

# RETAIL REVIEW

### **Mead Lumber Acquires Dakota Craft**

**Rapid City, S.D.**— Mead Lumber has signed an agreement to purchase the Truss Craft division of Dakota Craft Inc., a Rapid City, S.D.-based chain of component manufacturing plants. The purchase price was not disclosed. "Further developing our market position in Cheyenne, Wyo., one of the country's healthiest markets, has been a goal of ours for some time now," said Craig Bradshaw, president of Mead Lumber. "Being able to combine the resources of Mead Lumber and Truss Craft is a rare opportunity." Dakota Craft will continue its operations in Rapid City, S.D., where it holds a leading market-share position. Dakota Craft offers structural components and building materials to the western North Dakota and South Dakota, southeast Montana and northwest Nebraska building community. Mead now has 36 lumberyards, truss plants, hardware stores and mill shops in Colorado, Kansas, Montana, Nebraska, Oklahoma, South Dakota and Wyoming with \$104 million in annual revenues.

### **Orchard Supply Signs Multi-Year Deal With Benjamin Moore**

**San Jose, Calif.**—Orchard Supply, based here, signed a multi-year deal to make Benjamin Moore the exclusive supplier of interior and exterior paints to its 87 stores. "We are excited to have a strategic alliance with a premier brand like Benjamin Moore to offer our customers the highest quality paint solution in the marketplace," said Mark Baker, Orchard's president and CEO. "As the number one category in home improvement, paint is a key area of focus for Orchard and represents an important long-term growth opportunity for our company. We have a great deal of respect for Benjamin Moore's 129-year history and position as an innovator and market leader. We look forward to a long and productive relationship." Dan Calkins, Benjamin Moore's vice president of sales, added, "Orchard's 80-year history and emphasis on providing customers with quality products and exceptional service make the company an attractive partner for Benjamin Moore. This alliance allows us to broaden our reach in the hardware channel, further engaging the convenience-driven, do-it-yourself shopper. Consistently, Benjamin Moore is the consumer brand of choice, preferred for its quality of performance and unrivaled color leadership. In 2011, we were ranked highest in consumer satisfaction by the J.D. Power & Associates annual survey. We are thrilled to partner with a preeminent California retailer in order to help homeowners more

readily find Benjamin Moore products." Orchard Supply Hardware Stores Corporation through its wholly owned subsidiary, Orchard Supply LLC, is a specialty retailer primarily focused on homeowners with repair, maintenance and improvement needs. Founded as a purchasing cooperative in San Jose in 1931, the company operates 87 full-service hardware stores in California. The stores average approximately 44,000 square feet of enclosed retail space and approximately 8,000 square feet of exterior nursery and garden space. They offer a broad assortment of merchandise across three primary categories: repair and maintenance, lawn and garden and in-home products.

### **Parr Lumber Named Materials Supplier of the Year**

**Hillsboro, Ore.**—Parr Lumber, based here, has been named



Materials Supplier of the Year by the Central Oregon Builders Association (COBA) and Supplier of the Year by the Building Industry of Clark County. "Parr Lumber is honored to be recognized as Materials Supplier of the Year by COBA, an organization whose standards are truly top-notch," said David Hamill, chief executive officer of Parr Lumber. Parr Lumber, a building materials

company for large production builders and smaller builders, remodelers and contractors, has experienced steady growth during its 81-year history. The Parr Company consists of six distinct companies that provide building solutions and services: Parr Lumber Company, Parr Cabinet Outlet, Cascade Wholesale Hardware, NSC, NSCi and Parr Marketing Group. Established in the Pacific Northwest in 1930 by Dwight Parr, Sr., The Parr Company remains a locally owned family business. Nancy Cranston, Michael Parr and Brad Farmer, grandchildren of the founder, play active roles in The Parr Company and continue the family ownership.

### **Builders First Source Opens In Texas**

**Jarrell, Texas**—Builders FirstSource, Inc., a supplier and manufacturer of structural and related building products for resi-

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## RETAIL REVIEW

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dential new construction in the United States, announced it has opened a new distribution facility here.

Commenting on the new location, Floyd Sherman, Builders FirstSource chief executive officer, said, "The town of Jarrell has enthusiastically welcomed Builders FirstSource and we are excited to further develop our relationship with the community. Chris Holmes, our vice president of Building Material Sales for Texas, and his team have done an outstanding job getting this facility up and running. We look forward to increasing our presence in the state of Texas and specifically the greater Austin market, which continues to be one of the strongest housing markets in the nation."

The facility is situated on 8.2 acres and includes a 40,000 square foot warehouse with an

additional 6,000 square feet of office space. Its product offerings will include our full line of structural and related building products, including lumber, trusses, panels, windows, doors, millwork and various other building related products.

Headquartered in Dallas, Texas, Builders FirstSource operates 52 distribution centers and 44 manufacturing facilities in nine states, principally in the southern and eastern United States. Manufacturing facilities include plants that manufacture roof and floor trusses, wall panels, stairs, aluminum and vinyl windows, custom millwork and pre-hung doors. Builders FirstSource also distributes windows, interior and exterior doors, dimensional lumber and lumber sheet goods, millwork and other building products. For more information about Builders

FirstSource, visit the company's website at [www.bldr.com](http://www.bldr.com).

### Ace Opens New Site

**Seaside, Ore.**—Seaside Ace Hardware recently opened here. The 8,000-square-foot store is designed to reflect the needs of Seaside and other South County communities, said Win Muffett, owner of the Seaside Ace.

"Our mission is to provide customers with convenience combined with superior service through one-on-one expert advice and assistance," Muffett said. "We look forward to becoming a helpful and valuable neighbor to the community, both inside and outside the walls of our store."

Other locations recently opened include Griggs Ace Hardware located in Kennewick, Wash.

The Softwood Forest Products Buyer

Mike and Kim Johnson of Portland, Ore., also recently submitted plans to open a 13,300 square-foot Ace Hardware.

### Lowe's Opens Two 103,000-Square-Foot Facility

**Mount Pocono, Pa.**—Lowe's recently opened two 103,000-square-foot facilities in Mount Pocono, Pa., and in Riverhead, N.Y.

The home improvement store has 103,000 square feet of retail sales space, with an adjacent garden center, stocking 40,000 different items to help customers build, improve and beautify their homes. A store of this size represents an



average investment in the community of more than \$16.5 million and creates an average of 125 new jobs.

Lowe's Companies, Inc. is a FORTUNE® 50 company that serves approximately 15 million customers a week at more than 1,750 home improvement stores in the United States, Canada and Mexico. Founded in 1946 and based in Mooresville, N.C., Lowe's is the second-largest home improvement retailer in the world. For more information, visit [www.Lowes.com](http://www.Lowes.com).

### ProBuild Opens In Altoona

**Altoona, Pa.**—ProBuild held a grand opening for its new 65,000 square foot yard, based here.

The Altoona facility offers a full range of products and services to area builders, contractors and



homeowners.

ProBuild currently operates more than 430 lumber and building product distribution, manufacturing and assembly centers serving 45 U.S. states. ProBuild sells a broad selection of building materials including lumber and plywood, engineered wood, gypsum wallboard and other drywall products, millwork, trusses, roofing, siding products, tools, insulation materials, and metal and hardware specialties. The company's manufacturing activities include trusses, wall panels, millwork, and pre-hung door and window fabrication. ProBuild's construction services include the installation of framing, millwork, insulation and other products. To learn more about ProBuild, visit its website at [www.probuild.com](http://www.probuild.com).

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## South/Southeast Business Trends



**By Gary Miller  
Managing Editor**

Contacts in the Southeast region indicated the Softwood lumber market has improved overall. "We had virtually no winter and the economy has improved," a source in Georgia commented. "The election year is a contributing factor to improved conditions and traditionally warmer weather brings more business."

