationships.

"We've done some trial and error on value-added, and we're constantly researching ways to diversify," he said. "We've had a little success in that and we've had some good, loyal customers who continue to work with that relationship."

He said that he has long-since stopped trying to make predictions as to when the market will turn around, but said the one thing he can say with some certainty is that it will remain slow through the end of 2011.

"That much I know for sure. August is typically a good month for us, and it's slow this year. I certainly don't see anything turning around in the next six months, but in the next twelve months, I hope it will."

In Quebec, a salesman at one mill said he had just returned from vacation to discover the U.S. stock market in freefall on the heels of the downgrading of the nation's credit rating. He said that fact was not boosting his confidence in the immediate future.

"The market is very tough at the moment," he said of Softwood sales. "It's going down; the future is going down too; everything is going down. The feeling I receive from customers that I talked with is not very positive. The market right at the moment is very quiet; no one is making a big investment in inventory."

In late July, he said he believed that the market was leveling off, and even had showed some signs of improvement. Now, he said, he is concerned that without a significant jump in housing activity in the United States, the market will remain stagnant for the foreseeable future.

That was also the feeling from a Quebec wholesaler. About 85 percent of his business consists of SPF, and he sells primarily to retail outlets and larger buying groups.

"I would say it is probably down from 10 to 20 percent, depending on the products," he said of demand when compared with a year ago. "There's just less new construction. The

Continued on page 32

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ONTARIO/QUEBEC TRENDS -
Continued from page 31

remodeling business is still good, but there is definitely less of the new construction this year than last. The dollars figures are down, not just because the volume is down, but because the value of the products are down also; it's a two-way hit."

Like others in the industry, he pinned his hopes for the future on activity south of the border.

"The U.S. market is a third of where it should be as far as housing starts, so until that starts to improve, it's going to be a tough run."

SOUTH/SOUTHEAST TRENDS -
Continued from page 25

helped our business to pick up."

Concurring with others in the region, the contact said SYP prices in particular are improved from 90 days earlier. "We haven't seen much change in any other species, but SYP has made a few gains in the last few weeks."

When it comes to transportation issues, the contact said his rates are increasing but not at unreasonable numbers. "We give a little and we get a little in this industry," he said. "If I give a little on the rates, the trucks are available to haul my loads when I need them. Of course we have worked with the same trucking companies for more than 10 years, but that has always been the way we do business."

Looking ahead the lumber supplier mentioned that he doesn't expect moderate improvements in the Softwood lumber industry until possibly 2012. "Our business is steady at this point. We don't look for a spike in either direction for the remainder of 2011. We are both hopeful and optimistic of what lies ahead in 2012."

According to business sources in the region, economic activity had changed very marginally in recent weeks. Retail sales grew slowly, although sales of higher-end goods saw more traction and tourism activity was strong. The Federal Reserve's Beige Book reported existing home sales remained soft outside of Florida, while new home sales and construction were weak throughout the south-east. Downward pressure on prices of both existing and new homes continued to be noted according to the Book. Contractors reported that the pace of commercial development was basically unchanged, although activity in the areas of healthcare and multi-family construction had improved.

Manufacturing sources indicated that production and new orders increased but at a slower pace than experienced earlier in the year.

Banking sources said credit availability for entrepreneurs and real estate developers remains tight, although loan availability for some commercial projects is increasing. Most business contacts indicated that their hiring plans remained modest. Firms' expectations for unit cost increases have softened, mainly because non-labor input costs have moderated. Some energy contacts have noticed a considerable uptick in early stage fabrication of oil and gas extraction capital goods.

WESTERN FOREST -
Continued from page 6

spite of the depressed U.S. housing market, WFP has seen 17% growth in its Western Red Cedar sales volume.

Derby attributes WFP's success in WRC to 3 key factors; supply security through company, controlled logging from company tenure, getting the right log to the right mill ensuring dependable, consistent high quality products, and a commitment to rapid service and customer demand through an on ground inventory position.

"With a rapidly changing marketplace and a dramatically shortening supply chain, WFP has adapted its sales and logistics approach to be more responsive," Derby explains. "We work closely with distributors to identify their requirements on a quarterly basis – this allows us to sell forward and plan harvesting and mill production. However, we also maintain reload inventory to build prompt mixed cars, trucks and containers to respond to customers needs. We can deliver stock by truck to customers just as quickly as if the reload was in their backyard. The key," Derby goes on to say, "is close relationships and communication which ensures we have the right product on ground and ready to ship."


