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Midwest Business Trends



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

For Softwood suppliers in the Midwest, activity has improved with the weather. "We've had some mild weather patterns that have afforded us more opportunity so far," a contact in Iowa said. "The economy continues to improve and that's a major contributing factor."

Marketing Spruce/Pine/Fir, Fir Larch and Hemlock Fir, he mentioned all species are moving at about the same pace. "We haven't really noticed one species trending better than the rest."

Availability is a little tighter than it was this time last year, but people have had projects on hold and now things are picking up."

He continued, "Prices are trending up and we're keeping a lower inventory. We're waiting for a buying opportunity and we'll build our inventory up by keeping an eye on the market."

Marketing to contractors and DIY's, a contact in Missouri said all of his customers are busy and expect to remain busy throughout the year. "The remodeling industry has been holding steady for a couple of years now and we are seeing more orders as people are tackling projects they've had shelved, plus new ones. Overall the attitude in the marketplace is positive. Building continues to increase and those that were on the fence are getting on with the plans they've made. We'll see growth this year. It may be marginal as we are still recovering from the long-term effects of an economic downturn. However, nobody is complaining and everybody expects a good year."

"A potential short-term supply issue has been forecast and it may cause some issues all the way down the chain," a source in Oklahoma said. "The U.S. market continues to see steady growth in the remodeling and industrial sectors. The trends in the new residential housing construction market segment will make or break the market."

Officials estimate U.S. housing starts have come back to a "halfway" point in five years towards normal levels of about 1.5 million units or from 550,000 units to about one million in 2014. After an 18 percent increase in the U.S., housing starts in 2013 helped tighten up the market.

"As demand increases, so will lumber prices, which should attract more log and lumber supply to the market," the source continued. "Personally, our operation is increasing our purchases and so are our customers."

Marketing to retail lumber dealers, he said his customers are confident. "Everyone who made it through the last five years is shining now. We anticipate good business going forward this year. Supply will be tight, but we're headed for a great year."

In Kansas, a Softwood supplier said, "We had an unusually busy first quarter. The winter months are generally down and we haven't slowed down since the beginning of the year."

As to what factors contribute he said, "It's simple economic dynamics. Everyone is feeling good, forecasts are positive and people aren't afraid to invest." ■

West Coast Business Trends



**By Wayne Miller
Executive Editor**

Suppliers from British Columbia south to northern California recently expressed cautious optimism for 2015 based on current and projected purchasing from buyers.

"In 2015 log supply will be our main concern," said **Carlos Furtado, head of sales for Sawarne Lumber Co. Ltd., a Vancouver-based firm.** "Currently, customers are buying mainly to fill holes in their inventory. However, we have sold some block buys for spring at firm prices on our Cedar products. Our strong performers are fencing, 4x4, 6x6 and anything in Clear grades."

Mike McInnes, sales manager for Terminal Forest Products, Vancouver, BC, said, "Log supplies for Cedar remain tight for the short term. We have many logs bought and good log stocks, but deliveries are late. Western Red Cedar logs remain at near all-time highs in price, requiring creative mixing of our log inventories to maintain an acceptable average price throughout. We saw around 120 million in fbm count of logs each year now and this will not fluctuate much."

He added that the rapid increase in the price of logs has put a squeeze on sawmill margins. "I expect to continue to see price increases and availability shortages in all Western Cedar product lines. The current exchange rate between Canadian and U.S. dollars is a bright spot for the sawmills, although most of this was consumed by the log price increases this year."

"Our business—and that of our customers—is up 10 percent and more for the year over 2013/2014 and, month over month, we are achieving shipping levels we have not seen in 10 years. The average price that we sell our Cedar product line needs to continue to increase. Forward bookings in our Clears and fingerjoint are presold into programs, so we never have excess and our tight knot order files are the best they have been in years."

Sam Satosono, in sales for Andersen Pacific Forest Products Ltd., Maple Ridge, BC, said, "The picture is positive for us. Demand is steady and strong for Cedar items and Clear Fir items—1 and 2-inch for door and window manufacturing. The weakening of the Canadian dollar has helped our sales into the U.S. Sales to Europe are off some, but sales to North America have picked up the slack. Other issues include new re-licensing rules for trucking companies by the Port of Vancouver. This is related to some of the suppliers being union and some being nonunion."

Paul Harder of Dakeryn Industries Ltd., of North Vancouver, said, "Both sides of the border have been searching for market direction amidst diverse economic and financial variables. The drop in the Canadian dollar against U.S. currency has encouraged Canadian lumber exports to the U.S. market. Simultaneously, brutal snowstorms in the Midwest and Northeast hindered activity. Softwood lumber prices in North America have trended downward since last summer. While the gradual U.S. housing market

Continued on page 32



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Inland West Business Trends



By Terry Miller
Associate Editor

Inland West Softwood suppliers indicate business activity is similar to the same time period last year. In Idaho, a contact said, "The general tone of the market is good. Activity is about the same as it was last year at this time."

Handling Spruce, Hemlock Fir and Douglas Fir, he said all species are moving about the same. "Availability varies by grade. For higher grades, availability is not much of a problem."

Transportation issues have been slightly better for the region, according to the source. "We have a few markets that are hard to backhaul from areas such as Colorado, which makes the cost difficult to absorb. The bright spot is that fuel rates have been lower. So we know those specific markets are hard to transport into in general, but with the lower rates it softens the blow."

As for trucking availability he said, "We don't have many trucking availability issues in the winter because competition is low. When the weather gets warmer and things get moving, we'll see not only availability tighten, rates will increase as well."

Overall the supplier expects a healthy year for the remainder of 2015. "When we get to the 3rd and 4th quarters, I believe we'll be on par, if not better, than what we've done in the last two years."

Montana's business activity has increased by 30 percent year-over-year, according to a source. "Weather has played a role in what we've seen so far this year. The demand is there and the conditions have been right for logging, which means log decks are coming up. Regionally we've seen an overall improvement in our economy. Nationally there are still some spots where the economy is weak and plans are being held up as a result."

In Colorado, a Softwood supplier said Western Red Cedar is his best moving product. "We are still doing good with decking and fencing, and the lower grades have increased in movement. Sales activity is slow throughout the region. Our customers have reverted to ordering just what they need and when they need it. We look for that to correct itself as the weather gets better."

Another supplier in Idaho commented, "People are waiting to see a clearer direction in the market. Everyone is optimistic and upbeat."

At press time he noted that his customers are currently ordering on a just-in-time basis, with shipment needed promptly. "Dealers and distributors are filling inventory as soon as it moves, but not in advance," he explained. "The upper grades in Fir and Larch are slowing down."

The supplier said transportation issues are about average for this time of year but he expects the fuel rate decreases to have a better impact down the road. "We're not feeling the lower fuel rates yet. My prediction is that as we move along, the trucking industry will have had time to absorb the benefits of the lower fuel rates and if they stay low, transportation rates will go down. Right now they're dealing with equipment

Continued on page 32

Northeast Business Trends



By Sue Putnam
Editorial Director

Softwood suppliers in the Northeast region noted market activity as good. "Our markets are slowly improving," said a source in Searsmont, ME. "We have a huge seasonal swing up here. Storms tend to slow things down, but we know the attitude and forecast is that people are going to have a busier year in 2015 than they did in 2014."

As for the factors involved he said, "If the weather is halfway decent in our region, people will continue to go ahead with projects. But when you get 20 inches of snow and 50 mile per hour winds it puts a damper on everything."

