

## West Coast Business Trends



**By Wayne Miller  
Executive Editor**

The common thread repeated in all supplier comments in mid-December was “shortages.”

**Jim Dunse, of Mill & Timber Products, Surrey, B.C.,** said,

“The Western Red Cedar market is completely supply driven now. Customers say they don’t have enough wood for the orders they are expecting going into the new year. I strongly suspect things will tighten up more as the new year progresses and that we will see a bit of a frenzy in the marketplace. Our mill is operating with logs now, but we don’t have the size and quality we would like to have on hand for the demand we see with rising housing numbers. Our log situation is no different than any other one in the Pacific northwest. There are a lot of good signs for future business out there for those of us supplying wood; the only question is what, if any, this U.S. budget fiscal cliff situation will ultimately bring to us.”

**Berny Power, also with Mill & Timber,** said, “The market is unusually strong for the last quarter of 2012, especially for December. We are seeing higher prices now and more on the way for our Cedar products, especially for decking, post and rail material, timbers and dimension. All are coming up in price. There is a real fiber shortage in Cedar for at least the first quarter of 2013, and we are seeing unusual strength in orders and price movement.”

**Archie Rafter, in sales for Andersen-Pacific Forest Products, Maple Ridge, B.C.,** said, “Demand is up and prices are strengthening, but there is not a lot of Cedar available. The supply won’t improve much before March or April due to logging conditions. Logging is just starting to pick up a bit now. The first quarter will be tight for clears. Most of our customers are optimistic about the new year saying it will be the same or better than 2012. Europe will be a struggle—level to down in demand. However Europe is low on inventory and some importers will buy big volumes off the majors; this will affect all of us on the supply side positively. On the North America side the input we are getting is that retail demand for Cedar is strong. The talk is very optimistic from the market side. Our mill does have logs, but we need more.”

**Al Fortune, head of Mid Valley Lumber, Aldergrove, B.C.,** said, “It’s an interesting scenario. Both November and December have been very busy and the supply side is tight. Prices and demand have increased. We have a strong order file through the first quarter and we are quite optimistic for the new year.”

**Carlos Furtado of Sawarne Lumber, with new offices in Vancouver,** said, “The last month has been crazy what with moving from our previous offices, which were in Richmond at our staging plant. Now we are on Burrard St. in Vancouver, across the bridge from downtown. The market is really strong and really active on Red Cedar. Most majors are sold out the first quarter of the new year. We have been booking business like crazy and now we have to step back and evaluate before taking additional orders. Prices are up \$50 to \$100 per thousand and people are paying it.”

“Everyone was optimistic at the Traders’ Market in Chicago. They were very upbeat and talked about making some money during the past year and that the new year should be as good or better. There is a log shortage in Cedar. This is creating some issues. One x 12 boards are tight and so are timbers. Clears are hard to get. Overall, we anticipate a good year for 2013.”

**Andy Carr, in sales for Gorman Brothers, a large Spruce and Lodgepole board manufacturer in West Bank, B.C.,** said, “We are still busy with only a slight Christmas season slowdown. Spring is already busy and we are sold out through March. We have a good log inventory. Our customers are optimistic about business in 2013, but are somewhat concerned about the looming U.S. fiscal cliff coming up. We are excited about the direction business is going now. We have added new equipment to our mill recently. Our owners are forward thinking, strong financially and always planning ahead.”

**Kent Beveridge, of Skana Forest Products, Richmond, B.C.,** said, “2 x 6 two and better is very tight and supply is and will

be a major issue in the new year. Between China’s demand and demand from the rest of the world, North America is proving the most reliable supplier. Buyers just cannot get what they need from Russia and other supply areas. Supply is tight; we are back to an up market from the slower last five or six years past. Across the board, almost all wood products are in tight supply, especially low grade material. We anticipate a much better 2013 over the past year.”

**Todd Fox, sales manager for Lazy S Lumber, Beavercreek, Ore.,** said, “We have and see good optimism for 2013. We had a very busy December, unusually busy. Housing looks good and unsold housing numbers are down, building continues to strengthen and interest rates remain low. Customers are more positive than we have seen them in a long time. There is uncertainty due to political issues going on in Washington D.C., and the fiscal cliff issues.”

**Dave Halsey, V.P. of Patrick Lumber, Portland, Ore.,** said, “A very big part of our business is export and Europe is off substantially. The Asian market is rather flat. Domestically we grew a bit this past year and next year we project domestic sales to grow by 10 to 15 percent. There has been a lot of transition over the last five years and it has created a lot of opportunity. 2012 was a good year for us profit wise, despite obstacles. We have benefited by a loss of competitors over the last few years, but we have also seen some customers go by the wayside, such as J.E. Higgins in the Bay area. A big part of what I sell personally

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## Midwest Business Trends



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

Softwood lumber suppliers in the Midwest region account for stable and improved activity.

In South Dakota a Softwood supplier noted his business activity to be strong. “Prices have been climbing. There has been some hesitation on the buying end because prices are getting to levels we haven’t seen in quite some time. Typically we’ll quote something and a few days later they’ll come back and buy it after they’ve checked all their resources.”

“I think the larger producers have gotten very good at projecting what kind of needs there will be and they’re only manufacturing certain quantities.”

He indicated freight costs are not an issue for his particular operation. “We’re tucked away in our own little world out here and we don’t have the transportation issues like others in our industry.”

The source said he expects little to no change in 2013. “We are on a steady pace right now and I hope it continues. I don’t expect it to favor one-way or another. We’ll

be right down the middle and very close to last year.”

“I believe we’ll have moderate growth in 2013,” said a supplier in Iowa. “I think it’s going to be about the same as 2012.”

When asked about availability issues he said, “Availability of the upper grades is pretty good and as far as purchasing, everything is a little slow. We’re moving premium grades and C grades but that’s the bulk of our business. I think the general economy is stagnant. People are sitting back with a wait-and-see attitude. Having said that, it’s also a buyers’ market. Manufacturers are scrambling to get things done quickly so that nobody has to wait because the competition is rugged. When you factor in supply issues, even though demand is down, there is still more supply than demand. The bottom line is that customers don’t have to wait and they will tell you what they’re willing to pay.”

He noted availability is fair in his area, “We get such rare FSC orders that when we do have one from time to time it’s difficult to get the product in a hurry. But availability for standard 4/4 through 12/4 from FAS to furniture grades is reasonable.”

“Prices have softened a little and I don’t expect any changes in the near term,” a source in Missouri mentioned. “With the relationship we have with our suppliers I think everybody is trying to hold on and maintain as stable as possible. If I have to ask for special pricing to get certain jobs I will. It comes down to relationships in this kind of market. You can take commodity material by calling around for the cheapest

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**EPDS -**  
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sions. This [use of EPDs] will be a form of transparent and reliable labeling, which will allow for comparison between products, especially when comparing lumber to competing products, such as steel and concrete.”

He added, “I believe that, as an industry, we have a lot to gain and nothing to fear to show our environmental performance.”

**FOREST PRODUCTS LABORATORY.** Other organizations are also out to prove wood’s superlative environmental performance and offer reasons why EPDs are the logical choice for lumber in general. Madison, Wis., is the home of Forest Products Laboratory (FPL), a division of the U.S.D.A. Forest Service. Richard Bergman, who works with FPL as a Research Forest Products Technologist, gave a presentation to the Forest Products Society Convention in Portland, Ore., in 2011, and offered these findings on carbon emissions and the wood industry.

Entitled “Carbon Impact Factors for a Range of Wood Products,” his presentation offered attendees a close look at carbon impacts of a variety of U.S. Softwoods as well as hardwoods, and offered statistical evidence of how they measured against alternative products. Bergman began with a quote from CORRIM’s website, saying, “Growing trees takes carbon out of the atmosphere, storing it first in the forest, which when harvested, moves this

carbon to storage in products, while at the same time displacing fossil-intensive products like steel and concrete.”

Also in his introduction, Bergman stated that looking at carbon emissions and the burning of fossil fuels in creating any product is an important consideration, as climate change is mainly driven by burning fossil fuel. He told the audience that, “The carbon footprint is quantified by the Global Warming Potential (GWP), which measures greenhouse gasses (GHG) emitted.” Bergman pointed out that GHGs important to the forest products industry included carbon dioxide, methane and nitrous oxide. He said that wood products burn less fossil fuel than alternatives, thus having a lower GWP, and the future will see a greater competitiveness of the forest products industry against producers of alternative products.

Bergman then showed the audience how all wood products have a negative carbon footprint from “cradle-to-gate.” He spoke of the findings of a cooperative study between FPL, the University of Tennessee, Woodlife Environmental Consultants, Inc., and the U.S. Forest Service’s Wood and Education Resource Center. In this study, collaborators looked



Richard Bergman

at Softwood lumber, wood flooring, hard-

wood lumber, plywood and other types of wood products, and measured them against alternative products such as steel products, linoleum, plastic moulding, vinyl and concrete. Participants in the study measured the net carbon footprint of all products and found that—without exception—the wood products produced a lower GWP, thereby all have a lower impact on climate change with respect to all other alternative products.

**REACTIONS:** Alden Robbins, vice president and sales manager for Maine-based Robbins Lumber, Inc., had this to say about the development of EPDs for the Softwood lumber industry: “I personally am very excited about EPDs,” he said. “It is an unbiased vehicle to inform consumers about the actual environmental impact of the products they are using. In an age when many manufacturers have scrambled to paint their products in a green light, it is refreshing to have a way to actually compare products in an objective method. For years, the timber industry has been viewed in a negative light and has had to defend itself in the court of public opinion. All of us in the industry knew the facts, but against the onslaught of marketing from some of our competitors, such as



Alden Robbins

The Softwood Forest Products Buyer

steel and concrete, we lost significant marketshare. That is why I am proud to be serving the Softwood industry as the Northeast and Lakes States representative to the Softwood Lumber Board. The SLB was formed for one purpose: to sell more Softwood lumber in the United States. The Softwood industry voted by a wide margin (80 percent) that the time was right to start a Softwood Lumber Check Off program, to give a consolidated voice and real concentrated effort to the marketing of our products. Manufacturers above a certain size now all pay on a percentage of their productions into a common fund, which is overseen by the board to help market Softwood lumber. One of our largest receivers of funding is the American Wood Council. All of us on the board are very impressed with the work that the AWC does, and the formation of EPDs is another exciting project for them to be working on. The EPDs will give us a powerful tool to convince the consumer that our products are the best choice for sustainable building, and hopefully they will be instrumental in finally convincing LEEDS that wood should hold more prominence in factoring into their points system.”

