

SFPA -
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the versatility and value Southern Pine affords their customers: exceptional strength, treatability and attractive appearance. And SFPA supports key customer groups with the resources they need.

More than 15 years ago, SFPA was one of the first wood products associations to host a website. Today, www.southernpine.com is the authoritative resource for product information, plus a product locator to help dealers and distributors find sources of supply for more than 400 items. The site has recently been remodeled and upgraded, offering more features, easier navigation and the latest product details. Span tables, treated lumber information – it's all here – a buyer's one-stop resource for Southern Pine lumber information.

SFPA's lumber library is collections of helpful publications that wood industry professionals can rely on to help educate themselves about the proper selection and use of Southern Pine materials. Online, visitors can download a free PDF copy as a handy reference at their offices.

Promising Market: Raised Floor Foundations

For more than ten years, SFPA and the Southern Pine Council

have actively promoted the merits of raised wood floor foundation systems. Successful dealers and distributors know that when they promote raised floor foundations, fully a third more lumber is added



to the typical new home framing package.

"Choosing the right foundation is an important decision for both the builder and the home buying client. For today's informed homebuyer and builder, a raised floor foundation system is the premium choice, with exceptional advantages in terms of aesthetics, comfort, security, and ease of construction," comments Cathy Kaake, SFPA's senior director of engineered and framing markets.

SFPA sponsors a dedicated website, www.RaisedFloorLiving.com, that provides all the facts and selling points of this proven foundation concept. The site is conveniently divided into two sections – one for consumers thinking of building a new home and one for building professionals. The professional side offers a handy loca-

tor where a search can be conducted to find a local professional architect, engineer, designer or contractor that has experience with raised floor construction techniques.

Southern Pine Shines Indoors

With historically low demand for new residential construction, repair and remodeling activity is generating orders for Southern Pine specialty products – materials available in a wide range of patterns, sizes and grades that are ideally suited for projects all around the home.

A wood floor adds comfort and value, not to mention being a premium alternative to carpeting or ceramic tile. Southern Pine flooring can enhance the look of any indoor space, whatever the décor.

Southern Pine patterns are readily available in long lengths to eliminate or reduce splicing. Clear or semi-transparent finishes draw attention to Southern Pine's distinctive grain. When it comes to being energy-efficient, wood is a natural insulator. The look of real wood for wall paneling and ceilings adds a dramatic flair to all rooms of the home, while contributing to lower utility bills.

Selling more Southern Pine flooring, paneling and other specialty items starts by knowing the proper installation and maintenance tips. SFPA and the Southern Pine Council offer comprehensive guides for both interior flooring and exterior porch flooring.

Printed copies are available as a free PDF download from www.southernpine.com. A two-part DVD program covers installation of both materials from start to finish. For only \$10, dealers can obtain a copy for their next employee training session by emailing info@southernpine.com and ordering AV80. SFPA also has three staff members, certified by the National Wood Flooring Association as installers, to answer any questions distributors and wholesalers might encounter with customers; submit inquiries by e-mail to info@southernpine.com.

New Resources Promote Treated Lumber Sales

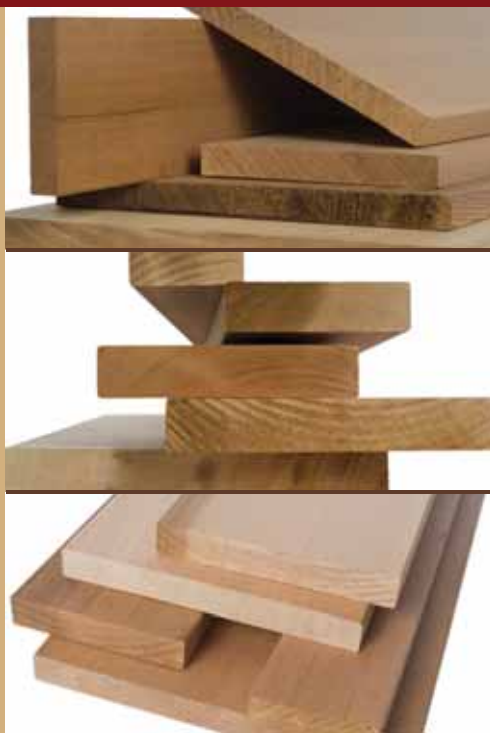
Sales of treated Southern Pine products for outdoor projects can be enhanced using new resources available from the Southern Pine Council. Professional deck builders can now find the key information needed to build safe, durable decks and porches by visiting a new website: www.SouthernPineDecks.com. "There's a lot of information and misinformation out there about the pros and cons of using real wood versus composites, and we thought it was time to tell people why pressure-treated Southern Pine remains the best material available when building outdoors," said SFPA's Russell Richardson.

The site explains why treated Southern Pine decking is the pre-

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ferred material, offers specifica-



tion tips, covers steps in the building process, and more. Links to the American Wood Council's publication, *Prescriptive Residential Wood Deck Construction Guide*, appear throughout the site.

Help for building outdoors is available in print, too. The Southern Pine Council has highlighted the information contained online and published a new 12-page booklet: *Southern Pine Decks & Porches*. This publication is aimed at professional deck builders and advanced do-it-yourselfers, offering design and construction guidance. It's loaded with striking photos – impressive views of complet-

ed decks and porches that showcase what treated Southern Pine lumber can do to naturally enhance any landscape. Like the online material, generous references to AWC's construction guide are included. A free PDF download of this new publication is available at www.southern-pine.com.

EXPO 2011: Wood Industry Gets in Gear

As markets recover, Southern Pine manufacturers will need to be equipped with the best machinery and equipment. Every two years, SFPA sponsors the premiere opportunity for the industry to showcase its latest products and services. The 31st Forest Products Machinery & Equipment Exposition – EXPO 2011 – will be held August 11 and 12 at Atlanta's Georgia World Congress Center. Attendees will view the newest hardware to run sawmills, treating plants, pallet operations and bioenergy facilities. In conjunction with the show, the Expo University conference program will provide educational opportunities for all attendees.

"Our industry is at an important turning point. EXPO 2011 helps wood products manufacturers and secondary processors to be properly equipped for the return of healthy markets," says SFPA's exposition director Eric Gee. Complete information about EXPO 2011 is available at www.sfpaexpo.com.

SFPA's Mission: SERVICE

As SFPA approaches its 100th year, the association continues to conduct a wide range of promotional programs, weathering every cyclical downturn. This year, SFPA launched a comprehensive strategic plan to guide activities through the recovery. The association is positioning itself for the commodity check-off program that may become a reality next year. Providing the necessary services to its member companies and the industry while healthier markets are on the horizon, SFPA can help assure the long-term success of the Southern Pine lumber trade. Complete information about SFPA programs and services is available at www.sfpa.org.

RICHARDSON -
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"We've worked very hard to achieve the quality of the material and services that we offer our customers."

With equipment like the precision end trimmer, Grant said Richardson Timbers has a multitude of capabilities. "We can take somebody's 2x4 10's and cut them to 8's or whatever the order calls for. We have a straight line rip saw, two moulders, a Mattison and a Weinig." Other equipment at Richardson includes a band saw

and a profile grinder. Richardson Timbers' products have gone into the making of many high-end homes, restaurants and other businesses. "We are big enough to service any order but we're small enough to satisfy the individual customer as well," Grant said. "We are customer-driven, not industry driven. We don't want to be the biggest but we do want to be the best."

A testament to the statement, "Your products are only as good as your people," Grant said, "The group of people that we have are not only excellent at what they do, but it's an honor and a pleasure to work with them."