He continued, "Availability of financing for new home purchasing tends to be a factor. Stricter lending laws are being felt nationally."

Handling Eastern White Pine, a contact in Connecticut noted most grades are doing well. "Domestically that species is doing well. The export market has slowed slightly. China seems to buy in large chunks and then shut off completely. Pakistan is a large market for lower-end Eastern White Pine, and right now there has been a significant slow down in exports to Pakistan."

As for availability issues he said, "Logs were a bit of an issue, but it seems like that has loosened up a little bit with the onset of the cold weather. Log prices have gone up a little bit and I don't look for them to change in the next 90 days."

"Transportation is improving. Trucking availability is better this year overall. Of course the lower fuel cost seems to have eased the pressure off some of the trucking companies, which in turn, has lowered fuel surcharges."

When asked about what remains in 2015 he said, "I believe a lot of people were kind of trying out the waters last year. Now they've geared up for it and we've seen a couple of years of steady growth. I think people feel less apprehensive about the state of the economy."

"The market is holding steady right now," a Softwood supplier in Massachusetts commented. "Weather has definitely been a factor for the Northeast. Other than that I think people are doing what they want and moving ahead with plans."

Stocking Eastern White Pine, Incense Cedar, Douglas Fir, and Southern Yellow Pine, the contact said, "At the moment we seem to be able to get pretty much what we need. Our inventory is increasing because business is increasing. Prices are up. Though supply is good, I think that mills have more options these days. They can put a product into overseas markets and several different areas."

As for his customers' markets he said, "Everybody is looking forward to a good spring. A couple of our customers are putting in new programs to increase their business and we're poised to help them." ■



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South/Southeast Business Trends



By Gary Miller
Managing Editor

Contacts in the Southeast region reported a significantly improved Softwood lumber market. In Alabama a source said, "Softwood lumber activity is better than we've seen it in the past six or seven years."

When asked about the factors involved he noted, "I think we're seeing new construction, and the remodeling business continues to improve. There are a lot of apartments being built and we're seeing the demand come back for new housing."

As for particular product movement he said, "Southern Yellow Pine framing lumber is holding steady. There are a few ups and downs, but overall it seems stable. The upper grades are scarce to find in Southern Yellow Pine. Prices are up on other species like Cypress and Cedar. There is an availability issue in those species as well."

He said his inventory levels are up 20 percent. "I don't expect many changes in the next few months. The market is fairly stable. Supply is equal to demand and consequently we have a fairly stable market."

Also a chairman of the planning commission for his local town, the contact added, "The development of new subdivisions is really taking off. There hasn't been any development in so long that lots are now starting to become a scarce item for builders. That's a positive in a sense because we'll see construction of subdivisions, roads and utilities, which is good. However, we don't want the builders running out of lots either."

A Softwood supplier in Tennessee said fuel may be going down at the pump, but that's the only place he is seeing it. "The cost of diesel fuel is down but that's only a small portion of the overall transportation cost. Insurance is a cost and equipment is high. Six or eight years ago we would have paid \$75,000 for a truck, now it's \$110,000 today."

The contact said his customers have an optimistic outlook for what remains in 2015. "I think that we are going to see business continue to improve. A lot of what happens will depend on what goes on in Washington and I think a lot of people in our industry feel that way. As long as nothing radical happens in Washington, I believe we'll see the economy continue to improve and we may see 1 to 1.2 million in housing starts this year."

A Southern Yellow Pine supplier in Mississippi noted Softwood lumber activity in his area is good. "Prices have been strong and demand has been good," he explained. "Unlike last year where we were finding it difficult to find supply. We are seeing the same trends as last year in pricing, but not in supply. So far we've been able to get what we need to ship to our customers."

He continued, "A positive impact that everybody is feeling is that trucking prices are lower than they were at the same time last year. That has a lot to do with the price of fuel, but also there are actually more drivers in the cabs of the trucks and there may be more trucking equipment available than there was last year. With housing starts beginning to normalize and mill production picking up to meet demand, I think the truck-

Continued on page 33

Ontario/Quebec Business Trends



By Michelle Keller
Associate Editor

An old adage is that everyone complains about the weather, but no one does anything about it. Such is the case with this winter, which has so far proven particularly brutal to the Softwood lumber market. Although accustomed to slower demand in winter months, the combination of heavy snowfalls and sub-zero temperatures has put pressure on both mills and wholesale operations alike to find sufficient, and dependable, sources.

The log buyer at one Quebec-based sawmill said that she is finding it a struggle to find enough Hemlock to keep pace with the demand.

"The demand is good, but my biggest problem for the past two quarters has been weather related," she said, adding that the wet summer of 2014 was bad enough, but that the winter is proving equally challenging. "The snow is becoming a very big factor...it is harder and harder to get around."

This then is the most frustrating aspect of the situation; after years of soft or even negative markets, there is finally a rise in demand, but there is little she can do to meet it.

"The demand for me personally is very high; I just don't know if I will be able to bring in what I need to supply the demand," she lamented.

She noted that some loggers are not waiting for the weather to improve and have shifted their attention to other sectors, such as firewood. She added that the situation could become even direr if the snowfall continues, with the snowy winter giving away to a wet and muddy spring. That could represent the third consecutive quarter of limited supply.

"It is prospectively looking very bleak right now if the weather doesn't turn soon," she said.

She added that her mill does cut a little bit of Spruce, and used to do a fair amount of Pine, but that in recent years they have focused almost exclusively on Hemlock. Business has been good up until recently, but it remains a struggle.

"We have to push the transporters and the loggers to help us out," she said. "There is a lot of ground work and leg work and telephone work. It is a constant wheel that we have to keep turning. You have to be very active and very demanding to keep it going."

The manager at one Ontario wholesale operation that focuses primarily on Spruce echoed those concerns, saying that although January 2015 was better than January 2014, this February was flat at best.

"No doubt about it; there are not a lot of jobs when there's two feet of snow on the ground and it's minus 15 degrees," he said.

At the same time, he said he is confident that this year's volume will end up being similar to 2014, based on the number of housing starts he sees. He added that he believes there is currently a sustainable balance when it comes to supply and demand. Specifically, he said he thinks April, May, and June will be fairly busy, and that the mar-

Continued on page 33

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Washington Scene



Forest Plan Updates

The American Forest Resource Council (AFRC) recently reported a number of changes in the scheduling of ongoing forest plan revisions. According to a recent AFRC newsletter, Regional Forester Jim Pena has set back the release of the Final Environmental Impact Statement for the Blue Mountain Forest Plan Revisions, from August 2015 to the fall of 2016 to allow an adequate opportunity to address the concerns contained in the more than 1,000 letters received during the public comment period, which ended in August 2014. Work sessions with various stakeholders have begun and will continue in the near future.

The draft for the Colville National Forest Plan revision is expected to be released in early summer of 2015. Work on the Okanogan-Wenatchee National Forest Plan, which previously was running in tandem with the Colville planning effort, has been put on hold to allow the planning team to concentrate on the Colville plan.

Pena has announced that he and Region 5 Regional Forester Randy Moore want to work in a coordinated manner to revise the Northwest Forest Plan. To start the process, listening sessions for the public to express its ideas will be held in both regions.

AFRC stated it would continue to closely monitor these efforts and provide information on public meetings as it becomes available. ■

Wildfire And Forestry Bills Return to Congress

As the 114th Congress gets underway several significant forestry issues that weren't resolved in the last Congress are back on the table, and some key bills have already been re-introduced, according to sources.