**SOFTWOOD EXPORT COUNCIL.** In Oregon, SEC’s International Marketing Manager Ashlee Tibbetts had this to say about the development and introduction of EPDs for the Softwood Lumber market. “The institution of EPDs will continue the push toward understanding that wood products are a sustainable building material. Utilizing life cycle analyses lets science speak for itself, and the science has proven that wood products serve as not only viable structural members in construction, but also provide necessary environmental attributes in application. EPDs will only help the North American Softwoods market as the housing and construction sectors regain strength. That being said, I hope that the implementation of EPDs will be coupled with an acceptable and reasonable level of paperwork and documentation.”



Ashlee Tibbetts

**WEBSITES** for further reading and information:

UL Environment: <http://www.ul.com/global>  
Softwood Export Council: <http://softwood.org>  
American Wood Council: [www.awc.org](http://www.awc.org)  
U.S. Forest Service Forest Products Laboratory: [www.fpl.fs.fed.us/](http://www.fpl.fs.fed.us/)  
Western Red Cedar Lumber Association: [www.wrcla.org](http://www.wrcla.org)  
CORRIM (Consortium for Research on Renewable Industrial Materials): <http://www.corrim.org>

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(About the author of this article: T. Jensen Lacey’s work has appeared in many publications, including Vanderbilt, Good Housekeeping and Southern Living. Lacey’s current specialties are history, technical and travel writing. She has more than 12 books and novels to her credit; this is her 800th article. She may be contacted at [TJensenLacey@yahoo.com](mailto:TJensenLacey@yahoo.com); her website is [www.tjensenlacey.com](http://www.tjensenlacey.com).)



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**WASHINGTON SCENE -**  
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The U.S. EPA-funded grants administered by the Forest Service will support community forestry efforts to improve the interception, evaporation, infiltration and storage of rainfall and storm water.

“Healthy forests and lands support healthy waters,” said U.S. Forest Service Chief Tom Tidwell. “These projects will put people to work increasing the number of trees, turning polluted industrial sites into beautiful parkland and improving habitat for wildlife.”

A task force of 11 federal agencies is cleaning up toxins and areas of concern, combating invasive species, promoting near-shore health by protecting watersheds from polluted run-off and restoring

WASHINGTON SCENE -

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wetlands and other habitats.  
For more information visit [www.fs.fed.us](http://www.fs.fed.us).

WHO'S WHO - Sangara

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of his 26 years at Sawarne Lumber Co. A graduate of Sir Winston Churchill High School, located in Vancouver, B.C., he attended Langara College in Vancouver, B.C. He began his career in the forest products industry at Sawarne as a mill-worker and became production coordinator. Sangara and his wife Shaheen have one child. In his spare time he enjoys horse racing, hockey and watching the Dallas Cowboys. He has been the recipient of the 'Horse of the Year' award on three separate occasions.  
For more information visit [www.sawarne.com](http://www.sawarne.com).

WHO'S WHO - Kinney

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Wholesale Lumber Association, and Wood Products Manufacturers Association. For more information visit [www.rlco.com](http://www.rlco.com).

WHO'S WHO - Wearne

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sents Woodguard™, a manufacturer of plastic coated lumber, fencing, playground components, outdoor products and organic agricultural processing aids. For more information visit [www.pacwestlumber.com](http://www.pacwestlumber.com).

WHO'S WHO - Phillips

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addition, Grant enjoys spending time on the family ranch in eastern Oregon hunting, fishing and generally relaxing in the open outdoors. The family-owned Collins Companies was established in 1855. Today the firm's holdings also include three forests totaling over 310,000 acres, each with an associated sawmill, including the 119,000-acre Collins Pennsylvania Forest with Kane Hardwood sawmill; the 90,000-acre Collins Lakeview Forest in southern Oregon and northern California with Lakeview Sawmill (Fremont Sawmill); and the 96,000-acre Collins Almanor Forest in northern California with Chester Sawmill (Collins Pine.) Other divisions include Collins Products in Klamath Falls, Ore., Collins Upper Columbia Mill in Boardman, Ore. and Richwood Hardwood in W. Va.  
For more information visit [www.CollinsWood.com](http://www.CollinsWood.com).

FORECASTS - Southwick

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difficult to find trucks and at times it is hard to get railcars. There are certain areas in the U.S. that trucks want to travel to and there are other areas that you cannot pay them enough to go there. The price of fuel is still a concern that trucking companies cannot afford to run their trucks. If lumber demand continues to increase in 2013 and fuel prices do not decline, I think we will see a shortage of trucks, which will make shipping difficult. We have definitely looked at ways to create value to products during these difficult times to create new markets. Over the past

few years, we have created new decking programs, dry Douglas Fir programs, Cedar rustic patterns, and Cedar fencing.

FORECASTS - Duprey

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petitive globally. Shipping issues have been prevalent in the last year. Costs, availability of equipment and threatening of strikes have all been challenges. We have had to use many more carriers and have one person in-house dedicated to booking freight. Domestically trucks are just hard to find but we have found some alliances that have helped the situation. Where we pride ourselves on having product done right and on time for our customers, having loads sit for days waiting for a truck hurts performance at times. With low inventories today in the field, days lost due to no trucks is very frustrating. Container shipping for export is also very frustrating. Lack of containers, (whether that is really the case or not) and the unpredictability of pricing makes the export business challenging to say the least. But in the end these are real challenges and we seem to deal with them and keep moving ahead. We are always looking at new services and products that our customers ask about. We continue to keep our ear close to the market by personally visiting our customers' market areas and listen to what

that market specifically needs. The latest addition to our arsenal is a shrink-wrapping machine in our Bethel facility. We now have the capability to shrink-wrap mini bundles of product for protection and delivering a damage free product to the marketplace. This just adds another service to a numerous number of milling and packaging options. Size of the units, lengths needed in the units, bundled, grade stamped and even the length printed on the ends of the boards are just to name a few. All of these options available for our customers coupled with having the flexibility of three manufacturing facilities really helps us stay a bit ahead of the curve with the demands/needs that the market brings us today.

FORECASTS - Paldino

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opening up many new product opportunities and meets the requirements of NAF for LEED projects. We have also added a small wholesale group to help service customers on items we don't manufacture.

FORECASTS - Baker

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product line of Douglas Fir that will emulate some of our Cedar products, such as

7/8" boards and pattern stock. In 2012 I think we kind of turned the corner as far as confidence in the lumber market. I am cautiously optimistic about 2013. Back on the plus side, I think that production and sales will continue to balance out, as they did in 2012 and that's a good thing. Prices are up a little bit but they are not ridiculous. Everyone is selling wood and the market is fairly stable. At the moment at least!

FORECASTS - Ellis

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weeks in each of our facilities and greater personal rewards for all of our hard working, long suffering employees. 2012 is ending better for us than 2011. The market is definitely better and housing starts are up and the supply and demand is relatively balanced with a bit more demand than is currently being supplied. Our results were different and better than what we were able to experience in 2011. Logistical problems, on all fronts, continued to provide challenges for our company, and consistent and profitable supply, as well as pressure applied by some of our largest customers for lower prices with costs moving up. We will continue to endeavor to stay ahead of the curve and one step better than our competition to ensure that we remain in the leadership position we have been able to obtain in

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South/Southeast  
Business Trends



By Gary Miller  
Managing Editor

Softwood suppliers in the Southeast region reported stable business activity. In Alabama a source commented, "The market is still pretty strong and I don't see anything coming off. Many items, like Southern Yellow Pine and OSB, have flattened out. Spruce is still on an upward trend."

"As far as general business, things are still pretty good out there," he continued. "There seems to be more demand. Production over the last four years has come off by at least 45 percent and finally we are seeing demand beginning to surpass supply."

The contact said he hasn't been having any availability issues. "We don't keep a lot of inventory because we ship mill direct but what we do keep is down. Prices are up from even a month ago. I

think we'll see some corrections in the next few weeks. I don't know how long that will last because when spring comes we look to be even busier, and I think we'll have a strong year in 2013."

When asked about transportation issues he said, "Over the holidays we had some trucking issues. Especially during Christmas week up until the New Year, transportation was challenging. A lot of people take off that time of year and the mills are shut down so you have to plan ahead."

He also noted that his customers' plans in 2013 still remain on a just-in-time basis. "There is no real sense of urgency because everybody thinks we're at the top of the market on some species. Everybody believes demand is going to be good this year. Nobody is looking for exceptional rises but the housing market is supposed to pick up a little more and we look for a better year."

Handling Southern Yellow Pine, Cypress and Cedar a source in Mississippi noted supply shortages for certain items. "We are experiencing shortages in certain items with longer lead times," he explained. "Prices seem to be stable and everything is moving well. We are having a particularly difficult time finding Southern Yellow Pine boards."

"Our inventory levels are about the same as they have been for the last three months," he offered. "Our prices are up and if the current weather pat-

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Ontario/Quebec  
Business Trends



By Michelle Keller  
Associate Editor

As 2012 draws to a close, many in the Softwood lumber industry are looking with hopeful eyes toward the New Year. Not that the past year was bad; on the contrary, many mill and wholesale operations report steady improvement, both in terms of prices and demand. Still, after several years of tough times, few if any seem ready to declare that the market has fully recovered.