Supplying Southern Yellow Pine, Spruce and oriented strandboard, he said all species flattened out in recent weeks. "Right now it's taking a breath. Things may take a little while to digest in the market because it has been up so much in the last six months. We don't know how much of a breath it will take, and we're in a 'wait-and-see' mode. For us it all hinges on the home centers and what their needs are."

When asked about other issues impacting his operation, the supplier put transportation at the top of his list. "Our main problem is trucking. You can find the lumber, but trying to get the material to the job could take you a week. Fuel price increases are an issue, but the bigger issue is availability of trucks. We have a hard time finding people who want to go to certain areas."

"Then of course we're in the middle of produce season," he continued. "The truckers are going to go with the higher deal and you can't blame them. But a lot of times you'll book a truck and then they'll get someone who will pay an extra 50 cents a mile and they'll just drop you without even calling you. So it's going to be tough for a few more weeks and I'm sure we're not the only ones feeling it."

In Arkansas a source said, "We supply material to the job sites, buying lumber directly from the mill and shipping it straight to the job site. So although we're not directly involved in the retail business we definitely see an improvement in it. The home centers are definitely busier because the treating plants are shipping more than they have in the past three years."

Marketing to multifamily apartments, condominiums and military bases, the contact said his clients

report increased business conditions of up to 15 percent. "It's been publicized and it may even be greater than that by the end of the year. We just have to wait and see how the dust settles over the next few months."

"We're in a world supply system now," a supplier in Mississippi offered. "China effects the market quite a bit. And Canada is keeping all of their product because of the tariff. If that were to change it would really effect pricing because of the volume that they can ship. The key factor is going to be when people start increasing production. That will have the largest impact on our industry. I think things will continue to improve and we're going to see higher prices, probably lows and highs, but that is what we need to reach the bottom."

## Ontario/Quebec Business Trends



**By Michelle Keller  
Associate Editor**

This past mild winter hinted at a thaw in the

Softwood lumber market. Wholesalers and saw mills alike were reporting modest increases in terms of both prices and demand. In the last few months, however, the market has cooled considerably for many in the Softwood industry.

The owner and president of one small Ontario sawmill operation said he is planning to retire from an industry he joined three decades ago. He said he has purposely remained a small enter-

prise over the years, focusing on the sort of niche business that larger companies would not touch because the quantities were minimal.

"I am a very small operation," he said, emphasizing that he purposely avoided selling to larger retailers, such as Home Depot. "I've stayed away from the norm so I would not be hit by the norm. My customer is someone who wants something nobody else can do."


That said, he noted that he frequently would buy his lumber from larger companies and re-process and re-sell products with a value-added markup.

"I do everything custom; custom log processing, thicker products that are not on the shelves elsewhere," he noted.


Although he works with a variety of species, Pine and Fir are among his most popular. He said he has provided custom orders in

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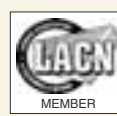



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## Western Business Trends



By Terry Miller  
Associate Editor

According to sources, the Western region has experienced increased business activity. "Our business is good so far," a Softwood supplier in Montana commented. "There is a lot of activity on low grade lumber and panel prices are strong. We're moving on an upward tick so far." He attributed the improved conditions to his particular market segments. "I think that the overall economy is slowly but surely turning up. The market segments that we are involved in are good and were good last year. We have a few niche markets on the industrial

side of the market and business has gotten better for the last year and a half," he explained.

As for issues that may be effecting his operation, the contact noted availability is tight. "Low grade lumber is tight and expensive relative to the first of the year," he said. "We're also having trouble finding small timbers at prices that our customers are willing to pay."

He said the prices he's paying are up but he thinks that will change over the next few months. "I feel sure prices will start coming down as production levels adjust upwards. But I think they'll be up for at least the next 30 days."

In Arizona a source said transportation is difficult. "We always have parts of the year where trucking is tight and prices are high. We've been in that period for about a month and we expect it to last another month or longer. Fuel prices are effecting the cost of the freight," he explained. "But, dispro-

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## Northeast Business Trends



By Sue Putnam  
Editorial Director

In the Northeast, Softwood lumber suppliers said an unusually mild winter is the primary factor in the region's "unchanged" market conditions. "Our business has been steady throughout the first half of the year," a New Jersey source commented. "We've had a pretty good pace due to the weather. We're probably up about 15 percent."

Handling Douglas and Hem Fir, he said his inventory levels are higher than 90 days earlier. "We're keeping more on hand now because this is the season where you can move it."

The supplier, which markets to independent retail lumber dealers, said freight costs are a concern due to the rising fuel rates. "It's no secret that diesel fuel rates are difficult to manage. We are in a position to where our customers are the same as we've had for at least a decade. Everybody absorbs their share for the most part because we have an understanding that it's just the nature of our business."

He also said while his company is certified by Forest Stewardship Council and Sustainable Forestry Initiative, he hasn't noted any increase in demands for those products. "In fact, it's just the opposite," he explained. "When we went through our certification process a few years ago we expected to see a change in that demand down the road. Now that we're down the road and the economy has been such a roller coaster, people are looking for the product that offers the most quality at the lowest cost. For us, that's not a certified product."

Citing improved residential remodeling construction, a contact in New York said his operation is also seeing steady progress. "Residential home improvements have been consuming more lumber in the last couple of years than new home construction has in the past five years," he said. "Housing starts have increased slightly and that's mostly being driven by the multi-family sector. For now the bread is coming from the remodelers and the butter is the end users, such as cabinet and millwork manufacturing."

The source indicated he isn't looking for large gains over 2011 but is optimistic. "Our customers continue to indicate business is steady and increasing. So we expect a decent finish to this year, but we're not expecting huge gains compared to last year."

In Massachusetts an Eastern White Pine supplier said housing markets across the Northeast are stabilizing. "The lower end of all markets seems to be in higher performance than the higher ends, and remodels are doing better than new housing. Our spring season has been steady. Employment is improving to a degree in our immediate area, which has been felt in our economy. Generally people are showing interest again. We've had more inquiries this year than we've had in the last two years."

The source did mention a slight availability issue with particular grades. "Because there is a broad based market improvement, we are feeling a little tightening on the supply side," he said. "I think that overall production is catching up with demand, but we have to be cautious. It would be easy at this point to let production override sales."



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**WHO'S WHO - Burroughs**

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eling and running. For more information visit [www.ppgpro.com](http://www.ppgpro.com).

**WHO'S WHO - Fortune**

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From there he worked his way up the ladder into sales while attending school in Victoria, B.C. Fortune joined his first wholesale lumber company in the mid-1980's where he was involved in the marketing and manufacturing of Western Red Cedar products. He has used this 30 plus years of experience to build Mid Valley Lumber into the respected manufacturer and distributor of Western Red Cedar that it is today. Mid Valley's product line includes balusters, decking products, fascia boards, S1S2E and rough fence boards, S4S and rough fence rails and posts, and appearance grade timbers. In his spare time, Fortune spends several hours a week working out and staying healthy. This year is a particularly busy year for Fortune. He has plans to compete in three full marathons culminating in November where he will run in the famous New York City Marathon. Fortune, who is also an avid cyclist, plans to compete in a few bike races and will also climb Mount Rainier in the near future.

**WHO'S WHO - Williams**

Continued from page 2

owns and operates lumber manufacturing facilities in Chilco, Grangeville, Laclede, Lewiston and Moyie Springs, Idaho. Its mills boast a combined capacity of over 1.2 million board feet. Williams has been with IFG and in his current position for approximately 1.5 years. With 23 years previous experience in lumber distribution at Georgia Pacific and Boise Cascade, he is familiar with all aspects of product and inventory management with an emphasis on lumber products in the distribution channel. A graduate of Colstrip High School, located in Colstrip, Mont., he obtained a Bachelor's of Science degree in business management at Eastern Montana College, Billings, Mont. He and his wife, Ronna, have two children. In his spare time Williams enjoys the outdoors while golfing, camping, hiking and fly-fishing.