"We provide product and service excellence for all customers and markets we serve," Derby says. "A key strength of our organization is our employees and we are committed to creating a safe work place that brings out the best in people. Our employees are dedicated to their profession, company, co-workers, and customers. Their unique skill sets, years of experience, and commitment to achieving excellence are reflected in our products, processes and culture of continuous improvement and innovation. A reflection of this responsiveness to customer demand is our new stocking program of Douglas Fir Timbers. This product line is a No. 1 and Better, free of heart, free of wane, appearance grade timber, that we can offer as green or KD and rough or S4S" Derby added. "It's a product that capitalizes on the premium log profile of the northern part of Vancouver Island."

Western Forest Products is fully committed to the protection of the environment and sustainable development of forest resources. WFP provides legal, sustainable and products through the Programme for the Endorsement of Forest Certification (PEFC) chain of custody (CoC) as well as FSC Controlled wood products.

Western Forest Products has significantly restructured its operating and financial platform over the last few years and is now well positioned to implement its \$125 million capital investment plan. These investments will ensure Western continues to be the premiere supplier of coastal wood products for markets around the world. "WFP is well positioned, from a log and manufacturing standpoint, to continue to grow its Western Red Cedar business for years to come," said Derby.


For more information visit www.westernforest.com.

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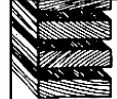
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TRADE TALK

Adrian Blocker Appointed SFPA President

Atlanta, Ga.—The Board of Directors of the Southern Forest Products Association (SFPA) has appointed Adrian Blocker to be its new President, replacing Digges Morgan who resigned July 31.



ADRIAN BLOCKER

"I am very excited to help guide the organization during this period of transition and am looking forward to aligning our work to enhance and support the newly formed commodity check-off for lumber," Blocker said.

Blocker brings 30 years of forest industry experience to his new position. Most recently, he was general manager of West Fraser's U.S. operations and vice president of West Fraser, Inc., their U.S. subsidiary responsible for all aspects of their U.S. lumber operations.

He began his career with Champion International in 1981, working in various forestry positions. Prior to the merger of Champion with International Paper, he was vice president, value management, responsible for business strategy development for the forestland portfolio and wood products manufacturing.

Blocker gained extensive experience with International Paper, working in forestland acquisitions and mineral resource development. He moved to their consumer-packaging group with responsibility for business strategy development, analysis, and implementation planning. He later served IP as general manager for manufacturing, marketing, sales and distribution of lumber, plywood, poles and engineered wood products. In 2005, he received International Paper's chairman's award.

Blocker earned degrees in forestry and in business administration, as well as an MBA from Mississippi State University. In 2003, he was named alumnus of the year for the college of Forest Resources.

Today, Blocker serves as the President of Riverview Consulting and is a director on the Binational Softwood Lumber Council. He was SFPA's board chairman in 2010, and is currently the chairman of the board of trustees for Lausanne Collegiate School in Memphis. He may be contacted by calling (504)443-4464 ext. 215, or by e-mail to adrianblocker@sfpa.org.

Tectronix Systems Installs At Simpson Lumber Co.

Surrey, B.C.—Tectronix Systems Inc., based here, recently replaced an underperforming metal detector at Simpson Lumber Co., located in Bloomingdale, Ga.

"Metal was going undetected, which was causing damage to Simpson's saws," Greg Balmer, Tectronix's President said. "This translated into non-recoverable and expensive downtime and unacceptable saw costs."

Tectronix supplied a rugged, stainless steel body, Round Aperture metal detector with a 'full-round' fiberglass section. "Tectronix also designed and fabricated the required infrastructure to install the metal detector with a primary concern on utilizing the existing

support steel wherever possible to conserve costs," Balmer explained. "With the close proximity of the metal detector to the de-barker, Tectronix fabricated the round fiberglass section



to protect the inside of the metal detector aperture should a log flail excessively as it exits the de-barker." Tectronix also supplied Simpson Lumber Co. a marking system to mark the exact location of any metal contamination detected.