The owner of one Ontario mill said his business has remained consistently strong through the ups and downs of the market, but that business has definitely picked up.

"Everything that grows in a boreal forest and is big enough to put on a saw, we'll cut it," he said, noting that his mill cuts an diverse range of sizes and has been doing so for nearly 30 years. "We've got a real mixed bag here; we

The Softwood Forest Products Buyer cut two by twos to 10 by 20s and everything in between."

This commitment to providing specialty customers with niche products has served him well over the years. He said that from his perspective, the market has remained stable.

"The only issue I have with Softwood lumber is our provincial government," he said. "Our provincial government is our worst enemy now."

He said he was specifically annoyed with the government's process of distributing allocations, calling it "one big mess."

"I need a proper wood allocation. The wood is there and they seem to keep dragging it on. I invested millions of dollars three years ago. I was supposed to get the allocation, and I am still waiting for it. I need the green light to produce, and they don't get it, they just don't get it. It's very unfortunate. There is so much potential here, but it's like running a fuel station without any diesel or gasoline."

He added that too many government officials seem committed to regulating an industry that they do not really understand.

"There are so many bureaucrats up there that nothing gets done," he said. "They're trying to reinvent the wheel. I guess it is called job security for them; that is all I can think of."

Despite this, he said he remained optimistic that the demand for niche lumber products would remain strong.

"There was some decline in niche market mills and there seems to be more of a demand for product out there, so I see a good light at the end of the tunnel coming up," he said, noting that even an unstable global economy does not worry him. "People are iffy, but I see it picking up down the road."

That sentiment also prevailed in Quebec. A Softwood sales representative at one mill declared that both prices and volumes were "way better" than last year. Running some quick numbers through a calculator, he said his company has seen a 25 percent jump in sales year-to-date and a concurrent 12 percent hike in prices.

"I believe housing starts have something to do with it," he said, referring to more demand in both the U.S. and Canadian markets. "We cut the supply so much since 2008, perhaps too much, that supply has caught up with demand. We have been struggling for five years, so it is time for the good numbers and the good volume."

Furthermore, he sees more good things to come in 2013.

"I already have quite a few sales for January," he said. "We can only produce so much. It's very nice to have to deal with this type of problem."

The sales manager at one Ontario-based wholesale operation echoed that opinion, and added that 2012 has proven to be a year of steady, if not stunning, growth.

"Demand now is slightly better in our own market area," he said. "Overall, demand is slightly up from last year, but it is still certainly below where it was six or seven years ago."

At the same time, he noted that there has been steady progress between November 2011 and November 2012. Despite some uncertainty in the past year, he said he feels confident that the false starts of the past few years may be a thing of the past.

"Even when it dipped, it never lost everything it's gained in the last 12 months," he said. "The lows were always higher than the previous lows."

He said part of his positive outlook comes from the fact that he does not see a lot of speculation in the market; that most of the lumber is actually being used in construction, rather than to fatten up inventories. Still, he indicated he remained cautious about the immediate future.

"There are a lot of wholesale lists flying around with a lot of wood on them," he said. "We'll see."

He said his company, which works primarily with independent lumberyards and treaters, has noticed that many customers continue to keep their inventories low, preferring just-in-time purchases. He said this works well as long as the prices stay steady, but with recent

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**Western Business Trends**



**By Terry Miller  
Associate Editor**

Softwood suppliers in the Western region report adequate market conditions moving into 2013. “Our business is not bad right now, especially for this time of year,” a source in Montana noted. “I would say just from a general outlook activity is better than last year at this time.”

When asked to what he attributed the improved conditions the contact said, “I think the general economy is getting better. The general tone of our industry is that things are improving. There is more confidence in the market and people are no longer afraid to step up and buy a little wood.”

He indicated a possibility of supply shortages in the near term. “There is a mild fiber supply issue and I think that definitely has an effect for the people that realize it and believe it. The commodity market is good as far as stud and dimension products. I think those of us in the specialty products are feeling the effects of that.”

Handling primarily Western Red Cedar, Douglas and White Fir and Ponderosa Pine the contact said Cedar is moving the fastest and White Fir is the slowest. “We’re not having availability issues at this point but we’ve got a couple of sales that we are working on and we’re expecting supply to get tighter in the spring.”

A Softwood supplier in Idaho said he expects raw material prices will rise in the first quarter. “Raw material prices are going to go up and theoretically finished product will be tighter and higher priced.”

He indicated transportation is an ongoing issue and he doesn’t expect a break in the near future. “We have a contract carrier that does most of our trucking and if he gets full then we scramble to make the deliveries so that’s an issue and it’s going to continue to be an issue.”

As for his customer base he said, “The weather throughout the country has been pretty good for the most part and everybody is still surprisingly busy. Of course we could hit the wall at any moment but all of our customers are looking for a 20 percent increase in business in 2013. My own personal outlook is that we still have the national deficit to contend with. You can’t build an economy on the current housing market, the fundamentals all have to be in place. I think largely we’re lulled into a false sense of security.”

Elsewhere in Idaho a source said, “Our markets have been quite stable and we’ve seen certain items firm over the last 60 days. I think the reason for that is availability of product has been tight. Up here it has been signifi-

cantly tighter because of the warm wet weather, which results in log availability problems. Everybody is waiting for it to get cold and the ground to freeze so they can get in and do more logging.”

Supplying Ponderosa and Lodgepole Pine along with Engelmann Spruce he indicated Ponderosa Pine is firming more than the other two species. “Log prices have been stable and I don’t see any changes in the coming weeks.”

“Trucking has improved slightly. There is always a challenge in any form of logistics but trucking is still a strain. It’s just gotten slightly better in the last four to six weeks.”

As for what he expects overall in 2013 he said, “We think it will be marginally better than 2012. I think we’re going to continue on a gradual uptick, I don’t believe we are in for an immediate correction.”

•

**Northeast Business Trends**



**By Sue Putnam  
Editorial Director**

In the Northeast region Softwood suppliers are cautiously optimistic. “In our area we are already into winter and jobs are just finishing up,” a contact in Maine said. “I get mixed signals from all of the people I deal with right now. Some people are very optimistic and have put a lot of quotes in. Other people are not optimistic. We come into a seasonal slow down at this time of year but winter has been late coming. So it’s kind of hard to say. We’re all operating at standard levels, looking forward to a big increase but none of us are sure if it’s coming or not.”

As for the factors involved with his current market conditions a contact in Connecticut said, “I think everybody has their finger on the pulse for the Northeast because of Hurricane Sandy. That obviously affected dimension prices for the short term at least. Of course being on the appearance side we have a little bit of the whole ‘rising tide will lift all boats affect,’ but we don’t count on it. The only thing that would affect our direct market at this point would be a drastic drop in Ponderosa Pine production or significant overseas business. The overseas business has been steady but it hasn’t been stellar.”

Handling strictly Eastern White Pine another contact in Maine commented, “Logs are coming in quite well and in talking with our competitors they’re not having a hard time with log availability either. Our prices are probably headed down for logs even though we haven’t seen it happen. In talking with a few of the mills,

Continued on page 34

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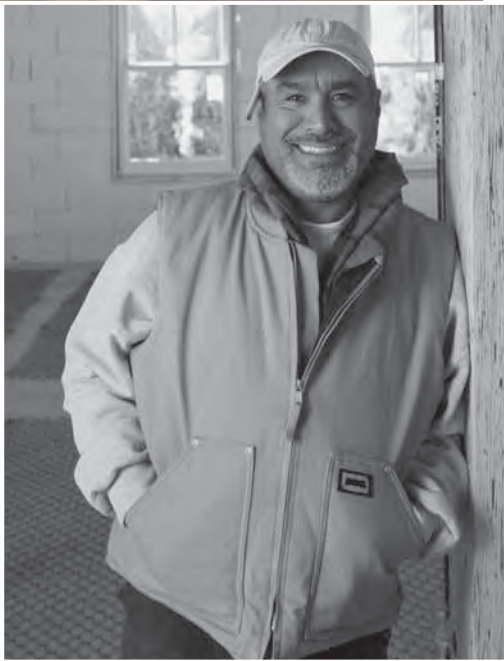
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**FORECASTS - Ellis**  
Continued from page 23

these difficult times. Regarding shipping, we are experiencing periods of very tight trucks and inconsistent rail service combined with higher prices, which are very difficult to pass on. The infrastructure has been devastated by this ongoing difficult economy and we expect these types of struggles as we move forward into 2013. We have changed from a high volume supplier to a much lower volume expense conscious company and as a result of these actions and decisions, we have taken our value-added manufacturing to the next level and eliminated many middlemen who would have been doing certain manufacturing processes for us in the past. This has allowed our company to continue to generate revenue and continue to operate nine facilities and meet our customers' needs in a manner that creates not only value for our company through production, but value for our company through greater marketshare and greater penetration.



**Bill McGovern**  
Pacific Western  
Lumber  
Lakewood, Wash.

We believe that 2013 will be a more difficult year for growth. Our goal is to maintain or increase sales to mirror 2012.

Among the bigger challenges we feel face our business in 2013 is the affordability of growth and being able to add new personnel. Also the rising cost and availability of domestic trucks is a significant issue. Our importing has been adversely affected by the same lack of availability of containers. To expand our services and offer new options to our customers as we look for new ways to continue to effectively do business during these ongoing challenging

times, we have developed a rental/lease business, on certain products, to the heavy contracting companies.

**Steve Killgore**  
Roseburg Forest  
Products  
Roseburg, Ore.



In 2013, we need to improve our customer service, on-time shipping, improved systems for order processing, launch our new website, determine best products for our resource base and invest in training for our people.

We found 2012 to be significantly better for us than 2011. Going forward into 2013, among the biggest challenges facing us is the uncertain economic environment, transportation, dealing with volatility – both in price and demand.