Three bills were introduced in the last Congress to end the practice of "borrowing" for wildfire suppression activities, which often took away management accounts needed to fund forest management activities. Sources said in spite of the broad agreement that fire borrowing needs to end, nothing passed the Congress.

Senators Mike Crapo (R-ID) and Ron Wyden (D-OR) reintroduced the Wildfire Disaster Funding Act (WDFDA). Cosponsors of

the bill include Senators James Risch (R-ID), Maria Cantwell (D-WA), Ranking Member of the Senate Energy and Natural Resources Committee, Cory Gardner (R-CO), Michael Bennet (D-CO), Steve Daines (R-MT), and Tammy Baldwin (D-WI). Similar to legislation in the last Congress, the bill creates a contingency fund for the estimated 1 percent of fires that consume 30 percent of firefighting budgets, and therefore, should be treated as natural disasters.

Any fire suppression spending above 70 percent of the 10-year average for fire sup-

pression would be funded under a separate disaster account and not from the Forest Service's budget. Congressmen Mike Simpson (R-ID) and Kurt Schrader (D-OR) have also introduced a companion bill to the Wyden/Crapo bill in the House.

Senators John McCain (R-AZ), Jeff Flake (R-AZ), and John Barrasso (R-WY) have reintroduced their wildfire funding bill, which requires the Forest Service and Interior Department to budget for the total, improved 10-year average firefighting costs. Any suppression spending over that amount would be eligible for emergency disaster spending. In addition the bill also has a forest management title that would direct the Forest Service to treat 7.5 million acres mechanically during the next 15 years to help reduce the wildfire risk.

Additionally, in order to access the emergency suppression spending \$90 million would be required to be added to the Forest Service hazardous fuels program to further reduce fire risk. ■

U.S. Forest Service Releases Final Land Management Planning

The U.S. Forest Service recently announced availability of final planning directives, a key set of agency guidance documents that directs land managers' implementation of the 2012 Planning Rule. A product of significant public input, this new framework guides development of land management plans that ensure sustainable ecosystems and promote vibrant communities.

Public input into both the proposed planning directives and 2013 planning rule played a critical role in helping the agency design an approach to planning that is adaptive and effective. The agency sought public comment on proposed planning directives in February, 2013. Over 16,000 comments representing diverse communities and interests from across the country shaped the final planning directives. In addition to the public comments, detailed recommendations from the Federal Advisory Committee Act (FACA Committee) formed by the Secretary of Agriculture are reflected in the directives.

"I extend my gratitude to the FACA Committee, whose input and recommendations are strongly reflected in the final planning directives," said Forest Service Chief Tom Tidwell. "I also thank the many thousands of citizens who provided comment and are working locally with forests to implement the 2012 Planning Rule. This was a true collaborative endeavor."

For more information visit www.fs.fed.us. ■

Washington DNR State Lands Update

The Washington State Department of Natural Resources (DNR) is continuing its work on the Long Term Conservation Strategy (LTCS) for the Marbled Murrelet. A requirement of the Department, the LTCS will serve to guide uplands conservation strategies for Trust Land management.

Currently staff has been providing updates to the Board of Natural Resources on the Analysis Framework to be used in the development of the LTCS. The intent of the Analysis Framework is to provide qualitative science based methods for analysis of the alternatives to be developed and analyzed as part of the LTCS process.

DNR timber sale program continues to provide revenue to the Trust Beneficiaries, for whom the land is managed. In the recently released Fiscal Year 2014 Annual Report, the DNR timber sale program contributed \$52.8 million to county budgets and \$71.4 million to the Common School Construction Fund (CSCF). More than half of the CSCF revenue (\$39.2 million) came through the Trust Land Transfer Program. ■

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John Smith, Sheila Michaud, Bob McSorley and Bob Lemieux, Pennsylvania and Indiana Lumbermens Mutual Insurance Co., Philadelphia, PA



Matt Caissie, Joe Hanas and Brett Shuler, International Beams, Sarasota, FL



Bernie Nugent, Warren Trask Co., Lakeville, WA; Tony Shepley, Shepley Wood Products, Hyannis, MA; and Rick Palmiter, Idaho Forest Group LLC, Coeur d'Alene, ID



Scott Green, Bob Hillson, Cindy Carlson and Earl Downing, DMSI Software, Omaha, NB



Kurt Nelson, Westminster Industries, White Rock, BC; and Mike and Roger Pierce, Holt & Bugbee Co., Tewksbury, MA



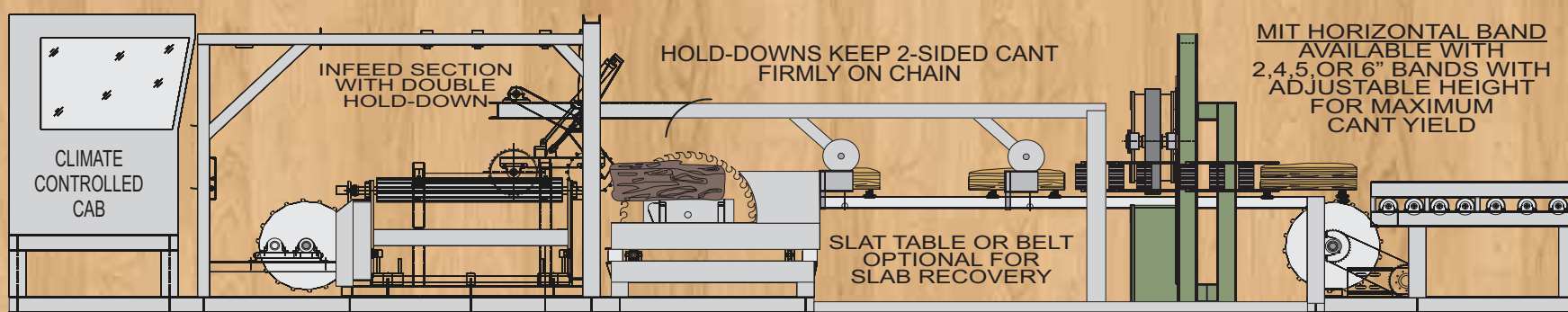
John Sinclair, Holden Humphrey Co., East Hampton, MA; Christian Skarring, Aljoma/Universal Forest Products, Medley, FL; and Lance Humphrey and Brett DiClementi, Holden Humphrey Co.



Scott Clifford, BB&S Treated Lumber and Distribution, North Kingstown, RI; Eric Raynor, Riverhead Building Supply, Calverton, NY; Dan Kane and Ryan Gagne, BB&S Treated Lumber and Distribution; Curtis Walker, The Waldun Group, Maple Ridge, BC; and Tony Trubiano, BB&S Treated Lumber and Distribution

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David Gaudreau, Sherwood Lumber Corp., Islandia, NY; Manny Pina and Steven Kaitz, National Lumber, Mansfield, MA; and William Giguere, Sherwood Lumber Corp.