Tectronix Systems Inc. began manufacturing and selling metal detection equipment in 1993, and has evolved into a leading supplier, servicing forestry and other industries with worldwide distribution. Driven by the customer and his needs since its humble beginnings, Tectronix remains focused on its mission to continuously develop new and improved products.

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Memphis, Tenn.—Home of the *Import/Export Wood Purchasing News*, *National Hardwood Magazine* and *The Softwood Forest Products*

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Buyer newspaper, Miller Publishing recently changed names to Miller Wood Trade Publications, and as a result we are also changing our web address. Formerly www.millerpublishing.com, the new address effective immediately is www.millerwoodtradepub.com. Please visit our new address for the latest up-to-date information on the forest products industry including:

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Check back frequently for future updates and options at www.millerwoodtradepub.com. For advertising rates, please call 800-844-1280.

Seneca Sawmill and Swanson Group Sign Purchasing Agreement

Glendale, Ore.—Seneca Sawmill Co. and Swanson Group Manufacturing LLC recently signed a purchase agreement for Seneca to purchase the Swanson Group's Noti sawmill.

The Noti facility is a dimension sawmill that currently employs approximately 120.

According to a representative, this facility is an excellent strategic fit with Seneca's existing operations in Eugene, Ore. Swanson Group will continue to operate its other facilities in Glendale, Roseburg, and Springfield, Ore.

Seneca Sawmill Co. is a family-

Continued on page 34



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TRADE TALK

Continued from page 33
 owned forest products company based in Eugene, Ore. It operates several sawmills and sustainably manages over 164,000 acres of Western Oregon timberland.
 Swanson Group is a family-owned forest products company based in Glendale, Ore. It manages several member companies including Swanson Group Mfg. LLC, which has lumber, veneer and plywood operations.

Larry Petree Joins Mary's River Lumber Co. Sales Team

Corvallis, Ore.—Mary's River Lumber Co. recently announced Larry Petree, formerly with Lazy S Lumber in Beavercreek, Ore., has joined the company's sales team.
 Established in 1974, Mary's River Lumber Co. is one of the Western Red Cedar industry leaders. The firm is known for developing and implementing innovative sawmill and finishing systems specifically designed for processing Red Cedar.



Larry Petree

McShan Updates Sawmill

McShan, Ala.—McShan Lumber Co., based here, announced a capital investment of \$3.5 million to upgrade its sawmill this fall, improving productivity and lumber quality.
 According to sources the mill will install a Timber Machine Technologies 8-inch bottom arbor gang saw and a TMT three-saw lineal edger system, along with all lumber handling equipment between the machines.
 This installation will be completed during three weeks of expected downtime in October.
 For more information visit www.mcshanlumber.com.

Atkinson Becomes a Member of Chesapeake Plywood LLC

Baltimore, Md.—Bill Atkinson, previously with Temple Inland, Georgia Pacific and Union Camp recently joined the sales team of Chesapeake Plywood LLC, based here.
 Chesapeake Plywood offers a variety of hardwood plywood, OSB, Meranti, hardboard, melamine, etc. Services include: edgebanding, prefinishing, and cut to size orders to specific specifications. For more information visit www.chesapeakeplywood.com.

Bill Nocerino Joins Potlatch Staff

Warren, Ark.—Formerly of Forest2Market, Bill Nocerino recently joined the sales staff of Potlatch Corp., based here.
 Potlatch Corp. manufactures a variety of wood products for industrial and consumer use at facilities in Arkansas, Idaho, Minnesota, and Michigan.
 In Arkansas, they manufacture lumber from Southern Yellow Pine. Their Idaho mills produce lumber from several species, a full line of Cedar products, and industrial-grade Fir plywood.
 In the Great Lakes region, Potlatch's Minnesota and Michigan mills produce precision-cut studs and finger-jointed studs in Spruce, Pine, and Fir (SPF).

The Softwood Forest Products Buyer
 For more information visit www.potlatchcorp.com.

Bond Named Cedar Creek VP

Broken Arrow, Okla.—David Bond has recently been named vice president of purchasing and vendor relations at Cedar Creek Lumber Inc., based here.
 D. Wayne Trousdale is now the operations vice president. Cedar Creek, 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.