We have had no issues with international shipping but on the domestic side, availability of equipment, and lack of flexibility in the system have presented issues.

We will continue to use technology to communicate and provide service for our customers. Our new website will let customers order their samples online and search “where to buy” across the U.S.

In products, we continue to develop and/or promote products that are a viable substitute where – due to resource – we have limited supply. As an example, our Duratemp siding, which can replace the T-1-11 premium siding, is a substitute option.

**Griffin Augustin**  
Kalesnikoff Lumber Co. Ltd.  
Castelgar, B.C.

Kalesnikoff Lumber Co. Ltd. is looking forward to 2013, and introducing our upgraded sawmill, which includes; a new optimized Edger, Trimmer and Mechanical Bin Sorter. Other plans for 2013 include an expanded shipping department, exploration of new markets and as always maintaining and improving the “Kalesnikoff



Quality” that our customers rely on. We anticipate the 2012 market improvements to continue into 2013. Our commitment to niche & specialty markets will continue to expand as a result of our current sawmill upgrade. We look forward to fulfilling the unique requirements of our customer base throughout 2013.

Kalesnikoff Lumber Co. Ltd. is ending 2012 on a very exciting note. We are currently undergoing a much-awaited sawmill upgrade. Construction began on Nov. 1st 2012, and is expected to complete at the end of December 2012. This project will bring better log recovery, mechanical sorting and keep Kalesnikoff Lumber Co. Ltd. on the cutting edge of today's technology and log recovery. Though 2011 was a successful year, customers were on very tight budgets and showed concerns for the overall economy. 2012 started with a more positive outlook and has continued to show us an increase in customer demand and budgets.

Kalesnikoff Lumber Co. Ltd. will be beginning 2013 with our new sawmill in full production and everyone will be busy learning the ins and outs of new equipment and getting proficient at every stage of the sawmill process. As always sourcing and harvesting our local fine-grained Douglas Fir will keep our Forestry Department at the top of their game. In our Sales & Shipping Offices, we anticipate increased order volumes and look forward to meeting new customers and exploring new shipping opportunities.

Top of our list for shipping concerns is the dramatic price increases seen in the trucking, rail & export industry over the past few years. Demand from export customers is increasing, but shipping costs often price products out of the customer's reach. We are constantly looking for ways to maximize our shipping to keep costs down, such as cycling our team of trucks to deliver finished product one way and raw logs on the return journey, so the trucks are full

The Softwood Forest Products Buyer

and working for us during the complete shipping cycle. To continue to thrive in this challenging economic time period, one of the strengths Kalesnikoff will be expanding on is our multi-species offerings, which will include; Douglas Fir, Western Larch, SPF, White Pine and Western Red Cedar. Kalesnikoff Lumber Co. Ltd. is closely aligned with Kootenay Innovative Wood Ltd., a value-added remanufacturing plant, producing Softwood siding, paneling, flooring, decking and many specialty products. Our “One Stop Shop” allows our customers to maximize shipping costs with mixed truckloads from both companies.

**Alden Robbins**  
Robbins Lumber  
Co.  
Searsport, Maine



2013 is going to be an interesting year for us as a company since we will be starting a buyout. We obviously want to increase sales over 2012 and I think that should be possible since we lost some time in the sawmill this year due to equipment upgrades.

2012 is ending better than 2011, but not by as much as we thought it would after the first half. There were some slowdowns in the fall that we were not expecting.

Among our biggest challenges in 2013 will be transitioning to a new leadership arrangement, which will be something different for us, but we have been expecting it and preparing for it, and I am confident things will go smoothly. Logs are always an issue, with more factors influencing the traditional log market other than weather.

Regarding shipping issues, freight seems to be more of a cut-throat business these days with everyone looking to save every penny. We see trucks arrive without proper equipment, balk at taking loads they have agreed to, or not showing up on time – all because people are looking to use the cheapest person every time, which is usu-

Continued on page 31



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**FORECASTS - Robbins**  
Continued from page 30

ally never the best person. We offer a greater variety of products, stock more patterns, embrace requests for different patterns rather than run away. We offer more prefinishing services, and stock more prefinished material. We do not want to lose an order because someone couldn't wait. This, of course, is impossible to do every time, but our lead times have decreased, and when it comes to peculiar patterns in Pine, we are being known as the company that probably has it, or had done it before.



**Carlos Furtado**  
Sawarne Lumber  
Richmond, B.C.

Our intentions for 2013 are to work closer with our customers providing better service and quicker shipments. 2012 was an overall better year than 2011 for Sawarne and I think we'll do even better in 2013. The biggest challenge for our company currently is log and fiber supply. We're trying to inventory as much as we can to be able to service our customers as they need it. In regard to shipping, the one thing that we have done is taken smaller orders and that's basically to offer the customers one-stop-shopping. In times past we might have been restricted to six items on a truck and now we can go up to 10. Overall I am pleased with the year and look for a better year ahead.



**Scott Brown**  
DiPrizio Pine  
Sales Inc.  
Middleton, N.H.

In 2013 we plan to add new customers. We've been lucky enough as some of our existing customer-base closes their doors, we have picked up new ones. However, in the year ahead we intend to do more prospecting. We try to grow with our customers. I think our biggest challenge in 2013 is going to be finding new markets. Shipping was a roller coaster in 2012. Sometimes it was good and other times it wasn't so great. With the rate increases you have to try to find people that you can work with. We try to make it to where our customers don't feel the up and down fluctuations on the freight charges. We try to keep our prices consistent in that regard. A lot of the truckers have gone out of business and all it takes is something like hurricane Sandy to change the prices. Immediately we felt price increases and availability issues of trucks. The very next day after Sandy, freight prices started to rise. We are finally starting to get some consistency in freight prices now. We are also increasing our primed products and making our Eastern White Pine products closer to the finished product that we compete with. So we take that step away from the customer. 2012 was by far more consistent than 2011. We saw a good increase in the spring and I really believe 2013 will be even better. I think we're going to see more consistency and more people willing to build inventories.

**Darren Duchi**  
Siskiyou Forest Products  
Anderson, Calif.

2013 is still going to be fairly unpredictable. I think we still need to take things fairly slow. We need to get some time under our belts before we depend on success. 2012 was a better year than 2011. I think

the hardest thing for all of us is trying to forecast what's going to happen. It's not an easy thing to do anymore. We're running a lot more siding as opposed to trim and we feel like demand for siding has been fairly consistent.



**Mark Erickson Sr.**  
Blue Book  
Services Inc.  
Carol Stream, Ill.

Our primary goal for 2013 is to expand and enhance the credit rating information provided to lumber industry professionals via Blue Book Services. Several economic indicators are already demonstrating signs of a long-awaited recovery. As demand for lumber increases, we know that more and more lumber sellers will need a dependable and affordable resource to make the best credit decisions and safely grow their customer base. By expanding and enhancing Blue Book ratings and information, we intend to reliably fulfill this important industry need. Yes, 2012 is ending better for us than 2011 for two reasons. First, more and more lumber companies are pledging to share important AR aging information with us. Confidentially maintained, this information is the foundation for Blue Book ratings and reports. The more industry participation, the more value our service can deliver. Secondly, we successfully implemented several process/system improvements in 2012 that allow us to accomplish more data entry and analysis with the same amount of resources. This helps keep the overall costs of Blue Book Services attractively low. Overall, Blue Book members recognize that their modest investment in Blue Book Services helps them to avoid write-offs and chasing slow paying accounts. Our biggest challenge is to persuade privately-held lumber buyers to provide financial information on their business. If these companies are financially sound, it makes sense to communicate that fact through their Blue Book rating. However, many of these organizations have weathered an unprecedented storm, and show reluctance to disclose financial information to anyone. Thus, Blue Book's emphasis in 2013 is to concentrate on obtaining information about the industry pay practices of these companies, through reports provided



**Scott Boyer**  
Richardson  
Timbers  
Dallas, Texas

We're going to stay on a steady growth pattern in 2013. We expect a 10 to 15 percent growth rate. We had a decent year in 2012. It was mixed with ups and downs and spurts of business but overall we did well. We expect our biggest challenge in the year ahead to be custom home building. We've had several fires here in Texas that have affected the custom home market. Some of what we saw in 2012 was the insurance money from those custom homes. New custom homes will be the biggest determining factor for us next year. In regard to new products, we brought Redwood into our species mix last year and so now we offer Redwood in 2x4 to 6x6. In the year ahead we expect the timber frame construction home building segment to grow this year. From what I see we've grown this year and I expect that to continue. We've changed a lot of processes that have shortened our lead times up where we've been able to get things done. I think the short lead times will help increase our sales.

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FORECASTS - Erickson

Continued from page 31

by their credit extenders. As a result of our ongoing system enhancements, we are now offering a complimentary credit monitoring service to lumber sellers who provide their AR aging information. On a quarterly basis, an email is sent to the lumber seller that provides a credit snapshot of the accounts they are selling. And, if there is a significant event – like a rating change or bankruptcy filing – the lumber seller will receive an immediate email notice about the event.



Stephen Conwell  
Southern Forest  
Products  
Association  
Kenner, La.

The Southern Forest Products Association (SFPA) is a nonprofit trade organization representing Southern Pine lumber manufacturers. Since 1915, the association has promoted members' products for a wide variety of residential, light commercial and industrial applications.

For 2013, despite challenging economic conditions across the nation, SFPA aims to retain its traditional markets for its members and explore promising opportunities for additional applications of Southern Pine lumber. "Steady and growing" is a phrase we use often to describe our objectives moving forward.

