

## West Coast Business Trends



By **Wayne Miller**  
Executive Editor

In mid-February the common theme echoed by suppliers on both sides of the U.S. – Canadian border was tight log and lumber supply and rising prices on logs and almost all products coming out of the log. Prior to December, sawmills were reluctant to build log or product inventories in a very uncertain market. However, many mills reported that beginning in mid-November and early December demand began to increase at a fairly steady pace. Most suppliers are seeing a much busier January and February than they have seen in the last several years.

“We’ve seen a steady increase in demand for most products since December due to several factors,” one wholesaler said. “Many buyers at the wholesale and distributor levels were buying hand-to-mouth till December so the pipelines remained basically empty until the end of the year. Now wholesalers and distributors are getting aggressive about getting wood back on the ground for their retail customers and it’s putting a strain on many mill suppliers. Also, the Chinese have come back into the market very strongly since the beginning of the year buying both logs and lumber on both sides of the border, and that is sending log prices soaring.”

A sawmill sales manager said, “Log prices in Oregon have jumped \$200 in a very short period and transportation costs have increased correspondingly. Still, on some products we have not reached a point where the mill is making a real profit due to ever increasing log, fuel and manufacturing costs.”

**Pat Murphy, of Pacific Western Lumber, Lake Oswego, Ore.** said, “All the distributors are buying wood and they are enjoying brisk sales. A lot of the buying has been due to rumors and the fact of mill production being interrupted by lack of logs and fears that the buyer might not be able to get the product at a later date due to log shortages. We know there are some mills that took longer than usual breaks in December due to high log prices and log shortages. We also know that some mills have lost production time here and there since the beginning of the year because they can’t get a steady log supply. Fewer loggers working in the field is an additional issue complicating supply. Many have gone out of the business to find more secure careers.”

**Jim Walsh, sales manager for Rosboro, Springfield, Ore.,** said, “Our engineered wood, studs and panel products are all seeing strong demand. We’ve seen fairly strong demand since the beginning of December when the market rallied and prices went up. We have seen mill closures since then (due to log shortages) and this further strengthened the rally. Prices picked up through January and remained strong into February. It looks like the market will be busier all year in lieu of increased building activity. The numbers last year were around

780,000 units and this year the prediction is for 950,000 to 990,000 in housing. The inventory of new homes is being eaten up and there is a need to replenish the stock.” Walsh said that rain and bad weather has held log supplies down at mill levels resulting in uncertain production levels. He said that all products are seeing price increases, and for the first time in the last five years “we’ve got legs under the rally and under the trend.”

Walsh and other suppliers reporting agreed that there is one big change in the last few years that has had a major impact on mill production. Since 2007, TIMOs and REITs have changed the face of forestry, resulting in consistently higher log prices. Timber ownership, with the exception of a few companies, has gone to investment groups. They are in it to make money and don’t sell logs unless the prices they offer are met. Competition for logs off private lands as well as state and federal lands has become more complex and more challenging as a result. Said one sales manager, “When you add the Chinese buyers to the picture and their habit of

Continued on page

## Midwest Business Trends



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

Sources in the Midwest reported better Softwood lumber market activity. A contact in Okla., said he thinks the improved business is based on fear of supply shortages. “I think there is a little bit of fear in the market based on availability of Softwood products in the remainder of the year. As for my customers and myself we are increasing our purchases. We’re stocking and buying more. The economic climate for North America is improving and we’re starting to feel it.”

Offering Douglas and Hemlock Fir and Southern Yellow Pine, he said Douglas Fir is moving the best. “Douglas Fir is tight in a lot of items. Southern Yellow Pine prices have

improved and Cedar is in tight supply.”

He said his inventory levels are higher and the prices he is paying are slightly up. “We run our own trucks so we’ve addressed the transportation issues we were having. Buying railcars and other methods of transportation is always an issue. Railroad rates go up every 30 days and insurance and fuel costs continue to rise. So there is continuing rising costs that puts pressures on the things that we do.”

Marketing to retail lumber dealers, a source in Missouri said his major markets are active. “There has been some casualties over the last five years to where there is not as many retail lumber dealers around anymore. The ones that are left standing have determination. And now I think we’re finally getting past the bad times and ready to enjoy the sunshine.”

“I think business is going to continue to be real good. We expect tight supplies, but overall I think we’re headed for some good business this year.”

In Iowa a Softwood lumber supplier said his company is getting ready to

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**WASHINGTON SCENE -**

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landowners in Oregon that were directly affected, with property in or adjacent to the fire perimeter. Private economic losses included livestock, (including injury, death of animals and loss of animal body weight), timber, fences and corrals.

**Vilsack Stays and Salazar Goes**

Secretary of Agriculture Tom Vilsack and Interior Secretary Ken Salazar let President Obama know their intentions for service to the President in his second term. Former Governor of Iowa from 1999 to 2007, Vilsack made a short run for presidency in 2007. He recently announced he would return as Secretary of Agriculture.

A Colorado native, Ken Salazar recently told the President that he plans to return home following eight years of work in Washington D.C., four years as Secretary of Interior and four years as a U.S. Senator from Colorado. Salazar also served as

Attorney General of Colorado prior to his election to the United States Senate.

Overseeing the Forest Service, Vilsack has been a supporter of getting more forested acres treated to avoid large catastrophic fires, and has encouraged the agency to accomplish more with flat or declining budgeted dollars by finding management efficiencies and streamlining processes. The Forest Service hopes to ramp harvest targets up from 2.4 billion board feet in 2010 to a projected 3.0 billion-harvest level by FY14.

Leaving the Department of Interior Salazar made minor progress addressing the paralysis affecting the management of the Bureau of Land Management forestlands in western Oregon. Salazar attempted to withdraw the Western Oregon Plan Revisions that took five years and millions of dollars to develop earlier in his tenure. The BLM has lacked any direction from Washington since then and has attempted to manage forests to prevent any and all controversy.

**Kitzhaber Urges Board of Forestry**

**To Take Aggressive Role**

Governor of Oregon John Kitzhaber recently urged the Board of Forestry to take a more aggressive role in managing Oregon's federal forests.

The governor feels strongly about the state having a role and has proposed putting \$4.5 million in lottery-backed bonds to help fund local and federal forest collaborative and on the ground projects. These dollars will be allocated to three elements: staffing, science and technical assistance and small grand programs for helping individual forests fund projects.

**APA -**

Continued from page 2

The Carbon Challenge Design Competition challenges architects to transform a vacant lot in Baltimore's Oliver neighborhood by designing a series of iconic row houses that consider the environmental footprint of the construction materials. A similar

The Softwood Forest Products Buyer competition was also launched in Providence, Rhode Island.

"The Carbon Challenge is part of the Forest Service's ongoing effort to help the City of Baltimore rebuild, restore, and revitalize its distressed neighborhoods using wood – an abundant, renewable resource," said USDA Under Secretary Sherman. "We're working with Baltimore and a number of local partners to showcase ways in which the city and its residents can use undervalued wood resources in building construction and in green infrastructure for stormwater management."

**Dave DeWitte Elected to APA Board of Trustees**

Dave DeWitte, president/CEO of Pacific Woodtech, has been elected by the APA Board of Trustees to fill the Board position previously held by Mike St. John of Pacific Woodtech. St. John died in November.