David Bond

Oregon Sawmills Earn Grants

Salem, Ore.—The state of Oregon recently disbursed three grants to area Oregon mills. Through the Forest Products Energy Project, a joint effort of Oregon's Department of Energy, Business Oregon, Oregon Department of Forestry and the Energy Trust of Oregon, Ochoco Lumber, Prineville Sawmill Co. and Blue Mountain Lumber Products all received grants.
 Ochoco Lumber received \$20,000 to boost the efficiency of its boiler system and increase the amount of biomass used at its Malheur Lumber mill in John Day.
 Prineville Sawmill, Prineville, Ore., received \$16,900 for similar requests and Blue Mountain Lumber Products, Pendleton, Ore., was the largest recipient at \$52,000 for possible expansion of thermal energy production.

Tolleson Lumber Sells to Ilim Timber

Perry, Ga.—Russian based forestry giant Ilim Timber Industry (ITI) announced it has agreed to acquire Tolleson Lumber Co., located here.
 "Tolleson's reputation in the industry and management's solid vision for future development became the key decision factors for us in choosing this company in North America. Tolleson will become a cornerstone for further expansion in the U.S., which is a part of our business strategy," said ITI Chairman Boris Zingarevich.
 ITI's global production capacity will exceed 1.65 billion board feet with the addition of Tolleson's two sawmills. Zinarevich said the corporation's goal is to become an industrial global leader in terms of presence in the key markets of Asia, Europe and America.

Stimson Lumber Installs USNR

Tillamook, Ore.—Stimson Lumber, recently installed a new USNR primary breakdown line at its mill here.
 The new line will process Douglas Fir, Hemlock and Spruce logs of 5-inch diameter x 8-feet long, to a maximum 26-inch diameter x 10-feet long, at speeds up to 600-feet per minute. The supply will feature a reciprocating quad roll log turner and centering sharp chain system. The Smart TriCam scanning system with MillExpert operating platform will be included in the optimization.
 Stimson Lumber Company has assets and operations in four Western States: Idaho, Montana, Oregon, and Washington. The Resource Group manages approximately 500,000 acres of company-owned timberland, consistent with the Sustainable Forestry Standards. The

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TRADE TALK

Continued from page 34

Resource Group is also responsible for procuring the non-affiliated timber for the company's manufacturing facilities. For more information visit www.stimpsonlumber.com.



Mt. Taylor Gears Up for Comeback

Milan, N.M.—Just one year after shutting down its moulding plant, Mt. Taylor Millwork, based here, is resuming operation of the facility as a sawmill and wood pellet plant.

According to sources, the sawmill will cut cants, beams and other products up to 32-feet long and can handle logs up to 42-inches in diameter.

Production of pellets is expected to begin at just over 25,000 tons per year, gradually ramping up to a maximum capacity of 70,000 tons.

For more information visit www.mttaylormanufacturing.com.

California Redwood Acquires Siskiyou Lumber Products

Eureka, Calif.—The California Redwood Co. announced that it has completed the acquisition of the assets of Siskiyou Lumber Products.

A California based company that specializes in remanufacturing and wholesale lumber distribution, Siskiyou's Woodland operations, and its Ukiah, Calif., fence plant, will operate as part of The California Redwood Company, distributing Redwood lumber products, Douglas Fir lumber and treated lumber.

"A year ago we announced a long-term marketing strategy of working with retailers to better understand and serve the needs of consumers. The acquisition of Siskiyou provides us the opportunity to get closer to consumers and allows us to offer a full range of premium Redwood products directly to retail, such as decking, railing, fencing and garden accessories. To better access core Redwood markets and effectively service distribution channels," said Carl Schoenhofer, vice president and general manager for The California Redwood Company. "We also plan to expand our product development efforts and value-added applications for Redwood."

The California Redwood Company manufactures and distributes high-quality Redwood and Douglas Fir lumber products for use in outdoor living and is a wholly owned subsidiary of Green Diamond Resource Co.

Onex Stakes Bailout for Jeld-Wen

Toronto, Ontario—Onex Corporation, an investment firm, located here, announced its plans to pay \$675 million to take the majority stake in Jeld-Wen, one of Oregon's largest privately held operations.

