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Pleasant River Lumber is a 100% U.S., family-owned Maine business with four generations of experience in the forest products industry.



* All lumber sold through wholesale, wholesale distribution, and buying cooperatives

COMACT-
Continued from page 6



Ricky and Marsha Williamson, T.R. Miller Mill Co., Brewton, AL; Loren Walker, Comact USA, Hot Springs, AR; and Daniel Gignac, Comact USA, St. George, SC



At Comact USA's grand opening, customers, friends and visitors were able to observe a rotary lug loader, a GradExpert™ and a SEC positioning fence during their visit. This is a view of Comact's rotary lug loader.

Deltech Manufacturing provides green energy solutions, wood energy, biomass systems, wood pellet manufacturing plants, and district heating systems for those in need. To find out more about Deltech Manufacturing visit www.deltech.ca.

NCL Engineering has a facility where they do machinery design work for sawmills, planer mills, material handling, oriented strand board/plywood plants, and they also manage projects. Their website is www.nclengineering.ca.

Nechako Construction Ltd. is a company that does value-added construction projects for those in need. For example, they do planning, detailing, fabrication, installation and maintenance for value-added construction proj-



Martine Dulac, Comact Equipment Inc., Saint Georges, QC; and Eric Michaud, Comact Equipment Inc., Montreal, QC

is a company that designs and manufactures lumber handling equipment such as: transfers; trimmers; unscramblers; lug; SL-heaters; positioning; fences; and package handling equipment like bin sorters, stackers and stick placers, lathe placers and collection systems. Their website is www.sawmillequipment.ca.

PHL Equipment is a company that designs and manufactures equipment for Hardwood sawmills and lower production Softwood mills. In their products list, you can



Greg Hair, Charles Drayton, Donnie Baker and Tommy Grimsley, KapStone Paper and Packaging Corporation, Summerville, SC.

ects; and, Nechako Construction has skilled employees like millwrights, welders, fabricators, carpenters, crane operators and others. Their website is www.nechakoconstruction.ca.

Nechako Mechanical does large-scale industrial fabrication and this firm has a 40,000-square-foot facility where they do fabrication, build machines, do millwright work and have paint shops. Their website is www.nechakomechanical.ca.

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Dorothy and Rod Fitzpatrick, and Fred Spinola, Comact USA, St. George, SC; Terry Bishop, Canfor, Graham, NC; and Travis McDonald, Canfor, Myrtle Beach, SC



Jordon Heffelfinger and William Claxton of Comact USA, St. George, SC, are standing by a machine, which is made by their company called PosiLOCK.

find breakdown equipment such as re-saws, canter twin band mill breakdown, curve-sawing gang. They also manufacture lumber handling equipment such as trimmer and sorter lines for Hardwood mills. You can learn more about that company by visiting their website at www.equipementsphl.com.

Vanderhoof Specialty Wood Products is a firm that specializes in value-added lumber manufacturing and pellet production. They make HRA finger jointed lumber, posts, rails and platinum wood pellets. Their website is www.vanderhoofspecialtywood.ca.

According to shareholders, Comact Inc. is associated with the best suppliers in the industry such as: ANDRITZ Iggesund Tools, Key Knife-Key LMI Technologies Inc., Equipements PHL, LICO, PHL Equipment, Rockwell Automation, Samuel Strapping Systems and SCS Forest Products Inc.

Comact's mission is to: provide the wood processing industry with high performance equipment and superior services; be a leader through innovation, technology and product quality; and deliver projects which are profitable for clients, shareholders, employees and suppliers.

The values upheld at Comact are:

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Western Business Trends



By Terry Miller
Associate Editor

Sources in the Western region said Softwood lumber market conditions are down from this time last year. Manufacturing Ponderosa Pine boards and studs, a contact in Montana said his business is off by about 30 percent this year. The source attributed the decrease to weather conditions. “Every region seems to have had a rougher winter this year and weather slows activity down. The demand is there, but it’s hard to fill the orders when you don’t have the product to put out. Every aspect of the market has been affected by the weather.”

Sustainable Forestry Initiative certified, the contact said he hasn’t noticed any increase in demand for those products. “On occasion we’re asked about it, but typically we’re not. Most of the distributors we market to are familiar with that certification and probably do sell the products but I haven’t seen any increase in inquiries.”

When asked about other issues affecting his operation he said, “Oftentimes weather triggers emotion in a marketplace. For example, a hurricane will hit and OSB prices will go up. But the type of deep weather patterns the nation saw early on this year affects everybody. Even if jobs are lined up, they can’t be worked because the workers can’t get in to do the jobs.”

As for the next six months the source said, “I think we’re going to see a strong finish to the first quarter and good demand through the rest of the year.”

In Idaho a Softwood supplier commented, “The tone of the market is better. Even though we’re not that much more active, optimism is better.”

Handling Spruce, Hemlock Fir and Douglas Fir, he said Spruce is moving the best. “Generally our take away has been good in all the species but Spruce is moving better than the rest.”

As for availability of products he said, “It varies from product to product. We’re big buyers of No. 3, which has been tight out west because of the China factor, but we are seeing more of the low grade used in eastern Canada. In high grade, availability has been overall good in the market.”

Another Western Softwood supplier noted, “We’ve seen a little bit of tightening recently but generally speaking availability is good. Actually most of the availability issues are more logistics related than they are production oriented. Generally

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Northeast Business Trends



By Sue Putnam
Editorial Director

Sources in the Northeast region report mixed conditions for Softwood market activity. In New Hampshire a contact described the market as “fractured.” He indicated that while business is steady, it seems awkward. “Everything happens at once and everybody seems to come to the table at one time and then everybody leaves. Then it repeats itself, they come back and they leave. It’s hard to get a handle on the market. What I tell people is that we are very busy in an awkward way.”

Supplying mainly Eastern White Pine, he commented, “If we were football players we’d be the offensive linemen right now. Not real fancy not scoring a lot of touchdowns—but day in and day out Eastern White Pine is doing as well as any species right now.”

When asked about transportation issues he indicated it is a large area of concern. “Trucking issues are a huge problem. I have four loads in my distribution center right now that are set and ready to go that people are having trouble getting. This is the worst trucking availability problem I’ve seen in the last 36 years. There are not enough trucks and some of it is weather related and everything else in between. This is as difficult of a situation as we’ve ever seen—no doubt about that. It’s a combination of things—there are not enough truck drivers in the business, there is a fair amount of freight moving and the trucking industry hasn’t stepped up to meet that demand. Transporting lumber does not pay as much money as some of the other commodities, so if they have a choice to haul this other item instead, they’ll do it because the money is better.”

In relation to transportation another source in New England said, “The weather is horrible in this area and it’s hard to get trucks up this way. I can’t get trucks to go to North Carolina right now because of the issues they’re having in North Carolina. I have more wood in my sheds right now that is ready to ship than I have had in ages. I have loads that have been here for three weeks. I have customers that are getting a little funny with their ordering because it’s costing them more money to ship it—but they have to get the wood to their customer.”

As for what remains in 2014 he said, “I think there is going to be some demand and business is going to be incredibly busy. I think we all have a huge shock

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Ontario/Quebec Business Trends



By Michelle Keller
Associate Editor

This winter may go down in the history books as one of the most brutal winters on record, and the constant low temperatures and snowfall have taken a temporary toll on the Softwood industry. The harsh weather has meant fewer workdays for carpenters, builders, and other trades people, and that has translated into less demand throughout the Softwood industry. Despite this, many mill and wholesale operations predict sunnier economic skies in the year to come.

A trader for one Quebec-based wholesale operation pointed out that the frosty weather would not last indefinitely. "I think overall, just from who we talk to, weather is a factor, but weather is not going to be a factor forever," he said. "I just think there is more happening in the U.S. than there was last year. The market is still improving, and you can see it. If you talk with any mills and you talk with them about their shipping last year compared to this year, you would see improvement."