Tom Flaherty and Kevin Flaherty, Triangle Building Products, Medford, RI; Josh Goodman, Sherwood Lumber Corp., Islandia, NY; and Tom Murphy, Triangle Building Products, Long Island, NY



Josh Goodman, Sherwood Lumber Corp., Islandia, NY; Robin Gardner and Emily James, Boozer Laminated Beam Co., Anniston, AL; and Terry Miller, Softwood Forest Products Buyer, Memphis, TN



(Front, from left) Carlos Mendez, Huston Lumber & Supply Co., North Plainfield, NJ; Bob Eslinger, Sherwood Lumber Corp., Islandia, NY; and Nick Pietrone, Huston Lumber & Supply Co.; and (Back, from left) Brian Shafer, Huston Lumber & Supply Co., Oldwick, NJ; and Santo Natole, Huston Lumber & Supply Co., North Plainfield, NJ



Charles Wright, PROBuild, Denver, CO; Robin Gardner and Emily James, Boozer Laminated Beam Co., Anniston, AL; Bob Eslinger, Sherwood Lumber Corp., Islandia, NY; and Jon Woods, PROBuild, Denver, CO



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NEIMAN REED – Continued from page 17

La Crescenta/Tujunga, Glendale, South Lake Tahoe, Mammoth Lakes, and Big Bear. Formerly known as California Do-it Centers, all stores have been undergoing a design and name change as DIY Home Centers with their distinctive red and black colors.



A Transcut II station manufactured by Holtec, Plant City, FL, cuts units of lumber for crating material.

The Glendale store retains its original name: Virgil's Hardware, Home and Garden Center.

Today Neiman Reed Lumber Co. employs 40 people in sales and operations at the Panorama City yard. It's headed by Vice President Ed Langley, General Manager Tim Cheney, Sales Manager Scott MacKechnie and Operations Manager John Maraganis. Support personnel are located at the company's general offices.

Owner and President Jess Ruf keeps tabs on the 10-store-home-center chain with locations in South Lake

Tahoe, Mammoth Lakes, Big Bear, Thousand Oaks, Moorpark, Simi Valley, Agoura Hills, Burbank, La Crescenta and Glendale, and the wholesale lumber operation. The general offices also oversee an affiliated 10-store chain, Patioworld.

Offering just-in-time delivery, Neiman Reed specializes in mixed truckloads to its broad base of industrial accounts in the southwestern U.S., most serviced by its own fleet of trucks. "We have seven 18-wheelers and two bobtails that go out twice a day for delivery," said Purchasing/Sales Agent John Banks. "About 90 percent of the operation is covered with sheds. Most stock comes in paper wrapped so the wood is not affected by weather elements to begin with," he continued. "Our lumberyard is covered, taking that extra measure to ensure quality of the product when it arrives."

When asked what sets Neiman Reed Lumber apart from other distributors, Banks commented, "The Neiman Reed Advantage, as we like to say, makes us one of the largest stocking distributors in the United States. We carry a diverse inventory and we are a custom one-stop-shop. For example, if a customer is building a high-end custom door, they can get any species of lumber in softwoods or hardwoods they're going to need, plus we can provide the lower grades of lumber to crate it."

Neiman Reed's distribution center is served by the Union Pacific railroad. Stock arrives daily by truck, van, rail and container, including overseas shipments originating from six continents. Lumber and plywood are sourced from many domestic mills, but a large percentage of the inventory mix now includes imports from South America, Canada, China, New Zealand, and Europe.

"Neiman Reed is a name synonymous with service and integrity," Senior Vice President Ed Langley states on the company website. "We are keenly focused on meeting our customer needs each day by building strong ties with both suppliers and customers. As the laws of supply and demand dictate our industry, we work diligently to have the vast inventory available, priced competitively, to ensure next-day deliveries for most orders. We pledge to be good listeners, to act responsively, and to come to you when you need us. We appreciate long-standing business relationships. By building these relationships and understanding the dynamics of a fast-changing marketplace, Neiman Reed pledges to be poised for the challenges of the future."

Forest Stewardship Council chain-of-custody certified, the company is also certified in heat treatment to fulfill the needs of export markets. Banks said, "Our product lines are always changing with market demand. Lumber is a natural resource and, as inventories run low, we are seasoned at developing new programs and maintaining responsible forestry."

For more information visit www.neimanreed.com. ■

WHO'S WHO – Hoffpaur – Continued from page 2

Economics from Boise State University, Boise, in 2007. He has held his present position with Boise Cascade for three years. His responsibilities are to coordinate and market Boise Cascade's services, expertise and products to the growing multi-family and mixed use building segment. This is Hoffpaur's first position in the forest products industry. Boise Cascade is a member of the North American Wholesale Lumber Association. In his spare time Hoffpaur enjoys fly fishing, camping, rugby and exploring the outdoors. He has been married to Anna Kelly for 11 years and the couple has one son, Zach, and a daughter, Molly. For more information visit www.bc.com. ■

WHO'S WHO – Reed – Continued from page 2

Cedar, in both supply and demand. To accommodate the growing need in certain markets across the US, Sherwood made the decision to bring on a seasoned team that is highly experienced and well versed in Cedar in the effort to grow that line and fulfill the apparent demand.

Reed graduated from Jesuit High School, Portland, OR, in 1988, and attended Portland State University in Portland for two-and-a-half years.

Reed joined Sherwood Lumber in August of 2013, having previously worked 16 years in the forest products industry, including 14 years spent at Enyeart Cedar Products. His first job in the industry was at Western International Forest Products in 1998.

Favorite hobbies of Reed's include playing hockey, cycling/mountain biking, golf, tennis and coaching his son's soccer and ice hockey teams. He also enjoys music and movies, and is a board member and coach of the Portland Jr. Winterhawks hockey team. Reed has been married to Amanda for 17 years, and the couple has two sons, Max, eight, and Mitchell, 11. For more information visit www.sherwoodlumber.com. ■

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WHO'S WHO – Veroneau – Continued from page 2

He joined Mid-State Lumber in March of 2014 and handles territory sales in the Northern Massachusetts and Boston areas, as well as into New Hampshire and Southern Maine. Responsibilities include building customer relationships and servicing local needs.

Mid-State Lumber is a member of the Cedar Shake and Shingle Bureau and the North-eastern Retail Lumber Association.

Veroneau enjoys woodworking, hockey, snowmobiling and spending time with family. He has been married to Celeste for 6 years and the couple has three sons. For more information visit www.midstatelumber.com. ■

WHO'S WHO – Sandve – Continued from page 2

Secondary, Abbotsford, BC, in 1972 and obtained a degree in wood processing from the British Columbia Institute of Technology, Burnaby, BC, in 1976. His first position within the forest products industry was operating a debarker in 1972. Other positions held include lumber grader, first aid attendant and plywood resin sales representative.

Haida Forest Products is a member of the Western Red Cedar Lumber Association, BC Wood Specialties Group, North American Wholesale Lumber Association and the Building Supply Industry Association of BC. The company is a past recipient of the Minister of Forests Award of Excellence.

Sandve enjoys boating and hiking in the British Columbia Gulf Islands in his spare time. He has been married to Laura for 35 years and the couple has one son, twin daughters, and one granddaughter. For more information visit www.haidaforest.com. ■

WEST COAST BUSINESS TRENDS - Continued from page 25

recovery continues, it is interesting to note that the average Random Lengths Framing Lumber Composite Price was virtually unchanged in 2014 (\$383) compared to 2013 (\$384). In the face of a levelling off of import volumes in China, it seems production capacity is in step with the incremental increases in U.S. housing starts.

