

# WOODTONE — Real, Natural Wood Products You Can Depend On



A homebuilder plans a project with RealPost, an ICC-certified structural porch post marketed by Woodtone.



10 years in the field. Orders for rail-cars of dimensional primed RealTrim™ to small custom runs of 1x6 end-matched RealSoffit™ are regular occurrences and exemplify our flexibility.

**Chilliwack, B.C.**—Vision, a pioneering spirit and tenacity are the hallmarks that inspire Woodtone to become the premier producer and international leader of coated wood products. Woodtone is a family operated business with over 30 years of experience providing exterior solutions to the building industry.

Coast to coast, Woodtone has fostered long-term partnerships resulting in a supply chain success story from the mill to the final consumer. These partnerships have enabled Woodtone to become the largest manufacturer of primed real wood exterior trim and fascia products. Marketed under the Real Wood™ family of products they include RealTrim™, RealPost™, RealSide™, RealCorner™, RealSoffit™ and RealSill™.

To be a leader in the market, you need to lead by example, and Woodtone has led the market by signifying quality, reliability and value through the chain. Working hard to earn customer trust, Woodtone has excelled in growing the relationships of new customers into long-term partnerships.

With manufacturing facilities operating in both Canada and the United States, Woodtone is well positioned to service North America. Specializing in producing the RealTrim™ family of products, hand-selected, Western SPF boards primed with our proprietary ultra-low VOC Hybrid Alkyd Emulsion primer, and warranted for

Woodtone employees pride themselves on the ability to supply prompt orders faster than any national mill operation due to inventory levels, sales knowledge, production and shipping capabilities. Woodtone's dedication to innovation has resulted in the introduction of two new product lines including FireGuard™ and GreenShield™.

FireGuard™ is a Class A certified (Intertek Listed) real wood exterior trim and fascia product, coated with an intumescent material which expands upon exposure to heat or flame providing added protection against Mother Nature's most challenging element – fire.

GreenShield™ coating technology stops mold growth on the wood surface of framing materials during and after construction. Once protected by GreenShield™, your products will be free from mold and fungus, limiting future customer claims.

The Real Wood™ family of products also includes RealTrim™ trim and fascia available in 1", 5/4" and 2" profiles up to 12" wide and 24 feet in length. RealTrim™ is available in S4S, combed-face and resawn profiles, along with a variety of special profiles including grooved (notched) and T&G.

RealCorner™ is an exterior inside/outside corner application available in a variety of profiles designed to save time on the job site as crews no longer need to build up corners in the traditional method. RealCorner™ is a favorite for both single



A forklift prepares to move some products at Woodtone's facility in Chilliwack, B.C.



This shows RealPost being used in a real-world application.

and multi-family users due to the variety of lengths and patterns.

RealSill™ is a pre-cut windowsill application designed with an additional drip edge to eliminate the need for job site fabrication. This has become a favorite for custom and track builders as the entire board is coated, offering a higher level of protection when compared to standard sill products.

RealPost™ is an ICC-certified structural porch post designed to save time and money on the job site. RealPost™ is pre-primed and built to withstand the warping and twisting issues associated with traditional posts. RealPost™ has a proven history and is available in combed, S4S or resawn texture, multiple lengths, and 4x4, 6x6 and 8x8 dimensions.

RealSoffit™ is pre-primed or stained end-matched T&G board designed to offer a consistent look with the finest one-inch board for both exterior and interior applications.

RealSide™ is a solid wood bevel siding available in 1x6 and 1x8 profiles with a focus on long length supply. RealSide™ is a great alternative to Cedar siding.

Through trust and integrity, Woodtone will earn your respect, by not only accepting an order, but working hard to ensure the order arrives on time, meeting and exceeding the expectations. Some talk the talk, but Woodtone has lived the talk for the past 30 years and routinely outper-

forms their competition.

Woodtone also specializes in custom coating exterior products under the ColorGuard™ coating program. Products such as Cedar, cement, wood and other composite products are coated daily with both oil and latex paints. Working with national paint partners, Woodtone will coat your specified product using the latest technology in both flood and spray applications. Woodtone also offers the capability to slip sheet and custom package.

The sales and marketing arm of Woodtone is comprised of more than 20 representatives working closely with architects, builders, dealers and distributors. The company also has additional agents in the field promoting the value of a quality product, exceptional service, and long-term relationship development. Focusing on both single and multi-family, Woodtone has the resources to supply projects across North America.