Lynn Surls is the President/CEO at Richardson Timbers. Including Grant Vaughan, General Manager, key personnel of the operation are: Durae Miller, office administrator; Steven Rogers, inside sales representative; Bruce Cole, mill manager; Lucio Martinez; specialty items supervisor, Jamie Hursh, outside sales representative for North & West Texas market as well as Oklahoma; Jarrod Brushers, outside sales representative for the Houston market; and Brian Suggs, outside sales representative for the Austin/San Antonio market.

Richardson Timbers is a member of the North American Wholesale Lumber Association; Lumbermen's Association of Texas; Ft. Worth Lumbermen's Association; and the

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RICHARDSON -
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Homebuilder's Association. For more information visit www.richardsontimbers.com.

ONTARIO/QUEBEC TRENDS -
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being imported from China and other countries.

"Before, we were only a Spruce mill and now we have merged with another company to do some Pine," she said. "The Spruce market is very, very poor. It's been that way for eight to ten years. There have been ups and downs, but it doesn't last much."

Today, she said, the mill works more with Red Pine and White Pine than it does with Spruce. However, they continue to sell primarily to Canadian wholesalers and the occasional lumber yard.

She said that the tough economic times have been balanced with some hope that the future will be better for the market. That hope, however, is beginning to wear a bit thin.

"It's all been the same since eight years ago: it's been crappy," she said, adding that she remains positive that the marketplace will turn around. "But I don't know when. Everybody was talking 2010, and we didn't see anything in 2010. Then they said 2011."

She pointed to a number of other pressures on the market, such as the additional export tax and elevated oil prices, as keeping the market down.

"Fuel is hurting everyone," she said of the costs. "Loggers, truckers, fuel is very bad for everyone. That is what I am seeing; housing and fuel."

She said the only thing that will turn the market around in a sustainable way is a significant jump in housing starts to the south.

"We're just waiting on the U.S. market to pick up," she said. "It's been tough for everyone."

The manager at one Ontario wholesale operation echoed those sentiments. His company, which sells SPF throughout the U.S. from Atlanta to Chicago and through the Midwest, said he also believed that improved housing starts in the United States are the key to an overall recovery in the Softwood lumber market.

"It's improving slowly, but the only thing that will change demand I believe is that [President] Obama has to remember what turns the economy around; housing turns the economy. It's been like that for the last 50 years," he said.

He did add, however, that the market seems to be on the mend, at least in the short term, thanks to a better balance between supply and demand.

"It's improved a bit," he said. "I believe that people are not jumping to fire up their mills and they're watching carefully what they're doing."

In terms of a survival strategy, he said his company has turned to

offering value-added products wherever it can.

"We're trying to get the most high-end as possible, meaning the most premium and MSR. I think we've got to keep fine tuning it. Is the market turning around? It's anybody's guess."

That sense of realism pervades the optimism. One mill manager in Ontario said he is not at all sure that prices will be any better in 2012.

"Price wise, if I were a betting man, I'd say they'll be around where we are now."

At the same time, he noted that those who have made it through the tough years are in better shape than ever to reap the benefits of any improvement in the market.

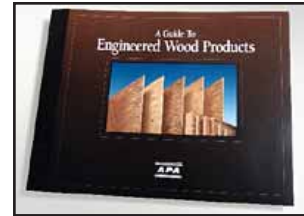
"We're a good mill and production is good," he said, adding that the closure of numerous mills has helped narrow the gap between supply and demand in the past couple of years. "We're a lot closer, aren't we? The guys who have run through the recession, we've beaten our costs down as much as we can. Now we're waiting for stronger market numbers. Is it this year, next year, the year after? We're forever hopeful."

APA NEWS -
Continued from page 2

level of innovation shown in the Grand Prize winning design, as well as the other finalists," said Mike Ritter, Assistant Director of the U.S.

Forest Service, Forest Products Lab, representing the Advanced Housing Research Center, a sponsor of the event. "These designers really demonstrate how to use wood-frame construction to design homes that optimize our forest resources and minimize our impact on the climate."

Thirty-six single-family house designs were entered into the competition and evaluated by a panel of five judges. Winners were determined by a performance score based on a scientific life-cycle assessment (LCA), cost-effectiveness, and adherence to the architectural standards of a typical



Florida development, among other criteria. The judges said that all of the final-

ists were worthy of winning the Grand Prize Design Award and Roby's design was "chosen for the way it squarely addressed the dual criteria of energy awareness and aesthetics without compromising affordability."

"This reception and awards ceremony was a huge success," said Clark in regards to the 80 attendees. "Many of the designers brought fellow associates and family members. There was a real sense of camaraderie among the design community here tonight."

Clark and Ritter presented the

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awards to the six finalists, including:

- Grand Prize Winner: Damon W. Roby, True Design Studios
- Second Place: Greg Beere and Jason Fisher, Content Design Group
- Third Place: Mark Straite, Mark Straite Architects, Inc.
- Best Use of Wood: David Pillsbury AIBD, Keesee and Associates, Inc.
- Best Curb Appeal: Russell Ervin, Ervin Lovett & Miller
- Most Cost-Effective: Nicholas Renard, Coté Renard Architecture

In addition to a cash prize, Roby's design will be evaluated in a comprehensive LCA study comparing the design in full wood-frame construction to construction on concrete slab with concrete block walls. The results of the study will be presented in a series of APA seminars this spring throughout Florida.

The Carbon Challenge is being conducted in conjunction with the Raised Floor Living program, a cooperative promotion effort between APA and the Southern Forest Products Association. Program sponsors and contributors include the Advanced Housing Research Center Forest Products Lab, Forest Products Association of Canada, Cellulose Insulation Manufacturers Association, St. Joe Company, NEFBA Wood Council and the Florida Wood Council.

Carbon Challenge Florida Design Competition information and updates are available online at

www.apawood.org/CarbonChallenge.

WESTERN TRENDS -

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eral demand."

He also mentioned that availability of materials is not an issue, but pricing is beginning to become one. "Prices are rising to a place that makes it difficult to make a profit for us," he noted.

When asked what product was moving the best, the source said, "All of our Standard and Commons are moving well domestically in all species. People are not looking to purchase premium right now because of the uncertainty in this market. However, he did note that recent increases in export demand are for higher grades.

As for what lays ahead for the next quarter the contact hopes for improvement. Like others in the region he expects moderate gains for 2011 as a whole.

According to the National Association of Home Builders home sales rebounded in 49 states during the fourth quarter with 78 markets – just over half of the available metropolitan areas – experiencing price gains from a year ago, while most of the rest saw price weakness, according to the National Association of REALTORS®.

Total regional existing-home sales, including single-family and condo, jumped 15.4 percent to a seasonally adjusted annual rate of 4.80 mil-

lion in the fourth quarter from 4.16 million in the third quarter, but were 19.5 percent below a surge to an unsustainable cyclical peak of 5.97 million in the fourth quarter of 2009, which was driven by the initial deadline for the first-time buyer tax credit.

Lawrence Yun, NAR chief economist, is encouraged by the trend. "Home sales clearly recovered in the latter part of 2010 and are helping to absorb the inventory, including many distressed properties. Even with foreclosures continuing to enter the inventory pipeline, they've been selling well and housing supplies have trended down," he said. "A recovery to normalcy requires steady trimming of the inventories."

Yun added, "An improving housing market and job growth will go hand in hand. The housing recovery will mean faster job growth." He projects about 150,000 to 200,000 jobs will be added to the economy this year from an anticipated 300,000 additional home sales in 2011.