Near Portland, **Grant Phillips, in sales for Collins, Portland, OR**, said, "We are nearly equal in supply demand right now, only slightly over supplied for winter, which is misleading buyers regarding western species like Doug Fir and Western Pine. Buyers may assume what they need will be handy, but there is a real lack of logs due to the mild winter we have had. Also, suppliers of commodity products might not like the pricing at the moment, but we can sell the product easily with great liquidity. Transportation is improving on the trucking side, but we still have issues at ports on the West Coast. Once they settle those issues it will be up to 60 days to get back on track with exports. Our customers are optimistic. They tell us they have business and are looking at a million-plus in new housing starts."

Leslie Southwick, in sales for C&D Lumber Co., Riddle, OR, said, "We had a pickup in sales in January that carried into February. Demand should continue to in-

crease into the second quarter with decent supplies available. Cedar products remain in high demand with demand exceeding our supply in products, such as decking and fencing. With tight Cedar supply, prices will continue upward. Logs are available, and will remain competitive in price. Truck availability has been an issue the last few months. Last year we added more track to our rail to enable loading more cars daily." Southwick added that, "Most customers seem to think their business for 2015 will be a bit stronger than last year."

Steve Killgore, sales manager for Roseburg, Dillard, OR, said, "Our volume of business has gone as expected in 2015. There are some nuances to the market that are different this year. For example, lumber prices have been on a downward trend for the first time in five years. That said, trading levels have picked up and we expect that the cycles for prices have moved to later in the year. On the panel side with the strong dollar, we expect imports to increase, although that has been dampened by labor issues at the western ports. Our surprise in increased activity has been our particle-board business. We see the key for Roseburg as continuing to monitor the impacts of various factors and to be willing to adjust our plans 'on the fly' to contend with an ever-changing marketplace."

Chris Swanson for Swanson Group, Glendale, OR, said, "Log prices have come off the high point of last year in southern Oregon. We believe a big reason for the decline is due to export markets not holding up as strongly as they were the last couple of years. Another big effect on our business is the exchange rate, which at present makes it easier for Canadian companies to export into the U.S. market."

Darren Duchi, sales manager for Siskiyou Forest Products, Anderson, CA, said, "The main species we use in our product are Redwood and Western Red Cedar, and we haven't experienced any problems getting supplies for our remanufacturing operation. We buy mainly rejects or lower grades and mostly on a quarterly basis, with only some opportunistic buying. We are seeing some shortages in sourcing flat-grained material. Right now our sales are at good levels for this time of year. Our customers say their business is steady and they are keeping their purchases on a steady schedule. I expect this year to be slightly better than last year. Our average client takes about two truckloads of material a month in material that has been converted to higher dollar products."

Ryan Furtado, of Western Forest Products, Vancouver, said, "For 2015 the trend so far is that we are seeing more distributors willing to forward forecast their needs. This has created a large order file for the mills. As always, tallies continue to be the major concern for both the mill and the distributors. The rash of mild winter conditions in BC has allowed our logging operations to continue to harvest at a higher than normal pace vs. years past. WFP is predicting growth for 2015 and so far is on pace to hit these targets. The struggle I see so far this year has been freight. Empty rail cars have been very tight, causing delays in shipment." ■

INLAND WEST BUSINESS TRENDS - Continued from page 26

that needs replacing and can't afford to drop the prices—like any other industry in the last five years." ■



The advertisement features a background image of a horse race with two jockeys on horses. On the left, there is a green vertical banner with the NAWLA logo (a stylized tree) and the text: "Don't be left Behind ... Reserve your position in the 2015 NAWLA Special Edition of The Softwood Forest Products Buyer". Below this, a white box contains the event details: "2015 NAWLA Traders Market Dallas, TX Hilton Anatole November 4-6, 2015". At the bottom left, contact information is provided: "www.softwoodbuyer.com email: Rachel Lawson at sfwd@millerwoodtradepub.com". At the bottom right, there is a logo for "The Softwood Forest Products Buyer" with "Softwood" in large red letters and "Forest Products Buyer" in smaller black letters.

SOUTHEAST BUSINESS TRENDS - Continued from page 27

ing industry has responded in a positive way. We are moving trucks at rates that are lower than they've been in a year. That will change as things pick up, but I think we'll get to the end of 2015 and be able to say that transportation was not nearly as difficult as it was in the last two to four years." ■

ONTARIO/QUEBEC BUSINESS TRENDS - Continued from page 27

ket may actually become a bit volatile. He described the current lumber prices as artificially high, primarily because of the strong U.S. dollar versus the weaker Canadian dollar.

He added that the future of the housing market, which many acknowledge as a decisive factor in the Softwood lumber industry, is turning out to look very different than the pre-2008 recession market.

"The issue in terms of new housing is going to be affordability," he said. "How many buyers are there for \$600,000 homes? There are a lot more multifamily homes, and they use less lumber. That is one dynamic that has changed in the last few years; less single family homes, more multifamily homes."

The owner of one small Ontario mill also cited housing starts as a primary issue in terms of current and future demand. He said that the market for White Pine in particular "went into the hopper" in 2006. There was some recovery between 2007 and 2009, but that since then, there has been virtually no growth.

"We're cutting probably what we cut in 2005, volume-wise," he said, adding that he has taken on some hardwood to help shore up his market share. He noted that the only way to jumpstart the Softwood market is through increased housing starts in the United States. He said he has heard that if the U.S. housing market gets back above the 800,000 new house start mark, suppliers will again turn their eyes toward Canada to help meet the demand. Until that happens, however, he said he believes the market will remain unimpressive.

The trader at a Quebec wholesale company reinforced those points, saying that this year's demand has so far been in keeping with last year's numbers. He said he hears from his customers, which include distribution yards, treaters, and truss manufacturers, that it is the cold rather than the snow that is the biggest culprit when it comes to work slowdowns.

"The snow does not seem to be so much of a factor now, but the cold has been an issue since December," he said. "Things are just slower; trucks are breaking down and there are hazards due to the coldness."

Still, he said he remains optimistic that the winter weather will pass, and with it the challenges associated with it. He said he foresees a steady, if unremarkable year.

"I hope that and I see no reason why it should be otherwise," he said.

The owner of an Ontario mill said he is less worried about the weather and more concerned about potential volatility in the market.

"Right at this very, very second we are dealing with quoting out future contracts, and I would say that most of the time we can strategize how we're going to move forward; pad it with some extra dollars for risk management purposes, but it could really go either way," he said. "If the market is really over produced, we're going to be going into another one of those springs where the market could collapse. I don't think that's what's going to happen, but it is up to the U.S. market. I just don't know if there is enough there to keep the prices from falling." ■

TRADE TALK

Pleasant River Announces acquisition of Moose River Lumber

Dover-Foxcroft, ME—Jason and Chris Brochu wish to announce that Pleasant River Lumber Companies, headquartered here, purchased Moose River Lumber Co., located in Moose River, ME.

The combined companies will employ 275 people in five locations throughout Maine and total production is projected at 175 million board feet of Eastern Spruce/Pine/Fir and 35 million board feet of Eastern White Pine.

Pleasant River Lumber currently operates two Eastern White Pine sawmills in Hancock and Sanford, ME, and two sawmills producing Spruce, located in West Enfield and Dover-Foxcroft, ME.

Pleasant River Companies is a member of North American Wholesale Lumber Association, Northeastern Lumber Manufacturers Association and certified by the Forest Stewardship Council. For more information visit www.pleasantriverlumber.com. ■



Jason and Chris Brochu

Interfor Continues To Grow In The U.S.