**APA NEWS -**

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credits through online training and webinars, are planned. APA Designers Circle replaces and expands the offerings of APA's Professional Associates program, which has 1,142 members. Design professionals who are members of APA's Professional Associates are automatically enrolled in the APA Designers Circle program. A variety of promotional tactics are planned to build membership. Contact: Mark Halverson or LaDauna Wilson

**Panel Properties Unaffected by the Southern Pine Lumber Property Changes**

Recent changes in the design properties for visually graded Southern Pine lumber have generated questions about the design values for other structural Southern Pine materials. Design properties for wood structural panels manufactured with Southern Pine are addressed in APA's Panel Design Specification (PDS), a code-referenced document that is used by the designers of wood structural panels. The design properties published in the PDS are based on an extensive database obtained from mechanical testing conducted at the APA Research Center in Tacoma, Washington, using representative panels sampled every quarter throughout APA member mills. In a recent review of the last 10 years of the wood structural panel database, as part of the periodic PDS update, APA concluded that the wood structural panel properties, including those for

Southern Pine plywood and OSB, remain unchanged, despite the recent visually graded Southern Pine lumber property changes. Test data show that the veneer grading systems, which have been regulated by PS 1, Structural Plywood, have not had significant changes that could lead to substantial changes in the plywood design properties in the last 10 or more years. The updated PDS will be published in April, 2012. Contact: BJ Yeh  
Founded in 1933 and based in Tacoma, Wash., APA represents approximately 152 plywood, oriented strandboard, glulam timber, wood I-joist, Rim Board and laminated veneer lumber mills throughout the U.S. and Canada. Its primary functions are quality auditing and testing, applied research, and market support and development.

**SAUNATEC-**

Continued from page 4

Ivory Coast, Africa, is used only for benches because it stays cool under high heat. Bench materials require 100% VG lumber. "When we get our wood with zero defects, no knots, mostly vertical grain, the wood performs well in the extreme heat of a sauna and tolerates the wide range of humidity—from less than 10% to well over 50%," explained Raisanen. Hemlock and Aspen are occasionally used

for benches though White Spruce is never used because of its density and knots which tend to become heated. The lumber arrives at Saunatec's Minnesota facility, one of three of the company's North American properties devoted to the manufacture and sale of Saunatec products. Steam bath generators are manufactured in a 20,000 square foot facility in Woodinville, Wash. Sales offices are located in Wixom, Mich., a suburb of Detroit. And alongside the corporate offices in Cokato, Minn., the 50,000 square foot sauna room manufacturing facility consists of production area, warehouse, and showroom. Its purchase in 1991 replaced the original facility which was located a mile north, on the west shore of Cokato Lake, in a building previously used as a chicken barn and later, a roller skating rink. The current facility has seen major additions in 1993, 1996, 1998, and 2000. All wood is cut at one end of the factory, and rolls along to the panel area where framing of previously cut tongue and grooved internal panels are assembled and insulation as well as foil vapor barrier are attached. Benches built and assembled on specific fixtures are assembled with stainless steel screws from the bottom side, hidden to prevent the screw head from contact with sauna bathers. Prehung doors are built and assembled into door panels, and finally, all pieces meet up at the end of the production line, some partially assembled, are boxed and shipped common carrier to specialty dealer locations, predominantly in the U.S. and Canada, and some worldwide.

The dealer network includes swimming pool/hot-tub dealers, fitness equipment dealers, bath showrooms, lumber retailers, home centers, and some internet-based retailers. From design to installation, Saunatec provides technical assistance. Inside sales support teams/call-centers in Minnesota, Washington, and Michigan provide consultation on everything from design to quoting and technical support/call-centers in Minnesota and Washington are available to electricians, dealers, and end-use customers, many who are well-known entertainers, sports figures, and politicians, as well as fitness club chains. The intention is to expand as needed, and to continue to introduce new sauna room product annually, at the beginning of the sauna season in October/November and steam products in April. Both are exhibited at the International Pool and Spa Expo, International Kitchen & Bath Show, International Builders Show. The wide array of Saunatec job positions provides the small town community where four generations of Raisanens have resided, with a large slice of the area's employment opportunities. The company is viewed as a good place to work by, as Raisanen mentioned, people with a likewise, good work ethic. Many of the current 70 Saunatec workers have been with the company from 10 to upwards of 20 years, including Keith's brother, Mark Raisanen, the company's national sales manager for sauna products.

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**SAUNATEC-**  
Continued from page 25

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**TERMINAL-**  
Continued from page 6

Northwest with the newest technologies. There was a state-of-the art finger jointer and one of the first computerized chop optimizing saws.  
Johal purchased Transco Mills on Mitchell Island in 1979. He added dry kilns and a resaw line to that location.  
The year 1986 brought Terminal Forest Products its first forest license through the purchase of L&K Lumber Ltd. With that purchase came the Langdale log-sorting yard.  
The company's dry land log sorting facility in Langdale, B.C., is a state-of-the-art, waste-free operation. Approximately one million cubic meters of logs are custom sorted annually at this facility and cus-

tomers are offered ISO and chain-of-custody certification. Over 30,000 units of wood chips and hog fuel are produced, loaded and barged from Langdale each year.  
In 1990 Terminal Forest Products became an international company with the purchase of South Everson Lumber Company Inc. (SELCO).  
TFP's state-of-the-art remanufacturing facility, SELCO is located just south of the Canada/U.S. border.  
"As market demands changed, TFP shifted away from rough green products to more highly value finished products," Johal explained. "We looked for a facility that would fit our vision of the future and improved proximity to our U.S. customer base. SELCO was acquired for its ideal location and potential for TFP to incorporate commodity products into a variety of specialty product lines."  
SELCO's operations currently include a variety of processing lines including moulders, planers, resaws, finger joint/edge glue lines as well as dry kilns. It is the largest Cedar remanufacturing plant in the industry. "SELCO is the largest Cedar remanufacturing facility in North America," Johal indicated.  
TFP sells all of its products through stocking distributors. "We rely on our distribution partners to flow our product to the marketplace. They are able to stock our wide range of products and get the highest value for our mix," said Johal.  
Johal noted that in 2010 Terminal Forest Products sold their forest licenses, becoming the largest forest products company in Canada to buy 100 percent of their logs on

the open market.  
Today Terminal's operations have the capacity to produce over 500,000 board feet per shift.  
For more information visit [www.terminal-forest.com](http://www.terminal-forest.com).

**VIANCE-**  
Continued from page 7

(FRTW) is suitable for interior applications where fire retardant construction materials are specified or required by building codes. D-Blaze treated lumber and plywood is classified with a FR-S listing from Underwriters Laboratories® (UL) and has a very low smoke rating.  
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bilizer improves the performance of deck surfaces by reducing the cracking, checking and splitting associated with wood in an outdoor environment," Kollwitz said. "During the treating process, the stabilizer in Ecolife is driven deep into the wood to protect all surfaces and to help minimize the weathering effects common to ordinary lumber. Ecolife also improves the structural frame under every deck surface, and helps control the bending, twisting, or warping that effect many other treated wood products."

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Kollwitz also noted that Ecolife saves lumberyards and retailers money by reducing inventory losses due to culls and unsalable pieces. "The benefits of using Ecolife treated wood will result in fewer returns, fewer customer complaints and fewer costly callbacks for deck builders."  
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According to Kollwitz, builders can build with confidence knowing Ecolife™ (EL2) is listed as a "Standardized" preservative in the AWPA book of treated wood standards. "AWPA preservative treatments are quality control inspected by ALSC accredited third-party agencies and bear the AWPA use references and the check mark of quality on end tags," he explained.  
"Ecolife's™ in-house testing program provides for additional quality assurance and conformance to specifications. Ecolife is also "Green Approved Product" by the NAHB Research Center and is eligible to contribute points toward certification of a building under the National Green Building Standard™."