Yun further noted, "Better than expected sales and/or strengthening in home values can have an even bigger job impact as consumer spending would naturally rise from a housing wealth recovery affecting a vast number of American families."

BCWLA -

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in North America, Ketcham has a unique perspective on the industry. He shared insight into how

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West Fraser continues to be among companies at the forefront, building shareholder value and growing regardless of current challenging economic times.

The British Columbia Wholesale Lumber Association, with roots reaching back to 1946, is a society incorporated in British Columbia, Canada, whose mission is to represent the interests of lumber wholesalers in British Columbia and to promote high standards of business conduct and integrity in the lumber wholesaling industry.

The BCWLA exists to foster, maintain and develop communication and co-operation among lumber wholesalers and other branches and levels of the lumber industry, to governments, governmental agencies and to the public generally in the Province of British Columbia and elsewhere.

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For more information, go online to www.bcwla.org.

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NORTHEAST TRENDS -

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work seems to be moving relatively well for the time being.”

He said the prices he's paying are only slightly down if at all. "Prices have been moving within a certain range, I don't think things have gone appreciably down. Trending might be down slightly, but it seems to be moving a couple of ways during the course of a month."

In Connecticut, a Softwood supplier said his prices overall are in a relatively narrow range. "Of course we're not buying as much stock as we would, so it's a fairly limited sample to reflect on."

He said the price of diesel fuel is rising. "Those prices are just adding more to the bottom line. We don't put surcharges on anything because people don't like seeing them on invoices. We certainly have to be cognitive of it because the fuel trends have been up in this area."

"We haven't any trucking availability issues," he continued. "Transport was slow the last couple of months just because of weather related issues throughout the country. It's not crippling but it's something that we expect this time of the year and we try not to be unreasonable with the people we deal with because we understand how difficult it is to deal with the weather concerns."

For the months ahead he said, "We just need to get through the winter right now. We're on record pace as a country. Based on what was happening at the end of last year I'd be cautiously optimistic that we may

get an uptick by the middle of spring. I'm not going to bet the mortgage on it but I think we're heading in the right direction."

MIDWEST TRENDS -

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as an up and coming issue. "Transportation has been average up until now. We're already starting to see a shortage of trucks in this area, and I expect the spring weather that's coming to increase that shortage. Produce is the hot commodity in the spring and summer. Truckers will haul it first because it pays better."

Handling most Softwood species, the supplier said all species are still moving about the same but certain items are hard to find. "It's been very difficult to locate Englemann Spruce/Lodgepole Pine (ESLP) due to the Pine Beetle infestation," he noted. "And what is available is in limited amounts."

The contact has a positive outlook for the remainder of 2011.

A source in Iowa commented, "The worst of the recession is over for our industry. Prices for lumber are above what they have been for nearly four years. Maintaining a tight log supply, practically guarantees prices will remain relatively high."

He also noted that he expects new markets in Asia to continue to grow. "Optimism is weak for several reasons: a strong Canadian dol-

lar, new court challenges from the U.S. on the Softwood lumber file and a logging sector that's still too injured to come back to normal levels this year."

The source said his clients are expecting 2011 to be better than 2010 but not a 'break-out' year. "Everyone is ready but its not going to be a rapid recovery."

To further enforce this supplier's sentiment that this will not be the 'gang-busters' year for the Softwood industry, the U.S. foreclosure authority RealtyTrac released a report forecasting 1.2 million home foreclosures in 2011. Of those foreclosures 46,323 are located in the Midwest.

The latest National Association of Home Builders' (NAHB) Remodeling Market Index (RMI), however, edged up recently to 41.5. An RMI below 50 indicates that more remodelers say market activity is lower compared to the prior quarter than report it is higher. The RMI has been running below 50 since the final quarter of 2005.

"Remodelers are starting to see an uptick in interest from consumers who are considering future remodeling projects," said NAHB Remodelers Chairman Bob Peterson, CGR, CAPS, CGP, a remodeler from Ft. Collins, Colo. "Home owners are also showing more willingness to undertake larger remodeling projects."

All but one index for future market conditions improved during the fourth quarter. Calls for bids

jumped to 47.2 from 42.9, along with backlog of remodeling jobs at 42.6 from 37.2, and appointments for proposals at 43.1 from 41.9. The amount of work committed for the next three months shrank to 25.9 from 30.3.


"Remodeling activity has been rising slowly since the first quarter of 2010. Expected improvements in the job market and the overall economy are beginning to increase homeowners' confidence and remodelers are seeing indications that business will pick up," said NAHB Chief Economist David Crowe. "More remodeling jobs will unfold as consumers in more secure financial positions enter the remodeling market. A more robust recovery in residential remodeling will depend upon future improvements in labor and credit markets." Current remodeling conditions improved in the Midwest 54.3 from 44.9.

SOUTH/SOUTHEAST TRENDS -

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improvement from now going forward. The people left in the marketplace are going to find the opportunity to pick up more pieces of the pie, in my opinion. But it's going to be incremental progress, it will not be immediate. We are all aware it's going to take more than a couple of quarters, to get back to better con-

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SOUTH/SOUTHEAST TRENDS - Continued from page 31

ditions. It has, in fact, gotten better for us already. I think 2011 will be a good year for us."

A wholesaler in Mississippi who handles mostly Southern Yellow Pine, but also offers other Softwood and hardwood products said timbers are moving better than any other item currently. "We had a little difficulty in finding some of the low grade products we were looking for but it didn't last long. The market looked like it was going to go up in price for a little bit but it has come back down. We're really not having any trouble finding what we need."

The supplier also noted that transportation costs are rising. "We obviously paid less for transportation in the last months of 2010, but increases have not gone crazy yet. You expect to pay more per mile for your freight as fuel costs go up and fuel costs certainly have gone up and I think the forecast is that they will continue to rise. I expect we will be paying more for transporting our products from one port to the other as we head into spring. It's unusual when you have a rapid spike like we did last year, but this year it is not out of the ordinary. That's always the case, the fourth quarter is the cheapest you will move products all year long and the first and second quarters will always be the most expensive."

As for certified products, the contact said the biggest issue for his operation in that area is heat treated stamping. "HT and IPPC stamps are becoming an increasingly larger issue for us with our export customers. In terms of chain-of-custody type certification, that is not an issue for us. Our customer base is not inquiring for those products."

He said his export business hasn't picked up. "We're not aggressively seeking export business but at the same time our existing export business has not picked up. We basically sell to an industrial customer base and they're reporting improvements in their markets. It's not rapid but there are a lot of industrial projects going on nationwide that will help our business going forward. So we're really optimistic that we're going to see an improvement this year based on the markets that we serve."

WEST COAST TRENDS - Continued from page 8

ing. Spring and better weather has people in North America feeling better about business. We are seeing positive signs with government building programs and multi-family building increasing. Export sales are flourishing and export customers are offering more money for the material than domestic buyers. The Chinese buy one million feet at a time; my last order was for three million feet, taking us out to the end of March in sales. We are not trying to scare anyone, but four weeks from today we could be seeing a gang buster market. I am trying to prepare my domestic customer base so they won't be caught

The Softwood Forest Products Buyer

unaware and without the wood they need."

In **Surrey, B.C.**, **Jim Dunse, sales manager for Mill & Timber Products**, said, "Prior to the last couple of weeks of bad winter weather, we were shipping Western Red Cedar steadily. Now that the weather is letting up a bit inquiries are picking up again. I see a bubble of buying until the end of March, maybe April. Inventories at distribution levels are low. Business is not bad and it is definitely better than last year. Prices have held and some are moving up. We are optimistic about the months ahead."