Onex originally agreed to pay \$475 million for a 39 percent stake in the Klamath Falls window company. The new agreement includes \$189 million in bonds convertible to additional stock.

Onex will now control 58 percent of the Oregon-based company.

However, Standard & Poor's Ratings Services recently assigned a preliminary CCC-plus rating to \$575 million in bonds that Jeld-Wen is trying to

sell. After investors fled high-yield bonds as stocks plunged recently, S&P reports a different picture of Jeld-Wen than was presented by the company, according to sources.

The trust of co-founder Richard Wendt and members of his family will retain a stake in the company.

Wendt's son Ron Wendt will remain chief executive while Philip Orsino, Onex's building products industrial partner, will be Jeld-Wen's president. Onex will also appoint four of the eight members on the company's board.

Temple-Inland Rejects IP's Offer

Austin, Texas—Temple-Inland, headquartered here, announced its board of directors voted unanimously to reject International Paper Co. (IP)'s \$3.31 billion offer.

"The \$30.60-a share cash bid grossly undervalues the company," a representative for Temple-Inland said. IP took the offer to the other company's shareholders six days after Temple-Inland rejected the offer. "Temple-Inland's accelerating growth of earnings and return on investment will result in superior value to Temple-Inland's stockholders as compared to the price being offered by IP," the company said in a recent statement.

"We believe Temple's Board has unrealistic price expectations and they continue to be unwilling to engage in meaningful negotiations or discussions," said Tom Ryan, spokesperson for Memphis, Tennessee-based International Paper.

WESTERN TRENDS -

Continued from page 24

you just don't make the margins on it that you make on the Fir."

As for inventory levels the source said his inventory had grown since last year around the same time period. "We are nowhere near levels of normal, but we are far better than we were in late 2009 and all of 2010."

He mentioned his prices are up a little along with transportation rates. "We don't have trouble with availability of transportation but the rates continue to increase."

Marketing to wholesale lumber companies, the contact said, "Our customers are very tight and very competitive right now."

When asked about what he thinks lies ahead in the remainder of 2011, the source said he hopes for better conditions but the current market is unpredictable. "If we can continue to stay even, we'll be ahead of the game."

According to the National Association of Home Builders (NAHB), Western builder confidence in the market for newly built, single-family homes held unchanged at a low level of 15 on the National Association of Home Builders/Wells Fargo Housing Market Index (HMI).

"Builders in the West continue to confront the same major challenges they have seen over the past year, including competition from the large inventory of distressed homes on the market, inaccurate appraisal values, and issues with their buyers not being able to sell an existing home or qualify for favorable mortgage rates because of overly tight underwriting requirements," said Bob Nielsen, chairman of

Continued on page 36

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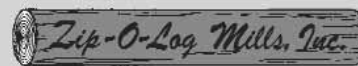


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the National Association of Home Builders (NAHB) and a home builder from Reno, Nev. He noted that 41 percent of respondents to a special questions section of the HMI indicated they had lost sales contracts due to buyers' inability to sell their current homes.

"The uncertain economic climate and concerns about job security are discouraging many potential buyers from exploring a home purchase at this time," said NAHB Chief Economist David Crowe. "While buying conditions are very favorable in terms of prices, interest rates and selection, consumers are worried about what the future will bring, and builders are echoing those sentiments in their responses to the HMI survey."

Derived from a monthly survey that NAHB has been conducting for more than 20 years, the NAHB/Wells Fargo Housing Market Index gauges builder

The Softwood Forest Products Buyer

perceptions of current single-family home sales and sales expectations for the next six months as "good," "fair" or "poor." The survey also asks builders to rate traffic of prospective buyers as "high to very high," "average" or "low to very low." Scores from each component are then used to calculate a seasonally adjusted index where any number over 50 indicates that more builders view conditions as good than poor.

Two out of three of the HMI's component indexes posted marginal gains in recent weeks. The component gauging current sales conditions gained one point to 16 – its highest level since March of this year – and the component gauging traffic of prospect buyers rose one point to 13 following two consecutive months at 12. However, the component gauging sales expectations for the next six months declined two points to 19, partially offsetting a six-point gain from the last month's revised number.

OBITUARIES

FRED SOHN

Redding, Conn.—Fred Sohn, 96, died recently. Born in Winnweiler, Germany, Sohn was an accomplished gymnast and track star, and an avid downhill snow skier.