DeWitte holds an undergraduate degree from the Massachusetts Institute of Technology and an MBA from Harvard Graduate School of Business Administration. He began his wood product industry career with Trus Joist in 1978, advancing to president, Trus Joist Division of TJ International. He joined Pacific Woodtech in 2002 as vice president, general manager and was appointed to his current role as president/CEO in 2007. He also currently serves on the Washington State Building Code Council.

**Market Outlook: Remodeling Rebound**

With consumer spending expected to pick up only slowly as the economy grows, particularly in early 2013, residential repair and remodeling could also be slow to develop this year. Higher taxes are the primary reason with the uncertainty of the U.S. fiscal policy in the background. In the second half of 2013 and for years to come, the outlook is brighter. Repair and remodeling is expected to outpace other types of spending because increasing home prices have finally made it worthwhile to fix-up what has been neglected since the recession.

One indicator of remodeling activity is the Leading Indicator for Remodeling Activity (LIRA) developed by Harvard's Joint Center for Housing Studies. It forecasts rapidly increasing remodeling expenditures. By late 2013, expenditures are expected to reach the same levels as 2007 and this should stimulate increasing demand for wood products.

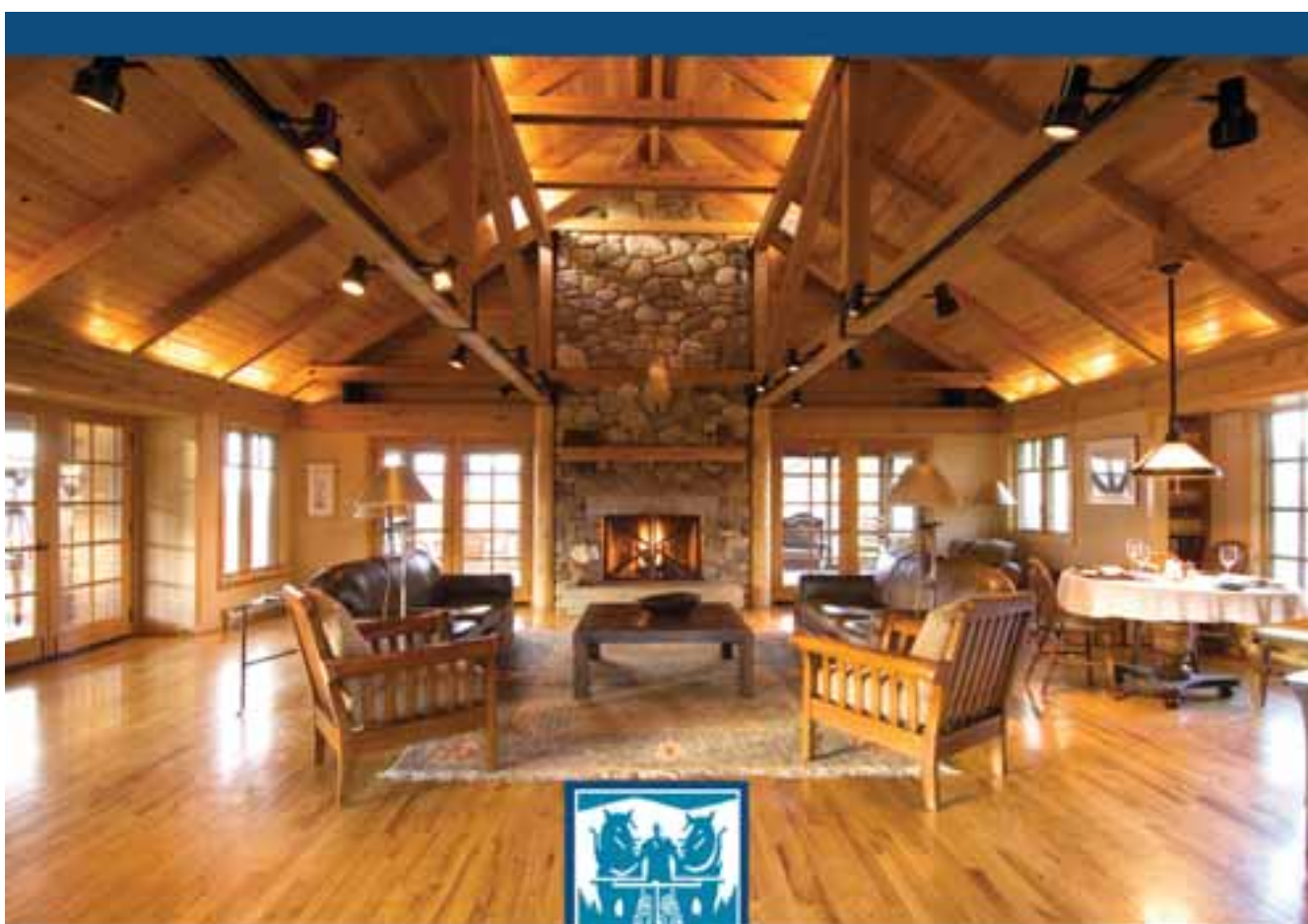
**OAKBRIDGE-**

Continued from page 4

rough sawn and unfinished timbers and the joints didn't fit very tight. Our plan is to grow in size slowly, but focus primarily on growing in quality and service."

A family owned and operated company, key employees include Johnny Miller's brother and co-owner, Aaron Miller, who is also the production manager. Neal Miller, also a brother, works in production. Their father, Andrew Miller, oversees quality control and production. Johnny's sons James and Andrew Miller are also in production.

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**OAKBRIDGE -**  
Continued from page 22

His daughter Leah Miller is secretary and the office manager is Joni Miller.

The Millers prefer to use Douglas Fir Softwood lumber and red and white oak hardwood lumber. "Douglas Fir is a strong wood; it's softer and lighter," Miller commented.

With timber frame homes now in 22 states, Johnny Miller is still in contact with many of his previous customers. "Our mission is—To build dream homes that reflect our values," he said, referring to the company's mission statement, which is complimented by the company motto, "Where quality is first, quality lasts."

OakBridge's satisfied customers have remarkable comments about their homes. "Thank you for the quality of product and spirit of cooperation that we enjoyed while working with you. The finished product is truly magnificent, as attested to by the many superlatives we receive from friends and neighbors," R.T. Thompson, on Catawba Island in Port Clinton, Ohio, said. Another customer, Mike and Denise Bellcock of Watertown, Wis., said, "We are so excited, this is a dream come true!" Laura Elo, who had a custom OakBridge timber frame home built in Chicago, Ill., said, "Thanks so much for our awesome frame. It is causing quite a stir around here. We have already had many comments on how beautiful and well constructed the frame is. You all do outstanding work. We would be happy to reference for you on your future

projects."

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**ROSEBERG -**  
Continued from page 6

viding quality wood products to the market place.

On the solid-wood side of the busi-

ness Roseburg's manufacturing facilities include a large world-class short-lumber sawmill, three Softwood plywood mills, a hardwood plywood mill, a Softwood veneer plant, and a state-of-the-art engineered wood products mill all located in the western United States. On the composite side of the business their manufacturing facilities include three particleboard mills and four laminating facilities located in the western and southern regions of the United States.

As an integrated manufacturer of wood products Roseburg has always had a major commitment to sustainability and what is currently referred to as the "green movement." Back in the 1960s Roseburg was one of the first companies in the wood products industry to produce particleboard from residual wood waste generated during the lumber and plywood manufacturing processes. Historically this residual waste had either been incinerated or dumped into landfills. Today, any residual by-products that cannot be converted into other down-stream end-use products, such as composite panels or paper, is used to fuel one of the company's co-generation facilities that provides energy for an adjacent plant or, in some cases, is sold to a local energy provider for use in their power grid.