Carlos Furtado, sales manager for Sawarne Lumber, Richmond, B.C., said, "Buying has been quiet. January was very slow, however, I was surprised to find that our sales were almost 17 percent higher than last January. Harsh winter weather across the continent has kept buyers away. The major mills have done well due to buying programs, but most remanufacturers have been slow."

Dean Garofano of Delta Cedar/West Shore Specialties, Delta, B.C., said, "The first two months of the year were slower than we had hoped for, but it was weather related. I feel somewhat optimistic for this year over last. I do the log buying here as well as sales and logs are very high priced and in fairly tight supply. This could bring challenges with a significant increase in orders for Cedar products. I don't feel we will see a stellar year, but we will see a decent spring market and an okay year. It's nice to finally be at the point where you feel you are seeing the light at the end of the tunnel. I am definitely feeling optimistic that this year will be an improvement over last."

Art Barker, in sales for The Teal-Jones Group, Surrey, B.C., said, "I sell shakes, shingles and Cedar lumber. January sales were slow as expected, but after the first week of February there is much more tire kicking going on, especially for our Cedar lumber. People are looking forward to the spring and they sound optimistic. Customers tell us they are very light on inventory in the field, but they are confident things are picking up. Our inventories here are not at a high level. We have been able to move our product out as quickly as it has been made. Our Cedar lumber mill is on a full work week, operating on two shifts. The shakes and shingles are on four day weeks right now. This year will definitely see an improvement over last year's sales."

TRADE TALK

Boise Announces Retirement And Promotion

Boise, Idaho—Boise Cascade's Building Materials Distribution Division, based here, announced

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TRADE TALK

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that Dale Catt is retiring after 40 years in the building materials industry.

Catt began his career in the industry in 1971. He has served in many positions and locations for Boise Cascade and Bohemia Lumber. Since 1991, Dale has served as Boise Cascade's Commodity Procurement Manager and has been a friend, mentor, and trainer to many people in the industry.

"We congratulate Dale on his retirement but he will be missed by many in our company and our industry," company President Stan Bell said.

Scott Sunday will assume responsibilities as the division commodity manager. Sunday will replace Dale Catt who will retire effective March 1.

Sunday has been active in both the retail and wholesale segments of the industry since 1984. "He began his career with Boise Cascade in 1997 and has held various commodity and management positions at the location, region and division level," Bell explained. "Scott assumes his new position well-prepared to lead our company into the future."

Anthony Forest Products, One Promoted, One Retiring

El Dorado, Ark.—President of Anthony Forest Products, Aubra Anthony, recently announced Buddy Rosser's promotion to general manager of Anthony Forest's Forestry Department. "Buddy has distinguished himself with hard, smart work and exceptional contributions to major business issues within the company. In these challenging economic times and in a new operating normal for our building products business, we look forward to having Buddy assume a greater leadership role," Anthony said.



Aubra Anthony

Also at Anthony Forest, Chester New retired after 47 years of service. "I have worked with Chester for over 23 years and I want to say that his presence will be missed," Vice President of Marketing Kerlin Drake said. "Chester and his management style have helped make the Arkansas Laminating plant the most successful operating unit within Anthony Forest. He will be missed, but with over 40 years of training in the plant to the Anthony Team, we shall continue to offer excellent products and customer service and will have Chester as a guiding light."

Anthony Forest is an integrated forest products business begun in 1916. It operates a Southern Pine lumber mill in Urbana, Arkansas;

and wood chip mills in Plain Dealing, La., and Troup, Texas. The company also operates engineered wood laminating plants in El Dorado, Arkansas and Washington, Georgia.

Anthony Forest and Eacom Timber Corporation of Montreal, Canada, jointly own and operate an I-joist manufacturing plant in Sault Ste. Marie, Ontario. For more information visit www.anthonyforest.com and www.anthonyecom.com.

Fortunaso Joins Interfor

Bellingham, Wash.—Rick Fortunaso recently joined Interfor as general manager of North American White wood sales.



Rick Fortunaso

Interfor produces a large range of wood products including fine grain raw material for remanufacturing into consumer products, finished and semi-finished products and structural building materials produced to exacting performance standards.

Dudley Lumber Co. Acquires Former Potlatch Sawmill

Salem, Ala.—Dudley Lumber Co., based here, recently acquired the sawmill and 144 acres of land owned by Potlatch Corporation in Prescott, Ark. Terms of the sale were not disclosed.

In September of 2010 Dudley Lumber Co.'s sawmill and equipment was destroyed by fire.

Howard Taylor, who completed a 16-year term as Prescott mayor in December, said the company has no plans to reopen and has been removing equipment for several weeks.

Mark Benson, vice president of public affairs for Potlatch, said Potlatch closed its Prescott operations in 2008 with no plans to reopen. They talked with several potential buyers and completed the sale to Dudley Lumber Co.

Irving Forest Products Begins \$3.5 Million Renovation

Dixfield, Maine—Irving Forest Products, based here, recently began a \$3.5 million renovation of its sawmill.


According to sources, more than half of the budget is being spent on replacing an edger. Steam turbines and generators are being installed to convert steam from Irving's largest boiler into electricity, providing 25 to 30 percent of the plant's power.

Irving Forest Products is a division of J.D. Irving Ltd. For more information visit www.jdirving.com.

Lincoln Tie & Timber Acquires Sam Mabry

Brookhaven, Miss.—Lincoln Tie

Continued on page 34



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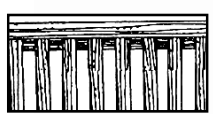
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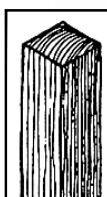
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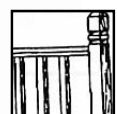
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TRADE TALK

Continued from page 33

& Timber, based here, recently acquired Sam Mabry Lumber Co., located in Liberty, Miss.

Lincoln Tie's President Cortez Byrd plans to re-start the shuttered sawmill initially with 15 employees. However, according to a representative, the workforce will increase to 60 or 70 once the facility reaches full production.

The board of supervisors were told the company would ask for a 10-year tax exemption, which would exempt the company from paying property taxes, except for school taxes.

Hammond Lumber Co. Acquires Pineland Assets

Belgrade, Maine—Hammond Lumber Co., based here, recently purchased the assets of Pineland Lumber Co., in Lewiston, Maine.

Hammond moved Pineland employees, including president Neal Ouellette, to other branches. Sources say the fate of Pineland's property has yet to be disclosed.

Canfor Spends \$125 Million Total in Upgrades

Vancouver, B.C.—Canfor, based here, recently announced it would spend \$120 million this year to upgrade its mills and another \$5 million for maintenance.

Canfor is an integrated forest products company based in Vancouver, B.C. with operations in Alberta, Quebec, Washington state and North and South Carolina. The company produces primarily Softwood lumber and also oriented strandboard, remanufactured lumber products and specialized wood products.

Klumb Remains As Chairman

Point Clear, Ala.—Klumb Lumber Co., based here, recently announced Buddy Klumb is stepping down from day-to-day management.

His daughter Vicki Klumb O'Neill and stepson Steve Funchess will succeed him as co-presidents. O'Neil had been executive vice president and Funchess was director and manager of the Locley, Ala., operation. Buddy Klumb will remain chairman of the board.

Klumb Lumber Company has delivered lumber to wholesalers, retailers and industrial operations throughout the U.S. and internationally since 1945. For more information visit www.klumb lumber.com.