He noted that there are a variety of factors that are helping to push the market in the right direction, but quickly added that the growth is both gradual, and hopefully, more sustainable than the early gains of 2013.

"I think we're certainly seeing an improvement in wood going into the U.S. from Canada," he said. "Not a drastic improvement, but steady. The prices are at least the same if not higher than last year."

Domestically, he said, the market for Softwood lumber is not quite as strong as it was at this point last year, but if the United States continues to improve, there may be a ripple effect that will eventually benefit the Canadian marketplace as more excess lumber is siphoned off south of the border. He went on to say that as long as the Canadian dollar remains weak compared to the U.S. currency, things will work out well.

"One of the big factors is the dollar. Our dollar is at 90 cents, which is a bonus for mills. Another factor is that prices being as high as they are, there is no duty at a certain threshold," he said.

Still, he noted, many buyers remain cautious after last year's Softwood market fell in the second quarter.

"People are not going to buy three or four loads at \$500; they will buy it when they need it," he said, adding that there may be some degree of market correction at some point, but not to the same extent as last year. "I did not really think it was going to go as high as it did last year, but it did. It really acted like a true commodity last year."

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South/Southeast Business Trends



By Gary Miller
Managing Editor

Sources in the Southeast region attribute most of their current activity issues to weather. An Alabama contact said, "I hate to be "that" guy who blames the weather. The market seems to be fairly good, but Mother Nature's made it fairly soft. I think that the little bit of momentum that we had heading into the year has come to a screeching halt. Obviously shipments are backed up, production is off a little bit, but I think that production has caught up over the last two or three weeks with the demand."

The source indicated he expects business to improve as warmer weather prevails. "Weather-wise I think we're out of the woods, and personally I'm over all of this rain. Schools and municipalities were shut down basically a week over the last three weeks in February."

When asked to compare the market year-over-year he commented, "I don't think the market is as good. Personally I think we're going to see prices go down."

He continued, "Weather is a big factor, but I also think there's just a big slow-down. A lot of jobs have been put on hold. There's lumber in the pipeline and there are jobs in the pipeline, but everything has been pushed out a month or two. And I've got several big jobs in Kentucky where the customers just told me to stop shipping for another three weeks or so."

Primarily handling Cedar and Cypress he said, "Sales are steady; it's moving along, but I think we might run into some bottlenecks later on in the spring. Studs have fallen off again, but I think that's just an indication of what's going to happen for the next little bit."

He said he isn't having availability issues and inventory levels are pretty fair. "We're sitting pretty, actually. We've got just the right amount of inventory for us. I think for the next six months it's hard to get excited, but I feel pretty good about it."

In North Carolina a contact said the market in his area is flat. "We were looking better, but now it's just flat. I would say conditions are worse than they were six months ago."

He continued, "The factors affecting us most are weather and there's some uncertainty with what the government's next move will be. We've had some scenarios where customers couldn't take orders in because of the weather. All of these packages were ready to go out, but because of the weather they couldn't ship those to install them, so they just sort of came to a standstill. Basically they can't build anymore until they've shipped what they already have. And at the same time things are kind of flat-lining."

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COMACT -

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CALVERT CITY -

Continued from page 7

cabinets, paint, and hardware. The firm also sells about 600,000 square feet of sheet goods annually, including plywood, OSB, TechShield and Zip products. The company's roof truss division manufactures and sells trusses for homes, pole buildings, and commercial buildings. Its pole barn division sells and erects pole buildings of any size or specification.

Over the years, Calvert City Lumber expanded and evolved with the times and with the industries that surround it. Early on, the company's founder was attracted to Calvert City's growing industrial complex.

Today, Calvert City is home to 16 industrial plants that serve as a key source of employment for Western Kentucky. The majority are chemical manufacturers with some steel and metallurgical plants and industrial services firms. "We are located close to these industrial plants, and not on a main highway," Prince said. "We do a lot of business with these plants and their maintenance contractors."

In the early 1960s and 1970s, Calvert City Lumber contracted and built many of the homes in Calvert City and surrounding areas of New Kuttawa and New Ed-dyville. The roof truss division was started in 1971 and was one of the only two companies in the western part of the state that manufactured roof trusses. In 1980, after graduating from college, its current president started a hollow metal door and frame division of Calvert City Lumber—"Commercial Door & Hardware." In 1984, Conn purchased Calvert City Lumber from his family.

A member of the Western Kentucky Construction Association, the Homebuilder Association of Kentucky, and the Marshall County Chamber of Commerce, Calvert City Lumber is focused primarily on the professional builder who has come to rely on the service, support, and product availability that the specialized retailer provides. "We know we're not going to be the cheapest, but we do pride ourselves in having the highest quality lumber," Prince pointed out. "When we buy Spruce, for example, we're looking for Premium, A-grade lumber. And our treated lumber is prime-grade with four edges on it. We only want the good stuff."

Calvert City Lumber also has location on its side when competing with the big box retailers that have infiltrated its industry over the last 20 years. "We're off the beaten path so customers really have to come to us. We're not sitting out here on a highway or at a major intersection," said Prince, who pointed to the growth of cell phone use as a less visible business shift that the company has had to adjust to. Before mobile phones became ubiquitous, for example, the store's landline would ring off the hook with new orders, questions, and customer requests. Today, much of that communication takes place between Calvert City Lumber's sales reps and their customers via mobile phone or text message.

"It used to bother us when we didn't hear the phone on the counter ringing," Prince said, "until we caught onto the fact that much of that incoming business was being handled directly by our sales reps." In response to that shift – and to save some money on telecommunications – the company cut down its number of landlines from five to three.

Calvert City Lumber is no stranger to innovation and adaptation. In fact, Prince – who started working for the company in 1975 when he was just a youngster – remembers a time when roof trusses were built with a handheld press. He also recalls loading more than 1,000 hundred-pound bags of blasting sand onto pallets for customer deliveries. "Things were pretty labor-intensive back then," said Prince. "We've come a long way in terms of our processes, equipment, and how we get things done."

As the nation's housing market slowly emerges from one of the worst down-turns in history, Calvert City Lumber is well positioned to serve the builders that it has stuck with through the good and the bad times. "Our customers have been through a pretty rough period; if they're not building anything, then we suffer too," said Prince. "But we're feeling a pulse now that we're hoping continues to strengthen in 2014 and beyond."

For more information visit www.calvertcitylumber.com. ■

RETAIL REVIEW - Continued from page 17

The retailer released a 5.6 percent sales growth and 7 percent same-store sales growth last year.

The Home Depot currently operates 2,260 retail stores in all 50 states, the District of Columbia, Puerto Rico, U.S. Virgin Islands, Guam, 10 Canadian provinces and Mexico. The company employs more than 300,000 associates.

For more information visit www.homedepot.com. ■

Salem True Value Switches Co-Ops

Salem, IN—Salem True Value Hardware, located here, recently switched co-ops after 45 years.

The company is remodeling and has become Ace Hardware of Salem.

"We're getting a makeover," said co-owner Bob Strange. "It's the same people and the same place, but now it's Ace." Other partners in the store are Strange's sons Terry Strange and Gary Strange and son-in-law Todd Hazeli, who is store manager.

"It was a decision that wasn't made lightly. It was something we decided to-gether as a family partnership," said Bob Strange. "We had a lot of discussion and did a lot of research."