**Time To Change Your Line & Reel In More Satisfied Customers**

Viance launches the Ecolife Fish-More Deck Challenge for 2012. This promotion will award a Team Grand Prize to a Builder and Homeowner of the winning deck selected in the Deck Challenge. The builder of the winning deck will receive a Tracker® Pro Team® 175 TF and the homeowner of the winning deck will receive \$2,500 cash. Ten monthly prizes will also be awarded each month to 10 professional remodelers / deck builders and ten DIY homeowner deck builders in the amount of \$500 each. If a homeowner builds the winning deck selected, they will win both Grand Prizes.  
To qualify, professional deck builders and Do-It-Yourself homeowners may compete in the Deck Challenge by building an "Ecolife Deck Project" and submitting photos and materials receipt for contest submission. Homeowners of decks registered by builders must co-register their entry into the Deck Challenge to be eligible for the Grand Prize.

The Fish-More Deck Challenge promotes the idea that builders and homeowners can "Take back their weekends" by building decks with Ecolife, with less cracking, checking, complaints and costly callbacks. The Deck Challenge began in February 2012, and the last day for entries will be December 31, 2012. The winning deck project will be selected by a team of independent professionals from the Building Products Industry. Homeowners and professional builders and remodelers are all eligible to compete. Participants must be a legal resident of the 50 United States or the District of Columbia and 21 years of age or older to enter and win. Must use Viance Ecolife (EL2) products in their deck. Visit [www.Ecolife.Fish-More.com](http://www.Ecolife.Fish-More.com) for more information about the performance benefits of Ecolife Stabilized Weather Resistant Wood and the entry details and Official Rules of the "Fish-More Deck Challenge".

Viance is a joint venture between The Dow Chemical Company and Rockwood Holdings, Inc. Key employees include President Chris Shadday; Chief Financial Officer Jonathan Moyes; Vice President of Sales Tom Fitzgerald; Director of Research Dr. Lehong Jin; Director of Development Dr. Kevin Archer; Director of Marketing Chris Kollwitz; and Director of Engineering and Technical Services Steve Furr. For more information visit [www.treated-wood.com](http://www.treated-wood.com) and/or [www.Ecolife.Fish-More.com](http://www.Ecolife.Fish-More.com)

When you build with Ecolife™ Stabilized Weather-Resistant Wood, you'll experience more satisfied customers and fewer callbacks. That means you can reel in more time to fish for more business or spend a day at the lake. And what better way to take back your weekends than winning a 2012 Tracker® Pro Team™ 175 TF boat, motor, and trailer? Just enter your Viance Ecolife (EL2) Decks into the "Fish-More Deck Challenge".

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- 1 Use Ecolife Stabilized Weather-Resistant Wood for your deck projects, and build great-looking decks!
- 2 Take quality photos of the finished deck project.
- 3 Enter the contest by filling out the online entry form and uploading the photos and the Ecolife (EL2) purchase receipt at [www.Ecolife.Fish-More.com](http://www.Ecolife.Fish-More.com).
- 4 Enter by the monthly deadline to compete for that month's prize. Enter by the 12/31/12 deadline to compete for the Grand Prize. The homeowner and builder of a deck may co-register as a team to compete for the Grand Prize!

Enter your Viance Ecolife (EL2) Deck into the "Fish More Deck Challenge" for a chance to win a fishing boat and other great prizes! Homeowners and builders are all eligible to compete. Entry Period runs 2/1/12 through 12/31/12. Must be a legal resident of the 50 United States or the District of Columbia and 21 years of age or older to enter and win. Must use Viance Ecolife (EL2) products in deck. Contest subject to Official Rules. Go to [www.Ecolife.Fish-More.com](http://www.Ecolife.Fish-More.com) for Official Rules and more information. Void where prohibited.

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**NAWLA-PORTLAND -**

Continued from page 8

had ample production of logging from private land owners and the regional producers were the benefactors of that activity. When China went away last fall, many of those timber companies immediately turned off the spigot so to speak and we lost access to that incremental volume. Simultaneously, I think most manufacturers expected a slow winter of activity and took log inventories to an extremely low level. We had better than expected market activity and moving into the first quarter, the market got even better. Meanwhile, the weather has really impacted everyone's ability to get at logs. We are close to recovering and I think as we get into late April most producers were back in good shape." Killgore said in regard to opportunity in China for plywood, he doesn't see much opportunity. "More likely it's Japan," he said. "Roseburg's only significant volume in exports is chips. Down the road, we will probably move EWP into Australia, and possibly Doug Fir veneer and plywood into Japan. I would comment that even though we do not go export with products we are benefactors in the global market because it is consumption from someone. This is, and will continue to be, a supply driven market so any incremental take away is good for the U.S. producers."

Also noted during the panel discussion was the fact that higher lumber prices recently resulted in some mills bidding on timber sales at higher prices than what some felt they were worth. Some companies also purchased larger diameter logs than normal due to weather problems. These larger logs were available when smaller ones were not.

Sources reported that the log market in the Pacific Northwest through much of last year was driven by offshore demand. So far in 2012, this has not proven to be the case.

Oergel of The Campbell Group LLC said his company's harvest is based on inventory. Campbell manages over 3 million acres in 14 different states, and he said, "We try to anticipate whatever market may be bet-

ter at one point in time during the year over another. One example might be the hardwood market, which may be better in



Mike Phillips, Hampton Lumber Sales, Portland, Ore.; and Paul Owen, Vanport International Inc., Boring, Ore.



Rob Freres, Freres Lumber Co., Lyons and Mill City, Ore.; Justin Chappell, Pennsylvania Lumbermens Mutual Insurance Co., Bend, Ore.; and Jeff Morris, Freres Lumber Co., Portland, Ore.

January or February and so we plan accordingly."

Oergel said Campbell Group sells logs to exporters and domestic customers basically the same way – through a broker if dealing with an exporter.

Paul Owen of Vanport International said that current customer preference in the export market in the Northwest right now is determined by country. He said, for example, Japan seeks out high quality, not just kiln-dried wood.

Owen encouraged companies interested in entering the export market to examine their own commitment level. He said Japan is looking for long-term commitments and the Chinese are looking at price.

These corporate executives discussed new developments in the export industry

for the wholesaler and manufacturer alike. Group discussion addressed the export industry from the timber, manufacturing and marketing perspectives.

Later in the evening, Mike Phillips, president of Hampton Lumber Sales, and Gary Vitale, president of NAWLA, provided attendees an update about the organization, followed by the introduction of Jay Hart, who was the keynote entertainer.

Comedian Don Friesen provided closing entertainment for the meeting.

NAWLA is located in Rolling Meadows, Ill., and can be contacted at [info@nawla.org](mailto:info@nawla.org), or visit online at [www.nawla.org](http://www.nawla.org).

**LAT -**

Continued from page 11

tion's 126th convention.

The three-day event was packed with meetings, seminars, a gala, a silent auction and ample time to network with industry peers.

F. Barry Lawrence, PhD., industrial distribution program, was guest speaker at a seminar entitled "Return On Investment-Optimize Your Company's Profitability." This focused on which best practices have doubled and tripled profitability for many distributors. Lawrence's address noted that most best practice implementations fail due to the lack of a link to the firm's financial statements. This session examined the most significant best practices and demonstrated the process of linking best practice implementation to financial statements.

In addition to an LAT annual membership and board of directors meeting, a LumPac Silent Auction was held, followed by the president's gala.

Exhibitors displayed their products on the final day of the event.

Before the LAT Convention began, the LumPac golf tournament was played, which was open to LAT member companies.

For more information about this organiza-

The Softwood Forest Products Buyer

tion, visit online at [www.lat.org](http://www.lat.org), or phone 512-472-1194.