Vancouver, BC—Interfor, headquartered here, recently announced it has entered an agreement with Simpson Lumber Co. LLC to acquire Simpson's sawmill operations in Meldrim, GA, Georgetown, SC, Longview, WA, and Commencement Bay, WA. The sawmill operations are located within geographic proximity of Interfor's sawmills in both the U.S. Southeast and Pacific Northwest and will fit within the company's existing operating infrastructure.

As a result of this transaction, Interfor's total capacity will increase by 30 percent to 3.1 billion board feet. The company's lumber capacity in the U.S. Southeast and Pacific Northwest will total 1.2 billion board feet and 900 million



Continued on page 34



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TRADE TALK - Continued from page 35

board feet, respectively, representing 67 percent of the company's total pro forma capacity.

"This transaction is another important milestone for Interfor," said Duncan Davies, Interfor's President and CEO. "The Simpson operations are a great strategic fit with our platforms in the U.S. Southeast and Pacific Northwest, with significant operational and financial upside. Equally important is the deal structure that has two distinct components: the acquisition of three profitable sawmills at values that will create immediate accretion; and the acquisition of a fourth sawmill using a contingent payment structure that ties an ultimate purchase price of that sawmill to its future results."

Interfor is a growth-oriented lumber company with operations in Canada and the United States. The company has an annual production capacity of more than 2.4 billion board feet and offers one of the most diverse lines of lumber products to customers around the world. For more information about Interfor visit www.interfor.com. ■

Sierra Pacific Building New Washington Sawmill

Frederickson, WA—Sierra Pacific Industries recently began site preparation to build a new sawmill here.

According to sources, construction should begin this spring, with lumber operations beginning in 2016. Initially, the mill will employ 150, with room for expansion.

Sierra Pacific Industries is based in Anderson, CA. The firm owns and manages nearly 1.9 million acres of timberland in California and Washington.

For more information visit www.spi-ind.com. ■

The MacArthur Co. Acquires Weekes Forest Products Stock

St. Paul, MN—Weekes Forest Products, located here, recently agreed to sell all of its stock to The MacArthur Co., also located in St. Paul.

The MacArthur Co. operates 35 branches nationwide specializing in insulation, roofing and HVAC.

As a subsidiary of MacArthur, Weekes and its Logan Lumber and North Star Forest Materials divisions will continue to operate under their current names.

Tom LeVere will serve as president of Weekes, succeeding Steve Weekes, who is retiring 36 years after he founded the operation.

For more information visit www.weekesforest.com. ■

Cedar Creek Opens Again In Texas

Oklahoma City, OK—Cedar Creek, headquartered here, recently announced a new location in Lubbock, TX.

According to Cedar Creek's CEO Bill Adams, "Although we have serviced West Texas for many years from other locations, having a local branch will enable us to provide even better service to these important customers."

Cedar Creek's COO D. Wayne Trousdale added, "We found an excellent site and building in Lubbock that's basically ready to go."

Cedar Creek is a leading wholesale building material distribution company with 24 locations servicing 32 states. In May of 2010, Cedar Creek was recapitalized by Boston-based Charlesbank Capital Partners, with the goal of providing flexible capital for the company to grow beyond its current trade areas. For more information visit www.cedarcreek.com. ■

US LBM Acquires Kentucky's K-I

Louisville, KY—US LBM Holdings LLC recently acquired K-I Lumber & Building Materials, located here.

Bob DeFarraro will continue to lead the company as president, along with all members of current management.

Founded in 1932 by Walter Freeman Sr., K-I began as a wholesale operation linking mills to retailers in the Louisville marketplace. Today, it has grown to become a one-stop shop for building products, providing a complete line that includes cabinetry, windows, doors, trusses, components, roofing, siding and framing materials to the Kentucky and Indiana market.

K-I Lumber has two Louisville locations, as well as full-service distribution centers in Lexington, KY; Clarksville, IN; and Evansville, IN; and a truss and wall panel manufacturing facility in Shelbyville, KY.

Chairman Sherry Freeman said, "We are confident that US LBM will serve as a thoughtful steward leading K-I Lumber for many future generations in the same way our family has for the last 82 years." ■

Tom Corrick Announced As New Boise Cascade CEO

Boise, ID—Boise Cascade Co., headquartered here, recently announced Tom Corrick would become its new CEO, effective March 6, 2015. Corrick will replace Tom Carlile, who has elected to retire after 42 years with Boise Cascade and its predecessor companies. Carlile has served as CEO of Boise Cascade since 2009.

Corrick was elected CEO in 2014. During his 31 years with Boise, he has served as senior vice president of wood products manufacturing, senior vice president of engineered wood products and has held various management and financial positions with the company. "I am excited to have the opportunity to guide Boise Cascade. We have great people and leading positions in each of our key businesses, and we are very well positioned to take advantage of the recovering housing market," said Corrick. "I also want to thank Tom Carlile, who led us through the most difficult market our industry has seen since the Great Depression, while simultaneously driving a growth strategy that substantially increased our market position in both manufacturing and distribution. On behalf of the company, its 5,600 employees and the Board of Directors, I want to thank Tom for his outstanding contributions and I look forward to continuing to work with him as he continues to serve on our board."

Boise Cascade is a leading wholesale distributor of building products and among the largest producers of plywood and engineered wood products. For more information visit www.bc.com. ■



TOM CORRICK

Continued on page 35

TRADE TALK - Continued from page 34

Gem Forest Products Restarts Idaho Stud Mill

Emmett, ID—Gem Forest Products LLC recently restarted the former Emerald Forest Products stud mill here.

Gem Forest Products has a capacity of 100 million board feet of Douglas Fir and White Fir No. 2 studs.

The company will employ about 50 people.

Gem Forest Products LLC is a wholly owned subsidiary of Birmingham, AL-based Greenfuels LLC. ■

Good Earth Power Signs Lease On 37 Acres

Williams, AZ—Good Earth Power AZ LLC (GEPAZ) recently signed a lease on 37 acres of land here that will become the site of a lumber mill and the material processing facility needed to support active forest restoration through the Four Forest Restoration Initiative.

GEPAZ said site preparation should begin before the end of 2015. The sawmill will initially be optimized to cut logs ranging from seven to nine inches in diameter.

"We are prepared to begin milling 50,000 board feet a day and then steadily increase until we are producing 300,000 board feet daily," Good Earth Power CEO Jason Rosamond said.

"The lease agreement has cleared the way for GEPAZ to begin making significant investments in Coconino County," he said.

Biomass from nearby west side task orders will be trucked to the Williams facility for composting or chipping.

Rosamond commented on expanding markets and increasing processing capacity, and how it will be necessary for restoration work to proceed at a faster pace. "We need to be restoring 2,000 to 2,500 acres a month by June 2015 to support the capacity that we are creating. That means more logging sides, more loggers, more truckers and more jobs at all GEPAZ facilities."

By June 2015, the company projects that it will have assets valued at more than \$60 million throughout the project region. ■

Patrick Lumber Co. Marks 100th Anniversary With Book

Portland, OR—Patrick Lumber Co., headquartered here, recently celebrated its 100th year in business with a book called "Business is Good: Stories of Patrick Lumber Company's First Century".

"It's not every day a company in the lumber business turns 100 years old," Patrick Lumber's Dave Halsey said. "We thought the occasion called for something unique and different."

Business is Good, by Timm Locke, offers an entertaining glimpse into the people and events that have shaped the first 100 years of Patrick Lumber.