Our industry has faced dramatic downturns before, but certainly nothing quite like the business climate of the last four years. Fortunately, we feel we have experienced the market's bottom, with some very slight improvements projected in the second half of the year. The final production volume for 2011 was 13.4 billion board feet and the estimate for total Southern Pine shipments in 2012 is some 14.6 billion board feet. Forecasts for 2013 are indicating another

slight increase in production. There were 1.7 million single-family home starts in 2005 when the Southern Pine lumber industry shipped 19 billion board feet. The record inventory of available homes for sale is dwindling ever so slowly. There will be no new demand for housing until a more substantial percentage of homes now on the market become occupied. Many in our industry are uncertain of when a return to historical averages will ever occur. Continued low mortgage rates are a helpful ingredient in the recipe for housing's recovery and, hopefully, those rates can remain at these historically low levels through 2014.

Our member producers continue to apply what they learned over the past four years: how to lose less money. Companies continue to operate in a survival mode. Just like last year, associations and companies are learning how to "do more with less".

Despite the poor business climate, SFPA is moving forward. Collaborating with members, our marketing program continues to make progress in promising target markets. Repair and remodeling sectors offer product opportunities for room additions, decks and other outdoor improvements calling for treated lumber. Our ongoing promotion of raised wood floor foundation systems seeks to increase wood's marketshare in a typical framing package.

Some opportunities have been uncovered in global markets, too, especially in China and the Middle East. Educating trade audiences that building with sustainable, renewable wood products – materials produced to meet rigid industry standards – remains an important objective. Our Forest Products Machinery & Equipment Exposition just announced expanded show hours for the Atlanta event this year – June 5-7 – to showcase the newest products and services available as our industry gears up for a recovery.

As SFPA approaches its 100th year, the association continues to conduct a wide range of promotional programs, weathering every cyclical downturn. SFPA is one of a select few organizations to receive funding from the Softwood Lumber Board, a national industry coalition to promote the merits of building with wood. Providing the necessary services to our member companies while healthier markets are on the

horizon, we can assure the long-term success of our industry. Complete information about SFPA programs and services is available at [www.SFPA.org](http://www.SFPA.org).

Andrew Goodman  
Sherwood Lumber  
Islandia, N.Y.



Our business goal for 2013 is to fulfill as many of our customers' needs as we can. We also plan to increase the number of customers we sell to by 10 percent, expand our product mix through distribution, increase our sales revenue by 10 percent and increase our margin by 10 percent.

2012 ended better for us than 2011. We had increases all around, and we exceeded our goals that we set for the year.

As was the case this year the market has been improving for our customers and their capital requirements to fund their business is a very big challenge. This, in turn, has placed additional pressure on our business.

We have added additional personnel to our logistics department and have utilized more of the current technology to meet the shipping challenges.

In June we entered into a partnership with Georgia Pacific to be their exclusive distributor of Engineered Lumber Products.

We continue to improve our level of service. We are now able to deliver any size order in 48 hours or less from Palmer, Mass.

MILL SERVICES-  
Continued from page 6

Jamie Place, co-owner of Mill Services along with Dan Holt, said, "We believe that Eastern White Pine is just a tremendous species, and obviously it has a long-storied history in the New England area. Its dura-

The Softwood Forest Products Buyer

bility and workability are proven throughout this region where homes continue to stand strong that were built with Eastern White Pine in excess of 200 years ago.

"At Mill Services, there has never been a time in which we've made a higher quality, better Eastern White Pine product than right now."

That's a big statement, but one that Place can back up with figures to prove his point. Mill Services has continuously flourished since Place and Holt bought the facility in 2007. At that time, 38 employees staffed the operations. Today, current personnel fluctuate between 62 and 70 and work one shift, plus a "hybrid" shift that manufactures on Saturdays. Mill Services added six to eight employees last year and are on track to do the same this year.

"We've been able to add personnel and equipment simply because we've gotten busier," noted Place.

Mill Services' target market consists primarily of wholesale distribution companies and ships predominantly in the northeast quarter of the U.S. No doubt they purchase from Mill Services because they recognize the attention to detail the company pours into its products, and especially its finger-jointing.

"Fingerjointing has been around a long time in the millwork business," said Place. "It's in all kinds of applications and the reality is that fingerjointing and the machinery associated with it has gotten better, as well as the manufacturing process."

Mill Services manufactures fingerjointing in 2-inch through 12-inch widths on a daily basis, and has the capability to produce 14, 16, 18-inch wide boards as specialty items.

Place noted that fingerjointing is 100 percent clear before it's primed. "It's defect-free," he said. "It's square-edged, no knots. Put one or two coats of primer on it and it's ready to be nailed up and painted."

Mill Services processes in the neighborhood of 40,000 to 50,000 board feet of EWP daily, depending on width. To meet demand and fulfill customer expectations, "We've added an awful lot of equipment to increase efficiency and most importantly, to increase quality," Place commented. "In the last few months, we've facilitated some

Continued on page 36

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**MILL SERVICES-**  
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major renovations, adding a new Weinig optimizing line to, in theory, double the volume that we can optimize. We've also added a new Weinig moulder in the last year to increase our milling capacity and to provide a better product."

Mill Services also added a planer in front of its optimizing line and the planer "allows us to buy more varied material from more mills," Place explained. "We can buy rough lumber, sized lumber, wide lumber—a wide variety— and we can mill it and size it to exactly what we want, prior to it going into our scanning and optimizing line. That's a huge advantage. The better the product that we start with, the more uniform and superior the product we will achieve out of the other end of the mill. Plus, we do it with more efficiency."

Mill Services also produces most traditional NELMA patterns. "Although that is not our main thrust because our equipment is busy with fingerjoint," Place said. "We do some custom milling for some customers and probably will always continue to do so as we have the time to do it. The last couple of years, one thing we've been able to do is make panels up to 16-feet long and 50-inches wide."

New sanding equipment, purchased within the last year, has made this new service available at Mill Services. "We don't produce large volumes of panels but the addition of this product is exciting and serves a market for us," said Place, who added, "We have also added another Conception Finger Jointer, which allows us to double our fingerjointing capacity."

Mill Services primes with multiple coats 4/4 and 5/4, 2-inch through 12-inch widths at its priming plant. "We do a wide variety of coatings, including one or two coats," commented Place. "For some customers we just use straight oil coatings, and for others, we do a premier product, which is a latex over an oil coating. We have a tremendous amount of flexibility in our priming."

Place added, "I think people have come to the realization that White Pine has remained strong, is a terrific specie and it

has actually grown in demand. There is no reason to shop overseas when the best product is growing right here and employing people right here. At Mill Services, our goal is to meet the customer's demand, provide a better and trouble-free product."

Mill Services Inc. is a member of the Northeastern Lumber Manufacturers Association.

For more information on Mill Services, visit online at [www.millservicesinc.com](http://www.millservicesinc.com) or phone 603-654-8509.

**BRIDGEWELL -**  
Continued from page 8

for us," commented Jeremy Asher, Specialty Products Group Manager. "Things are going well and it is nice to see the retail side of things in action, which we normally don't see in our everyday sales."

Catering to builders, contractors and developers as a single source for building materials from the foundation to the roof, Bridgewell's Contractor Direct Division provides framing lumber, panels, siding, trim, cornice and engineered wood. It offers a number of other building materials and specialty items including: doors, windows, roofing and hardware as well as a full mix of services for jobsite delivery. Bridgewell is also a go-to source for comprehensive job packages and value-engineered options for the end user to reduce delays and complications at the jobsite. With coast-to-coast supply, a state-of-the-art tracking system and superior logistics expertise, leave it to Bridgewell to provide virtually all the products and services you need.

"We pride ourselves on providing the best value-added services to our customers, which allows them to know they've made good decisions in today's marketplace," said Rob Beasley, Vice President of Bridgewell's Contractor Direct Division. "And building long-term relationships with each customer is our top priority."

Bridgewell's Specialty Building Products Division offers a variety of products through its nationwide inventory locations and invaluable network of sources includ-

ing flooring, roofing, dimensional lumber and panel products including OSB, plywood, MDF, particleboard, laminated beams, timbers and treated lumber. Various hard-to-find items for special applications including architectural features, furniture and specialty home building are part of their offerings, as well.

The team specializes in closeout deals, liquidations, excess inventory, seconds and obsolete products. Bridgewell is always looking for mills or suppliers that want to sell downfall or off-grade items, surplus inventory, salvage products, and mis-orders.

The company's recent efforts have included expanding its renewable energy offerings by bringing its customers biomass products and expanded treated-wood disposal offerings. Bridgewell's biomass offerings include animal bedding material, bark, biomass fuel bricks, wood chips, wood pellets, wood waste and hog fuel. Playing the roll of feed stock supplier, Bridgewell provides logistics, storage and loading solutions for long-term off takes or spot transactions depending on the client's needs. Quantities range from trucks to vessels.

With November's Hurricane Sandy, Bridgewell's Utility and Construction Division assisted utility and telecommunication companies in the Northeastern United States with additional shipments of wood utility poles in a variety of species and lengths. With the increased damage to current utility lines in the area, Bridgewell was instrumental in providing proper disposal of utility poles damaged by the storm, as well as incineration, reclamation and remanufacturing. Look to Bridgewell for utility and construction products including wood poles, cross arms and braces, piling, railroad ties, timbers, and complete bridge kit packages.

Bridgewell's product diversity helps it cater to its many customers worldwide. Its personalized services allow it to build long-term relationships with both clients and suppliers alike. While Bridgewell's growth over three years has been impressive, it will continue to diversify with new products, new markets and hire aggressively.

"We continue to grow our business across all divisions and add industry veterans to our team who share the same commitment to excellence and personal service that

has become a hallmark of the company," says Kyle Burdick, President, Bridgewell Resources LLC.

Part of its long-term growth strategy is sourcing opportunities including acquisitions that complement current products, services and geographic reach while adding value to both the company and its customers.

To learn more about the company's products or services, to check out current career openings or to discuss an acquisition contact them by phone at 1-800-570-3566, web at [www.BridgewellResources.com](http://www.BridgewellResources.com) or email [info@bridgewellresources.com](mailto:info@bridgewellresources.com).