He stressed there were no problems with True Value. "We had a good relation-ship with them, but felt we could have more outreach—Ace is a considerably big-

Continued on page 29

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RETAIL REVIEW - Continued from page 25

ger organization and it fits more in line with our vision and objectives.”
The store will remain open with uninterrupted service throughout the transition, which he said would likely be completed by the end of March. ■

Habitat For Humanity Expands


Summerdale, AL—Habitat for Humanity recently opened and expanded a 15,000-square-foot ReStore discount LBM outlet here. It also moved its Alliance, NC, ReStore to a larger building in Grantsboro, NC.
Habitat for Humanity is a nonprofit, ecumenical Christian ministry that builds with people in need. The company has more than 1,500 local affiliates in the United States and more than 70 national organizations around the world. For more information visit www.habitat.org. ■

WEST COAST BUSINESS TRENDS - Continued from page 18





In northeastern Washington state, **Chris Rutherford, in sales for Columbia Cedar, Kettle Falls**, said, “The weather has slowed sales somewhat, but once the winter weather eases up we’ll go from zero to 100 mph in Cedar product sales. We are having to hold off on shipments due to snow and icy weather in many parts of the country,” he said. “But our customers are giving us very positive feedback regarding what they are hearing and what they are expecting in this new year. Logs are in good supply, but Cedar logs are expensive. We have raised a few prices slightly in an effort to pass on our rising costs.”
Dave Cochenour with TMI, Morton, WA, said, “Since the holiday period, we saw a much stronger pickup in business than the same time last year. In Cedar fencing, supply is not adequate for demand. Cost of logs is a big issue. Even in the winter months the cost of logs has not weakened. A lot of customers were waiting to buy, hoping winter weather would bring lower prices. That’s not happening this year. Prices will be firm to higher between now and the July 4th weekend. Our biggest concern is that prices will get so high that customers may wish to turn to alternative products. We started up our whitewood fencing operation last October to offer a lower priced alternative to Cedar. This fencing is stained and is about 30 percent cheaper than our Cedar fencing. Our customers like it and demand has been strong.”
In **John Day, OR**, **Art Andrews, sales manager for Malheur Lumber**, said, “Considering the weather here—and everywhere—things are good. We’ve seen a strong start for the year and we believe the rest of the year will be strong based on input from customers.”
Grant Phillips of Collins, Portland, OR, said, “We’ve seen an incredible start in

sales this year—the numbers are very strong in both our mill sales and on our wholesale side. Demand has started to spark increases in supply. Except for California, weather has been a big factor. Other than that area, the best economic recovery areas have seen the worst weather. I feel people will see ups and downs in sustained market cycles. As mill suppliers, by increasing our production numbers, we are once again potentially shooting ourselves in the foot. For the past four or five years everyone has scaled back on supply. Now orders and volumes are more consistent. Sawmills are tempted to increase production. The economy is going to give us orders; you can sell anything. Log prices are high; the supply side will now drive prices of fiber. Customers are now going to be stuck with firm market prices, a 180 degree difference between now and three to four years ago.”
Phillips said that although Collins has chosen not to export logs, other exporters are driving the cost of logs continuously upward. “We do directly export lumber, and we sell to other exporters who don’t operate mills.”
Phillips said another issue that is complicating the wood business is transportation, which is now 25 to 35 percent of the sales cost.
Steve Killgore, v.p. of sales and marketing for Roseburg, Dillard, OR, said, “The start of 2014 has been a mix in terms of activity. Our lumber, engineered wood and hardwood plywood are faring very well. In fact, in lumber we may reach the highs of last year by the end of February. On the other hand, our Softwood plywood and particleboard markets have been sluggish. In both cases, customers tell us it is the weather. That may be a part of it, but I would point to the volume of OSB coming on the market and suggest we have an oversupply in structural panels in the near term. Considering that, we remain optimistic about 2014. We just returned from the International Builders’ Show and one could literally feel the buzz and energy. The show was very well attended and we had some great meetings with customers.”
“The impact of weather is hampering construction efforts. Transportation has also been impacted, especially in rail shipments. Car supply getting stacked up on the East Coast, and increased transit times due to alternative routes are two key issues right now. Another big issue is drought in the West. We have already had two forest fires this year on our land, one in California and one in Oregon. This is very unusual for this time of year. This could be a tough fire season come summer if we do not get snow pack soon. We are intentionally building log inventories in anticipation. Customers will want to keep a close eye on their inventory positions come July and August.”
Leslie Southwick, marketing and sales manager for C&D Lumber, Riddle, OR, said, “December sales slowed down, but picked right back up by the second week of January. We ran a fair amount of production at our mill in December, so we had supply ready to sell in January in our Doug Fir products, which gave us a very good shipping month. Cedar continues to be in high demand, exceeding our supply both in decking and fencing. The weather has not detracted much from

Continued on page 30



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WEST COAST BUSINESS TRENDS - Continued from page 29

customers' positive attitudes about sales this year. Weather will slow sales down for a bit, but it seems to bounce back as soon as the weather improves."

Southwick said logs are in high demand and her company is running logs faster than they can be purchased, but that is normal in winter months. Lumber inventory at C&D is normal for this time of year, but "customers are willing to carry more inventory this year than last year."

She also said that "shipping into California can be an issue at times due to their emission laws. There seems to be fewer trucks available and we have seen prices increase since the beginning of the year. Union Pacific rates are also going up in March, which will leave our customers to evaluate whether they want to ship by rail or by truck."

Jim Walsh, sales manager for Rosboro, Springfield, OR, said, "Sales levels are what we expected for mid-February. Housing starts are stronger this year. Mills took holiday time; some took more time off than usual. Customers came back looking for wood and it pushed prices up. This year is starting off strong. Business is steady for our lumber and engineered products, though sales are a bit muted for plywood products. But plywood and veneer mills have a floor. Log costs keep going up and mills will close until prices rise enough to bring profits. We have a few weeks of order files and we are optimistic about the rest of the year."

Darren Duchi, sales manager for Siskiyou Forest Products, Anderson, CA, said, "The first two months of this calendar year have gone about as expected. We saw a small slowdown, but we have stayed busy. We have a four to five week order file now, a healthier position than we saw this time last year. The dry California weather has helped our bottom line. It's been 75 degrees the last two months here and over much of California. We make a significant amount of sales to this area, so the good weather has helped on our production side as well as on the sales side. We make a wide range of sizes, lengths and finishes, offering clear, finger jointed Cedar or Redwood designed for exterior use and extreme weather. We offer a two-coat exterior prime that our customers like. We are doing some things with FSC. We work closely with suppliers that we buy from quarterly, and we have seen no supply problems. We now have our secondary plant up and running well, and we recently invested \$350,000 in a plant to make fire logs, similar to a Presto log, or we can make the product in something like a hockey puck shape. It can be used by anyone with a wood stove, it uses green material and it is turning what was a cost into a revenue source." ■

ONTARIO/QUEBEC BUSINESS TRENDS - Continued from page 24

The general manager at one Ontario mill pointed to many of the same market forces when he talked about his outlook for the coming year. He said the slight

improvement from this time last year was due to a combination of increased U.S. demand, better currency ratios, and a certain element of optimism that the latest price increases may be more sustainable than those of last year.

"I think from all indications the (Canadian) dollar is going to decrease because the U.S. economy is going to get better, and the U.S. dollar will get stronger. I see it as a continuing trend," he said. "Also, as the U.S. economy picks up steam, the lumber prices will continue to go up. It's a formula for success."

He also noted that supply has so far not been an issue, partially because so many mills have closed, and most of those that survived have curtailed production during the past few years. He said the reduced inventory levels may at some point cause marketplace delays, but that he does not see it as a significant issue in the immediate future. That said, he did say that the past month's weather has not helped boost anybody's numbers, and that it has made a month that is often slow for Softwood even slower.

"Typically January is a slow month for us anyway; with winter as it is, it typically slows down anyway, but the weather has not helped," he said. "Just speaking with builders, some will dig out for three days and then get hit with another snow storm, so it really has slowed the market down."

Those sentiments were echoed by the sales manager at a Quebec mill that specializes in black and white Spruce, Jack Pine, and Fir. She said she believes that the healthy start this year is a sign of things to come.

"I would say better than last year," she said about 2014. "So far this year, the season is early, but I think it is going to be a good season for sure. I think there is more demand in the States than there was last year. We sell in Canada only, but because demand is up in the States, it brings the prices up in Canada."