This long-standing commitment to sustainability coupled with their wide range of manufacturing capabilities allows Roseburg to offer the broadest portfolio of "green" products available from a single North American wood products manufacturer.

The company also has a history of

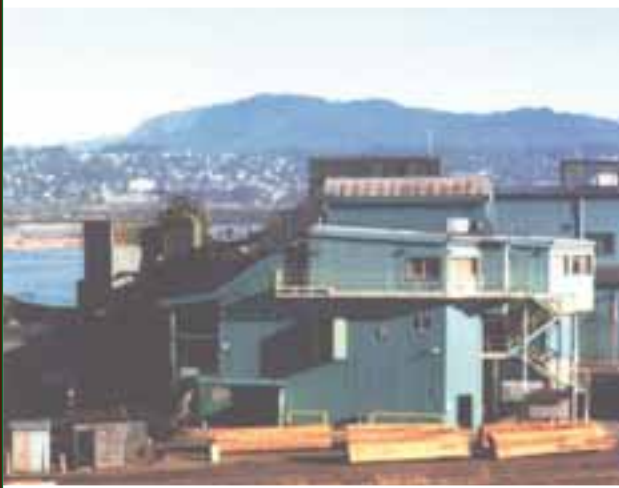
cooperatively working with government agencies and third-party certification organizations. They believe that cooperatively working with these outside entities further demonstrates their overall commitment to high standards and public awareness. From silviculture practices defined by the Oregon Department of Natural Resources or the Forest Stewardship Council (FSC), to product integrity specifications defined by the Engineered Wood Association (APA) or the Composite Panel Association (CPA), the company is always striving to pursue continuous improvement and meet or exceed industry standards.

The management team at Roseburg continues to acknowledge the evolving business needs of its customers and the way people obtain and share information. In keeping with this evolving business environment, the company has recently launched a newly designed website at [Roseburg.com](http://Roseburg.com). Mark McLean, the company's marketing director, explained, "We are excited to introduce our new website and believe that our customers, and other interested parties throughout the wood products supply chain, will find the new website to be packed with information about our company and the products we offer. We hope it will prove to be a valuable resource that our business associates can use to make informed decisions about our portfolio of products and the markets we serve."

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## South/Southeast Business Trends



**By Gary Miller  
Managing Editor**

According to sources the Southeast region is feeling an increase in market activity. In Alabama a contact said, "I feel like business is picking up. We had a mild winter and business is better than it was a year ago. We think the spring is going to be very good."

"Supply is always going to be a concern. We've already seen the market pushing upwards during the winter months and I feel like the market will continue to go up. As a result supply will be harder to come by."

Handling Southern Yellow Pine, Cedar, Spruce and Cypress, he explained that Cedar and Cypress are his two best moving items. "Availability is currently not an issue but if business picks up I think we'll find an issue with supply. What is happening is that we've had so many mills that closed or curtailed production and you can't just turn them back on. It's not like flipping the switch and they're back up operating again. The loggers are also having a problem. I don't know if there is enough logging crews out there to sustain a large volume of

business at the sawmill level."

In preparation of improved business he said his operation has increased inventory. "Because we anticipate items being harder to get we have increased our inventory levels. Our prices are up and I think they'll continue to rise. It's very seldom that you come through the winter months with the lumber prices rising. We've been through a very mild winter in south Alabama. The Southern Yellow Pine framing market has continued to rise; Spruce is continuing to rise; Cedar is going up in price and Cypress is firm. I just don't see the market going anywhere but up."

In Mississippi a contact commented, "Our markets are steady. The builders are active and they seem to have people they are quoting new homes to. I even had one builder that said his bank has loosened up and is letting him build a few spec houses."

The source said he expects a decent year. "I don't think it's going to be a spectacular year but it certainly has all the signs of being better in 2013 than what we've had in a long time."

A North Carolina supplier mentioned his business has picked up from two months earlier but is nowhere near 'normal' levels. "Activity has improved but it is nothing like it was in 2007," he said. "We're a 4/4 and 5/4 board Southern Yellow Pine sawmill operation and we're not in the dimension business. The dimension business has picked up substantially in the last 60 days. From our standpoint business has also picked up and we are seeing a larger demand."

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## Ontario/Quebec Business Trends



**By Michelle Keller  
Associate Editor**

Winter is usually a quiet time for the lumber industry in Canada, but with Softwood prices on the rise and demand remaining tight, some are saying that the future is looking bright indeed. In fact more than one lumber professional said that all signs indicate a strong 2013, and an equally robust 2014.

The sales manager at one Quebec-based wholesale operation said the early signs for 2013 are positive, due in part to growing requests from the United States.

"It's really better this year than it was a year ago," he said, attributing most of the growth to positive numbers in U.S. housing starts. "The U.S. market is up about 25 percent, maybe even 30 percent."

That jump in demand has brought with it challenges as well. This manager noted that supply is very tight and expensive right now, certainly more so than a year ago. He quickly added that he did not think that the increased demand would necessarily lead to a jump in mill production in the near term.

The Softwood Forest Products Buyer

"I don't think so. There just are not more logs available," he said. "The supply is very limited, and above that, we have the chips problem. Prices are going down on the chips and there is less demand because the pulp and paper industry is down. People are using less paper and there is less demand for newspaper and all papers, so the pulp and paper industry is more quiet, and this will not change in the coming years."

Without drastic improvements in the chip market, he argued, the mills that have shuttered or reduced their shifts will have a difficult time financially justifying any reopening. That said, he remains hopeful that the current trend of elevated demand will continue.


"That is what all the analysts are forecasting for 2013 and even the year after," he said.

Supply concerns are also on the mind of the owner/operator of a small value-added operation in Ontario. He said his business, which uses White Cedar and White Pine in the construction of saunas, decking, and paneling, has seen a feast-or-famine financial cycle in recent years.

"We're just getting into the New Year here, but last fall, we had a better-than-average season in terms of sales of saunas and our regular products. Now we're getting into the lull of after Christmas," he said. "The concern right now is that supplies are lean. When we started the business 30 years ago, I could count on half a dozen suppliers and now I'm lucky to find two or three."

Supplies are so tight, in fact, that he

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## Western Business Trends



**By Terry Miller  
Associate Editor**

The Western region accounted for a fairly strong Softwood lumber market. A Montana supplier said business activity in his area is about 15 percent better than six months earlier. "Available product is scarce. We're primarily running boards and a lot of the other board manufacturers are taking advantage of the dimension prices and they are running dimension. So there is very low availability of Pine boards."

Handling Ponderosa Pine, he said his log prices are slightly up. "I think raw material costs will continue to slowly climb as we move into the second half of the year," he explained. "Supply shortages will play a large role in the price pressures."

As for transportation issues he indicated trucking availability is tight and he also expects that area to get tighter. "I think as transactions increase we're going to need an increase in transportation availability and it doesn't seem to be there."

A Sustainable Forestry Initiative chain-of-custody certified supplier, he said his wholesale distribution customers are reporting increases in

business activity. "Our order files are twice as far out as they were during the same time period last year. I think we will probably see a steady increase in prices for the next four to six weeks. We'll probably have a dip and then things will flatten out."