"This book is a tremendous tribute to the people, the customers and the suppliers who have helped Patrick Lumber Company thrive over the years," Halsey said. "It's a fitting way to mark the accomplishments of our first hundred years, just as we embark on what we hope will be an equally successful second century."

For more information visit www.patlbr.com. ■



Norbord Inc. And Ainsworth Lumber Co. Merge

Toronto, ON—Norbord Inc. and Ainsworth Lumber Co. Ltd. recently announced the companies have merged to create a global wood products company focused on oriented strandboard (OSB).

The combination of Norbord and Ainsworth will create an OSB producer with a portfolio of high-quality assets that produce a wide range of products for residential, industrial and specialty applications.

Under the terms of the arrangement, Norbord has agreed to acquire all of the outstanding common shares of Ainsworth in an all-share transaction.

"This transaction unites two complementary businesses behind a common vision of enhanced service to our customers and growth in North America, Europe and Asia," said Peter Wijnbergen, Norbord's president and chief executive officer. "Norbord and Ainsworth are each low-cost producers in their respective regions, and with our complementary operations and a more diverse range of specialty products, we will be better able to serve our customers across the globe. Ainsworth has excellent mills, a proven track record of innovation in value-added product development, and we look forward to working together."

For more information visit www.norbord.com. ■

Canfor Corporation Completes Phase One Of Beadles/Balfour Lumber Purchase

Vancouver, BC—Canfor Corporation, based here, recently completed phase one purchase of Beadles and Balfour Lumber Companies. The transaction includes two sawmills located in Thomasville and Moultrie, GA, and is structured with 55 percent being acquired upon completion of the agreement and the balance after a two-year period.

"The Beadles and Balfour sawmills are strong performing assets located in an area with a high quality and sustainable supply of fiber," said Canfor President and CEO Don Kayne. "We are looking forward to working with the management teams at Balfour and Beadles to continue to produce high-quality Southern Yellow Pine lumber."

For more information visit www.canfor.com. ■

UFPI Announces Acquisition Of Idaho-Based Rapid Wood Mfg.

Grand Rapids, MI—Universal Forest Products, Inc. (NASDAQ: UFPI) recently announced that one of its subsidiaries recently closed on the acquisition of certain assets of Caldwell, Idaho-based Rapid Wood Mfg., LLC, a supplier of lumber products to the region's manufactured housing and recreational vehicle industries. With this purchase, the companies of Universal establish a foothold in the Idaho market, opening doors to opportunity for expansion and growth in new territory, and allowing the com-

Continued on page 36



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TRADETALK - Continued from page 35

pany to better serve existing customers in the region. Universal's affiliates currently serve the market on a limited basis from their Oregon manufacturing facilities.

Rapid Wood Manufacturing supplies lumber products to manufactured housing and RV customers. Its expected 2015 sales are approximately \$4 million. The principal of Rapid Wood, Bob Brizendine, will stay on in a management role.

"This is a good opportunity to establish a manufacturing and sales presence in Idaho, bringing us closer to some of our valued customers and expanding the strong capabilities of our organization in a growing market," said Universal CEO Matthew J. Missad. "Rapid Wood is a strong company that has served its customers well," he added. "We look forward to growing their customer base and our offerings in the region, to enhancing our service to existing UFP customers, and to working with the people of Rapid Wood, who have grown a company we are proud to welcome to the Universal family."

Brizendine said, "We are excited to be joining the companies of Universal Forest Products and becoming a part of a firm that's respected in its industries. It's an honor and a great opportunity for our company and our people, and it marks an exciting new chapter for Rapid Wood."

Universal Forest Products Inc. is a holding company that provides capital, management and administrative resources to subsidiaries that supply wood, wood composite and other products to three robust markets: retail, construction and industrial.

Founded in 1955, the company is headquartered in Grand Rapids, MI, with affiliates throughout North America. For more about Universal Forest Products, go to www.ufpi.com. ■

OBITUARIES

Theodore "Ted" Bloch recently passed away. The founder of Bloch Lumber Company, located in Chicago, IL, Bloch served as chairman of the North American Wholesale Lumber Association from 1979-1980.

Among his accomplishments, Bloch was instrumental in establishing the lumber futures contract traded on the Chicago Mercantile Exchange. He was also very active in civic affairs and the arts in the Chicago area.

Survivors include: his wife Sonia nee Igloe; daughters Elizabeth Bloch-Smith (Mark Smith), Nancy Bloch; sons, Robert Bloch (Barbara Kahn); sister Helen Birenbaum; nine grandchildren and one great grandchild.

In lieu of flowers, donations may be made to Moriah Congregation, Deerfield, IL, Camp Ramah in Conover, WI, and The Southern Poverty Law Center. ■

William Herbert (Billy) Stimpson, a long-time resident of Mobile, AL, died recently. He is survived by a daughter Pamela Stimpson (Dr. Charles R.) Hanes; sons, Frederick T. (Alicia) Stimpson, III, William Sandys (Jean) Stimpson and Richard M. (Leah) Stimpson; 15 grandchildren; and 24 great-grandchildren. He was a member of Dauphin Way United Methodist Church for more than 65 years. He was pre-deceased by his parents, Frederick Taylor Stimpson and Mary White-Spunner Stimpson; his wife Margaret McLeod Stimpson; and his siblings – Frederick T. Stimpson, Jr. (who died during childhood), Benjamin C. Stimpson, Mary Francis Stimpson Shackelford and Gordon S. Stimpson. Billy was born in Jackson, AL, on August 2, 1920, and moved to Mobile at the age of two.

Stimpson attended the University of Georgia and graduated with a Bachelor of Science in Forestry degree.

Beginning in 1942, he served in the 2nd Cavalry Division, U.S. Army, transferring later into the Army Air Corp until receiving an honorable discharge in 1945 with the rank of Captain. Upon returning home after the war, like his father before him, he began a life-long career in the lumber manufacturing/timber business by running a Cypress and Tupelo Gum logging operation on the Apalachicola River until leaving there in 1952 to work at Gulf Lumber Company in Mobile for Ben May. He retired from Gulf Lumber in 1992 as its chairman of the board. During his working career he was very involved in trade associations relating to the forest products industry. During his career, he received numerous awards and national recognition for service to the North American forest products industry in recognition of a lifetime of visionary leadership and exemplary contributions to forestry and to the protection of private property rights.

In lieu of flowers the family asks that contributions be made to Outback America, 5710 Watermelon Rd. Suite 350, Northport, AL, 35473, or a charity of choice. ■

Rodney Gale Swanson, or "Papa Rod" to his grandchildren and great-grandchildren, passed away recently. Swanson was born in 1923 in Santa Clara, OR. His father, Helga, started Swanson & May Lumber Co. at Noti, OR, in 1937.

In April of 1943 Swanson joined the Army, leaving his studies at the University of Oregon to join World War II. While stationed in France he met and married his first wife, Olesia. He left the Army in 1946, receiving two Bronze Stars for his service in Europe. Upon returning to the United States, he earned his Chemical Engineering degree at Oregon State University, built a few houses with his brother to earn extra money, and started his family. In 1951 he founded Superior Lumber Co. (now Swanson Group, Inc.) in Glendale, OR, with two of his brothers. Swanson and his brother, Dean, would continue to run that company for the rest of their working days.

In 1988 Swanson married his second wife and adopted her two children. He was a pilot for a number of years. He sailed the world in a sailboat and later a powerboat, crossing the Atlantic twice and going through the Panama Canal numerous times. He was an avid traveler, visiting all of Europe as well as Africa, China, India, and Russia. Swanson is survived by his wife, six children, 17 grandchildren, and 14 great-grandchildren.