Woodtone looks forward to another 30 years of success with their partners and customers. If you have never had the opportunity to work with Woodtone, call 1-800-663-9844 to begin a new long-term profitable relationship or visit [www.woodtone.com](http://www.woodtone.com).

**Please Visit Us At Booth No. 219**

## The Most Advanced Coating Technology for Your Siding and Trim Boards Is Also the Cleanest for the Environment.

Why is it advanced? Because both primer and topcoat have broken through technological barriers. Ze-VO oil primer penetrates into the wood encapsulating the outer fibers. It keeps water out and will never peel. Ze-VO topcoat is acrylic made with special polymers that give it the durability of a finish coat without the sticky quality common to most acrylic finishes. The coating and application method have patents pending and provide a beautiful, smooth, two-sided reversible finish.

Why is it the cleanest? Because all Ze-VO coatings have Zero-VOCs (volatile organic compounds). That's why we call it Ze-VO. We developed Ze-VO to answer the call for better, more durable coatings that do not have harmful emissions. We researched it on all counts. When it comes to green, it's hard to beat "zero." When it comes to producing the finest, most state-of-the-art beautiful siding and trim, look for Ze-VO. Call us to find out how to get Ze-VO for your siding or trim.



From the people of PrimeTECH  
NAWLA members



Contact: Dennis Connelly 508.320.4900 or [dconnelly@zevotechnologies.com](mailto:dconnelly@zevotechnologies.com)

Visit: [www.zevotechnologies.com](http://www.zevotechnologies.com)

508.320.4900



# MILL SERVICES: Creating A Perfect Finger-Jointed Product

By Terry Miller



This is a photo of Clear Eastern White Pine finger-joint ready to be primed at Mill Services Inc., headquartered in Cobleskill, N.Y.



The Weinig 450 OptiCut is known as the "fastest saw in the world."



Clear finger-joint (all 16-foot) is shown paper wrapped and ready to be shipped.

**Cobleskill, N.Y.**—At Mill Services Inc., the key to success is all about building lasting relationships and providing consistent quality products from start to finish.

Established in 1993, Mill Services is the Northeast's largest manufacturer of Eastern White Pine primed finger-joint boards. The company was acquired in 2007 by partners Jamie Place and Dan Holt, owners of Eastern Forest Products, a lumber distribution company based in Lyndeborough, N.H. Both Holt and Place have been in the forest products industry for over 20 years, and have been and continue to be supportive of the members in both the Northeastern Lumber Manufacturers Assoc. and the North American Wholesale Lumber Assoc.

Since they bought Mill Services, Place and Holt have upgraded the facilities and invested in technologically advanced equipment such as the Luxscan Scanner and the Weinig 450 OptiCut optimizing system. The new technology enables Mill Services to increase monthly volume while maintaining consistent, high quality in its finger-jointed products.

"It was a significant commitment, but we are strong believers that Eastern White Pine finger-joint is a superior product," Jamie Place said. "We see a lot of potential in the market for high quality, environmentally friendly, proven finger-joint boards

that are manufactured right here in New England."

Mill Services' finger-joint boards start with locally grown and harvested Eastern White Pine. Place points out the environmental benefits of using wood that travels a short distance to the plant, rather than from overseas. He also feels that the Eastern White Pine's natural resistance to decay makes it an environmentally friendly choice when durability is desired without the use of chemicals. "Over the years, Dan and I have bought and sold a lot of Eastern White Pine. It has a proven history of over 200 years as an exterior fiber. There are homes throughout this region with centuries-old Eastern White Pine siding that is still in great shape," he observed.

From start to finish, Mill Services manufactures its Eastern White Pine finger-joint boards under one roof at its Cobleskill plant. When a truckload of lumber comes in, it is immediately put under cover. The material is scanned for defects then optimized with a Weinig 450 OptiCut machine. Blocks are then graded again, removing any defects as they are manually fed into the Conception CRP finger-jointer. From there, the product goes through a Watkins moulder, where it is once again graded for imperfections. Finally, the product is coated with a specially formulated oil or latex primer that is applied to all sides of the

boards using either vacuum coater for latex or a flow coat system for oil.