Weyerhaeuser Completes Rail Sale

Boca Raton, Fla.—Weyerhaeuser recently finalized its sales of six shortline railroads to Patriot Rail Corp., based here.

Included in the deal were approximately 160 miles of track in Mississippi, Oklahoma, Arkansas

The Softwood Forest Products Buyer and Washington. This will make 13 shortlines for Patriot Rail, which primarily serves Weyerhaeuser and International Paper.

Snavelly Now Distributes Synergy Wood Products

Pittsburgh, Pa.—Snavelly Forest Products, headquartered here, recently entered into an exclusive agreement with Synergy Wood Products of Winter Park, Fla., to distribute their products in six regional markets.

Synergy Wood Products manufactures pre-finished wood products ideal for ceiling and wall applications. Available in Cypress, Ponderosa Pine, and Cedar, Synergy Wood Products include pre-finished tongue and groove lumber with an end matching design. Along with their standard products, Synergy has developed E-Peck™, a manufacturing process that duplicates the "pecky" appearance in Cypress.

For more information visit www.snavellyforest.com.

Capital Lumber Company Opens Woodburn Distribution Facility

Phoenix, Ariz.—Capital Lumber Co., based here, has relocated its Tangent distribution facility to 2980 National Way, Woodburn, Ore.

The new yard is immediately operational and will service Oregon with a 40,000 square-foot fully enclosed warehouse on a three-acre site just south of Portland. Western Red Cedar, Redwood, Douglas Fir and other specialty items are inventoried to accommodate customers' immediate needs at this location. Services will include: a daily delivery schedule, bar coding, special packaging and EDI capabilities.

Capital Lumber Co. is an independently owned distributor of specialty building materials serving the Western United States since 1948. Facilities include 11 regional distribution centers and two subsidiary business operations.

SPC Launches Remodeled Website

Kenner, La.—The Southern Forest Products Association (SFPA), located here, has remodeled its flagship marketing website — www.southernpine.com — offering many new features, fresh content, and improved navigation. The site's original objective — to actively promote the many advantages and uses of Southern Pine lumber — has not changed. The site is designed to maximize the efficiency of every user's visit.

On the website, SFPA reports the three most popular departments are: the product locator, publications and span tables. "Using Southern Pine" links to sections of the site devoted to applications, pressure-treated lumber, special products and green building. The home page also includes a header for easy links to FAQs, SPC's e-

Continued on page 35

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TRADE TALK

Continued from page 34

classroom and a search feature that explores the entire site.

Cypress Stars in The Koppersmith Project

Pittsburgh, Pa.—The Southern Cypress Manufacturers Association (SCMA) is promoting Cypress on the national stage as part of a 13-episode series on Today's Homeowner with Danny Lipford. The nationally syndicated TV show, which offers advice on maintaining and improving a home is featuring The Koppersmith Project—a renovation of an American Tudor style home in Mobile, Alabama, with interior design by Joseph Boehm, senior designer at Better Homes & Gardens magazine.

Originally built in 1926, the home suffered from neglect over the years and was in need of repairs. To aid in the renovation of the exterior and preserve the home's character, the SCMA donated Cypress shakes, which replaced the home's original Cedar shakes. "The Cypress shakes we're installing on the exterior of the house are a real eye-catcher," said Danny Lipford. "Thanks to the weather-resistant characteristics of Cypress wood, the siding on the Koppersmith house will last a long, long time."

The SCMA donated Cypress for ceilings on the home's front porch, back porch and breezeway, as well as for part of the home's fence system. "Most homeowners are looking for local building products and Cypress is native to the region," Frank Vallo of the SCMA said. "The longevity, beauty, and competitive price of Cypress products are the icing on the cake."

The Koppersmith Project on Today's Homeowner with Danny Lipford will run through April 2011. For more information visit www.dannylipford.com/todays-homeowner/local-listings.

Fencing Demand Returns

Washington, D.C.—According to a recent study by the Freedonia Group, located here, demand for fencing in the U.S. is forecast to grow 2.9 percent annually through 2014 to 850 million linear feet as an anticipated rebound in housing starts reverses recent declines and pushes demand for fencing marginally above its level of 10 years earlier.

In spite of the recovery in demand in terms of linear feet, the value of fencing demand is expected to rise only slightly faster than it did during 2004-2009, reaching an estimated \$8.3 billion in 2014.

The largest fencing market, residential buildings will account for about three-fifths of the approximately \$1.1 billion increase in fencing demand through 2014. According to the survey, growth will also be supported by the large residential replacement segment as improvement and repair spending rebounds from a low of 2009 base.

Among fencing materials, wood fencing, the most popular material choice, will rise 2.6 percent.

Murphy Restarts Plywood Mill

Eugene, Ore.—Murphy Co., based here, re-opened the former Panel Products plywood mill in Rogue River, Ore., after close to a year of renovations and repairs.

"We're excited about getting this facility back up and running and being a part again of the Jackson County economy," said John Murphy Jr., who oversees the company's interests in southern Oregon. "It's nice to see a few sprockets being turned over."

Murphy said most of the equipment in the mill had to be upgraded or replaced. A new lunchroom has replaced an open-sided tin-roofed building.

Murphy Co. recently celebrated its 100th anniversary. The company also has operations in White City and Elma, Wash., and Sutherlin, Ore.

OBITUARIES

DON JOHNSON

Riddle, Ore.—Don Johnson, 83, recently passed away. He was born July 19, 1927, in Goshen to Ralph and Ruby Johnson and lived all of his life in Lane and Douglas counties. During high school years at Elmira High School, Johnson met and fell in love with his future wife, JoAnne Hale. He graduated in June 1945 and immediately joined the U.S. Merchant Marine. Following the war, Johnson returned to Oregon and soon after married JoAnne in Noti. They were married 63 years.

Johnson began his career in the lumber business at a young age when he worked summers and part-time in his father's mill in Veneta. When he returned from

the military he started his own small logging company in the same area, but by 1950 was looking for an opportunity to expand. They settled in Riddle in 1951 and immediately began building a sawmill where the current D.R. Johnson Lumber Co., still stands.

In subsequent years, further expansion added Riddle Laminators, Umpqua Lumber Co., Prairie Wood Products in Prairie City, Grant Western Lumber Co., in John Day, and two wood fired co-generation plants in Riddle and Prairie City. He also owned and operated cattle ranches in Eastern Oregon for over 40 years. Through the years, Don and JoAnne have been active in community and

Continued on page 36

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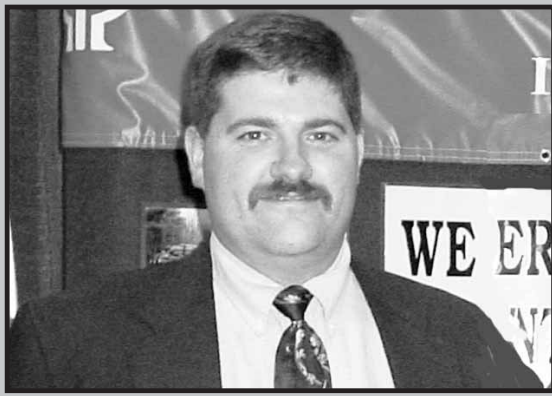
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OBITUARIES

Continued from page 35

civic activities. During his more than six decades in the timber industry he worked long and hard for responsible management of federal timberlands, traveling to Washington, D.C., many times to lobby Congress and agency officials for relief of our timber supply problems.