An Arizona Softwood supplier indicated his markets have remained stable. "We've had a pretty good quarter and we're expecting an even better spring," he said. "What we do is very specialized, which puts us in a different category than most suppliers. Our business doesn't change much because our product is on the higher end."

He did mention, however, that other producers in his region have experienced spotty conditions. "Some of the people I talk to have mentioned their markets are up for three weeks and then they shoot back down for a couple of weeks."

A Western Spruce-Pine-Fir supplier in Idaho had similar comments. "Our prices are pretty firm and Hemlock Fir and Fir Larch have also been moving at a decent pace," he explained. "Our inventories are low because we are following demand. However, if activity continues to pick up I suspect we may be having supply issues by the summer months. If the industry continues to work on the just-in-time scale that we've been on for the last few years, we won't feel it as bad. But if business picks up and people start building larger inventories we may get into a rough patch."

Availability of trucks hasn't been an issue for his operation but the rising

Continued on page 33

## Northeast Business Trends



**By Sue Putnam  
Editorial Director**

Softwood suppliers in the Northeast experienced a heavy winter, which made logging conditions difficult.

However, many have inventoried in advance and are prepared.

A source in New Hampshire said the Softwood market is strong. "I think Republicans are now ready to spend some money. Everything seemed to be in a state of limbo but now that decisions have been made, people have to get back to business."

Handling most Softwood species, he indicated No. 1 Pine is his best selling item. "The thicker stocks are moving the best in most species," he explained. "Right now we're not having any availability issues. Our inventory levels are average and prices are consistent."

The contact, which markets to moulding and millwork manufacturers, said his order files are about the same as they were this time last year. "I think we're going to start seeing some lumber prices firm up. We'll be dealing with length issues as the year progresses."

In Connecticut a supplier noted heavy snow and lingering wet weath-

er is hindering logging. "We've had some intense weather this winter, which results in the loggers not being able to get into the woods," he said. "We are prepared because we built an inventory beforehand. I suspect supply will tighten up by the third quarter, which will make pricing difficult."

He also said transportation costs are causing price pressures. "The cost of fuel is rising again and it's not in small increments. When you see jumps at the pump exceeding a half dollar before spring even has kicked off, you know it's going to be difficult. Everybody has to absorb some portion of price increases. At the supplier level it's hard to pass down because your customers are relying on you for stable pricing."

Elsewhere in the Northeast a contact mentioned his operation saw a run in 4x4 Southern Yellow Pine due to the rebuilding efforts from Hurricane Sandy. "An increase in demand has been expected in this area after Sandy," he explained. "Supplies are going to be an issue as we move into the warmer season where rebuilding really takes off. Although we have experienced an increase in demand I don't attribute it entirely to the hurricane. U.S. housing starts are gaining, albeit at a slow pace. There is some general improvement in the economy that is spurring people who had projects on hold to bring them into reality."

"We're looking at a moderate year overall I believe," he commented on what remains in 2013. "Our numbers are increased over 2012 so far but this market could take a dip at any point

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MONTREAL Photos - Continued from page 18



Andre Beaulieu, J.D. Irving Ltd., St. John, N.B.; Wayne Miller, The Softwood Forest Products Buyer, Memphis, Tenn.; and Brian Hawrysh, BC Wood Specialties Group, Vancouver, B.C.



Florian Thambipillai, Kuehne + Nagel, Mississauga, Ont.; Mike Morgan, Midway Lumber Mills, Thessalon, Ont.; Rose Ann Loranger, Goodfellow Inc., Delson, Que.; and Karl Seger, Falcon Lumber Ltd., Toronto, Ont.



Dale Chaffee, Plateau Forest Products, Bend, Ore.; Rick Ekstein, Weston Forest Products, Mississauga, Ont.; Terry Ratkovsky, Goodfellow Inc., Toronto, Ont.; and Don Tardie, Maine Woods LLC, Portage Lake, Maine



Jim Irving, J.D. Irving Ltd., St. John, N.B.; Melissa Laflamme, Boscus Canada, Montreal, Que.; and Andre Beaulieu, J.D. Irving Ltd.



Michael Giroux, Canadian Wood Council, Ottawa, Ont.; and Marc Brinkmeyer, Idaho Forest Group, Coeur d'Alene, Idaho



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David Hutson, Universal Forest Products, Windsor, Colo.; Leo Colantunono, Beaver Lumber, St. Clair, Mich.; and Robert Jette, Weston Forest Products Inc., Toronto, Ont.



Mike Jones, Conifex Fiber Marketing, Vancouver, B.C.; and Kip Fotheringham, Hampton Lumber Sales, Vancouver, B.C.



Ray Stewart, Dakeryn Industries Ltd., North Vancouver, B.C.; Colin Ayers, Ram Forest Products Inc., Aurora, Ont.; and Peter Medichkov, Ramfor Lumber Inc., Aurora, Ont.



Dante Diorio, Diorio Forest Products Inc., Ashland, Va.; Rose Ann Loranger, Goodfellow Inc., Delson, Que.; Karl Seger, Falcon Lumber Ltd., Toronto, Ont.; Mike Morgan, Midway Lumber Mills Ltd., Thessalon, Ont.; and Terry Ratkovsky, Goodfellow Inc.



Bob Miller, M.C. Gutherie Lumber, Livonia, Mich.; and Mark Porter and T.R. Cauthorn, Hampton Lumber Sales, Portland, Ore.

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## softwood forest products' stock exchange

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**ROSEBERG -**  
Continued from page 23

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**WEST COAST TRENDS -**  
Continued from page 21

jumping in and out of the market, and competing for logs and lumber, it becomes even more challenging to ensure mill log supplies."

Walsh said he is seeing an increase in demand from California, Nevada, Arizona and Colorado, states that were particularly slow over the last four or five years.

**Bob Maurer in marketing for Swanson Group, Glendale, Ore.**, said, "The market started taking off the second week of November. Mills were going to take down time over the holidays anyway, but some took twice as much time as usual due to inadequate log inventories. After the holiday period, people started buying and prices started upward. Sales have been heavy to secondary buyers and wholesalers. Until recently there was an empty supply chain at distribution yard levels. January started off strong and demand has steadily grown stronger. Our order file has grown steadily and we are five weeks out currently. You get a mixed message when you talk to retailers. I don't think the pipeline is full down to and including retailers. It's very heavy to the big wholesale distribution level now, filling the pipeline." Maurer said that California building is showing signs of kicking in again. "I think we'll have a good second quarter this year based on demand so far and what our customers are saying about the next several months. There is a lot of optimism out there, but for now it is definitely a supply driven market."