She added that although optimistic about the rest of the year, this winter cast a frozen pall over building efforts. She said the cold and the snow kept a lot of stock from moving.

The weather has been a factor on the wholesale side of the industry as well. One sales manager from Ontario said that last year's January volume numbers were considerably stronger when compared with 2014. The early year enthusiasm of 2013, however, was short lived.

"Last year, we seemed to start the year with a lot of hype and overconfidence in the coming market and we paid for that in March when we had a 30 percent loss in volume," he said. "There was a bit too much optimism in January."

This year, he said, the optimism is a bit more realistic. Still, the precipitous second quarter fall in 2013 has left some buyers and customers a bit tentative.

"Some of them only seem to remember the market coming off rather than going up, even though our Canadian market has defied them for the last two months and gone up," he said. "They are a little less eager to buy because they remember last year. They think they will catch it on the bottom, so they are disappointed with the prices going up."

He predicted that the steady start to 2014 will continue throughout the year, with a strong spring and early summer, followed by a solid fall finish. He said the U.S.

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Washington Scene



Five-Year Farm Bill Approved

The House of Representatives recently passed the Farm Bill, which authorizes \$1 trillion in spending on farm subsidies and nutrition programs, setting the stage for final passage of a new five-year Farm Bill that has been stalled for more than two years.

Negotiators from the House and Senate spent several weeks working out their differences on issues in legislation, including cuts to food stamps, income caps on farm subsidies and a price support program for dairy farmers. The bill is expected to save about \$16.6 billion over the next 10 years.

Passed by a vote of 251 to 166, some of the biggest winners were communities, forest products industries and conservationists looking to do active forest restoration.

The Forest Service estimates 82 million acres of its forested lands need immediate restoration due to insects, fire and drought. Many approaches are needed to make progress.

"This new law is a step in the right direction, and we appreciate the hard work done by our allies in Congress to make it happen—particularly the leadership of Chairwoman Debbie Stabenow, Ranking Member Thad Cochran, Chairman Frank Lucas and Ranking Member Colin Peterson," said AWC President and CEO Robert Glowinski. "We look forward to working further with the U.S. Department of Agriculture (USDA) to ensure that provisions in the law are implemented."

Government Spending Bill Passes

Congress recently passed a \$1.1 trillion omnibus spending bill, which will fund the Government for the remainder of this fiscal year. The spending package is good news for most agencies and removes the sequestered funding levels that were put into place in 2013 when the Government failed to reach agreement on a package of long-term spending cuts and tax reforms.

According to officials the U.S. Forest Service will receive \$5.5 billion, which \$3.077 billion will go to the wildland fire account, which includes suppression, preparedness, and hazardous fuels reduction activities. Funding for the Forest Products program is \$339 million, an \$18 million increase from the sequestered level. Hazardous fuels reduction funding, which helps fund pre-fire mechanical treatments is \$306 million, up substantially from the President's proposed 2014 budget. The Appropriations Committees included language noting that it expects the Forest Service to increase vegetative and timber management activities and believes there needs to be dramatic improvement in forest management to improve forest health, increase timber production and restore jobs.

The Integrated Resource Restoration (IRR) program, which combines all funds into one pool of money, will continue to be used as a pilot program. The Forest Service is also directed to report on the program's performance to the Appropriations Committees within 90 days and outline its plan of action for 2014.

The bill provides \$40 million for the Collaborative Forest Landscape Restoration (CFLR) fund, which funds the 20-plus CFLR projects nationwide. The Forest Service must report to the Committees within 60 days on the implementation and outcomes of the CFLR funded projects to date.

American Wood Council Develops Wood Resource List

To assist North American wood products companies in identifying specialists and experts on combustible wood dust, the American Wood Council (AWC) has developed a new web page listing consultants offering services on the subject.

This new resource was developed in response to member requests for additional assistance in providing greater safety in wood manufacturing facilities. According to a 2006 study, there were 281 combustible dust incidents in all types of manufacturing facilities between 1980 and 2005. Then in 2008, the Occupational Safety and Health Administration (OSHA) placed combustible dust on its National Emphasis List, resulting in increased OSHA enforcement activities, but without clear guidance on regulatory expectations.

"The wood products industry always wants to do more to ensure the safety of its employees and facilities. We expect the industry will find this resource helpful to identify professionals who can provide additional assistance with navigating OSHA requirements and dust issues will be useful."

The list will be updated as new consultants are identified. Industry representatives are encouraged to suggest additional listings by emailing info@awc.org. For more information or to access the AWC resource list, visit www.awc.org/fire/wooddust/index.php. ■

ONTARIO/QUEBEC BUSINESS TRENDS - Continued from page 30

housing market is showing some healthy signs, with projections taking housing starts past the one million mark. He conceded those numbers are "a long, long way from the 2.8 (million) we were at in 2004," but that things are hopefully turning for the better.

That said, he would not commit to going overboard with any orders.

"Crystal balls being what they are..." he said with a laugh, adding, "We're not going out and buying a hundred cars of anything right now, I can assure you of that." ■



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SOUTH/SOUTHEAST BUSINESS TRENDS - Continued from page 24

When asked about logistics he commented, “Transportation costs are always a concern. We have a transportation guy who handles that, but it’s always on the back of my mind. Ultimately if affects your cost for profitability. For example, you’ll have a company make a haul for us for \$1,700, but if we can’t get them specifically then it might cost us \$2,300 with somebody else.”

Another source in the Southeast said, "Overall the market in our area is steady. I believe it is slightly stronger than the last six months. Weather and supply are the biggest factors affecting us, but a bit of that goes over to transportation, as well."

Supplying mainly Southern Yellow Pine he noted, "At our operation, my main assignment is the industrial grades, the No. 3 and 4 Commons. We're heavy into 2x4 to 2x6's, with a little bit of the wider lumber, while we also have some activity in the smaller timbers, like the 4x4 and 4x6 and 6x6 in the lower grades like the 3's and 4's."

As for what lies ahead in 2014 he said, "Over the next two or three months, if they follow the patterns of 2013, I expect prices to run on up through June and July. As I recall, it was about then that they started to slow down in terms of price increases. For the next six months, my guess would be the market should get slightly stronger." ■

MIDWEST BUSINESS TRENDS - Continued from page 18

Predominately supplying products for new home construction a contact in Missouri said, "The belief is the market will be up about 10 percent over what it was last year as far as home construction. Everybody is being conservative and when you have this kind of weather it puts everybody behind. The labor force isn't out there to catch up either. It will just be a steady increase as spring comes around the corner."

A Softwood supplier in South Dakota commented, "The Softwood market in this area is down and business conditions are slow due to the weather."

Handling Ponderosa Pine he noted no availability shortages. "We can pretty much pick up the phone and get whatever we want at this point. It seemed like things were getting harder to find but the weather conditions have clearly put a hold on everything."

Compared to this time last year he said his inventory levels are about the same and pricing is up. "I think everything will probably have price increases as we move into warmer months. Transportation has been rough. We are paying higher rates and availability of trucks have been short."

When asked about the next six months he said, "Overall I have a positive attitude and business will be good. There will be a lot of trading in the months ahead because housing is healing. Most of the people I talk to have the same opinion." ■

WESTERN BUSINESS TRENDS - Continued from page 23

speaking, our truckload rates are pretty sideways, they've been around the same prices for a long time. Availability is okay, but a lot of that is seasonal. In the winter, trucks are available. In the spring, we compete with produce so it's going to get tighter here in the next few months."

"Everyone is optimistic for 2014, looking forward to a decent year. It's not like we're going gangbusters but we're holding steady and ready for whatever the future brings." ■

NORTHEAST BUSINESS TRENDS - Continued from page 23

coming because of the pent up demand we've seen in the winter."

Elsewhere in the Northeast, a Softwood supplier said, "The current conditions are slightly down but I think optimism is better than it was this time last year."