Remembrances in lieu of flowers may be made to the South Douglas Food Bank, P.O. Box 470, Riddle, Ore., 97469; Grant County Food Bank, 530 E. Main St., John Day, Ore., 97845; Prairie City Baptist Church Food Bank, P.O. Box 572, Prairie City, Ore., 97869; or the donor's favorite charity.

WILLIAM S. COWLING

San Diego, Calif.—William S. Cowling II recently passed away.

He was born October 10, 1929, in San Diego and was the only child of William S. Cowling Sr. and Mary Louise Cowling. Cowling attended San Diego High School and graduated from San Diego State University in 1951 with a bachelor's degree in psychology. In addition, he served in the military during the Korean War. Through high school, college and his service career, he spent 11 years competing as a top ranked wrestler.

During the Korean War, he held the Pacific Fleet Championship for two consecutive years and received the Navy "N" from the Secretary of the Navy. One of the highlights of his life, was when he won two Gold medals in the Los Angeles Senior Olympics in the mid 1970's. He also loved playing tennis and enjoyed snow skiing.

Dixie Lumber was founded in 1913 and was later purchased by his father and partners. It later merged with Airline Lumber to become what it is known today as Dixieline Lumber Company. Cowling had been with Dixieline

since 1954 and succeeded his father as president and CEO in 1970. Under his leadership, Dixieline had grown to become the 38th largest distributor of building materials in the United States. The Cowling family sold Dixieline Lumber to Weyerhaeuser in 1979. Fifteen years later, in 1994, the family regained control of the company.

In 2003, the 90-year-old lumberyard chain was sold to Lanoga Corporation. By then, it had grown to a company with 10 locations serving most of Southern California including a truss and component plant, a lumber distribution facility and a lumber shipping facility on the Columbia River in Oregon. He stayed on as a consultant for 5 years, in which the company later became part of ProBuild. Bill had a long career at Dixieline and retired at the age of 80.

In lieu of flowers, the family requests memorial contributions to the Parkinson's Association of San Diego, 8555 Aero Drive #308, San Diego, Calif., 92123-1745.

FAY D. MADISON

Winchester, Ore.—Fay D. Madison, 101, California lumberman died here recently.

Madison logged at Wolf Creek, Ore., during World War II. In 1950, he and partners Gene Pickett, Lawrence Turner, and Bill and Frank Pendola built a sawmill in Orick, Calif., and a remanufacturing plant in Blue Lake, Calif.

Later, they bought a mill and remanufacturing plant in Hoopa, Calif., and Weaverville, Calif. Along with his partner Gene Burnett, he bought a plant in Los Angeles, Calif., and was a partner in Reliable Hardware in Arcata, Calif.

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Weekes Forest Products Seeks Acquisition Opportunities

Weekes Forest Products, Inc., a financially strong wholesale distributor with eight profit centers throughout the Upper Midwest and Florida is interested in growing by acquisition of small to medium sized companies in similar businesses to our own. We sell lumber and building materials to retailers, mass merchants, manufactured housing and industrial accounts. If you would be interested in joining forces with us please contact Steve Weekes at 800-328-2890 or stevew@weekesforest.com. Any conversation we have will be treated with the utmost confidentiality.

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SOFTWOOD CALENDAR

MARCH

Western Wood Products Association, Annual Meeting, Embassy Suites, Portland, Ore. Contact: 503-224-3930. Mar. 14.

Southern Cypress Manufacturers Association, The Charleston Place, S.C. Contact: 813-877-9200. Mar. 14.

APRIL

NAWLA Regional, The Vancouver Club, Vancouver, B.C. For more information, visit online at www.lumber.org. April 7.

Lumbermen's Association of Texas, 125th Annual Convention, Worthington Hotel, Fort Worth, Texas. For more information, visit online at www.lat.org. April 7-9.

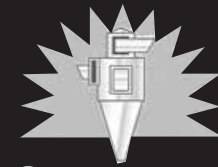
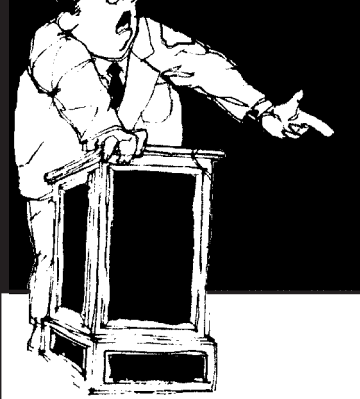
NAWLA Regional, Marriott Long Wharf Hotel, Boston, Mass. For more information, visit online at www.lumber.org. April 28.

NELMA Spring Convention, Marriott Long Wharf Hotel, Boston, Mass. For more information, visit online at www.lumber.org. April 28-29.

MAY

NAWLA, Annual Conference, The Benson Hotel, Portland, Ore. For more information, visit online at www.lumber.org. May 4-6.

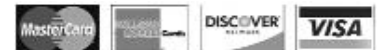
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Stetson Ross 6-12-A1 planer 5-head
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Appalachian Lumber Co., Inc. (Page 6)
 5879 W. US Hwy 421, Wilkesboro, NC 28697
 Tel: (336) 973-7205 / (800) 298-3202
 Fax: (336) 973-8356
 Web Site - www.appalachianlumber.net
 Email - plankfloors@wilkes.net
 Sales - William Church, William Parsons, Scotty Roten
 Marketing Areas - National
 Products - Edge-glued Panels, Stair Treads, Stair Risers, Architectural Mouldings, Custom Mouldings, Plank Flooring, Paneling, Moulder Blanks
 Species - Red Oak, White Oak, Hard Maple, Soft Maple, Poplar, Walnut, Ash, Cherry, Hickory, Eastern White Pine, Eastern Yellow Pine
 Machine Capabilities - Moulding, Sanding, Tenoning, Edge Gluing
 Dry Storage Cap. - 500,000 BF

Begley Lumber Company, Inc. (Binder & Page 32)
 P.O. Box 2800, London, KY 40743
 Tel: (606)877-1228
 Fax: (606)877-1230
 www.begleylumber.com
 Email - jpatterson@beglumber.com
 Sales - Matt Begley, John Patterson
 Products - Mining, Flooring, Pallet Lumber, Hardwood Mulch, High Grade Appalachian Hardwoods
 Species - Walnut, Red Oak, White Oak, Chestnut Oak, Hickory, Poplar, Beech, Soft Maple, Ash, Hard Maple
 Machining Capabilities - Hyden, KY - Bandmill, Automatic Band Mill, Bull-Edger, Trimmer, Debarker, Chipper, Anti-Stain and Bug Dip, Mulch Processing
 Dry Kiln Cap. - 740,000 BF
 Dry Storage Cap. - 3,000,000'

Churchtown Woodcraft (Inside Back Cover)
 2095 Main St., Churchtown, PA 17555
 Tel: (717)445-7988
 Fax: (717)445-4872
 E-mail - churchtownwoodcraft@frontiernet.net
 Sales - Carl E. Zimmerman
 Marketing Areas - Regional
 Products - Jambs, Bench Tops, Drapery Rods, Drawers, Frame Parts, Furniture Parts/Components, Dimension Parts/Components, Industrial Components, Decking, Legs, Machined Components, Millwork, Mouldings (Custom), Moulded Parts, Moulder Blanks, Handles, Chair Parts, Blanks, Blocks, Brush Blocks, Cabinet Doors, Cabinet Parts/Accessories, Doors, Case Good Parts, Profiles (Decorative Parts), Columns, Component Parts, Crib Parts/Slats, Custom Shapes, Cut Stock, Cutting Boards, Carvings, Toy Parts, Semi-Machined Components, Display Components, Musical Instrument Parts, Tenoned Parts, Posts, Rail Stock, Door Parts, Drawer Parts, Cleats, Trim, Window Parts, Table Tops/Parts, Store Fixture Parts, Stiles, Stairs, Stair Treads, Specialty Items, Shelving, Stair Parts, Brackets
 Species - All types of Wood - Domestic, Imports & Exports
 Machining Capabilities - CNC Routing Machine, Chop Saws, Wide Belt Sanders, Table Saw, Jointer, CNC Tenoner Machine, CNC Laser Engraver, Sign Carving, 5,000 SF Plant.