In 1938, he immigrated to the U.S. to work in Houston, Texas, for the same company that helped him flee Germany. There, at the Houston Milling Co., he was promoted to production manager at age 23. It was also in Houston that he met Frances Baldauf Fohs, and they married Oct. 4, 1940, in New York City. Sohn received a degree in animal husbandry from Iowa State University in 1948. In 1949, Fred and Frances moved to Roseburg with their three eldest children and founded a lumber manufacturing operation, which they named Sun Studs, Inc. Starting in 1950, Sun Studs purchased its first timber contracts and timberlands to supply the mill.

He was preceded in death by his parents, Siegfried and Franziska Sohn; and his brothers, Robert and Ernest. He is survived by his wife of 71 years, Frances of Redding, Conn.; sisters-in-law, Grete Sohn of New York City and Lotte Sohn of Los Angeles, Calif.; sons and their spouses, Ted and Pat of Sleepy Hollow, N.Y.; Howard and Ann of Kentfield, Calif.; Mark of New York City; Kathy of Greensboro, N.C.; Rick and Jacky of Roseburg; and Jerry and Eba of Santa Monica, Calif.; 11 grandchildren; and four great-grandchildren. Donations may be sent, in Fred Sohn's memory, to the Douglas County Library Foundation, P.O. Box 1921, Roseburg, Ore., 97470; or Mercy Foundation, 2700 Stewart Parkway, Roseburg, Ore., 97471.

FLOYD VIKE

Lake Oswego, Ore.—Floyd Vike, 76, passed away recently. Vike was born Feb. 22, 1935, to John and Florence Vike in Aberdeen, Wash. A 1953 graduate of Springfield High School, Springfield, Ore., he went on to complete his education at the University of Oregon (UO) with a bachelor's degree in science in 1961. He met his future wife, Valerie, while at UO. They married in Eugene, in 1959, and were together 51 years. Vike's entire business career with Willamette Industries

extended from college graduation to retirement in 1997. He started as a plywood salesman and later was involved in every building materials product the company produced.

Vike is survived by his wife, Valerie; his three children, Chris (and spouse, Heidi); Leslie (and spouse, Dave Johnson); and John (and spouse, Margaret); grandchildren, Tori, Nikki, Kari, Spencer and John John; brother, Gary Vike of Eugene; and sister, Marla Ahre of Woodburn.

HENRY M. BAILEY

Roseburg, Ore.—Henry M. Bailey, 93, Green Valley Lumber Co., Roseburg, Ore., died recently.

Bailey served as a tail gunner in the 8th Air Force Liberator unit during World War II. In 1950, he partnered with Lloyd Crenshaw and Jack Kerr to form Green Valley Lumber. The business was later moved to Myrtle Beach, Ore., in the late 1950s and A.B. McGuire came aboard as a partner.

After selling the business to Fibreboard Corp. in 1969, he stayed on as Northwest regional manager until his retirement in 1977.

LESTER DAWS JONES

Portland, Ore.—Lester Daws Jones, 85, passed away recently. Born in Everett, Wash., he was the son of Dorothy Chitty and Lester Taylor Jones. He is survived by his wife, Glenice (Lyon) Jones of West Linn; son, Larry (Betty); grandchildren, Nicolle Suzanne and Scott Daws Jones and Everett Paul and Lydia Gayle Coe. His daughter, Suzanne Jones Coe, predeceased him.

Upon graduating from Everett High School in 1943, he joined the U.S. Marine Corps, serving until 1945. Jones graduated from the University of Washington with a bachelor's degree in zoology. He had a lifetime career in the lumber business, first with Weyerhaeuser and then Buckeye Pacific. He was a member of the Lake Oswego Kiwanis Club, and coached a Pop Warner Football team in Rockford, Ill. He is interred in Christ Church Episcopal memorial garden in Lake Oswego.

Classified Opportunities

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

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

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

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



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

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Nordic's ongoing commitment to sustainable forestry means investing in advanced manufacturing processes to keep on the cutting edge of technology and product development.

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SOFTWOOD CALENDAR

SEPTEMBER

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

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

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

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

Timber Expo, Ricoh Arena, Coventry, Australia. Contact: www.timber_expo.co.uk. Sept. 27-28.