Handling Eastern White Pine, Eastern and Western Spruce and OSB he said most species are moving. "Things are moving and it's not like things are coming to a halt. Builders are still building and they still need to pay the bills. I think people are doing what they can and people are looking forward to a robust spring."

The contact said while he isn't having trouble finding wood, he is having trouble getting it to his customers. "I ship a lot of Eastern White Pine and order files are two to three weeks out but the lumber can sit at the sawmill for two to three weeks longer until we can find a truck that wants to go where it's going. Trucking is a real problem."

Going forward into the remainder of 2014 he said, "I think we're heading into a great year. The retailers that I do business with said that they have a lot more take offs for the builders than in past years. So I think the next six months are set for solid strong business." ■

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TRADE TALK

Khendry Veras Joins Mid-State Lumber Corporation

Branchburg, NJ—Mid-State Lumber Corporation, based here, recently announced Khendry Veras as sales manager of the specialty accounts division. Veras has been in sales for the better part of his life working in a variety of industries. After college, he worked for a power tools manufacturer as a sales consultant in the retail channel. For the past seven years Veras has worked for James Hardie Building Products where he held a variety of roles, duties and responsibilities. His latest position at James Hardie was Business Development Manager in the Northern New Jersey and Hudson Valley markets.

Veras is the first person in his family to graduate high school and college in the United States. Veras, his son, Jayden, and wife, Jessica enjoy watching sporting events and volunteering as baseball coaches in the spring.

Since 1976 Mid-State Lumber Corporation has earned a market-wide reputation as a source of building material products for the retail lumber dealer. Mid-State Lumber has three full-service facilities located in Branchburg, NJ, Kingston, PA, and Warwick, NY. For more information visit www.midstatelumber.com. ■

Sherwood Lumber Supports Demand For Georgia Pacific Engineered Lumber

Islandia, NY—Sherwood Lumber inked an agreement with Georgia Pacific in the spring of 2012 to distribute the full line of Georgia Pacific Engineered Lumber Products (GP ELP). GP ELP was initially available out of Sherwood's Palmer, MA, facility, and then in May 2013 distribution expanded to include North Bergen, NJ. Since expansion Sherwood has regained market share in New Jersey, which was formerly a GP stronghold.

"There was a 7 percent increase in the U.S. and Canadian housing market in 2013 and with that came a higher demand for engineered lumber," said Andrew Goodman, president of Sherwood Lumber. "We are dedicated to being there for our customers, and will continue expanding distribution of all our products, not only engineered, to keep up with our consumer demand."

The full-line of Georgia-Pacific ELP includes Wood I Beam™ joists, GP Lam® laminated veneer lumber (LVL), Fiberstrong® rim board and laminated beams. Sherwood offers dealers the option of purchasing full units of material or job lot quantities.

Design Assistance is also available to GP ELP product buyers. Design Assistance is a software program provided by Georgia-Pacific, which has the ability to scan over any blueprint to assure that the proposed building will be structurally sound. Spearheading the Design Assistance program is lead designer Nancy Aguiar, who has over 17 years experience and has a Bachelor of Science degree in Structural Framing.

"We are dedicated to serving New Jersey and aim to be the number one ELP distributor in the area," said David Gaudreau, Vice President of Sales for Sherwood Lumber. "Throughout 2014 we will provide exclusive product offers to this area, as well as overnight delivery, superior customer service and hands-on design services."

For more information about Sherwood Lumber Company visit www.sherwoodlumber.com and to learn more about Georgia-Pacific visit www.gp.com/build. ■

Bennett Lumber Products Re-Opens Washington Mill

Clarkston, WA—Bennett Lumber Products Inc. recently announced plans to reopen their sawmill here. The mill will manufacture White Fir and Fir and Larch initially and progress into Pine and Englemann Spruce Lodgepole Pine later.

Vice President Brett Bennett indicated the housing recovery is what the company has been waiting on. "We have never intended to sell it off," Bennett told a local newspaper. "We've had a lot of opportunities but we always intended to mothball it until the economy rebounded."

Bennett Lumber Products has another facility in Princeton, ID. With equipment at both locations such as a Maxi Mill, triple horizontal resaw and optimized edgers, Bennett said technology is key and the company is ready to update the formerly mothballed mill with new technology as necessary.

After a five-year closure the Clarkston sawmill and planer will employ between 60 to 70 people and operate on one shift. "We will start with one shift and ease into further growth."

Bennett Lumber Products Inc. is a family-owned company. Ownership includes approximately 60,000 acres of forestland in northern Idaho and eastern Washington. For more information visit <http://cp.mcafee.com>. ■

Canfor Names Gary Fallin General Manager

Vancouver, BC—Canfor, headquartered here, recently announced the addition of Gary Fallin as general sales manager of sales and marketing for its Southern Pine operation located in Myrtle Beach, SC.

Fallin previously worked for Klausner Group, headquartered in Tyrol, Austria, and Louisiana Pacific Corporation, headquartered in Nashville, TN. He is a graduate of Sam Houston State University, Huntsville, TX.

Canfor is a leading integrated forest products company with operations in BC, Alberta, Quebec, and North and South Carolina. Canfor produces primarily Softwood lumber and also produces bleached chemi-thermo mechanical pulp and specialized wood products. For more information visit www.canfor.com. ■

Continued on page 35

TRADE TALK - Continued from page 34

Cedar Creek Opening In Atlanta

Broken Arrow, OK—Cedar Creek Wholesale Lumber, based here, recently announced plans to open a new distribution center in Atlanta, GA.

"This expansion into one of the nation's top housing markets underscores our ongoing commitment to growing Cedar Creek's geographic footprint," said CEO Bill Adams. "Although we are currently servicing Atlanta from Birmingham, AL, our new location will assure that we provide the best possible service and localized product mix to our Atlanta-area customers."

COO D. Wayne Trousdale offered, "We found a great location, and we're in the process of assembling an excellent local team experience in the Atlanta and greater Georgia markets."

Cedar Creek was founded in 1977 as a single-location lumber and building materials wholesaler. The company offers a variety of lumber products and a service-oriented staff. For more information visit www.cedarcreek.com. ■

Boise Cascade Announces Nick Stokes As Leader Of Distribution Business

Boise, ID—Boise Cascade Company recently announced that Stan Bell, president of the company's Building Materials Distribution (BMD) business, has elected to retire. As a result of Bell's retirement, the board of directors has appointed Nick Stokes, executive vice president, BMD. Stokes will take over the leadership of BMD upon Bell's retirement.

Under Bell's leadership, BMD has grown into a leading national wholesale building products distributor with 31 locations, 1,800 associates and \$2.5 billion of revenue. Bell has 42 years of service with Boise Cascade and his involvement and leadership in the company and in the building materials industry are well known and highly regarded.

Stokes joined Boise Cascade in 1979. He was appointed vice president of BMD operations in 2001 and senior vice president in 2011.

"I want to thank Stan for his significant contributions to the company and the industry and wish him the best in his well-earned retirement," said CEO Tom Carlile. "I'm confident that Nick will provide the leadership to continue the growth and success that BMD has delivered for many years."

Boise Cascade manufactures engineered wood products, lumber, plywood 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 www.bc.com. ■

Dave Lowry Named Plant Manager At Roseburg

Riddle, OR—Bob Jewell, Roseburg's director of solid wood manufacturing, announced today that Dave Lowry has been named plant manager for Roseburg's Engineered Wood Products facility in Riddle, OR.

Lowry is a long-term employee of Roseburg, and joined the Engineered Wood Group (EWP) when the company entered the EWP business in 2000. He was one of the original members of the start-up team and supervised the installation, startup, and operation of the dryer area of the Greenfield plant. He has held multiple management positions within the mill, and has been serving as the plant superintendent since 2008.

Lowry is a trained Six Sigma Black Belt and was part of the team that achieved the Occupational Safety and Health Administration Voluntary Protection Program Award for the engineered wood facility in 2013. He holds a Bachelors Degree in Business Management from Portland State University.