Another Oregon mill sales manager said, "Cutting mills are not faring as well as dimension mills. Log costs don't allow enough margin. Timbers are up in price by \$40 to \$45 in the last month or two, but logs have jumped from \$550 plus freight up to \$750 plus freight. We feel that the Chinese jumping back into the market is driving prices up. No one has ever seen the price of logs go up this fast in the past. Log prices started to rise last November and haven't stopped. There are positives out there; the housing numbers are improving this year and there is more demand. Our sales volumes are okay, but prices for timbers are not yet where we can make a decent margin." Further south in **Andersen, Calif., Darren Duchi, sales manager for Siskiyou Forest Products**, said, "We have not had any supply problems up to now. I do see some strain on supply, but the mills are still able to perform, at least the ones we depend on for our Western Red Cedar and Redwood. At the moment most of our business is in the western half of the country. There's plenty of business in the Northeast for cut up plants like ours, but we'd rather concentrate our sales efforts out here for now. In the Northeast there is so much volume that it's almost a commodity market for what we do. We'd rather be a big fish in a small pond than compete with the higher volume cut up plants. "Our business is going strong. Yesterday we ran 60,000 linear feet of 2 x 6. That's two truckloads of dry lumber gone away in one

Continued on page 32

**MID-STATE -**  
Continued from page 7

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**BCWLA -**  
Continued from page 8

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**WEST COAST TRENDS -**

Continued from page 21

day. We aim to be ahead of the buying curve, so we have to replace that with four truckloads of green lumber coming into our yard. We have seen fairly steady demand through January and into February. We know buyers are concerned over having an ample supply and that may be helping us. I am sure there are shortages in some areas. We are running our plant a full week plus all day Saturday to keep orders going out on time. We don't plan to expand that to a second shift due to the uncertainty of Obamacare and the potential effects on our business. Everyone we talk with is hesitant to move ahead with projects or expansions due to the uncertainty of new health costs and potential new charges added to health care. We have reinvested and upgraded machinery to increase our efficiency without adding more personnel."

North of the border, **Al Fortune head of Mid-Valley Lumber, Aldergrove, B.C.**, said, "Right now demand is greater than supply on most Western Red Cedar items, which is all we do. There are shortages in some fencing items, such as 2 x 4s, 4 x 4s and 1 x 4s. Prices have come up due to log shortages. Log prices have seen real jumps in the last month or two. I don't see any hope of Cedar items

coming down in the foreseeable future due to shortages of logs. Logging season is still many weeks away and logs are very hard to come by. We see an improvement over last year, more sales and more profits. It will be a good year for our company."

**Carlos Furtado, sales manager for Sawarne Lumber, Vancouver, B.C.**, said, "Supply is very very tight on Cedar logs and lumber. There is little wood around, especially in 1 x 12 and clears. Demand is quite good. We saw an increase in demand starting in December and it has continued through January and February, but there is not much wood to offer. Even the bigger mills out here are selling into June already. Logs will remain tight until at least the third quarter. The only down side of all this is that some buyers will go to alternate products. I feel that right now the distribution yards are fairly full until it starts going out to retail. Everyone is upbeat and is expecting a good year. We are getting calls from buyers we have not heard from before."

**Gary Arthur, in sales for Haida Forest Products, Burnaby, B.C.**, said, "Our Cedar siding business and dimension lumber are enjoying brisk sales. It's consistently getting busier and some items are in short supply. There is a definite lack of Cedar logs. We buy four months in advance so we are in good shape on our own customer inventories. Everyone seems optimistic that this year will be better than last. Our sales are up over last year at this time."

**MIDWEST TRENDS -**

Continued from page 21

expand, an idea that has been shelved for a few years. "We intended to expand in 2007 but then the economy crashed," he explained. "It took a long time to get back to this point. But we are finally ready to start the expansion project."

He said the decision to move forward with the plans had less to do with improved market conditions and more to do with banking requirements. "We have been on the fence for the last couple of years. The lending institutions have also been tight. We've found that not only in our own projects but in our customers' projects as well."

The contact also indicated weather conditions have been fairly decent keeping many areas active in the Midwest. "So far we have had a good first quarter," he said. "We look for the rest of the year to continue to improve. But we don't think it's going to be at a fast pace."

**SOUTH/SOUTHEAST TRENDS -**

Continued from page 24

Lastly, this same Southern Yellow Pine lumberman said, "We've seen a pick up in housing and the economy is a bit better. There is a light at the end of the tunnel but we just don't know how bright it is yet."

**ONTARIO/QUEBEC TRENDS -**

Continued from page 24

has found himself buying a good portion of his lumber from mills in Michigan. He said he has also turned to other local mills, but that with the favorable exchange rate between the U.S. and Canada, he is comfortable bringing lumber in over the border.

Although demand is steady for his products, he added that he is revamping his approach in an effort to distinguish himself in the marketplace. He said the old techniques were just not yielding as many sales as in the past.

"We revamped our sales tactics," he said. "I was stuck in a rut, but now I've got people beating the bushes and updating my website. I'm lining up more tradeshows to get product out there. It's difficult to project what will come out of it, but in the last couple of months, we've taken a more active approach to the promotion of the product line."

Even those without a particular niche are looking for different ways to hold onto, and even grow, market share. A sales representative from a Quebec mill operation said that although her orders for Red Pine and Hemlock have started to climb, White Pine remains a tough sell.

"It's better [overall]; there's more demand than last year, and prices are going up, but the White Pine is still the same thing as last year, perhaps even worse, but everything else is picking up," she said.

Continued on page 33



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**ONTARIO/QUEBEC TRENDS -**

Continued from page 32

She noted that the volume of Softwood sales for species such as Spruce and Fir are improving. She attributed the improvement in Hemlock and Red Pine numbers to a spike in activity in the housing market, as well as the fact that there are fewer mills than a couple of years ago.

"Construction is going up and more mills are closed," she said, predicting that the remainder of the year will mean more of the same. "I think it is going to follow that trend."

She quickly added that White Pine, however, will remain a challenge.

"White Pine is going to dip down on the exchange rate, and we're getting some competition from the U.S. mills bringing lumber into Canada," she said. "If the exchange rate stays the same, I don't see any improvement on that side."

Perhaps no one is more bullish on the future of the Softwood industry than a consultant for one Ontario wholesale operation. He said he foresees steady growth in the Softwood lumber market for the next few years. He based his optimism on a variety of factors. For example, he said he believes the growth and resulting demand from China is sustainable. He said he is also hopeful that the U.S. housing market may be dusting off the cobwebs of the past several years and turning a corner. Finally, he pointed to factors within Canada itself.

"One of the catalysts is the fact that mills closed during the recession three or four years ago," he noted. "There is no new lumber coming on line; there is no new fiber coming on the market. That is because the pulp and paper market is depressed."

Although he said he believes there will still be some volatility in the market, he added that he thinks the general trajectory in terms of sales will be positive for the foreseeable future.

"There will be some price declines and discounts during the end of the month, as people start moving inventory, but I think we are at the beginning of a very strong recovery for the lumber industry," he said. "There is next to no low grade lumber available from the western mills; it is destined for the off-shore market. China is not going to reduce its demand for the next three or four years. I think anybody who does not think this is sustainable is crazy. The increase in the off-shore market in the last few years is two or three hundred percent. Mills have not accumulated inventory, the stewardship is better, and they are able to find markets for their low grades. There will be some hiccups, but if I look at a graph looking ahead six, seven months, I think it will be generally speaking a strong upward curve."

**WESTERN TRENDS -**

Continued from page 25

cost of fuel is gradually becoming an area of concern. "We fully expect fuel prices to continue to rise throughout the rest of the year. There may be some months where it goes up and down, but mostly we expect increases."

**NORTHEAST TRENDS -**

Continued from page 25

and we all know it. There are many people still holding back their purchases and inventories."

**TRADE TALK**

**Pleasant River Grows Again**

**Dover Foxcroft, Maine**—Pleasant River Lumber Co., headquartered here, recently acquired the New England Building Materials sawmill in Sanford, Maine.

Built by Albert Lavalley in 1944, the mill was sold by the Lavalley family in 1999 to private holding company called United Ventures LLC. By 2009 the company purchased holdings in Massachusetts and changed the name to New England Building Materials. Deering Lumber purchased the retail division in 2012 and operates stores in Springvale and in Sanford adjacent to the sawmill.