Place commented that Eastern White Pine finger-joint boards are an extremely efficient use of an abundant natural resource. "Mill Services takes low grade lumber from mills, cuts out the clear portions and remanufactures them into durable trim boards. Traditionally, the lumber would have fallen into the very low standard high industrial classification, which is not a big market at the mill level. So it's a win-win situation for everybody involved," he said.

Place gained personal experience with the finger-jointed products while helping his newly married son build their new home. "We used exterior fascia boards that were all primed finger-joint. The siding is primed finger-joint bevel, which is a terrific product because the back of the boards are primed and it goes up fast while maintaining durability. The product is so versatile. We did all the interior trim with our finger-jointed products, and some edge and center bead for the ceiling and it turned out terrific. The waste is minimal as well. With a small amount of planning you won't end up with odd lengths that you have to figure out where to use. It works extremely well."

Mill Services manufactures EASTERN brand finger-joint Eastern White Pine, and custom Eastern White Pine finger-joint products. The EASTERN finger-jointed boards are available in 4/4 and 5/4 thick-

nesses typically in 16-foot lengths.

Mill Services' products are delivered by commercial carrier, as well as the company's own trucks. "We provide fast service to our customers. Our distributors don't need to carry large inventories or place orders 6 to 8 weeks in advance. We hold inventory for our program customers to provide prompt shipments when they need it," Place said.

Mill Services has wholesale and wholesale distribution customers as far south as Georgia and west to Ohio. Specializing in NELMA patterns, the company inventories about 2 million board feet of product accessible for edge and center bead, bevel siding and v match applications as well as fascia boards.

Helping customers create a niche in their marketplace by providing unique sizes of quality products is part of Mill Services dedication to building relationships. "Helping our customers market their products is key for this product to grow its marketshare," Place said. "We're not looking for 150 customers; we are building lasting relationships with the wholesale distribution market."

For more information about Mill Services Inc. and their products visit them on the web at [www.millservicesinc.com](http://www.millservicesinc.com) or contact them by telephone at 603-654-6509 or 603-654-6508.

## Western Red Cedar is the Best and the Best Western Red Cedar comes from Mill & Timber!



At Mill & Timber we mill our logs at our sawmills in Port Moody and Surrey, B.C. and we finish our lumber at our plant in Richmond. We've got the resources and continuity few Cedar suppliers can offer. With the



seasoned experience of our sales team, and our skilled and fully certified production staff, Mill & Timber is your source for reliable service and the highest quality Western Red Cedar products.

**Contact: Jim Dunse, Berny Power or Sid Sigfusson**



# Mill & Timber Products

12770 - 116th Ave. • Surrey, BC V3V 7H9

Ph: 604-580-2781 • Fax: 604-580-3646



# COLVILLE TRIBE Sets High Standards For Pine, Plywood Production



Colville Indian Precision Pine (CIPP), located in Omak, Wash., manufactures 65 million board feet of lumber annually, specializing in Ponderosa Pine Shop and boards, including 4/4 and 6/4.



Colville Indian Plywood and Veneer (CIPV), which shares the Omak property, produces dry veneer, plywood, sanded and underlayment, and produces 150 million board feet of product annually.



Members of the Colville Confederate Tribe harvest the abundant, high quality Ponderosa Pine and Douglas and White Fir that has grown on the 1.4 million acres of tribal land that they share.

**Omak, Wash.**—Members of the Colville Confederate Tribe have made good use of the abundant, high quality Ponderosa Pine and Douglas and White Fir that has grown on the 1.4 million acres of tribal land that they share. Since Colville Indian Precision Pine (CIPP) was incorporated in 1984 to provide a steady flow of income from the tribe's forest and provide employment opportunities for the tribe and local communities, success has been sustained.

After its opening, CIPP quickly became a highly efficient and successful operation. Today, CIPP's 180 employees manufacture 65 million board feet of lumber annually, specializing in Ponderosa Pine Shop and boards, including 4/4 and 6/4.

The firm utilizes a gang edger, single cut head rig and canter twin saw to produce lumber, as well as five Wellons kilns at 100,000 per charge. CIPP maintains 2 million board feet of lumber in inventory at all times.

Due to the high quality of the

Ponderosa Pine and Doug Fir products manufactured by CIPP, customers in the industrial and commodity markets purchase it. Some of the major retailers that offer CIPP's products include Home Depot, Lowe's, Anderson, Marvin, Jeldwen and Pella.