**WASHINGTON SCENE -**

Continued from page 2

jobs and 65 full-time operation's jobs, plus an additional 242 indirect jobs for construction and full-time operations. "This project and others like it will help to establish a domestic advanced biofuels industry that will create jobs here at home and open new markets in the Pacific Northeast and across America," USDA Secretary Tom Villaseck said in a statement.

**MIDWEST TRENDS -**

Continued from page 20

tle right now. I think the next six months are going to be at the same pace. We look for continued improvement for the remainder of the year.

**WESTERN TRENDS -**

Continued from page 24

portionately so—we're paying a lot more for freight then 50 cents more a gallon for diesel would represent. But that's always the case. The trucking market is supply-demand oriented. There are just a lot more loads out there right now chasing too few trucks."

When asked about the next six months the contact indicated he is expecting a strong finish to 2012. "We expect some growth this year. Our business is up

Continued on page 32

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**WESTERN TRENDS -**

Continued from page 28

about 20 percent from 2011 so far and 2011 was up from 2010. We are definitely seeing an increase in our business."

In Idaho a Softwood supplier noted supplies of Western Spruce-Pine-Fir are tight. "Most of the economy grades are being exported from Canada to Asia, which leaves little room for the U.S. markets," he explained. "Another area to consider is the fact that many of us started the year out with low inventories and now that demand has increased, supply is behind. To put it in perspective, most of the agricultural industry is gearing up right now also and that will consume a lot of what's currently available. Anytime there is a shortage, pricing will increase. Mostly buyers will just move up to the higher grade until the prices go back down."

At the halfway mark of 2012, the contact indicated he expects to finish the year slightly better than 2011. "We had marginal gains over 2010 in 2011. We don't expect to see more than that this year. However, we're thankful to be in the black. Many of our competitors are long gone now and we're glad we're not in that situation. We've seen some major operations go down overnight due to poor planning and investing. In the long-term that business did come our way but at the expense of losing businesses that had been around for generations."

**ONTARIO/QUEBEC TRENDS -**

Continued from page 23

24-inch and 6-inch widths. He has also worked with hardwoods, offering wide plank hardwood flooring when others would not. By diversifying, he said, he was

able to keep himself consistently busy.

"Producing planking that is 12-inch wide is a rare thing," he said. "There's a reason that no one's doing it. I just know the tricks."

At the same time, he said he wished more people took the time to become better informed about the industry. He lamented the lack of product knowledge, which he said was widespread.

"There are a total of nine steps in processing lumber, from cut to retail," he said, adding that most people in the supply chain are only familiar with their particular step and the one immediately before or after it.

He said he was faced with a dilemma: either grow his business to the next level, or step away from the industry entirely. He decided that he did not want to bother with the challenges associated with expansion.

"I am getting ready to retire. I have been working hard, but I know I could flip houses and make much more," he said, adding that the larger economic picture has made the industry as a whole less appealing and more cutthroat. "Everyone is undercutting themselves. Quality diminishes."

He noted that many consumers are unaware of the different levels of lumber quality and are therefore not equipped to assess the relative value of one piece of wood against another.

He noted that he could sell Pine at two dollars a foot and Home Depot might sell it at \$1.40. The fact that they may be two completely different grades of lumber, he argued, may be lost on the consumer.

"It's the difference between buying a Cadillac or a Hyundai," he said. "You can save money, but you know damn well that it's made as cheap as it can be. No matter what price you give, someone can undercut you because people don't know."

The other aspect that he said was troublesome was the same element that helped build his success: the niche nature of his market. He said his unique approach appealed to people who were seeking out specialty lumber for hobby work. The upside of this is that he could charge a premium price for his product; the downside was that individuals would visit him 24 hours a day, creating a negative impact on his home life.

Larger companies are feeling different,

though no less serious, pressures. The lumber trader at one Ontario-based wholesale operation said that business has leveled off in the past few months after a brisk December and January.

"We had a busy winter, but it is slow right now," he said. "Lumber prices are about the same. They really haven't gone up a whole lot; nothing changes in this business any more."

Still, he said he takes the recent downturn with a grain of salt, preferring instead to look at things from a larger perspective.

"Right now, the economy is in a little bit of trouble," he said. "You have your ups and downs, don't get me wrong. We had a little spurt, and it just happens to be down right now. We have to get the U.S. market back to where it was because [housing starts] is the thing that really moves it."

As far as the future is concerned, he said he does not predict a quick turnaround.

"I don't think it's going to be much of a change. To tell you the honest truth I think it's going to be like this for the next couple of years," he said.

The president of one Quebec mill said he is not sure his company can survive many more years if this is the new status quo.

"It is very slow still," he said. "We are still losing money, like the last six or seven years. I don't know if we don't have change pretty soon, we won't be there for when the market comes back; six, seven years is very long."

He said the only hopeful signs he sees right now are in overseas markets. The concept of diversification is appealing, he said, if only there was a way to fund it.

"We need a lot of money to do that and the bank has not been there for us," he said.

**NAWLA VANCOUVER -**

Continued from page 1

Lackluster." He cautioned house prices in the U.S. will likely decline further, but there are reasons to be optimistic. One reason, said Jannke, is that new home inventory is now in line with the historical average, and

**The Softwood Forest Products Buyer**

the home-price-to-rent ratio is below the pre-bubble trend.

Jannke noted there is reason for concern in the second half of this year. This pertains to the so-called "shadow inventory" of foreclosed homes and rising gas prices that are draining consumer spending.

He added that while FEA forecasts lower lumber prices in the short term, in 2013 850,000 U.S. housing starts are anticipated which will impact those prices.

David Newstead of Euler Hermes Group, a credit insurance group, followed Jannke. He discussed circumstances surrounding credit insurance in the "BRIC Countries" (Brazil, Russia, India and China). His presentation, entitled "Corruption Perception Map", touched on the complexities of credit in the world's emerging markets.

Newstead defined ways to become a player in these world markets. They are:

1. **Become a known quantity**
2. **Know local rules and regulations**
3. **Build relationships**

He added that the function of traditional credit insurance has evolved to include sales growth expansion, loss avoidance and letter of credit replacement. He noted that the global market business is transforming from letter of credits to "open terms."

Mike Phillips, president of Hampton Affiliates, was the final speaker at the meeting. Phillips began by mentioning the Burns Lake tragedy, about which the investigation is ongoing, he said. Later, he addressed the strategy shifts Hampton is undergoing in response to five market changers: collapse of the U.S. housing market, shift in timber ownership/rise of TIMO's and REIT organizations, the rapid industrialization of China, weak U.S. currency and spiking oil costs. He said Hampton's marketing priorities shifted to: repair and remodel markets, export markets, industrial markets, and residential markets.

In addition to the guest speakers, NAWLA attendees enjoyed cocktails and opportunity to network among their peers.

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## TRADE TALK

### Umqua Valley Lumber Association Announces Mill Week

**Riddle, Ore.**—Umqua Valley Lumber Association recently announced it would hold its annual "Mill Week" for the first time since 2009. The event will begin August 2 with tours of the following mills: C&D Lumber, Riddle, Ore.; D.R. Johnson/Riddle Laminators, Riddle, Ore.; Swanson Group, Glendale, Ore.; Roseburg Forest Products, Dillard, Ore.; and Douglas County Forest Products, Roseburg, Ore.

A banquet will be held that night at Canyonville, Ore., at the Heritage House and the Shotgun Golf Tournament the following day in Myrtle Creek, Ore.

For more information contact Alice Brigs at [aliceb@drjlumber.com](mailto:aliceb@drjlumber.com) or Lindsay Eggleston at [atindsay@cdlumber.com](mailto:atindsay@cdlumber.com).

### Mid-State Lumber Expands Sales Reach

**Branchburg, N.J.**—Mid-State Lumber Corporation, headquartered here, completed its 18-month launch into the New England market. The lumber and building materials distributor will now serve dealers in Connecticut, Rhode Island, Massachusetts and New Hampshire.