Roseburg is a closely held manufacturer of lumber, particleboard, Softwood and hardwood plywood, engineered wood products and specialty panels. The company owns land and facilities in the Northwest and Southern regions of the United States. To learn more about the company visit www.roseburg.com. ■

U.S. LBM Adding Pennsylvania Yards

Green Bay, WI—U.S. LBM Holdings LLC, located here, has acquired two units Musselman Lumber Inc., New Holland, PA, from Galen Eby, Joe Good and Bob Quinlivan.

The 102-year-old dealer operates yards in New Holland and Ephrata, PA, which will continue to operate under the Musselman name.

U.S. LBM Holdings LLC currently consists of more than 50 locations in eight states, with more than 2,000 associates servicing the professional building market. The company's primary markets are custom homebuilders, professional remodelers as well as multi-family and commercial contractors. For more information visit www.uslbm.com. ■



Thomas Plasschaert

MeadWestvaco Sells U.S. Timberlands To Plum Creek

Richmond, VA—MeadWestvaco Corporation, located here, recently completed the sale of all of its U.S. Forestlands to Plum Creek Timber Co., Seattle, WA.

According to sources, Seattle timber owner Plum Creek Timber will form joint ventures in a \$1.5 billion deal.

Continued on page 36

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TRADE TALK - Continued from page 35

Estimated to close by the end of the year, the sale will be the last of MeadWestvaco's timberland in the United States.

"This acquisition meaningfully grows each of Plum Creek's core business segments: timber, land, and non-timber resources. It's a deal that positions us to capitalize on the growth in timber prices we see coming over the next several years from increasing demand, both domestically and internationally," Plum Creek CEO Rick Holley said.

"At normalized demand levels of about 1.5 million housing starts, the U.S. South is likely to be called on to produce record levels of lumber and other wood products to help satisfy this demand. This leads directly to growing sawlog demand in the Southern region," Holley added.

MeadWestvaco will return most proceeds obtained in the transaction to investors. The company estimates that net proceeds will be \$950 million, after monetization of the installment note and loan in order to maintain the company's investment grade rating.

Plum Creek Timber is among the largest and most geographically diverse private landowners in the nation with approximately 6.8 million acres of timberlands in major timber producing regions of the United States and wood products manufacturing facilities in the Northwest. For more information visit www.plumcreek.com. ■

Russin Lumber Distributing California Redwood Products

Montgomery, NY—Russin Lumber Corp., located here, recently announced it is now distributing California Redwood Co. Redwood products in 13 Northeastern and Mid-Atlantic States, starting with Clear All Heart, All Heart B and Classic Heart lumber.

"Russin Lumber has a fine reputation in New England and the Mid-Atlantic as a wholesale distributor of building materials, and we are pleased to have been selected to provide them with our high quality Redwood products and strong customer service," said Ray Barbee, vice president of sales and marketing, California Redwood Company, Eureka, CA.

"We are excited about the opportunity to introduce Redwood to our 13-state region," said Jordan Russin, vice president of sales, Russin Lumber. "We know there is a demand for quality lumber on the East coast and nothing beats authentic California grown Redwood, particularly as a green building product."

California Redwood Company is a wholly owned subsidiary of Green Diamond Resource Company. For more information visit www.californiaredwoodco.com. Founded in 1957, Russin Lumber Corp. is a distributor of lumber and building specialty products. Russin services independent retail lumber dealers. For more information visit www.russinlumber.com. ■

Wood Resources To Reopen Colville Plywood Mill

Omak, WA—Wood Resources LLC, recently signed a 25-year-lease with the Colville Tribe to reopen the Colville plywood mill here.

The agreement between the Colville Tribal Federal Corporation (CTFC), the business arm of the Confederated Tribes of the Colville Reservation, which owns the mill, and Wood Resources LLC, also included a wood supply agreement for timber from tribal forestlands.

"The Confederated Tribes of the Colville Reservation and CTFC are excited to partner with Wood Resources to bring back jobs for the tribes and community," said John Sirois, chairman of the business council of the Colville Tribes. "This long term agreement will provide for sustainable mill operations and timber management in our forests, as well as needed employment opportunities for tribal members."

As the mill has been shut down since 2009, it will require significant restorative maintenance and upgrades to become operational. Wood Resources expects to begin manufacturing as soon as this summer.

Wood Resources LLC operates the Olympic Panel Products plywood mill in Shelton, WA, as well as plants in North and South Carolina. The company currently employs about 700 people at the three facilities.

A & M Acquires Atlantic Plywood's Distribution Center

Pinellas Park, FL—A & M Supply Corporation, based here, recently acquired Atlantic Plywood, Richmond, VA, distribution center, as its twelfth location.

Atlantic Plywood retains its 10 branches in the Northeast.

"Atlantic Plywood will continue to service its core customer base from New Jersey to Maine," said President Paul Vella.

"I am extremely excited about the opportunities to increase our service area in Virginia and to expand the manufacturing capabilities of the Richmond location into the Southeastern region of A & M Supply," said President and CEO Raymond Prozzillo. ■

Softwood Export Council Seeks New President

Portland, OR—The Softwood Export Council (SEC), headquartered here, is seeking a new president with the position available September 1, 2014.

The purpose of the SEC is to promote the expansion of U.S. export markets for primary and secondary Softwood product manufacturers. The president serves as the chief executive and financial officer of SEC and, subject to the Board, supervises and manages day-to-day business and affairs. For detailed information regarding the position and requirements visit www.softwood.org/about.php. ■

Softwood Lumber Board Welcomes New Directors

Chicago, IL—The Softwood Lumber Board, headquartered here, recently announced new directors and elected new officers for 2014.

Continued on page 38

CLASSIFIED OPPORTUNITIES

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

All classified Ads must be received by the 15th of the preceding month. Example: Ads for the May/June, 2014 issue must be in by April 15th, 2014.

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SOFTWOOD CALENDAR

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HMA/SCMA, National Conference, The Hyatt Regency, Savannah, GA.
For more information: www.hmamembers.org. Mar. 12-14.

NAWLA Leadership Summit, The Lodge and Spa at Calloway Gardens, Pine Mountain, GA. For more information: www.nawla.org. Mar. 30-April 1.

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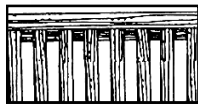
NAWLA Regional Meeting, The Vancouver Club, Vancouver, BC. For more information: www.nawla.org. April 10.

NeLMA Spring Convention, Seaport Hotel, Boston, MA. For more information: www.nelma.org. April 10-11.

Lumbermen's Association of Texas & Louisiana, 128th Annual Convention, Arlington, TX. For more information: www.lat.org. April 23-24. ■

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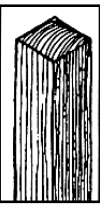
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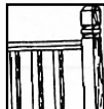


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Agriculture Secretary Tom Vilsack has appointed six members to serve three-year terms of office on the Softwood Lumber Board.

New appointments include manufacturers Charles W. Roady, F.H. Stoltze Land & Lumber Co., Columbia Falls, MT, and Danny White, Brewton, AL, representing the U.S. West and South regions, respectively; and importer Don Kanye, Canfor, Vancouver, BC, Canada, who will represent the Canada West region.

Manufacturers Aubra Anthony Jr., Anthony Forest Products Co., El Dorado, AR, and Alden J. Robbins, Robbins Lumber Co., Seasmont, Maine, have been reappointed to represent the U.S. Southeast and Northeast and Lake States regions respectively. Francisco Figueroa, Arauco-USA, Atlanta, GA, has also been reappointed to represent all importing countries besides Canada.

The following directors were elected unanimously: Chair Marc Brinkmeyer, Idaho Forest Group LLC, Coeur d' Alene, ID; First Vice Chair Duncan Davies, Interfor, Burnaby, BC; Second Vice Chair Hank Scott, Collum's Lumber Products LLC, Allendale, SC; Secretary Steve Zika, Hampton Affiliates, Portland, OR; Treasurer Mike Case, the Westervelt Company, Tuscaloosa, AL and Past Chair Jack Jordan, Jordan Lumber & Supply Inc., Mt. Gilead, NC.