In addition to CIPP, on the Omak property is Colville Indian Plywood and Veneer (CIPV), which began operations in 2002 on 386 acres of the tribal land for the purpose of manufacturing high quality plywood and veneer. CIPV produces dry veneer, plywood and sanded and underlayment. CIPV produces 150 million board feet of product annually, which specifically includes 3/8 to 3/4 4x8 CDX plywood; 5/8 to 3/4 UL and 3/8 to 3/4 sanded plywood. A Coe lathe is used in the production of items offered by CIPV, which installed a new automated lay-up line in 2006, boosting the plant's production by 30 percent. The company's 210 employees manufacture enough product so that 2 million square feet of inventory

is maintained. Some of CIPV's customers include ProBuild Lumbermens, North Star, Boise Cascade, Blue Linx, 84 Lumber and Roberts & Dybdahl.

The CIPP and CIPV plants' efficient energy system consists of a wood fired generator that produces steam that converts to electricity.

According to a company spokesman, the Ponderosa Pine and Doug Fir used in the making of CIPP and CIPV products "is some of the finest in the country. A strong point for us is the fact that this is all owned and operated exclusively by the Colville Confederated Tribes processing timber from their own lands on a sustained yield basis."

Joe Mahlberg serves as the Director of Forest Products. Billy Gunn is the sales manager for both CIPP and CIPV.

CIPP is a member of the Western Wood Products Assoc. and CIPV is a proud member of Pittsburg Testing Laboratories. Both firms participate in various trade shows yearly, such as

NAWLA and World of Concrete.

The Colville Indian Reservation is located between the Okanogan and Columbia Rivers. Today, over 9,000 descendants of 12 aboriginal tribes of Indians are enrolled in the Confederated Tribes of the Colville Reservation. The Tribe is lead by 14 council members who are elected.

CIPP and CIPV are two of 15 enterprises that comprise the Colville Tribal Enterprise Corp. (CTEC), headquartered in Coulee Dam, Wash., and was founded in 1984. It has grown to become the largest, most diverse Native American business in north-eastern Washington.

For more information about CIPP or CIPV, call 509-422-0600, or visit the company website at [www.ctecorp.org](http://www.ctecorp.org).

Please Visit Us At  
Booth Numbers  
834 & 836

**WE'VE BEEN GREEN FOR 27 YEARS!**

**MANUFACTURERS OF QUALITY FINGER-JOINTED LUMBER**

**WIDTHS**

2x6, 2x8

**GRADE STAMP**

#2 CERTIFIED EXTERIOR JOINT

**LENGTHS**

22'-40'

IN ADDITION TO OUR

FINGERJOINTED LONG LENGTHS,

WE ALSO MANUFACTURE

FINGERJOINTED STUDS

IN WIDTHS OF 2X4 AND 2X6

AND LENGTHS OF 92<sup>-5/8"</sup> - 140<sup>-5/8"</sup>.

**EAST TEXAS  
FOREST PRODUCTS**

**INCORPORATED**

P.O. Box 669, 200 E. LAFAYETTE, JEFFERSON, TEXAS 75657

1-800-443-STUD (7883) • (903) 665-3993



## MILL & TIMBER: From The Forest To The Door

By Wayne Miller



Key employees of Mill & Timber Products Ltd., headquartered in Surrey, B.C., include Bery Power and Jim Dunse, sales; Surinder Ghog, president and chief executive officer; Marilyn Wannamaker, shipping; and Sid Sigfusson, sales.



This is a photo of a debarker discharger at the Bridgeview Mill in Surrey, B.C.



Jim Dunse shows off one of Mill & Timber's select products.

**Surrey, B.C.**—Since 1951, Mill & Timber Products Ltd., headquartered here, has provided its customers with Western Red Cedar products “from the forest floor to the customer’s door.” The company, which was established along the Fraser River in British Columbia, manufactures over 70 million board feet annually of Cedar decking, fascia, posts and beams, rails, dimension and timbers.