The sales team for New England, led by Sales Manager Mike Kelly includes John Fijalkowski, Connecticut territory manager; Dennis Brooks, Massachusetts South Shore territory manager and Otto Kinzel, New England field marketing.

Mid-State also recently secured the rights to distribute Tamko's Evergrain decking and Tam-Rail railing in New England. Other products available to the New England region through Mid-State include: Interfor Western Red Cedar, Pacific Western Woods Cedar products, Royal Building Products PVC trim and mouldings, Fasten-Master products, Blue Star meranti, World Class ipe, James Hardie fiber cement, Windstorm wall sheathing and other branded lines.

"Mid-State Lumber will be the first family-owned independent distributor that currently offers the 'complete business package' for dealers from Delaware to southern New Hampshire. Typical delivery service is within 48 hours," co-owner Ken Bernstein said. "Mid-State Lumber offers experienced outside sales representation, active pull-thru support, weekly product demos, full marketing support, plus a product line in which the dealer can expand."

Mid-State Lumber Corp., distributor of quality lumber since 1976, is an independently owned corporation with operations throughout the Northeast dedicated to being recognized as one of the leading distributors of quality lumber in this region of the United States.

Encompassing nearly 400,000 square feet of covered storage on 34 acres, Mid-State Lumber maintains three regional distribution centers strategically located to better serve retail lumber dealers in the Northeast. Each location has a vast inventory of lumber, wood products, flooring and decking all available for immediate delivery. For more information visit [www.mid-statelumber.com](http://www.mid-statelumber.com).

### Cedar Creek Moves to Alabama

**Oklahoma City, Okla.**—Cedar Creek Wholesale Lumber, based here, has acquired the assets of Stringfellow Lumber Company's Engineered Wood Products (EWP) division.

With the acquisition, Cedar Creek will lease the facilities currently being used by Stringfellow EWP. Cedar Creek's new office will serve customers in Alabama and portions of Mississippi, Florida, and Georgia. Cedar Creek was founded in 1977 as a single-location lumber and building materials wholesaler in the heart of America.

Cedar Creek also opened a new distribution center in Smyrna, Tenn.

The company offers a wide variety and a large inventory of building materials. For more information visit [www.cedar-creek.com](http://www.cedar-creek.com).

### Brian Johnson Joins Enyeart Cedar Products

**Tigard, Ore.**—Enyeart Cedar Products, located here, announced Brian Johnson

has joined the sales staff.

Johnson is formerly of Clearwater Paper, headquartered in Washington.

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



Brian Johnson

The company offers green, air seasoned, kiln-dried, or to specification Cedar products from 12 x 12 rough sawn timbers to highly refined 1/2 x 6 CVG bevel siding. For more information visit [www.eneartcedar.com](http://www.eneartcedar.com).

### Ed Bouverat Retires From Boise Cascade

**Atlanta, Ga.**—Commercial Engineered Wood Products Manager for Boise Cascade, Ed Bouverat recently retired. A seasoned engineered wood industry veteran, Bouverat has over 40 years of experience in the forest products industry. Bouverat was originally hired in 1991 by Furman Lumber, which was acquired by Boise Cascade in 1999. Prior to joining Furman Lumber he spent 19 years working for companies in the engineered wood products arena.

Bouverat joined Furman to become the primary driver for all engineered wood products. He began to build a business in conjunction with Furman's 12 branches that would become a \$53 million business at the time of the acquisition.

After the Boise Cascade purchase of Furman Lumber, Bouverat continued to develop the engineered wood product departments in Boise's eastern branches.

He has been married to Sandy for 22 years and plans on spending a significant amount of time in the Pacific Northwest relaxing with family and friends. Bouverat enjoys boating and fishing on Lake Lanier. Industry friends may reach him by email at [ebouerat1111@gmail.com](mailto:ebouerat1111@gmail.com).

In other news Boise Cascade's Building Materials Distribution operation in Dallas, Texas, has closed its facility in North Dallas and moved the operations to an expanded Duncanville Road facility. The Duncanville Road expansion includes an additional six acres of concrete paving for outside storage, an additional 10-car rail spur, and a nearby 154,000 square-foot fully enclosed warehouse.

Al Cron, manager of the Dallas operation said, "The consolidation of the Dallas facilities will enhance our efficiency greatly. In addition, the increased space will allow for a greatly expanded product line to better serve our customers as well as providing enhanced safety for our associates."

### International Paper Acquires Temple-Inland Inc.

**Memphis, Tenn.**—International Paper Company, headquartered here, announced that it has completed its acquisition of Temple-Inland Inc. through the merger of its wholly-owned subsidiary Metal Acquisition Inc. with and into Temple-Inland. Temple-Inland is now a wholly owned subsidiary of International Paper. Under the terms of the transaction, each issued and outstanding share of Temple-Inland common stock has been converted into the right to receive \$32 in cash, without interest thereon, and less any applicable withholding taxes. Including the assumption of approximately \$700 million in Temple-Inland net debt, the total transaction value is approximately \$4.5 billion.

As a result of the acquisition, Temple-Inland's common stock has ceased trading on the New York Stock Exchange. International Paper Chairman and CEO John Faraci said, "We are very pleased to have completed this compelling transaction. The combination of International Paper and Temple-Inland strengthens our North American packaging business and enhances our ability to generate cash flow while maintaining our strong balance sheet. We look forward to working with the employees of Temple-Inland as we successfully integrate our businesses and create an even stronger company with substantial benefits for our customers, employees and shareholders."

Continued on page 34

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## TRADE TALK

Continued from page 33

International Paper is a global paper and packaging company with manufacturing operations in North America, Europe, Latin America, Russia, Asia and North Africa. Its businesses include uncoated papers and industrial and consumer packaging, complemented by xpedx, the company's North American distribution company.

Temple-Inland Inc. is a manufacturing company focused on corrugated packaging and building products. The fully integrated corrugated packaging operation consists of seven mills and 59 converting facilities. The building products operation manufactures a diverse line of building products for new home construction, commercial and repair and remodeling markets.

### Lynda Anthony Retires From Anthony Forest

**El Dorado, Ark.**—Anthony Forest Products, based here, recently announced Vice President of Human Resources, Safety and Environment, Lynda Anthony has retired after 28 years with the company.



Anthony Forest Products Co. was founded in 1916. Currently the company owns approximately 92,132 acres of timberland in Arkansas, Louisiana and Texas and manufactures over 150 million board feet of kiln-dried, grade marked, premium Southern Pine Lumber specializing in 2 x 10 and 2 x 12.

Southern Pine Lumber producing mills are located in Urbana, Ark., and Atlanta, Texas. The firm also operates wood chip mills in Plain Dealing, La., and Troup, Texas with engineered wood laminating plants in El Dorado, Ark., and Washington, Ga.

### Hood Industries Expands Operations

**Hattiesburg, Miss.**—Hood Industries, located here, recently leased a 74,240 square-foot facility located in Ayer, Mass. The plant will house the company's expansion of its custom milling operations.

Situated on nine-acres the site includes double rail spurs.

Hood Industries was founded in 1983 with the acquisition of a plywood-manufacturing mill in Beaumont, Miss. The company continued to grow in the late 1980s with the acquisition of two lumber manufacturing plants in Waynesboro, Miss., and Coushatta, La., and a plywood mill in Wiggins, Miss.

In 1995, they purchased the McEwen Lumber Company from International Paper. A century-old distributor of specialty wood products, McEwen had 12 centers along compass points that stretched from High Point, N.C., to Delray Beach, Fla., and west to Memphis, Tenn. They later added two more centers from an acquired company in Arizona.

In 1998, Hood Industries had the opportunity to acquire another specialty distributor, this time in the New England area. The McQuesten Company provided quality wood products for builders as far north as Maine and as far south as New York. After some consolidation, McQuesten now serves New England with four profitable operation centers. For more information visit [www.hoodindustries.com](http://www.hoodindustries.com).