Custom Molding (Page 19)
 9061 E. 875 N., Odon, IN 47562
 Tel: (812)636-7110
 Fax: (812)636-0044
 Sales - John Graber
 Marketing Areas - Regional
 Products - Exterior Doors, Rope Mouldings, Legs, Jambs, Handrails, Flooring, Components, Dimension Parts, Cut Stock, Bunfeet, Molder Blanks, Stairway Parts, Shelving, Interior Doors, Handles, Vinyl Windows, Turnings, Cabinet Parts, Furniture Parts, Blanks, Embossed Hardwood Mouldings, Hardwood Mouldings, Dentil Mouldings, Lumber, Stiles, Rail Stock, Strips, Surveyor Stakes, Millwork
 Species - White Oak, Poplar, Red Oak, Soft Maple, Hard Maple, Hickory, Cherry, Ash, Walnut
 Machining Capabilities - Molder, Embossing Machine, Rope Molder, Straight Line Ripsaw, Sanding, Shapers, Planers, Bandsaw, Resaw
 Dry Storage Cap. - 50,000 SF

Fitzpatrick & Weller, Inc. (Page 9)
 12 Mill St., P. O. Box 490, Ellicottville, NY 14731
 Tel: (716)699-2393 Fax: (716)699-2893
 E-Mail - sales@fitzwell.com

Web Site - www.fitzwell.com
 Sales - Dana Fitzpatrick, Greg Fitzpatrick, Joe Snyder, J.C. Fritz, Jeremy Stitt
 Products - Balusters, Bed Posts, Bench Tops, Bendings, Blanks, Blocks & Cleats, Boxes/Crates/Container Panels, Brush Blocks, Bun Feet, Cabinet Doors, Cabinet Parts/Accessories, Carvings, Case Good Parts, Chair Parts, Columns, Component Part, Crib Parts/Slats, Cue Blanks, Custom Shapes, Cut Stock, Cutting Boards, Dimension Parts/Components, Doors, Door Parts, Dowels/Dowel Parts, Drawers and/or Drawer Parts, Finger Joint & Finger Joint Edge-Glued Parts, Flooring, Frame Parts, Furniture Parts/Components, Handles, Handrails, Industrial/Display Components, Jambs, Joining Biscuits, Kiln/Stacking Sticks, Legs, Lumber, Machined & Semi-Machined Components, Millwork, Mouldings-Crown, Custom, Dentil, Embossed, Moulded & Tenoned Parts, Moulder Blanks, Mouldings, Musical Instrument Parts, Newels/Newel Posts, Pallets-Heat Treated, Paneling, Panels, Pedestals, Posts, Profiles (Decorative Parts), Pulls, Shelving, Specialty Items, Squares, Stair Treads, Stairs/Stair Parts, Stiles and/or Rail Stock, Store Fixture, Parts, Strip, Surveyor Stakes, Table Tops/Parts, Toy Parts, Trim, Turnings, Window Parts
 Species - Hard & Soft Maple, Cherry, Red & White Oak, Ash, Poplar, Walnut, Mahogany
 Machining Capabilities - Boring, Sanding, Tenoning, Moulding, CNC Machine Center
 Dry Kiln Cap. - 400,000 BF

Indiana Dimension, Inc. (Page 15)
 1621 W. Market St., P.O. Box 568, Logansport, IN 46947
 Tel: (888)875-4434 Fax: (574)739-2818
 Web Site: www.indianadimension.com
 Sales - Jeremy Rentschler, Roy Rentschler
 Marketing Areas - International, National
 Products - Mouldings, Cabinet Doors, Edge Glued Panels, S4S Products, Hardwood Dimension, Ready-to-Assemble Component Parts, Blanks, Cabinet Parts, Cut Stock, Doors, Door Parts, Furniture Parts, Moulded Parts
 Species - Northern & Appalachian Hardwoods, Poplar, Red Oak, Ash, Hickory, Hard Maple, Cherry, Walnut, Alder, White Soft Maple, White Oak
 Machining Capabilities - Sanding, Shaping, Tenoning, Water Based Finishing Capabilities

Inter-Continental Hardwoods, Inc. (Inside Front Cover)
 6841 Malpass Corner Road
 P.O. Drawer 119, Currie, NC 28435
 Tel: (910)283-9960
 Fax: (910)283-9964
 Web Site - www.ichardwoods.com
 E-Mail - info@ichardwoods.com
 Sales - Jim Mills, Lenny Shibley, Fred Coffrin
 Marketing Areas - National, International
 Products - Squares, Dimension, Flooring, Machined Products, Lumber
 Species - Bloodwood, Lacewood, Jatoba, Iroko, Ipe, Goncalo Alves, Spanish Cedar, Morado, European Beech, Bubinga, Aniegre, Cumaru, Afrormosia, Teak, Zebra wood, Genuine Mahogany, Sipo Utile, African Mahogany, Santos Mahogany, Purpleheart, Peruvian Walnut, Sapele, Padauk, Mansonia, Makore, Wenge
 Machining Capabilities - Distribution/Concentration Yard, 5 Dry Kilns, 3 Warehouses, Pre-Dryers, Green/Dry Chain, Sawmills in Gabon, Congo - Ghana, Offices in Africa, Asia, Europe, South America

Jay-Gee Wood Products Co., Inc. (Page 5)
 28W206 Commercial Avenue, Barrington, IL 60010
 Tel: (847)381-7200
 Fax: (847)381-0078
 Web Site - www.jaygeewood.com
 E-Mail - pfreund@jaygeewood.com
 Sales - Peter C. Freund
 Marketing Areas - International, National
 Products - Cutting Boards, Blanks, Edge-Glued Panels, RTA Furniture Parts, Mouldings, Kitchen Items, Desk Accessories, Flooring, Laminated Squares, Clocks, Plaques, Flat Panels, Picture Frames
 Species - Ash, Walnut, Hard Maple, Soft Maple, Red Oak, Poplar, Cherry, All North American Hardwoods,
 Machining Capabilities - Full Finish Capabilities, Boring, Routing, Sanding, Shaping, Finishing, Cut-to-Size, Color & Grain Matching, CNC Machining

Lebanon Oak Flooring Co. LLC (Page 1)
 215 Taylor Ave., P.O. Box 669, Lebanon, KY 40033-0669
 Tel: (270)692-2128
 Fax: (270)692-2128
 Web Site - www.lebanonoak.com
 E-mail - lebanonoakflooring@windstream.net
 Sales - Robert L. Goodin, Richard T. Goodin
 Lumber Sales - Richard T. Goodin, Charles R. Goodin
 Marketing Areas - National
 Products - Mouldings, Furniture, Kitchen Dimension Parts, Panels, Panels Edge- Glued, Stair Treads, Risers, Railing, Blanks, 5/16 sq. Edged Flooring, Strips & Plank, 3/8 x 1 1/2", 2", 1/2 x 1 1/2", 2 1/4, 3/4 x 2 1/4, 3 1/4, Drawer Sides, Tongue & Groove Flooring
 Species - Walnut, Red Oak, White Oak, Maple, Hickory, Cherry, Ash
 Machining Capabilities - Finger Jointing, Sanding
 Dry Kiln Cap. - 270,000' (4 Kilns) per week
 Dry Storage Cap. - 5-600,000'