"The Sanford facility gives us a logistical advantage and allows us to very economically offer mixed loads of Eastern White Pine and SPF lumber," Pleasant River's Vice President Jason Brochu said. "We have expanded our Pine offerings and with our multiple locations and multiple species, we now offer even more benefits to the customers."

The Brochu family purchased Pleasant River Lumber in 2004. In 2012 the company purchased an Eastern White Pine mill in Hancock, Maine, which they named Pleasant River Pine.

The Dover Foxcroft facility has 100 million board foot capacity; the Hancock operation's capacity is 15 million board feet and the new location in Sanford will add another 20 million board foot capacity.

Pleasant River Pine and Pleasant River Lumber are members of North American Wholesale Lumber Association, Northeastern Lumber Manufacturers Association and is certified by the Forest Stewardship Council. For more information visit [www.pleasantriverlumber.com](http://www.pleasantriverlumber.com).

**The California Redwood Company Hires Ray Barbee**

**Eureka, Calif.**—The California Redwood Company (CRC) announced today that it has hired Ray Barbee as its new vice president of sales and marketing. Barbee, an industry sales and marketing professional with 35 years of experience, will oversee all of California Redwood Company's lumber sales and marketing efforts.

"When it comes to setting the vision and executing the kind of sales programs that will deliver results our business is looking for, a person with Ray's background is the perfect fit," said Douglas Reed, Senior Vice President of California Operations for



Ray Barbee

Continued on page 34



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## TRADE TALK

Continued from page 33

CRC's parent, Green Diamond Resource Company. "We're excited to begin working with Ray, and know our sales and marketing team will enjoy his insights and leadership."

Barbee's career started in 1978 in a sales position with Boise Cascade. He worked his way up the company over the next 19 years, leaving the company as Corporate Officer, Vice President, Sales and Marketing for white paper, market pulp, and paper distribution. He then moved on to Louisiana Pacific Corporation, where he reorganized the sales and marketing teams to be more efficient and cost-effective. At Roseburg Forest Products, he oversaw multiple five-year strategic plans to grow the company, led a successful rebranding effort, and launched a new product line aimed at the emerging green consumer market. Most recently, Barbee was Senior Vice President and general management for RISI's wood, timber, and bio-energy division. In that role he grew business revenue while also overseeing a strategy to streamline staff in response to the stagnating U.S. housing market.

Barbee received a Bachelor's in Political Science at University of North Carolina at Chapel Hill, and a Masters in Business Administration at University of South Carolina at Columbia.

The California Redwood Company, headquartered in Eureka, California, manufactures and distributes Redwood and Douglas Fir lumber products for use in outdoor living, and is a wholly-owned subsidiary of Green Diamond Resource Company. For more information on The California Redwood Company, visit us at [www.californiareadwoodco.com](http://www.californiareadwoodco.com).

Green Diamond Resource Company is a privately held, integrated forest products company with timberlands in Washington and California, and operates lumber manufacturing facilities in California through its subsidiary The California Redwood Company. For more information on Green Diamond, visit us at [www.greendiamond.com](http://www.greendiamond.com).

### Sherwood Lumber Grows With Prime Distribution

**Palmer, Mass.**—At the lowest point of the recession, Sherwood Lumber made an unconventional move: they purchased a massive distribution facility. By purchasing the 66-acre Palmer, Mass.—Prime Distribution facility, Sherwood took a calculated risk on the building market's ability to bounce back.

"It has been amazing to see how the footage keeps increasing at Prime," said Logistics Manager Brian Nunes. "It's a promising sign of the industry and economy as a whole bouncing back. We are expecting and preparing for a continual rise in demand next year."

Prime Distribution sits along an active rail line, boasts two yards and a 50,000-square-foot warehouse, which, when combined, have the inventory potential to service the entire Northeast market. Sherwood's

The Softwood Forest Products Buyer CEO, Andrew Goodman, placed the highest bid at the 2010 auction securing the property in preparation for an uncertain future. However, Sherwood stayed steady through the downturn—as they always have throughout their 58-year history—and has started to see returns over the last year. Procuring the Prime facility has enabled Sherwood to hold enough lumber to suit the real-time needs of their clients throughout the Northeast. It also gives them the dedicated space necessary to distribute the new Georgia-Pacific ELP line exclusively from their facility.

As the distribution center, staff and processes continue to grow and improve, so do their relationships: "We are constantly creating and strengthening relationships with local truckers," adds Nunes. "Every week we are signing new agreements with carriers."

In the past few months, Sherwood has put a new roof on the office building and executed an innovative and improved safety program. In 2013, they plan on making capital investments and recruiting new staff members in order to increase efficiency and extend hours to meet the demand. By taking strides to make sure they are prepared for their customers in the future, Sherwood Lumber is truly living up to their motto of "We'll Be There."

For more information about Sherwood Lumber's Prime facility, please contact Faye Postma at [faye@thejamesgroup.com](mailto:faye@thejamesgroup.com).

### Brignac Joins Westervelt Lumber As Sales Associate

**Tuscaloosa, Ala.**—Westervelt Lumber, a division of The Westervelt Company, recently announced Rick Brignac has joined the company as sales associate.



Rick Brignac

A native of Selma, Alabama, he graduated from Morgan Academy, and received his bachelor's degree from

The University of Alabama in Tuscaloosa, Alabama. Prior to joining The Westervelt Company, he served as Regional Sales Agent at The Music Garden in Montgomery, Alabama.

For more information visit [www.westerveltlumber.com](http://www.westerveltlumber.com).

### Chad Shaver Named Executive Vice President

**Cleveland, N.C.**—The Board of Directors of Shaver Wood Products Inc., located here, recently announced the appointment of Wilson 'Chad' Shaver as executive vice president.

Shaver began working at the mill prior to graduating high school and continued after graduating Haywood Technical Institute with a major in wood products. He has held positions of increasing responsibility in management. In making the announcement, Richard Shaver, chairman of the board, stated, "Chad

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## TRADE TALK

Continued from page 34

knows every phase of the business. He has shown tremendous maturity and demonstrated good judgment in all aspects of his work. In his new capacity, Chad will be running the



Chad Shaver

company. I am pleased that a family member has the management skills, integrity and judgment to take Shaver Wood Products to a new level."

Shaver Wood Products was founded in 1973 by Richard W. Shaver. From humble beginnings it has grown from a few employees to nearly 70 and developed a 45-acre mill site processing both Southern Yellow Pine and Appalachian hardwood products. The company buys standing timber as well as cut logs and processes the wood into a large variety of forest products including lumber, heavy timbers, chips and mulch. Besides the sawmill, chip mill, planer mill and dry kilns, the company recently opened a rail transloading facility and will soon open a building products store featuring many of its own products adjacent to the mill on U.S. Highway 70 between Cleveland and Statesville, N.C.

### Snavelly Adds Industry Veterans And Seasoned Lumbermen To Its Team

**Pittsburgh, Pa.**—Snavelly Forest Products, headquartered here recently announced the addition of Christine Zizzamia, customer service representative, Christopher Keller, customer service representative, and James Gregory "Greg" Fookes, product line specialist to their Baltimore, Md., division.

Zizzamia, new to the forest products industry, brings over 10 years of professional end-user assistance experience to Snavelly. This in addition to her wide range of computer and technical skills are a necessary asset to the growing lumber industry.