**PWLA -**  
Continued from page 10

- The length of time in and service to the industry
  - Contributions to the community, state and nation
  - Support of the greater Portland area lumber wholesale industry.
- The PWLA began in the early 1920s so industry members could gather and discuss lumber market issues. The annual Christmas luncheon has been honoring a single individual as Lumberman of the Year since 1980.
- For more information about the PWLA, email [info@portlandwholesalelumberassociation.org](mailto:info@portlandwholesalelumberassociation.org).

**MIDWEST TRENDS -**  
Continued from page 21

price but if you want to make sure you're getting quality 'and' value, relationships are very important."

As for logistics he said, "Trucking and logging are both being stressed by the cost of fuel. Availability of trucks is also a problem. Anytime you have something that revolves around the cost of fuel it's going to be an area of concern."

Continued on page 34



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MIDWEST TRENDS -

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Going forward in 2013 he said, "I believe we'll see an increase in general this year. I don't think we'll be able to abandon the hard rules that we've learned over the last six years—meaning that we're going into 2013 and in the height of the recession in 2007 everybody had to work bare bones and tighten every cost factor. We're not going to have enough fat generated by this economy to get away from that—it's the new 'norm.' We're not going to be able to deviate from that. We have to run even more efficiently and control costs in order to make a profit out of the margins that the markets carry right now. So my opinion is that if we continue to take heed to the lessons we learned, we'll continue on our path to recovery."

WEST COAST TRENDS -

Continued from page 21

is high grade Western Red Cedar. In this area especially if you have strong supply lines you will benefit. If you do not have a chair handy when the music stops (with tight supply spoken for), you are out in the cold."

**Bill McGovern and Joe Nealon of Pacific Western Lumber, Lakewood, Wash., and Lake Oswego, Ore.,** said, "Regarding the first quarter of 2013 we advise 'go long' if you are an investor rather than shorting the market. Reduced supplier capacity will create firmer and higher prices for many wood items. Housing is getting stronger and consumer confidence is reasonable with interest rates continuing low. Our area of sales isn't housing, but more into commercial and industrial areas. Those areas improved in 2012 over the previous year and we think next year will continue strong, but we don't see a big spike in 2013. In our business, which is wholesaling, we still have plenty of competition."

**Jim Walsh, sales manager for Rosboro in Springfield, Ore.,** said, "We are finishing strong this year. The market did not fall off the edge. Our lumber and plywood bookings are solid. Orders bounced up in December from November. The market has stayed firm and we will see one to two week mill closures for the holiday period. We will come back from the holidays with inventories low and thin. It looks like we will start off with a strong new year unless we get more nonsense from our federal government. 2013 is supposed to see 900,000 in housing—improving numbers. Exporting in the new year should be better. The big problem I see is transportation, especially trucks, is tight. Truck supply is an issue. Trucking capacity is down about 10 percent from last year—just another problem to overcome."

NORTHEAST TRENDS -

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now that their log decks are up they are going to start curtailing and we're coming into the time of year where the woods will start to freeze up as it gets colder, and we don't have any snow packed on the ground right now so loggers will be able to get into the logs that they need to get into so that should increase the flow of logs."

As for his current outlook he noted, "We kind of feel like we're slowly expecting this powder kick and we're all waiting for the spark to light it. But it also seems like we've been sitting on this for three years now. So I don't know if anybody's really going to be prepared if it does go; I know we're all hoping that it does but I don't see anything on the horizon that will cause it to be a go."

He said his customers are a mixed group. "I've received mixed signals from my customers. Some are looking at a strong order file for next year as far as new business. But that's not consistent across the board. In fact I just had one wholesale distributor who'd been in business for 135 years just recently closed his doors."

However, the supplier is positive about the year ahead, "I think we'll have another year of slight growth," he concluded.

The Softwood Forest Products Buyer

SOUTH/SOUTHEAST TRENDS -

Continued from page 24

terns continue the way they have been, I don't look for prices to come down."

In North Carolina a Softwood supplier said trucking availability is an issue. "Trucks are hard to find because there are fewer of them in the business now. The cost of diesel continues to rise, which also makes it difficult."

Serving retail lumberyards and wholesale distributors he said his customers have refrained from commenting on their plans in 2013. "We personally feel like things are going to improve. I'm hoping that things will stay as they are. We haven't seen large gains but after the last four years we are content with stable conditions."

ONTARIO/QUEBEC TRENDS -

Continued from page 24

price increases, some are finding themselves having to pay higher costs for such an approach.

"Treaters typically do their buying for next year, but a lot of them are getting caught with light inventories," he said.

He noted that prices for random lengths of four inch and six inch Spruce are at their highest since spring 2006. Although that is good news, he said the real question is whether such increases are sustainable for the long term. He noted that even with modest gains, there is still a considerable ground that needs to be made up since the financial collapse of 2008.

"We're nowhere near that," he said.

"We're only just profitable."

He added that with issues such as the looming fiscal crisis in the United States, "no one is ready to bet heavily on a banner year next year."

"Most of our customers are hoping to build on last year, but only slightly," he said. "It's a question of fundamentals. Will people have more money next year than this year? I don't think so. People are scaling back. With nearly 50 million Americans on food stamps, they're not going to be putting on additions or building new houses. It's better than it was, but I wouldn't say it's good."

TRADE TALK

Western Forest Products Announces Salesman Jamey Dunse



**Vancouver, B.C.**—Western Forest Products, based here, recently announced the addition of Jamey Dunse to its sales team. He will be responsible for sales of Hemlock, Red and Yellow Cedar, Douglas Fir and Spruce.

An honors graduate of Elgin Park Secondary School, Surrey, B.C., Dunse obtained a Bachelor of Science degree in economics from the University of Victoria, located in Victoria, B.C.

Previous experience for Dunse in the lumber industry includes container export manager at Aspen Planers and production supervisor for Mill & Timber. He began his career in the forest products industry on the green chain in 1997.

In his spare time Dunse enjoys sports, renovations and spending time with family and friends.

Western Forest Products is an integrated Canadian company sustainably managing forests and manufacturing high quality wood products on the Coast of British Columbia. The company sources from five distinct coastal B.C. tree species, each having its own unique properties, providing demands for the firm's global customer

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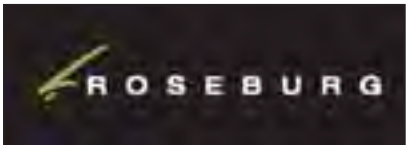
# TRADE TALK

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

## Roseburg Forest Products Announces Promotion and Award Recipient

**Dillard, Ore.**—Roseburg Forest Products, located here, recently announced the promotion of Grady Mulbery to vice president of manufacturing. Mulbery will oversee all manufacturing facilities throughout the company, including lumber, composites, engineered wood, plywood and veneer.

Mulbery joined Roseburg in January of



2011 as vice president of manufacturing for the firm's composite panel business. Prior to Roseburg Mulbery was with SierraPine Ltd., Weyerhaeuser and Willamette Industries. He has held positions as director of operations, regional manager, general manager and plant manager and has extensive experience in various lumber processing operations. He has also been responsible for research and development efforts in the area of wood and plastic composite products.

Roseburg's President Allyn Ford was also named the 2012 winner of the Bronson J. Lewis Award, presented by APA-The Engineered Wood Association for leadership and outstanding contributions to the engineered wood products industry.

Roseburg Forest Products is a privately held manufacturer of engineered wood products, lumber, plywood, and particleboard and specialty panels. It owns and manages timberlands in the Western United States and operates manufacturing facilities in the Western and Southern regions of the country. For more information visit [www.roseburg.com](http://www.roseburg.com).

## Shaver Opens Reload Center

**Cleveland, N.C.**—Shaver Wood Products Inc., headquartered here, has announced the opening of a Lumber and Building Materials reload center in Statesville, N.C.

Shaver has operated a Southern Yellow Pine and hardwood sawmill for over 35 years. The new reload will handle all types of lumber, plywood, OSB, metal and specialty commodities. It will operate in a 12-acre facility with over 35,000 square-feet of covered storage, an 1100-foot rail spur, and has mainline Norfolk Southern service.

The reload will serve the market areas of North Carolina, South Carolina, Southern Virginia and Eastern Tennessee. Richard 'Jimbo' Shaver, president of Shaver Wood Products, has announced Tom Lakeman will be general manager of the operation. Lakeman has been in the lumber industry in North Carolina for over 30 years and has operated several reloads in the area for more than 20 years. The new reload will operate under the name of Shaver Wood Products Inc./Reload Division and can be reached at 704-872-3148 or [shaver.reload@gmail.com](mailto:shaver.reload@gmail.com).



Tom Lakeman

## Boise Cascade Engineered Wood Products Built Into One of America's Largest Single-Family Homes

**Boise, Idaho**—Boise Cascade, L.L.C., headquartered here, announced selection of its ultra-strong Versa-Lam® laminated veneer lumber (LVL) for structural use in the Pensmore Estate, the energy-efficient, disaster-resistant home, which will be America's 4th largest residence. Occupying 72,000 square-feet on a mountaintop in Southwestern Missouri, Pensmore will be larger than the White

House or Hearst Castle.

Ultra-strong Boise Cascade Versa-Lam® LVL roof and ceiling beams are also designed to withstand high loads. Up to 42-foot long roof trusses provide the long lengths and extra strength to create the steep roof of a French chateau. "Versa-Lam offers higher design values than dimension lumber, is dimensionally stable, straight and true, and manufactured at virtually ideal 10 percent moisture content to eliminate twisting, shrinking and splitting and deliver flatter, more perfect surfaces," said Denny Huston, Boise Cascade Engineered Wood Products vice president of sales and marketing. "We are grateful to be a supplier of structural products for this fantastic home, and want to thank both Steven and Joe Huff (of Huff construction, general contractor), and our outstanding dealer, Meek's, The Builders Choice for this wonderful opportunity," Huston said.