### Jeld-Wen Opening New Facility

**Klamath Falls, Ore.**—Jeld-Wen, based here, is scheduled to open its delayed door-facings facility in Winn Parish, La.

Originally announced in 2006, the manufacturer began construction but stopped the project before it could be completed. Having already invested part of the \$120 million project, a company representative said Jeld-Wen felt now was the time to complete the plant.

The new facility will create approximately 75 new jobs manufacturing wood fiber door skins.

Jeld-Wen was founded by Richard "Dick"

The Softwood Forest Products Buyer

Wendt. For more information visit [www.jeld-wen.com](http://www.jeld-wen.com).

### Steven Ward Forms Export Trading Group

**Wilsonville, Ore.**—Former Talon/AFA-USA partner Steven Ward has formed an export-trading group, Far East Trading, based here.

"We take great pride in presenting our wide variety of products for the world market, representing the best sawmills in the world," the company's new blog stated.

Offering selective North American Softwoods for construction, formwork, bridge timbers, outdoor treated applications and raw material for manufacturing and international construction projects, the firm also offers mixed hardwood lumber and logs from North America and Europe.

"The newly named and now exclusive "Far East" crane mats are among the best in the industry for quality and durability worldwide for use in oil and gas pipeline construction, road and bridge construction business, temporary roads, crane platform use, and remote military base camp installation," Ward noted in his blog. For more information visit [www.fareastrading.com](http://www.fareastrading.com).

### WWPA Elects Bob Lewis

**Portland, Ore.**—Western Wood Products Association (WWPA), recently elected Bob Lewis of Columbia Vista Corp., Vancouver, Wash., to serve a two-year term as chairman of the association.

Western Wood Products Association is a trade association representing Softwood Lumber manufacturers in the 12 Western states, from the Canadian border south to Mexico and from the West Coast to the Black Hills of South Dakota. The Association also provides services in Alaska.

For more information visit [www2.wwpa.org](http://www2.wwpa.org).



Bob Lewis

### Perennial Wood Teams With Appalachian State University

**Kingsport, Tenn.**—Furniture design students at Appalachian State University received first-hand experience working with a new innovative product, Perennial Wood™. Sponsored by Eastman, the Perennial Wood Appalachian State Design Studio 2012 provided students with chances to display their furniture in several high profile venues.

More than 20 students participated in the design studio, where students received an overview of Perennial Wood, the design studio, and were given opportunities to interact with the wood and ask questions of product experts.

"We are excited to be working with Appalachian State University on this important design studio," said Brant Mitchell, market development manager for Perennial Wood. "Guided by insightful professors, the students are on the forefront of furniture design, and using the latest materials like Perennial Wood helps better prepare them for their future careers. These gifted students represent the future of furniture design."

In addition to receiving Perennial Wood and other materials, students have access to technical support and product experts to answer questions and provide guidance throughout the process.

Perennial Wood is made and manufactured by Eastman Chemical Company, a Fortune 500 company with more than 80 years of history in acetylating wood pulp. A global company headquartered in Kingsport, Tenn., Eastman had 2011 sales of \$7.2 billion. Eastman is actively engaged with Responsible Care® and is committed to continuously improving its sustainability performance through innovative, environmentally and socially responsible solutions. For more information on Perennial Wood, visit [www.PerennialWood.com](http://www.PerennialWood.com) or call 800-530-7495.

**WEST COAST TRENDS -**

Continued from page 20

and we are feeling fairly optimistic about the rest of the year. We are planning to attend the NAWLA Traders Market in November and we already have our booth ready to go," he said.

**Curtis Walker and Kirk Nagy, two partners in the Waldun Group, Maple Ridge, B.C.,** said their sales of Cedar roof shingles and siding are going well and keeping their production lines busy, though lack of logs and high prices of Cedar logs, has kept their lumber production on the sideline. "We are the largest producers of our products in B.C., and we try to separate ourselves from other suppliers by focusing on giving the customer the quality that is expected - every time," they said. "This may mean that our product is not always the least expensive, but the buyer can always be confident they are getting quality when they order from us. That's something we try to make very clear in all our sales efforts."

Nearby, also in **Maple Ridge, Archie Rafter of Andersen Pacific,** said, currently his firm's sawmill is at a temporary standstill due to a lack of logs. "We get many of our logs from Vancouver Island and even from Alaska and when the weather is bad and seas are choppy, it can delay log delivery substantially. Normally it takes about two weeks for logs to arrive at our mill site on the Fraser River after leaving Vancouver Island, but weather is a definite factor which sometimes throws us a curve." His company has recently bought substantial adjacent acreage to their mill site for additional log storage and possible future expansion.

**OBITUARIES**

**John O. Weaver**

John O. Weaver, 85, of Medford, Ore., recently passed away at home. Weaver was born November 1, 1926, in Oak Park, Ill., the son of John O. and Mary M. Weaver. He graduated from Shawnee Mission High School in Merriam, Kan. He attended college at the University of Kansas and enrolled in the United States Naval Reserve V-5 Program. Upon completion, he was commissioned an ensign in the USNR and was assigned to the Naval Transport Service during World War II. Upon his honorable discharge from the service, he returned to the University of Kansas and graduated from the School of Business in 1948.

Weaver worked for Continental Air Lines operations flight control in Denver, Colo., for three years, before starting his lifetime career in the lumber industry. During the time span from 1951 until the present, he was active in all phases of the industry, including sales, production, distribution and management. He traveled extensively and made many friends in the lumber industry over the years.

He married Lois Monson in 1975. The couple moved to Medford, Ore., to be near their sons and together started Weaver Forest Products in Medford. They later built a lumber re-manufacturing plant and distribution yard in White City, Ore., that is still in operation. He remained active in the business as CEO.

Weaver was a member of Sacred Heart Church, Rogue Valley Country Club, KU Alumni Association, Hoo Hoo International, and a longtime member of the YMCA early morning group. He served on the Medford board of directors of the U.S. Bank. He loved the game of golf and keeping in touch with old friends.

He is survived by his wife, Lois; son, Dale (Cindy), and their children, Elise and Scott; and son, David (Kimberly), and their children, Kelsey and Bailey; stepsons, Brad and Bruce (Cyndi) Monson. Weaver was preceded in death by his parents, and brother, Robert.

Services were held at Perl Funeral Home, 2100 Siskiyou Blvd., Medford, Ore., 97504. In lieu of flowers, contributions may be made to St. Vincent DePaul, P.O. Box 1663, Medford, Ore., 97501, or to a charity of one's choice.

**Joseph "The Papa" Cortese**

Joseph "The Papa" Cortese died recently. He was born to Italian immigrants, Vincenzo and Theresa, in the lumber mill town of Weed, Calif. His father worked for Long Bell Lumber Co.

The family relocated to Albany, Calif., in the San Francisco Bay area, where Cortese attended high school and played varsity football, as did his younger brother, Frank. Shortly after graduating from high school in 1944, Joe was inducted into the United States Army. He served in Italy and Africa with the 263rd Combat Engineer Battalion during World War II and rose to the rank of Staff Sergeant.

He separated from the service in 1946 and married his childhood sweetheart, Maria Isabella, on August 18th of that same year.

Cortese joined his father in working for Paramount Cabinets in Oakland, Calif. It was here that his work ethic caught the attention of K.E. "Mac" MacBeath, founder of MacBeath Hardwood, located in nearby Berkeley. Cortese was hired by MacBeath and later sent to San Francisco and became branch manager. In 1984 he was made president and then, later, chairman of the board, after the company's founder passed away.

Over the years, with two sons, and a grandson, employed at MacBeath Hardwood, and numerous others there who considered him a mentor, Joe became affectionately known as "The Papa."

He is survived by his loving and devoted wife of 65 years; three children; five grandchildren; and 19 great-grandchildren.

Services were held at Holy Angels St. Joseph Cemetery in San Pablo, California with a Military Honor Guard.