Keller, also new to the forest products industry, is a new resident to Baltimore and recent marketing graduate of Shippensburg University. Keller brings to Snavelly enthusiasm for marketing and dedication to product knowledge as shown through his prior professional and educational success.

Fookes is a seasoned professional with over 15 years of sales and product line specialization experience. He brings with him proven success in the building and industrial products industries. Fookes has developed many skills in the areas of marketing and sales, making him a multifaceted product line specialist.

"After years of contraction it feels great to see new additions to Snavelly. We're fortunate to have industry experience joining our team and very excited to be adding industry freshmen," said Clark Spitzer, vice president of marketing, Snavelly Forest Products. "With a history as storied as Snavelly's, the addition of new talent is

what will keep us on the cutting edge, adding to our rich story," he added.

Snavelly Forest Products is one of the nation's oldest specialty building products distribution companies, dating back to 1902. Sales and distribution facilities are located in Pittsburgh, Pa; Westminster, Md.; Dallas, Texas; Denver, Colo.; and in Liberty, N.C.

### Remington Named Swanson Vice President

**Glendale, Ore.**—Jeff Remington has been named vice president of operations for the Swanson Group, located here.

Swanson Group Inc. is a privately held forest products company. Since 1951 the Swanson family has been engaged in the manufacturing of Douglas Fir dimension lumber, plywood, veneer and studs. For more information visit [www.swansongroupinc.com](http://www.swansongroupinc.com).

### Klausner Timber To Build \$110 Million Sawmill In N.C.

**Germany**—Klausner Timber, headquartered here, announced plans to build a \$110 million sawmill in North Carolina.

Beverly Perdue, North Carolina's governor said the Klausner Lumber sawmill would create more than 350 jobs over the next three years.

Producing construction lumber for both domestic and international markets, a grant of U.S. \$750,000 toward the project has been made by the One North Carolina Fund. Additionally the state's economic investment committee has awarded a job development investment grant to Klausner, entitling the company to receive tax breaks from the creation of jobs in each of the 11 years in which it meets annual performance targets. The maximum benefits could add up to U.S. \$391 million.

### Interfor Acquires Rayonier Wood Products

**Vancouver, B.C.**—International Forest Products Ltd. (Interfor), based here, announced it has reached an agreement to acquire the assets of Rayonier Inc.'s Wood Products Business for \$80 million, inclusive of working capital.

Rayonier's Wood Products business, headquartered in Baxley, Ga., consists of three sawmills located in Baxley, Swainsboro and Eatonton, Ga., with a combined annual capacity of 360 million board feet of Southern Pine dimension lumber. As part of the transaction, Interfor has agreed to hire all of the business' current employees. "The acquisition of Rayonier's Wood Products Business is consistent with our strategy of adding capacity in attractive regional markets," said Duncan Davies, Interfor's President and CEO.

The acquisition will bring Interfor's annual capacity to more than 2 billion board feet and represents the company's first investment in the Southeast region of the U.S.

"We have been looking for an opportunity in the Southeast for some time and consider this an ideal time to proceed," said Davies.

"We have a long-standing relationship with Rayonier in the Pacific Northwest and share similar business philosophies and principles. We believe the operations and people involved will fit seamlessly into

Continued on page 36

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## TRADE TALK

Continued from page 35

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### 50,000-Square-Foot Office Named Greenest in the World

**Seattle, Wash.**—The Bullitt Center, located here, has recently been called the greenest, most energy efficient commercial office building in the



The Bullitt Center  
photo courtesy of John Staments

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The Softwood Forest Products Buyer ing methods and technologies to create a showpiece for green design. The goal of the Bullitt Center, built by the Bullitt Foundation, is to change how buildings are designed, built and operated to improve long-term environmental performance and promote broader implementation of energy efficiency, renewable energy and other green building technologies. "The most unique feature of the Bullitt Center is that it's trying to do everything simultaneously," said Bullitt Foundation President Denis Hayes.

### Aaron Sulzer Named Sales Manager At Sierra Pacific Industries

**Anderson, Calif.**—Sierra Pacific Industries, based here, recently announced Aaron Sulzer has been named sales manager of the structural lumber sales group.

He has been with the company for approximately seven years and will replace Bob Shepherd, who is retiring. Sierra Pacific Industries is a third-generation family-owned forest products company. The firm owns and manages nearly 1.9 million acres of timberland in California and Washington, and is the second largest lumber producer in the United States. Sierra Pacific Industries is committed to managing its lands in a responsible and sustainable manner to protect the environment while providing quality wood products and renewable power for consumers.

## OBITUARIES

### WILBUR HAMMOND

Wilbur F. Hammond, 90, of Fryeburg, Maine, recently passed away with his wife and members of his family at his side.

Born on the 19th of October in 1922, at his parents' home in Hiram, Maine, he went on to attend Fryeburg Academy where he was an outstanding student athlete graduating as Valedictorian and Class President in 1941. He married his high school sweetheart Adeline Ellen Brown of Lovell, Maine, on Nov. 21, 1942. He attended Worcester Polytechnic Institute and left to enlist in the United States Marine Corps, where he served in the Pacific and was honorably discharged in 1945 with the rank of Staff Sergeant.

He returned to join his father in the lumber business and together they formed Thomas Hammond and Son, in Hiram, Maine, which he continued to operate until his retirement in 2006. In conjunction with his business he also was an advocate for his industry, serving as Director of the Maine Forest Products Council, President of the Northeast Lumber Manufacturers Association, Director of National Forest Products, and he served under the Bush Administration as Chairman and Treasurer of the American Lumber Standards Committee. He also served with his wife "Bette" as People to People Ambassador to China.

Hammond was active in his commu-

nity serving as a school board member and Selectman of Hiram, on the Board of Northern Cumberland Memorial Hospital and as a Trustee of Fryeburg Fair where he helped establish the Saco Valley Woodsmen's Field Day and served as its Chair for over 30 years. He was a Past Commander of the McLaughlin-Hartford Post 7642 VFW and a member of the Maine Audubon Society.

A devoted son, he was preceded in death by his father, Thomas RS Hammond and his mother Henrietta Milliken Hammond.

He is survived by his beloved wife of 70 years, Adeline Ellen "Bette" Brown Hammond; his children, Wilbur F. Hammond Jr. and wife, Barbara, of Sequim, Wash., Toby B. Hammond and wife, Janie, of Naples, Maine, Connie-Lee Jones and husband, Woody, of Portland, Maine, Cheryl-Lynn Outram and husband, Jim, of Fryeburg Maine, Thomas S. Hammond and wife, Debbie, of Sarasota, Fla., and Christian T. Hammond and wife, Madeleine, of Hiram; grandchildren, Wilbur F. Hammond III and wife, Colleen, Robyn Sala and husband, Joseph, Holly Nass and husband, Jon, Nathan Boothby and wife, Casey, Justin Boothby and wife, Ashley, Amanda Boothby, Thomas Hammond II and wife, Susie, Greta Fiorina and husband, Mike, and Benjamin Hammond; and 11 great grandchildren: Willow Hammond, Jacob, Maxwell and Eliza Nass, Karlie and Kayla Boothby, Cyrus and Liesl Boothby, Carter Hammond and Adeline and John Thomas Fiorina.

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**Western Wood Products Association**, Embassy Suites, Portland, Ore. Contact: 503-224-3930. Mar. 3-5.