The Board thanked outgoing Chairman Jack Jordan and praised his leadership, steady hand on the tiller and dedicated service as he lead the successful development and launching of the Softwood lumber check-off, chairing the Blue Ribbon Commission Development Committee for three years and then chairing the Softwood Lumber Board during its first two years of operations.

The Softwood Lumber Board is an industry-funded initiative established to promote the benefits and uses of the Softwood lumber products in outdoor residential and non-residential construction. Programs and initiatives supported by the Softwood Lumber Board focus on increasing the demand for appearance and Softwood lumber products in the United States.

For more information visit www.softwoodlumberboard.org. ■

Lexington Manufacturing Joins WDMA

Washington, DC—The Window & Door Manufacturers Association (WDMA) recently announced that Lexington Manufacturing Inc., Minneapolis, MN, is the newest member of its association.

Lexington Manufacturing is a supplier of close tolerance components for the window, patio door, residential entry door, architectural passage door, fire door, as well as cabinet and furniture manufacturing industries. They manufacture structural millwork components for the packaging industry and supply distributors serving the industrial millwork and commercial building industries.

“Lexington Manufacturing is extremely pleased to join the WDMA and provide support in serving the window and door industries. Lexington’s commitments to customer service, innovation and product development for the fenestration and architectural door industries is what generates the high level of enthusiasm of the Lexington team,” Bob Dimke, president of Lexington Manufacturing said.

For more information about WDMA, visit www.wdma.com and to learn more about Lexington Manufacturing visit www.lexingtonmfg.com. ■

Staff Engineer Leaves SFPA

Kenner, LA—Following a distinguished 28-year career with Southern Forest Products Association (SFPA) as a registered professional engineer, Cathy Kaake has left the staff.

Having served the industry as SFPA’s vice president of technical marketing, Kaake arrived at the association in 1986 after working in the truss industry and at the USDA Forest Products Laboratory. While working for SFPA, Kaake twice coordinated communication of the Southern Pine industry’s transition to new design values, most recently last year and previously back in 1991. She championed Southern Pine’s strength and durability, authoring numerous SFPA publications covering span tables, design values and product performance characteristics. She served as an organizer and keynote speaker for the International Wood Engineering Conference held in New Orleans in 1996, and participated in wind and flood damage assessments. She coordinated grants to promote raised wood floor foundations and presented hundreds of educational seminars to a wide range of audiences from design/build professionals to students. Representing SFPA and the industry, Kaake has been quoted extensively in the media as an authority on all facets of Southern Pine structural applications. “I have loved my job and all the wonderful people I have had the privilege to work with over nearly three decades with SFPA,” said Kaake. “I also look forward to new experiences as I continue to put my expertise to work in different ways.”

“On behalf of all members, I want to acknowledge Cathy’s many contributions to our industry, and thank her for the dedication and guidance she has provided throughout her career,” stated SFPA Chairman Joe Kusar.

For more information visit www.sfpa.org. ■



Cathy Kaake

CLASSIFIED OPPORTUNITIES

Short Position Advertisement

The Softwood Export Council (SEC) seeks a new President with the position available September 1, 2014. The purpose of the SEC is to promote the expansion of US export markets for primary and secondary softwood products manufacturers. The President serves as the chief executive and financial officer of SEC and, subject to the Board supervises and manages day-to-day business and affairs. For detailed information regarding the position and its requirements, please see: <http://softwood.org/about.php>.

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Sales – Dana G. Fitzpatrick, Greg Fitzpatrick,
Joe Snyder, J.C. Fritz, Jeremy Stitt
Marketing Areas – International, National
Products – Balusters, Bed Posts, Bench Tops,
Bendings, Blanks, Blocks & Cleats,
Boxes/Crates/Container Panels, Brush Blocks,
Bun Feet, Cabinet Doors, Cabinet
Parts/Accessories, Carvings, Case Good Parts,
Chair Parts, Columns, Component Parts, Crib
Parts/Slats, Cue Blanks, Custom Shapes,
Cut Stock, Cutting Boards, Dimension
Parts/Components, Doors, Door Parts,
Dowels/Dowel Parts, Drawers and/or Drawer
Parts, Finger Joint & Finger Joint Edge-Glued
Parts, Flooring, Frame Parts, Furniture
Parts/Components, Handles, Handrails,
Industrial/Display Components, Jambs, Joining
Biscuits, Kiln/Stacking Sticks, Legs, Lumber,
Machined & Semi-Machined Components,
Millwork, Mouldings - Crown, Custom, Dentil,
Embossed, Moulded & Tenoned Parts, Moulder
Blanks, Mouldings, Musical Instrument Parts,
Newels/Newel Posts, Pallets – Heat Treated,
Paneling, Panels, Pedestals, Posts, Profiles
(Decorative Parts), Pulls, Shelving, Specialty
Items, Squares, Stair Treads, Stairs/Stair Parts,
Stiles and/or Rail Stock, Store Fixture Parts,
Strips, Surveyor Stakes, Table Tops/Parts, Toy
Parts, Trim, Turnings, Window Parts
Species – Hard & Soft Maple, Cherry, Red & White

Oak, Ash, Poplar, Walnut, Mahogany, Hickory,
Pine
Machining Capabilities – Boring, Sanding,
Tenoning, Moulding, CNC Machine Center
Dry Kiln Cap. – 400,000 BF

Indiana Dimension, Inc. (Inside Front Cover)

1621 W. Market St.
P. O. Box 568
Logansport, IN 46947-0568
Tel. (888) 875-4434
FAX (574) 739-2818
Web Site – www.indianadimension.com
Sales – Jeremy Rentschler, Roy Rentschler
Marketing Areas – International, National
Products – Cabinet Doors, Mouldings, Edge Glued
Panels, S4S Products, Hardwood Dimension,
Ready-to-Assemble Component Parts, Blanks,
Cabinet Parts, Cut Stock, Doors, Door Parts,
Furniture Parts, Moulded Parts, Ready-to-
Assembled Door Parts, Fully Machined Furniture
& Cabinet Components
Species – White Oak, Red Oak, Poplar, Ash,
Hickory, Hard Maple, Cherry, Walnut, Alder,
White Soft Maple, Northern & Appalachian
Hardwoods
Machining Capabilities – Sanding, Shaping,
Tenoning, Water Based Finishing Capabilities

Kenwood Milling (Page 35)

2015 Poole Mill Rd.
Crofton, KY 42217-8301
Tel. (270) 424-5836
FAX (270) 424-9481
Sales – Mike Farris, Kenneth Miller, David Mast
Marketing Areas – National
Products – All Mouldings, Dimension Mouldings
Species – All Hardwoods
Machining Capabilities – Moulders
Dry Storage Cap. – 400,000 BF

Lebanon Oak Flooring Co. LLC (Page 1)

215 Taylor Ave.
P. O. Box 669
Lebanon, KY 40033-0669
Tel. (270) 692-2128
FAX (270) 692-2128
Web Site – www.lebanonoak.com
E-mail – lebanonoakflooring@windstream.net
Sales – Robert L. Goodin, Richard T. Goodin
Lumber Sales – Richard T. Goodin
Marketing Areas – National
Products – Mouldings, Furniture, Kitchen
Dimension Parts, Panels, Panels Edge-Glued,
Stair Treads, Risers, Railing, Blanks, 5/16 sq.
Edged Flooring, Strips & Plank, 3/8 x 1-1/2, 2", ½
x 1-1/2, 2", 2-1/4, ½ x 2 & ¾ x 2-1/4, 3-1/4 Tongue
& Groove Flooring, Drawer Sides
Species – Red Oak, White Oak, Maple, Hickory,