Boise Cascade Wood Products L.L.C. manufactures engineered wood products, plywood, lumber and particleboard and distributes a broad line of building materials including wood products manufactured by the company's wood products division. For more information, visit the Boise Cascade website at [www.BCewp.com](http://www.BCewp.com).

## New Growth Expected In The Southeast Spurs Sherwood Expansion

**Islandia, N.Y.**—Sherwood Lumber's



Bob Kruse

Tampa, Fla., office has expanded in recent months. Although the past few years have been rough on the southeastern market, Sherwood has chosen to invest in this area citing current and future growth.

"There has been a much more positive tone in this market lately," said East Coast Regional Sales Manager Bob Kruse. "We are excited to continue expansion not only in our customer base, but also with our product mix in the Southeast."

The Tampa office opened in 2004 and serves customers across the entire Southeast region. Along with bringing in Kruse, they also brought plywood manager, Dean Hartnell, from the Chicago office to bolster the Tampa initiative.

Sherwood is actively recruiting sales trainees across the country but is especially focused on the Tampa office.

For more information on the Tampa expansion or the East Coast market in general, please contact Bob Kruse at [Robert@sherwoodlumber.com](mailto:Robert@sherwoodlumber.com).

## Cedar Creek Purchases Capital Lumber Assets

**Oklahoma City, Okla.**—Cedar Creek, located here, has agreed to purchase the assets of Capital Lumber's distribution yards in Dallas and Houston.

Capital Lumber will continue to operate eight other non-Texas distribution centers and focus on the western United States.

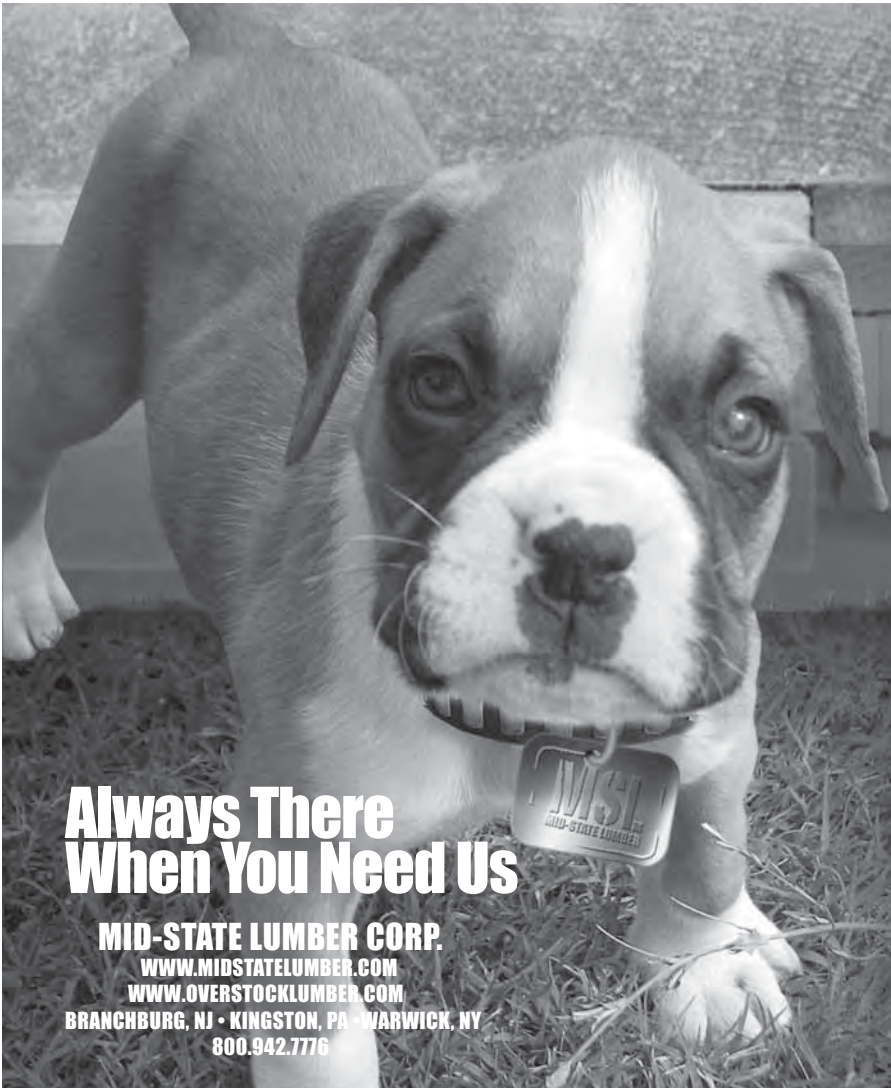
"This move helps us enhance our position in a state that we have served for years," Cedar Creek's Vice President of Operations Clark Wiens said. "Our customer base in Texas will benefit from this consolidation as we broaden our product assortment and continue our consistent service in this key Cedar Creek market."

Cedar Creek is a leading wholesale building material distribution company with 13 locations covering 20 states in the Mid-South, Midwest and Southeast. For more information visit [www.cedarcreek.com](http://www.cedarcreek.com).

## Allied Building Stores Announces President

**Monroe, La.**—Allied Building Stores, based here, recently announced Dale Mercer as president of the company. Currently COO, Mercer has been with Allied Building Stores since 2008. He will succeed David Stiles, a 16-year veteran of the company.

Allied Building Stores, Inc. (ABS) is a wholesaler of lumber and building materials. ABS is 100 percent owned by its dealer members, each of which operates an independent retail lumber business or home center in a 12 state service area. For more information visit [www.absweb.biz](http://www.absweb.biz).



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# TRADE TALK

Continued from page 35

## American Wood Council Hosts 3rd Annual Members Meeting

**Chicago, Ill.**—The American Wood Council's third annual members meeting was recently hosted here.

The theme, 'Looking Beyond the Horizon,' served as a framework for speakers and attendees to discuss events and milestones that will affect the industry this year. Political expert Bernadette Budde of Washington, D.C.-based BIPAC gave an election preview, and UL Environment's Paul Firth spoke about the future of environmental certification and labels, including environmental product declarations. Attendees also received an update from the Softwood Lumber Board and gained the AWC members perspective on the year ahead during a roundtable session.

AWC members also elected its 2013 officers and board during the meeting, which include:

- Chairman: Fritz Maso, Georgia-Pacific
- 1st Vice-Chairman: Rob Taylor, Weyerhaeuser
- 2nd Vice-Chairman: George Emmerson, Sierra Pacific
- Immediate Past Chairman: Brian Luoma, Louisiana Pacific
- Other Board members elected: Danny White, T.R. Miller Mill; Tom Corrick, Boise Cascade; Aubra Anthony, Anthony Forest Products; Ray Dillon Deltic Timber; Michael Giroux, Canadian Wood Council; Pat Patranella, Temple-Inland, an International Paper business; Andrew Miller, Stimpson Lumber; Jim Rabe, Masonite; Marc Brinkmeyer, Idaho Forest Group; and Joe Patton, Westervelt.

## LMC Forest Products Building Materials Expo

**Wayne, Pa.**—Lumbermens Merchandising Corporation (LMC) dealers from around the country made their way to Philadelphia recently to attend the LMC Forest Products & Building Materials EXPO. In the spirit of LMC's philosophy of 'Building Business Together,' key forest products suppliers participated in a 'Supplier Forum.' This forum provided insight to LMC Dealers on the state of forest products manufacturing today and the forces that will impact production and availability this year. Building material suppliers were also on hand to provide information on their products, industry trends, and develop purchasing strategies with LMC Dealers in preparation for the upcoming year.

The keynote speaker at the EXPO breakfast was Dr. William Dunkelberg, Professor of Economics at Temple University. His presentation covered a number of economic factors including the anticipated housing market forecast. According to Dr. Dunkelberg, in 2013 with interest rates running as low as they are, the housing market should see an increase between 15 to 20 percent over last year. He also noted that exports are still up and that is not expected to change in 2013.

## Adrian Blocker Appointed as U.S. WoodWorks Initiative President/CEO

**Washington, D.C.**—The Wood Products Council (WPC) announced that Adrian Blocker has been appointed President and Chief Executive Officer of the U.S. WoodWorks initiative—a program aimed at encouraging architects, engineers and others to use more wood in non-residential and multi-family buildings and making it easier for them to do so.

"The creation of a full-time president and CEO position reflects the transition of WoodWorks from a pilot to mature national program," said Christopher McIver, chair of the WPC board and vice president of lumber, sales and corporate development for West Fraser.

Prior to joining WoodWorks, Blocker was president of the Riverview Advisory Group and, in that capacity, served as president of the Southern Forest Products Association and director of strategic planning for IP's consumer packaging business. He also held a variety of corporate and leadership positions at Champion International prior to its purchase by IP, including vice president of strategic plan-

The Softwood Forest Products Buyer

ning for wood products and forestland. Adrian holds degrees in forestry and business administration as well as an MBA from Mississippi State University.

\$150 Million Gifted to Oregon Community Foundation

**Portland, Ore.**—The Oregon Community Foundation (OCF) recently announced a \$150 million bequest from the estate of Fred W. Fields, longtime owner of Coe Manufacturing and industry leader who passed away in 2011.

The largest gift in the foundation's 40-year history will be used to create the Fred W. Fields Fund at OCF to support education and arts programs in the state, according to the foundation.

"OCF is honored to be the steward of a gift that will annually provide millions of dollars in support for essential education and arts programs in communities across the state," said OCF President and CEO Max Williams. "It is really a gift to Oregon, and will continue the generous spirit of giving personified by Fred and Sue Fields." Sue Fields passed away in 2010.

The Coe Manufacturing Company, Inc. manufactures technology systems for processing wood fiber into lumber, panels, and plywood. The company offers veneer lathe, veneer dryer, plywood press, gluing, panel board press, dry kilns and control, and coastal planer and infed systems, as well as dry veneer grade scanners. It serves manufacturers of veneer, plywood, lumber, panel board, wallboard, and engineered materials. The company was founded in 1852 and is based in Painesville, Ohio. It has locations in Covington, Ga.; Tigard, Ore.; and Salmon Arm, Canada. As of June 5, 2008, The Coe Manufacturing Company, Inc. operates as a subsidiary of U.S. Natural Resources, Inc.