**NAWLA Regional Meeting**, Embassy Suites, Portland, Ore., in conjunction with WWPA meeting. Contact: [info@nawla.org](mailto:info@nawla.org). Mar. 5.

**Hardwood Manufacturers Association/Southern Cypress Manufacturers Association**, National Conference, The Charleston Place Hotel, Charleston, S.C. For more information: [www.HMAmembers.org](http://www.HMAmembers.org). March 11-13.

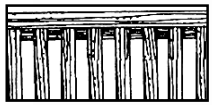
APRIL

**Northeastern Lumber Manufacturers Association**, 2013 Convention-Celebrating NeLMA's 80th Anniversary, Marriott Long Wharf Hotel, Boston, Mass. Contact: [info@nelma.org](mailto:info@nelma.org). April 4.

**Lumbermen's Association of Texas & Louisiana**, 127th Annual Convention, Westin La Cantera Resort, San Antonio, Texas. To register: [www.lat.org](http://www.lat.org). April 18-20.


**NAWLA, Leadership Conference**, Palm Harbor, Fla. Contact: [info@nawla.org](mailto:info@nawla.org). April 28-30.

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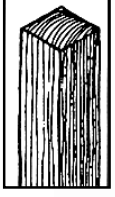
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**Appalachian Lumber Co., Inc. (Page 6)**

5879 W. US Hwy. 421  
 Wilkesboro, NC 28697  
 Tel. (336) 973-7205 / (800) 298-3202  
 FAX (336) 973-8356  
 Web Site – www.appalachianlumber.net  
 E-Mail – 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, Walnut, Ash, Cherry, Hickory, Eastern White Pine, Eastern Yellow Pine  
 Machining Capabilities – Moulding, Sanding, Tenoning, Edge Gluing  
 Dry Storage Cap. – 500,000 BF

**Big Timber Hardwoods/Swanson Forest**

**Products (Page 5)**  
 5837 29th Avenue Drive  
 Vinton, IA 52349  
 Tel. (319) 472-5213  
 FAX (319) 472-4629  
 E-Mail – officebigtimber@gmail.com  
 Sales – David Swanson, John Donahue  
 Marketing Areas – National, International  
 Products – 4/4 – 8/4 Lumber, Green, Kiln Dried & Rift & Quartersawn White Oak & Red Oak Lumber, Veneer Logs, Saw Logs, Flooring Planks  
 Species – Walnut, White Oak, Red Oak, Soft Maple  
 Machining Capabilities – Band Saw with Resaw, Gang Rip Saw, Planer, Double End Trimmer, Chipper  
 Dry Kiln Cap. – 250,000 BF Per Charge KD Cap.  
 Dry Storage Cap. – 2 Large Dry Storage Sheds

**Indiana Dimension, Inc. (Inside Front Cover)**

1621 W. Market St.  
 P. O. Box 568  
 Logansport, IN 46947-0568  
 Tel. (888) 875-4434  
 FAX (574) 739-2818  
 Web Site – www.indianadimension.com  
 Sales – Jeremy Rentschler, Roy Rentschler  
 Marketing Areas – International, National

Products – Cabinet Doors, Mouldings, Edge Glued Panels, S4S Products, Hardwood Dimension, Ready-to-Assemble Component Parts, Blanks, Cabinet Parts, Cut Stock, Doors, Door Parts, Furniture Parts, Moulded Parts, Ready-to-Assembled Door Parts, Fully Machined Furniture & Cabinet Components  
 Species – White Oak, Red Oak, Poplar, Ash, Hickory, Hard Maple, Cherry, Walnut, Alder, White Soft Maple, Northern & Appalachian Hardwoods  
 Machining Capabilities – Sanding, Shaping, Tenoning, Water Based Finishing Capabilities

**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", 2-1/4, 1/2 x 2 & 3/4 x 2-1/4, 3-1/4 Tongue & Groove Flooring, Drawer Sides  
 Species – Red Oak, White Oak, Maple, Hickory, Cherry, Ash, Walnut  
 Machining Capabilities – Finger Jointing, Sanding  
 Dry Kiln Cap. – 270,000' (4 Kilns) per week  
 Dry Storage Cap. – 5-600,000'

**Sitco Lumber Company (Back Cover & Page 11)**

2050 Kestrel Avenue  
 DeSoto (Dallas), TX 75115  
 Tel. (972) 225-4283  
 Toll Free (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 – International, National  
 Products – Lumber, Plywood, S2S, Hardwoods & Exotics  
 Species – Domestic, Exotic & Imported Hardwoods  
 Branch Warehouses – SitcoLA – Cerritos, CA  
 SitcoSAC – Sacramento, CA  
 SitcoCHICAGO – Chicago, IL

**Stanley Woodworking, Inc. (Page 139)**

4113 White Top Road  
 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 – Mouldings, Dimension, Edge Glued Panels, Stair Parts, Furniture Parts, Billiard & Pool Table Parts, Laminated Parts, Squares, S4S Stock  
 Species – Red Oak, White Oak, Cherry, Maples, Poplar, Ash, Mahogany, Hickory, Walnut, Basswood  
 Machining Capabilities – Ripping, Chopsaws, Gluing, Moulding, Tenoning, Sanding, Finger Joint  
 Dry Storage Cap. – 1,000,000'

**Thompson Forest Products Intl. (Page 2)**

24-B Battleground Ct.  
 Greensboro, NC 27408  
 Tel. (336) 373-1117  
 FAX (336) 373-1119  
 Web Page –www.thompsonforestproducts.com  
 E-Mail – billy@thompsonforestproducts.com  
 bob@thompsonforestproducts.com  
 Sales – Bob Thompson, Billy Thompson  
 Marketing Areas – International, National  
 Products – Dowels, Squares, Turnings, Edge Glued Panels, Dimension, Mouldings, Panels, Components, Drawer Sides, CNC Shaped Parts, Bed Posts, Table Legs, Chair Assemblies  
 Species – Ash, Maple, Birch, Beech, Hickory,

Gum, Pine, Oak, Poplar  
 Machining Capabilities – Sanding, Tenoning, Moulding, Shaping, Routing, Boring

**Walnut Creek Planing Ltd. (Page 33)**

5778 State Route 515  
 Millersburg, OH 44654  
 Tel. (330) 893-3244  
 Toll Free (800) 488-3244  
 FAX (330) 893-2468  
 Web Site – www.wcplaning.com  
 E-Mail – sales@wcplaning.com  
 Sales – Dwight C. Kratzer, Charles Kratzer  
 Marketing Areas – International, National  
 Products – Squares, Balusters, Chair Parts, Surveyor Stakes, Door Stiles, Panels, Stair Treads, Custom Orders Welcome, S2S, S4S, Blanks, Component Parts, Counter Tops, Dowels  
 Species – Red Oak, Poplar, Cherry, Soft Maple, Beech  
 Machining Capabilities – Sanding, Tenoning, Finger Jointing, Moulding, Ripping, CNC Routing

**Yoder Lumber Company, Inc. (Inside Back Cvr)**

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 – Moulder Blanks, Panels, Squares, Balusters, Machined & Semi-Machined Components, Moulded Parts, Laminated Squares  
 Species – Red Oak, Poplar, Beech, Cherry, Hard Maple, Soft Maple, Walnut, White Oak  
 Machining Capabilities – Sanding, Moulding, Gluing, PET, Ripping, S2S, S4S  
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 Dry Storage Cap. – 2,500,000 BF



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