Cherry, Ash, Walnut
Machining Capabilities – Finger Jointing, Sanding
Dry Kiln Cap. – 270,000' (4 Kilns) per week
Dry Storage Cap. – 5-600,000'

Sitco Lumber Company (Back Cover & Page 11)

2050 Kestrel Avenue
DeSoto (Dallas), TX 75115
Tel. (972) 225-4283
Toll Free (800) 627-4826
FAX (972) 228-5987
Web Site – www.sitco.com
E-Mail – info@sitco.com
sales@sitco.com
Sales – Jess Fulcher – j.fulcher@sitco.com
Steve McKeever – s.mckeever@sitco.com
Pudge Shatzer – p.shatzer@sitco.com
Bob Williams – b.williams@sitco.com
Marc Barany – m.barany@sitcosa.com
Jon Pappas – j.pappas@sitco.com
Tony Jackson – t.jackson@sitco.com
Kathy Campos – k.campos@sitco.com
Marketing Areas – International, National
Products – Lumber, S2S, Hardwoods & Exotics
Species – Domestic, Exotic & Imported
Hardwoods
Branch Warehouses – SitcoLA – Cerritos, CA
SitcoSAC – Sacramento, CA
Sitco - CHICAGO – Chicago, IL

Stanley Woodworking, Inc. (Page 133)

4113 White Top Road
Middleburg, PA 17842
Tel. (570) 837-6434
FAX (570) 837-1637
Web Site – www.hardwoodparts.com
E-Mail – contact.us@hardwoodparts.com
Sales – Scott Wilson
Marketing Areas – National
Products – Mouldings, Custom Mouldings, Crown
Mouldings, Dimension, Edge Glued Panels, Stair
Parts, Furniture Parts, Billiard & Pool Table Parts,
Laminated Parts, Squares, S4S Stock
Species – Red Oak, White Oak, Cherry, Maples,
Poplar, Ash, Mahogany, Hickory, Walnut,
Basswood
Machining Capabilities – Ripping, Chopsaws,
Gluing, Moulding, Tenoning, Sanding, Finger
Joint
Dry Storage Cap. – 1,000,000'

Thompson Forest Products Intl. (Page 2)

24-B Battleground Ct.
Greensboro, NC 27408
Tel. (336) 373-1117
FAX (336) 373-1119
Web Page – www.thompsonforestproducts.com
E-Mail – billy@thompsonforestproducts.com

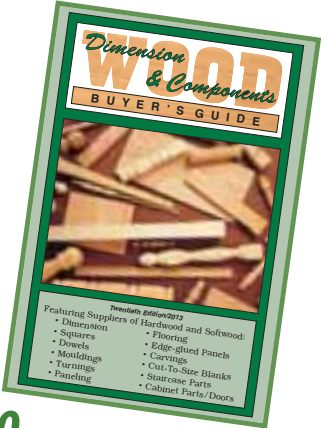
bob@thompsonforestproducts.com
Sales – Bob Thompson, Billy Thompson
Marketing Areas – International, National
Products – Dowels, Squares, Turnings, Edge
Glued Panels, Dimension, Mouldings, Panels,
Components, Drawer Sides, CNC Shaped Parts,
Bed Posts, Table Legs, Chair Assemblies
Species – Ash, Maple,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

Walnut Creek Planing Ltd. (Page 33)

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

Yoder Lumber Company, Inc. (Inside Back Cover)

4515 Berlin Twp. Rd. 367
Millersburg, OH 44654
Tel. (330) 893-3121
FAX (330) 893-3031
Web Site – www.yoderlumber.com
E-Mail – sales@yoderlumber.com
Sales – Paul Dow
Marketing Areas – National, International
Products – Moulder Blanks, Panels, Squares,
Balusters, Machined & Semi-Machined
Components, Moulded Parts, Laminated
Squares, Stair Treads
Species – Red Oak, Poplar, Beech, Cherry, Hard
Maple, Soft Maple, Walnut, White Oak
Machining Capabilities – Sanding, Moulding,
Gluing, PET, Ripping, S2S, S4S
Dry Kiln Cap. – 500,000 BF
Dry Storage Cap. – 2,500,000 BF



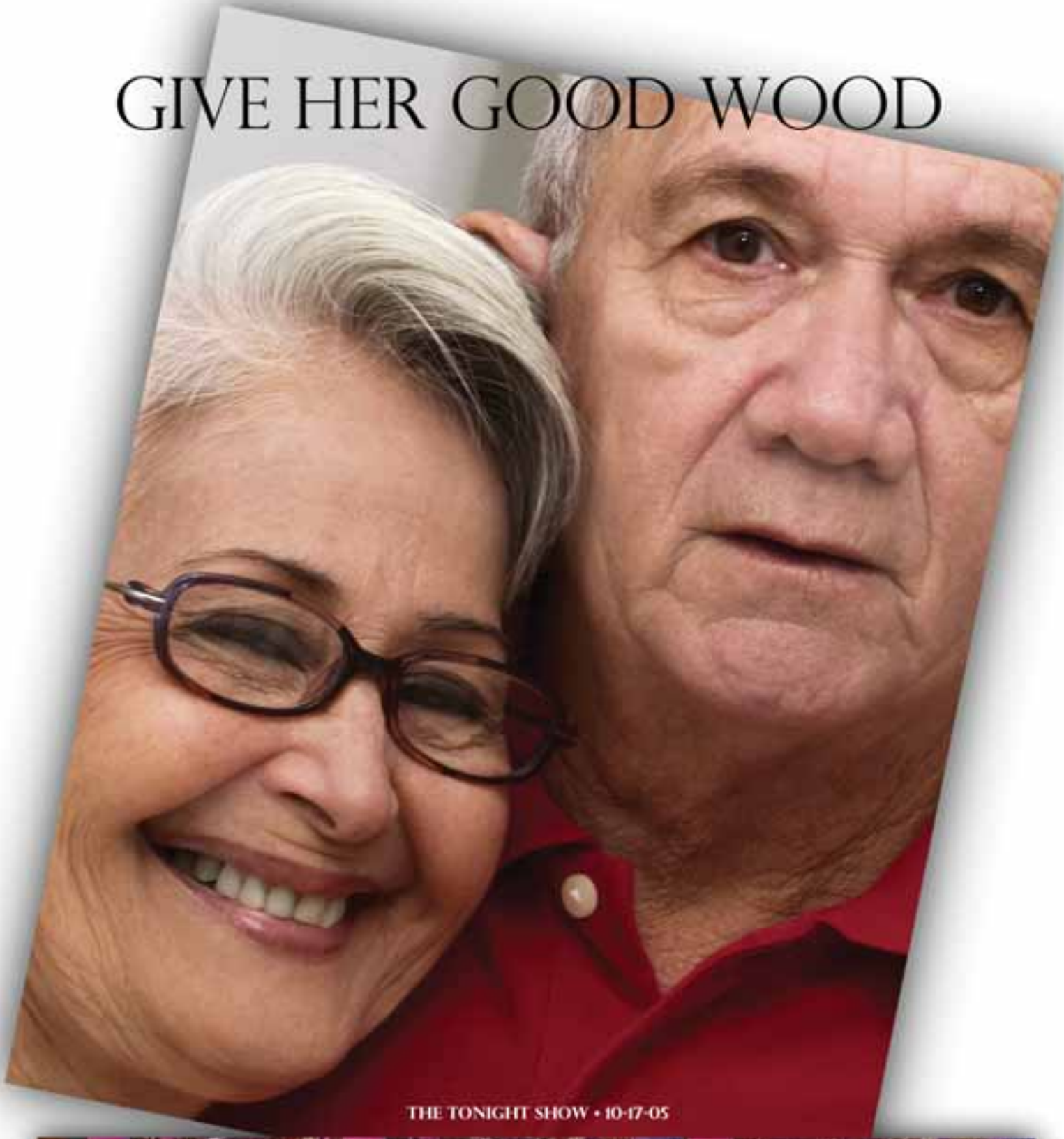
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