OCTOBER

SLMA Fall Meeting, Atlanta Airport Hilton, Atlanta, Ga. Contact: 770-631-6701. Oct. 3-4.

Greenbuild, Toronto, Can. Contact: 800-795-1747. Oct. 4-7.

NAWLA Traders Market™, Mirage Resort, Las Vegas, Nev. Contact: www.nawla.org. Oct. 19-21.

Northeastern Retail Lumber Association, Annual Meeting, Location to be determined. Contact: 518-286-1010. Oct. 21-23.

APA-The Engineered Wood Association, Annual Meeting, The Roosevelt, New Orleans, La. Contact: 253-565-6600. Oct. 22-24.

NOVEMBER

Canadian Home Improvements Show, Toronto Congress Center, Toronto, Ont. Contact: e-info@canadianhomeimprovementshow.com. Nov. 17-18.

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Classified Opportunities

FOR SALE MACHINERY LIST

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



IDAHO TIMBER CORPORATION

CONTACT: Darrell Gottschalk
(208) 835-2161

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

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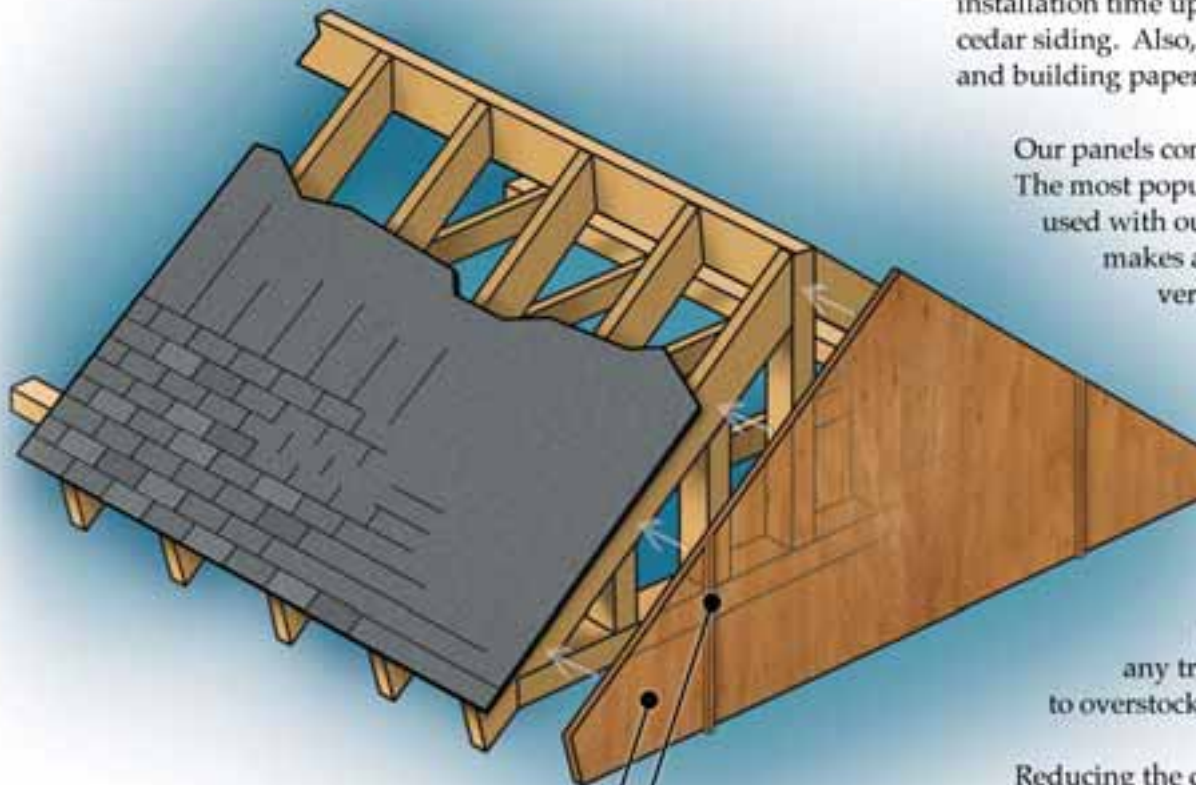


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