Softwood Lumber Board Calls For Nomination

**Washington, D.C.**—The Softwood Lumber Board (Board), which administers a national research and promotion program for Softwood lumber, is seeking nominees to fill six seats on the Board. The U.S. Department of Agriculture (USDA), which oversees the program, encourages all eligible industry members to participate in the process. In an effort to enhance the diversity of the Board, USDA also encourages women, minorities and people with disabilities to seek positions on the Board.

The Board is composed of 19 members. The Board meets throughout the year to review marketing and research activities and make recommendations to USDA regarding its programs. The national program became effective in 2011 and is funded by assessments on U.S. manufacturers and importers of Softwood lumber to the United States. The purpose of the program is to increase the demand for Softwood lumber within the United States.

The Secretary of Agriculture appointed the initial Softwood Lumber Board for staggered two, three and four year terms with the option for Board members to seek a second term. Six seats with two-year terms expire at the end of 2013. A total of six seats representing the following regions, come open for three year terms beginning in January 2014, as follows:

- Northeast: One Seat;**
- South: Two Seats;**
- West: One Seat;**
- Canada West: One Seat;**
- Overseas: One Seat.**

The Softwood Lumber Board will conduct regional elections in 2013, and will submit names of the top two candidates to the Secretary of Agriculture, who will appoint the directors. Board members appointed to begin in 2014 will serve a three-year term of office and will be eligible to serve no more than two consecutive terms. Board members serve without compensation, but will be reimbursed for reasonable travel expenses, which they incur when performing Board business.

Nomination applications are due to the Board by Thursday, January 31, 2013. Interested parties may self-nominate or nominate others to become candidates in the regional elections. For more complete information regarding nominations contact: Steve Lovett, CEO, Softwood Lumber Board at [lovett@softwoodlumber-board.org](mailto:lovett@softwoodlumber-board.org), by phone at 312-321-5131, or by postal service write to: Steve Lovett, Softwood Lumber Board, 330 North

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# Classified Opportunities

Classified Rates: Display \$60.00 per column inch, fractions of an inch will be charged as a full inch. Line Ads are \$8.00 per line.  
All classified Ads must be received by the 15th of the preceding month. Example: Ads for the March/April, 2013 issue must be in by February 15th, 2013.

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

**January**  
**Northwestern Building Products Expo,** Rivers Edge Convention Center, St. Cloud, Minn. Contact: 888-544-6822. Jan. 14-15.  
**International Builders Show,** Las Vegas Convention Center, Las Vegas, Nev. Contact: 800-967-8619. Jan. 22-24.  
**SURFACES,** Mandalay Bay Convention Center, Las Vegas, Nev. For more info: [www.surfaces.com](http://www.surfaces.com). Jan. 29-31.  
**February**  
**Northeastern Retail Lumber Association Expo,** John B. Hynes Memorial Convention Center, Boston, Mass. Contact: 866-299-2386. Feb. 6-8.  
**Montreal Wood Convention,** Fairmont the Queen Elizabeth Hotel, Montreal, Que. Contact: [info@montrealwoodconvention.com](mailto:info@montrealwoodconvention.com). Feb. 13-15.

**NAWLA Regional Meeting,** Greystone Golf & Country Club, Birmingham, Ala. For more information: [info@nawla.org](mailto:info@nawla.org). Feb. 20.  
**March**  
**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.

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TRADE TALK

Continued from page 36

Wabash Avenue, Suite 2000, Chicago, Ill., 60611.

Potential Dockworkers Union Strike

North Bergen, N.J.—At press time the International Longshoremen’s Association (ILA) voted to authorize a strike if a bargaining impasse isn’t settled before the union’s contract expires. President of the ILA, Harold Daggett,

received authorization from delegates to call a strike, which would shut down all ports on the U.S. Gulf and East coasts. The strike would affect container and roll-on/roll-off cargo. The ILA would continue to work break bulk cargo lines that employ ILA labor but are not covered by the master contract. Perishables and military cargo would also be exempt. The vote by the ILA’s 200-member wage scale committee moves East and Gulf coast ports closer to coast-wide strike. If the strike takes place it would be the first one in more than 35 years. For more information visit [www.ilaunion.org](http://www.ilaunion.org).

OBITUARIES

MICHAEL ST. JOHN

Michael St. John, 66, of Boise, Idaho, passed away recently. St. John was in the engineered lumber business for 36 years. He joined Trus Joist in 1976, one of the first salesmen in the industry. In 1999 St. John helped to found Pacific Woodtech and served as vice president and director of the company until the day he died.

He was a board trustee of the American Plywood Association (APA) - the Engineered Wood Association, chairman of the APA Marketing Advisory Committee, and a member on the APA EWS I-joist/SCL Management Committee.

St. John was born in 1946, the first child of Dale and Lucy St. John in Boulder, Colo. As a teenager, he worked at Sterling Paving Company, which was owned by his uncles in Ft. Collins. After graduating from Poudre High School, he enlisted in the navy. He married Cara Dietz while he was in the Navy, and they had two children, Jason and Tanae. He played college football while attending Colorado State University, and earned a Bachelor of Science degree in biology and a teaching certificate. His first job out of college was as a teacher, and coach at Leshar Junior High.

In 1980, he married Judy Hedrick, and they had two children, Shanna and Taylor. They moved to five states for his job at Trus Joist, settling in Boise in 1990.

RICHARD KIRK MORSE

Richard ‘Dick’ Kirk Morse was born on Feb. 7, 1931, in Salem, Ore. He passed away with his children, sister and beloved dog, "Meg", by his side, in his Charbonneau, Ore., home. He was the youngest child of Ferne and Clayton Morse. When Morse was two, his parents moved to Newport, where his father began what would become the Morse Family Legacy of locally-owned and operated lumberyards. Propelled by the war in 1941, his family would proceed to move from Newport to Astoria, Ashland, Portland, Salem and finally settling in Astoria. While in Astoria, Dick learned first hand the intricacies of the building supply business from his father, while attending Astoria High School.

Morse attended the University of Oregon (UO) and joined the brothers of Phi Delta Theta, serving as their president. He was also the IFC President on campus. In addition to the bond he had with his fraternity brothers, the UO was where he would meet and marry the love of his life, Carol Lee Tate Morse. Together they began a marriage and partnership that lasted 50 years, until Carol Lee's death in 2003. Dick and Carol Lee enlisted in the Army and moved to Fort Sill, Okla., for a two-year tour of duty.

In 1959, they answered a small ad in the local paper and purchased Canby Builders Supply with Dick’s father. Until the time of his death, Richard Morse was the owner and operator of a thriving business that will remain in his family and continue as a teth-

er to the community of Canby. He immediately became involved in the city’s community activities, be it Canby Lions Club, Canby Rotary, CUHS Booster Club and the Canby Rod and Gun Club, to name a few. In 1962, Morse was instrumental in forming Willamette Valley Country Club.

He was a passionate advocate for the building products industry with involvement in Northern Yards and the Western Building Material Dealers Association. Morse is survived by his children, Holly Diane Morse Rodway (Jim) of Lake Oswego, Steven Kirk Morse of Portland and James Kent Morse of Portland; sister, Marilyn Jean Kessler; pet companion, Meg; and eight grandchildren. Visit [www.canbybuilderssupply.com](http://www.canbybuilderssupply.com) for donation alternatives in Richard K. Morse’s name, in lieu of flowers.

DON DYE

Don ‘The Sheriff’ Dye recently passed away in Coquitlam, B.C., at the age of 65. A memorial service was held in Vancouver, Wash., to celebrate his life.

Dye was born November 30, 1946 in Santa Cruz, Calif. to Frederick G. and Doris Mae (Goodale) Dye. He married Jeanette Lynn Bradshaw May 4, 1970 in Kent, Wash.

He was a proud Vietnam veteran, serving his country and the U.S. Army from 1965 to 1968. He spent the last 37 years in the lumber industry. His career started at North Pacific Lumber in Portland, Ore., then moving to Loth Lumber in Gold Bar, Washington, Cedar Source in Gresham, Ore., and finishing his career at Mary’s River Lumber in Corvallis, Ore.

It was at Mary’s River Lumber that he became known as ‘The Sheriff.’ “To serve the customer and protect the mill.”

Dye was a husband, father, brother, uncle, and grandfather. He traveled extensively for work and pleasure. He was a Washington Husky fan and enjoyed watching them on Saturdays in the fall. There wasn’t a fair or outdoor festival around that he didn’t enjoy or attend.

He is survived by his wife Jeanette, sons Donald Jr. (Tammy) of Gresham, Ore., and Brad ‘Ziggy’ (Joanna) of Lincoln City, Oregon, daughter Wendy (Chris) Cline of Bettendorf, Iowa; grandchildren Haley, Liam, Mary, Faye, KayCee, Jason, and Carson; brother David (Jeannie) Dye and nephew Nicholas Dye, both of Lake Stevens, Wash.; special cousins Marilyn and Keith Semprimoznik, and Kevin and Mary Alice Knutson; and Don and Joyce Goodale, his uncle and aunt.

Preceding him in death were his parents Fred and Doris Dye; grandparents Grant and Nellie Goodale and William and Jennie Dye; aunts Margie (Goodale) Anderson, Roberta (Goodale) Knutson, June (Goodale) Semprimoznik. Donations can be made on his behalf to the American Diabetes Foundation.

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

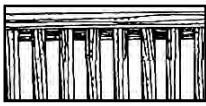
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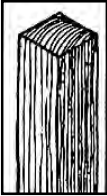
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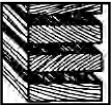
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