**John Harvey Graves, "Junior"**

John Harvey Graves, "Junior", 46, died recently. Born December 16, 1965, he was a member of St. Paul's Episcopal Church, Blue Coats and Portage Country Club. Graves was a graduate of Firestone High School and Northwood University, with a Bachelor of Science degree in Business Administration. He worked in the lumber business for 24 years and was Vice President of Empire Wholesale Lumber Co.

His passions were his family, friends, and his dog, Chase. Graves also loved to fish and was known as the go-to guy for the best tickets, the latest tech information, and the most creative ideas for gifts and surprises to delight his loved ones.

Preceded in death by his father, Harvey, he is survived by his mother, Patty; sisters, Dianne and Mary; nephew, Travis; uncle, James (Marian) Hartenstein; aunt, Delores (William) Oswald; and cousins, Keith, Margot, Pam, Bob, Patty, Nancy and Jim and their families.

Services were held at St. Paul's Episcopal Church, with Rev. Mark J. Pruitt officiating. In lieu of flowers, the family asks that memorials be made to the John Graves Fund for Assistance for Friends in Need, at St. Paul's Episcopal Church, 1361 W. Market St., Akron, Ohio, 44313.

**Irving Kearl "Ike" Barber**

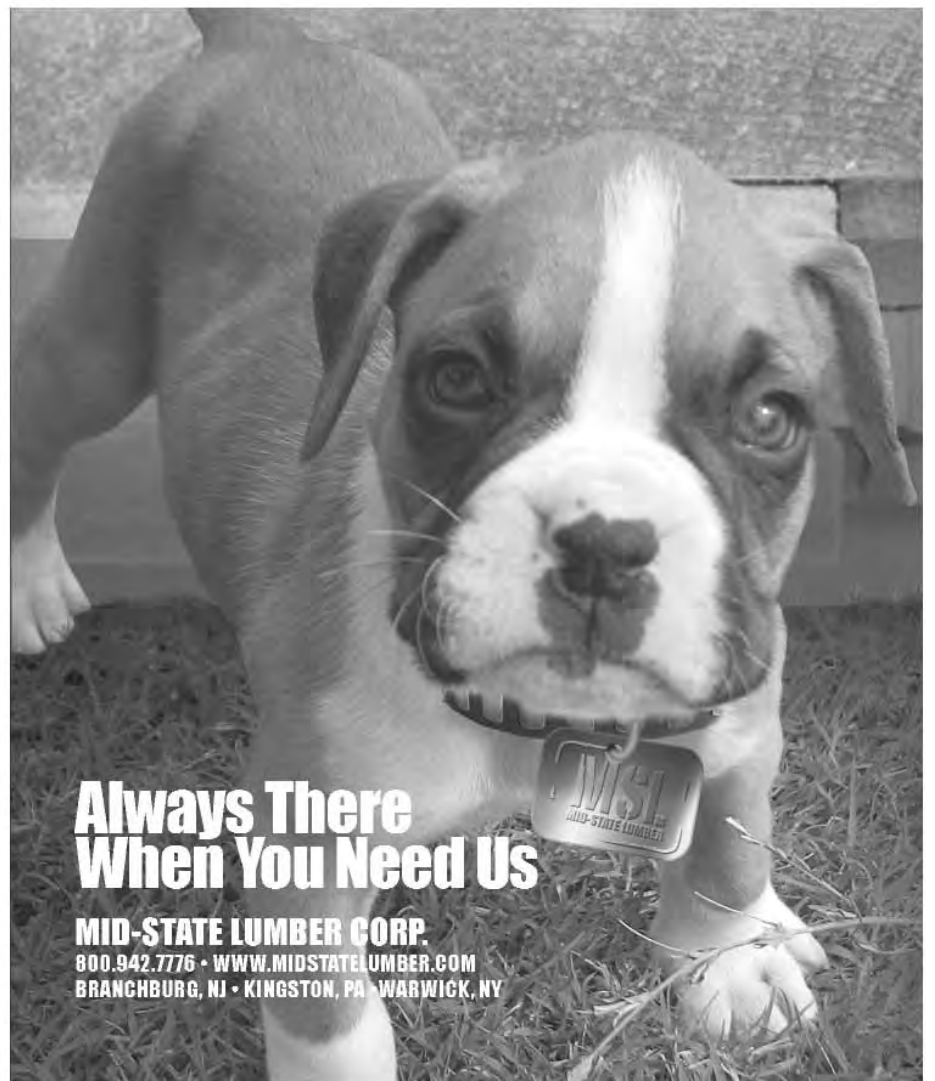
Irving Kearl "Ike" Barber recently passed away. Founder of Slocan Forest Products, Barber spent 18 years with MacMillan Bloedel, and later joined Triangle Pacific, which operated in the Slocan Valley.

As vice-president and CEO of Triangle Pacific, he and co-worker Ron Price purchased the Slocan sawmill in 1978 to form Slocan Forest Products. Later the company acquired sawmills and other facilities throughout British Columbia.

Barber retired as chairman of Slocan in 2002. During his retirement Barber was a philanthropist, endowing the University of British Columbia, where he graduated from the forestry program in 1950.

Survivors include: his wife Jean, daughter Linda (Brooke) Williams, sons James (Lynne) and Gregory (Linda), nine grandchildren, 17 great-grandchildren, and many friends, relatives and colleagues.

In lieu of flowers, donations may be made to the BC Cancer Society, #600 - 686 West Broadway, Vancouver, B.C., V5Z 9Z9, The Canadian Diabetes Association, #360 - 1385 West 8th Avenue, Vancouver, B.C., V6H 3V9, or Alzheimer's Association, #300 - 2425 Quebec Street, Vancouver, B.C., V5T 4L6.



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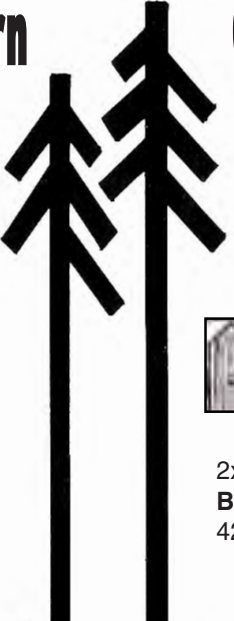
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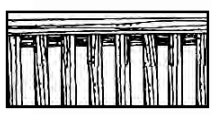
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## SOFTWOOD CALENDAR

**MAY**

**Kitchen Cabinet Manufacturers Association, Annual Convention**, Colonial Williamsburg, Williamsburg, Va. Contact: 703-264-1690 or online [www.kcma.org](http://www.kcma.org). May 20-23.

**JUNE**

**Forest Products Society, International Convention**, Omni Shoreham Hotel, Washington, D.C. Contact: 608-231-1361 or online [www.forestproduct.org](http://www.forestproduct.org). June 3-5.

**Maritime Lumber Bureau, Annual Meeting**, Delta Fredricton, Fredricton, N.B. Contact: 902-667-3889 or online [www.mlb.org](http://www.mlb.org). June 6-8.

**JULY**

**Southeastern Lumber Manufacturing Association, Mid-Year Convention and Trade Show**, Reynolds Plantation, Greensboro, Ga. Contact: 770-631-6701 or online [www.slma.org](http://www.slma.org). July 24-28.

**AUGUST**

**Umpqua Valley Lumber Association, Mill Tours, Banquet** convenes at The Heritage House, Canyonville, Ore. Contact: 541-874-2241. Aug. 2-3

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Sales – Jess Fulcher – j.fulcher@sitco.com  
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Jon Pappas – j.pappas@sitco.com  
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**Thompson Forest Products International (Page 2)**

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FAX (336) 373-1119  
Web Page – www.thompsonforestproducts.com  
E-Mail – billy@thompsonforestproducts.com  
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**Walnut Creek Planing Ltd. (Page 33)**

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**Yoder Lumber Company, Inc. (Page 202)**

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