MJB Wood Group, Inc. (Page 17)
 14780 SW Osprey Dr. #325, Beaverton, OR 97007
 Tel: (503)521-9663
 Fax: (503)521-9664
 Web Site - www.mjwood.com
 E-Mail - bmonroe@mjbwood.com
 Sales - Brent Monroe
 Marketing Areas - National, International
 Products - Dimension, Plywood, MDF, Particleboard, Lumber/LVL, Panel Products, Mouldings & Millwork, Component Parts, Specialty Products
 Species - Domestic, Imports, Red Alder, PC Poplar
Sitco Lumber Company (Page 23 & Back Cover)
 2050 Kestrel Avenue, DeSoto, TX 75115
 Tel: (972) 225-4283
 (800) 627-4826
 Fax: (972) 228-5987
 Web Site - www.sitco.com
 E-Mail - info@sitco.com sales@sitco.com
 Sales - Jess Fulcher - j.fulcher@sitco.com
 Steve McKeever - s.mckeever@sitco.com
 Pudge Shatzer - p.shatzer@sitco.com
 Bob Williams - b.williams@sitco.com
 Marc Barany - m.barany@sitcosa.com
 Jon Pappas - j.pappas@sitco.com
 Tony Jackson - t.jackson@sitco.com
 Kathy Mota - k.mota@sitco.com

Marketing Areas - National, International
 Products - Lumber, Plywood, S2S, Hardwoods & Exotics
 Species - Domestic, Exotic & Imported Hardwoods

Southland Wood Products, Inc. (Page 13)
 270 Newsome Rd., Wilsonville, AL 35186
 Tel: (205)669-1959
 Fax: (205)669-1959
 E-Mail - southlandwoodproducts@yahoo.com
 Sales - Tad Lidikay
 Marketing Areas - National, Regional
 Products - Cabinet Parts, Furniture, Rails, Dimension, Cut Stock, Blanks, Mouldings
 Species - Softwoods & Hardwoods
 Machining Capabilities - Profile Grinding Machine, 6-Head Wadkin Moulder, Straight Line Ripping, Gang Ripping, Moulding
 Dry Storage Cap. - 100,000 BF

Stanley Woodworking, Inc. (Page 155)
 4113 White Top Rd., Middleburg, PA 17842
 Tel: (570)837-6434
 Fax: (570)837-1637
 Web Site - www.hardwoodparts.com
 E-Mail - contact.us@hardwoodparts.com
 Sales - Tom Fitzgerald
 Marketing Areas - National
 Products - S4S Stock, Laminated Parts, Billiard & Pool Table Parts, Edge-glued Panels, Mouldings, Dimension, Squares, Stair Parts, Furniture Parts
 Species - Mahogany, Red Oak, White Oak, Cherry, Maples, Ash, Hickory, Walnut, Basswood, Poplar
 Machining Capabilities - Ripping, Chopsaws, Gluing, Moulding, Tenoning, Sanding, Finger Joint
 Dry Storage Cap. - 1,000,000'

Thompson Forest Products Int'l (Page 2)
 24-B Battleground Court (27408)
 P. O. Box 9206, Greensboro, NC 27429
 Tel: (336)373-1117 Fax: (336)373-1119
 Web Site - www.thompsonforestproducts.com

E-Mail - billy@thompsonforestproducts.com
 bob@thompsonforestproducts.com
 Sales - Billy Thompson, Bob Thompson
 Marketing Areas - National, International
 Products - Dimension, Table Legs, Dowels, Bed Posts, CNC Shaped Parts, Components, Chair Assemblies, Mouldings, Edge Glued Panels, Turnings, Squares, Panels
 Species - Hickory, Ash, Maple, Beech, Gum, Pine, Oak, Poplar, Birch
 Machining Capabilities - Sanding, Tenoning, Moulding, Shaping, Routing, Boring

Valley Line Wood Products (Page 21)
 2935 N. 500 W., Shipshewana, IN 46565
 Tel: (260)768-7807 Cell: (574)202-5614
 Fax: (260)768-3103
 E-Mail - valleyline@pcfreemail.com
 Sales - Danny Miller - danny.valleyline@gmail.com
 Marketing Areas - National
 Products - Squares, Cabinet Parts, S4S Hardwood Lumber, Trim, Edge Glued Panels, Strips, Drawers, Door Parts, Furniture, Blanks, Mouldings, Face Glued Panels, Drawer Parts, Stair Parts
 Species - Alder, Red Oak, White Oak, Hard Maple, Cherry, Elm, Ash, Poplar, Walnut, Others, Soft Maple
 Machining Capabilities - Sanding, Moulders, Edge Gluing Equipment, Chop Saws, Planer, Rip Saw, Optimizing Chop Saw, Shaping

Wood Specialties de Mexico (Page 5)
 (Subsidiary of Jay-Gee Wood Products Company, Inc.)
 5811 East Dr. Ste. C, Laredo, TX 78041
 Tel: (847)381-7200
 Fax: (847)381-0078
 Web Site - www.jaygeewood.com
 E-Mail - pfreund@jaygeewood.com
 Sales - Peter C. Freund
 Marketing Areas - International, National
 Products - Blanks, Flat Panels, Plaques, Clocks, Desk Accessories, Cutting Boards, Kitchen Items, Picture Frames, RTA Furniture, Edge Glued Panels
 Species - Hard Maple, Soft Maple, Red Oak, Ash, Poplar, Pine, Cherry, Walnut
 Machining Capabilities - Finishing, Boring, Routing, Sanding, Shaping

Walnut Creek Planing Ltd. (Page 33)
 5778 State Route 515, Millersburg, OH 44654
 Tel: (330)893-3244
 (800)488-3244
 Fax: (330)893-2468
 E-Mail - sales@wcplaning.com
 Sales - Dwight C. Kratzer, Charles Kratzer
 Marketing Areas - International, National
 Products - Balusters, S2S, Component Parts, Squares, Blanks, Component Parts, Surveyor Stakes, S4S, Door Stiles, Panels, Stair Treads, Custom Orders Welcome, Dowels, Chair Parts
 Species - Cherry, Maple, Beech, Soft Maple, Red Oak, Poplar
 Machining Capabilities - Sanding, Tenoning, Finger Jointing, Moulding, Ripping

Yoder Lumber Company, Inc. (Page 210)
 4515 Berlin Twp. Rd. 367, Millersburg, OH 44654
 Tel: (330)893-3121
 Fax: (330)893-3031
 Web Site - www.yoderlumber.com
 E-Mail - sales@yoderlumber.com
 Sales - Paul Dow
 Marketing Areas - National, International
 Products - Moulded Parts, Semi-machined Components, Moulder Blanks, Machined Components, Panels, Laminated Squares, Squares, Balusters
 Species - Hard Maple, Cherry, Walnut, Soft Maple, White Oak, Beech, Poplar, Red Oak
 Machining Capabilities - PET, Sanding, Gluing, Ripping, S2S, Moulding
 Dry Kiln Cap. - 500,000 BF
 Dry Storage Cap. - 2,500,000 BF



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