In lieu of flowers, donations can be made to the Alzheimer's Association of Oregon, 1650 NW Naito Parkway Suite 190, Portland, OR, 97209 or Oregon Commission for the Blind, 228 North Holly St., Medford, OR. ■

CLASSIFIED OPPORTUNITIES

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

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SOFTWOOD CALENDAR

March

Southeastern Lumber Manufacturers Association, Spring Meeting, Royal Sonesta, New Orleans, LA. For more information: www.slma.org. March 11-13.

North American Wholesale Lumber Association (NAWLA) Leadership Summit, The Westin Kierland, Scottsdale, AZ. For more information, www.nawla.org. March 22-24.

Southern Cypress Manufacturers Association/Hardwood Manufacturers Association, 2015 National Conference & Expo, Nashville, TN. Contact: info@hardwood.org. March 25-27.

April

NAWLA, Regional Meeting, Vancouver Club, Vancouver, BC. Contact: 605-685-9321. April 2.

Lumbermen's Association of Texas & Louisiana, 129th Annual Convention, Moody Gardens Resort & Convention Center, Galveston, TX. For more information: www.lat.org. April 8-9.

Northeastern Lumber Manufacturers Association, Annual Convention, Marriott Long Wharf Hotel, Boston, MA. Contact: info@nelma.org. April 23-24. ■

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For more information about Cedar Creek, please go to www.cedarcreek.com if you're interested in learning more about how you may become a key player on our winning team, please email your resume to abostic@cedarcreek.com for a confidential review of your qualifications.

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- **Product Purchaser** – You help maintain a steady supply of material through solid connections with lumber yards to stay ahead of sales and market demands.

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INDEX OF ADVERTISERS

AJ Forest Products Ltd.7	Mid Valley Lumber Spec. Ltd.24
Alta Forest Products7	Neiman Enterprises39
Andersen Pacific Forest Products23	No. Amer. Whls. Lbr. Assoc. (NAWLA)
BC Wood Spec./Global Buyers Mission 28	North East Lbr. Mfg. Assoc. (NELMA)
Bluebook Services.....22	Pacific Western Wood Works Ltd.12
Boise Cascade LLC19	Pa. Lum. Mut. Ins.31
Boise Cascade E.W.P.....	Pleasant River Lumber20 & 21
Collins	PPG Industries Inc./Olympic3
Cooper Macine Co. Inc.29	Probyn Group.....7
DMSi.....	Richardson Timbers25
Diacon.....40	Robbins Lumber Inc.17
DiPrizio Pine Sales36	Roseburg16
Downes & Reader Hardwood Co., Inc..37	SFPA.....13
Durgin & Crowell Lumber Co.....10	Sandy Neck Traders35
Eastern For. Prdts./Mill Services, Inc.....	Sawarne Lumber Co. Ltd.35
Haida Forest Products Ltd.	Sherwood Lumber Corp.....
Hancock Lumber Co.15	Siskiyou Forest Products33
Idaho Forest Group9	Swanson Group34
Idaho Timber LLC.....11	Taylor Machine.....
International Forest Products LLC.....	Teal-Jones Group.....26
Interfor	Tri-Pro™ Forest Products.....14
Keller Lumber Co.38	Vaagen Bros. Lumber27
King Forest Industries.....30	Waldun Group, The.....5
Limington Lumber Co.34	West Bay Forest Products Ltd.....36
Mars Hill, Inc.....	Western Forest Products
Mid-State Lumber Corp.37	



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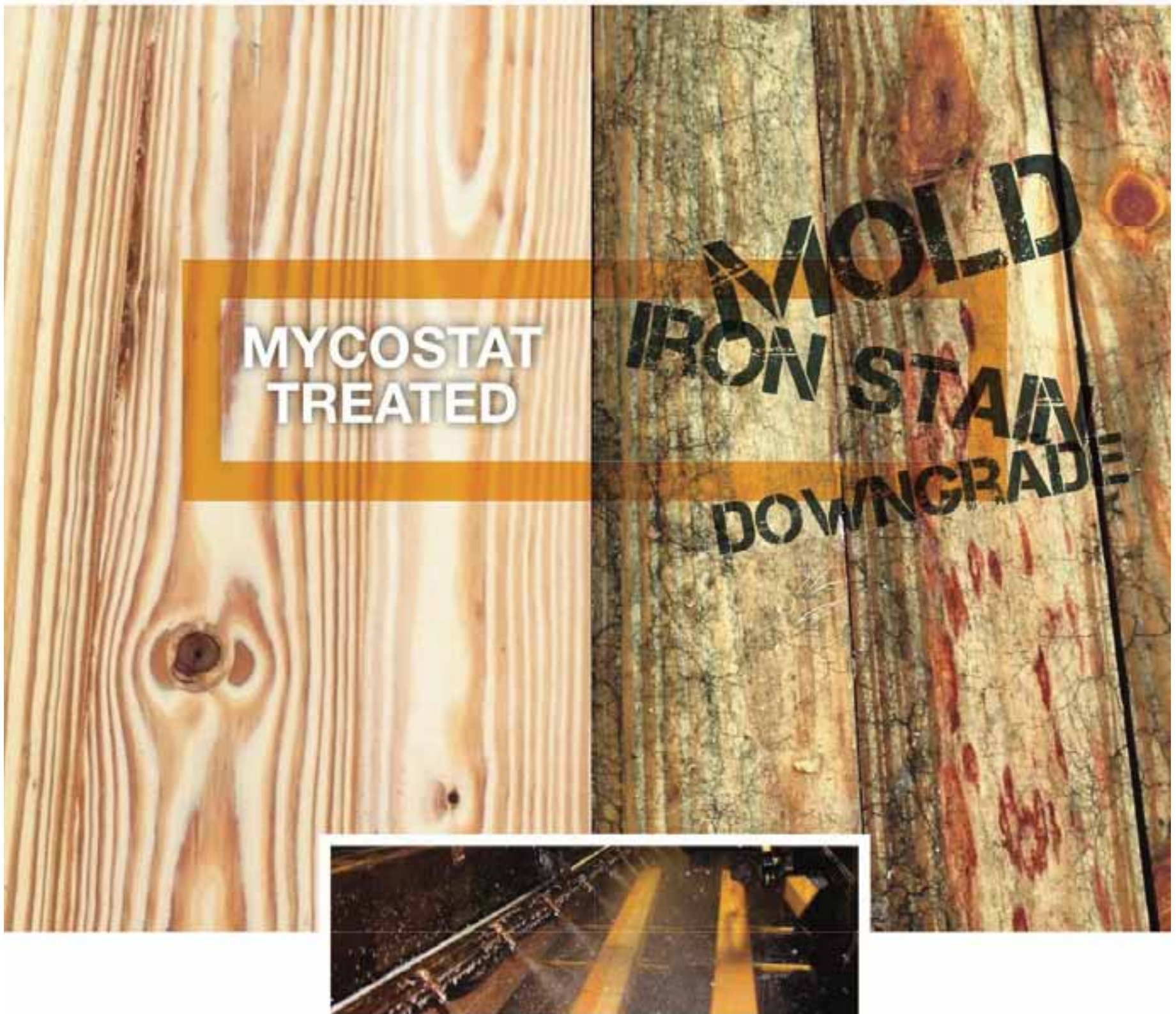
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