Mill & Timber Products Ltd. is a privately-owned forest company, and operates three sawmills in the Vancouver area: Smallwood Sawmill Ltd. in Surrey, B.C., Flavelle Sawmill Co. Ltd. in Port Moody, B.C., and the company’s original Bridgeview sawmill in Surrey, B.C., together with Aspen Planers Ltd. in Merritt, B.C.; a remanufacturing facility, Pan-Abode Homes International in Richmond, B.C.; and the Port Hardy Division, which offers custom log sorting services and supplies Yellow Cedar and Western Red Cedar utility poles.

Mill & Timber manufactures Western Red Cedar lumber: 2x4 through 2x12; 4x4 through 4x12; 6x6 through 6x12; 8x8 and 8x12; 12x12; 2x4 and 2x6 (S4S); 5/4x4, 5/4x5 and 5/4x6 (S4S); and, 1x6 v-joint.

Jim Dunse, one of Mill & Timber’s three salesmen, said the company sells primarily to wholesale distribution centers in the United States and Canada, but also exports its products to Asia, Australia and Europe. “We’re shipping mostly by rail through

reloads like Desticon, Westrans or Mountain View and by truck when the customer calls for it,” he said.

Mill & Timber’s Surrey, B.C., facility is located on 20 acres and saws the logs into rough lumber. From there it is sent to the Richmond facility which has resawing, chop sorting and planing lines as well as dry kilns and storage sheds.

Over half of the company’s log supply is acquired through its own logging. The company acquires the balance through arrangements with other producers and purchases on the open log market.

Aspen Planers sells its SPF kiln-dried. However, Mill & Timber sells most of its Cedar green. The Pan-Abode plant in Richmond has kiln-drying capacity, which is available when customers need it.

Mill & Timber is able to meet the needs of its customers, no matter how great or how small. “We’re small enough and big enough,” Dunse said. “As a small company, we’re much more flexible, and able to react quicker to the needs of our customers. But, we’re also big enough to handle those needs. Our focused team of sales, manufacturing and resource helps build credibility, and gives customers confidence knowing who they are working with and that they will receive their products as scheduled.”

At Mill & Timber, making sure clients are satisfied is the number one priority. During the difficulties of last year’s coastal industry

sawmill strike, Mill & Timber was able to cover more than 80 percent of its standing orders with careful planning and some innovative thinking. Other operators were not so successful.

“We have a strong belief in good communication with our customers,” Dunse said. “Gone are the days when you can sit on the top of a hill, throw your offerings out and reel them in with a net. You have to work hard, and do what you say you’re going to do in a timely manner.”

Bery Power and Sid Sigfusson are the other key members of the Cedar sales team. Power sells mainly 2 x 4, 2 x 6, 5/4 x 6 decking to customers across North America. Sigfusson sells clears and low grades domestically and around the world. Dunse handles mostly common grades of 2 x 4 through 2 x 12, timbers and S4S Red Cedar. Mill & Timber also produces and sells Yellow Cedar, and Jay Puder manages the program. And, finally, there are the KD SPF sales. Dave Thiessen handles all of the SPF dimension sales for Aspen Planers both domestic and offshore.

The members of the Cedar sales team have a lot of experience in the industry. Dunse has been involved in the industry for over 30 years, starting in a sawmill as a lad, and working for several wholesalers before joining Mill & Timber 14 years ago. Sigfusson started his career in Spruce sales in 1972, switching to Cedar sales in 1973 and has been with Mill & Timber for

eight years. The name Power is well known on the coast. Six of the 10 Power boys have made their mark in the Cedar industry, and Bery has been with Mill & Timber for 18 years.

The sales team frequently travels to meet with customers throughout the United States, Canada and overseas, and welcomes customers to visit the Surrey operation.

Surinder Ghog, the owner of Mill & Timber, takes a hands-on approach to running the business, Dunse added. “He’s primarily focused on the age of inventory and sales orders,” Dunse said. “In the rare instance where there’s aged inventory, he wants to know why it hasn’t been sold, and whether we should even be producing the item. He is here every day managing our company, involved and interested in every aspect of the business.”

Dunse said the team meets several times per week to discuss any production issues, and current and future customer needs. “If there’s a problem, we’ll discuss it and find a way to solve it,” he said. “Our goal is to provide exactly what we say we’re going to, and we take pride in shipping on time.”

For more information, contact Mill & Timber Products Ltd. at 604-580-2990 or visit [www.millandtimber.com](http://www.millandtimber.com).

Please Visit Us At  
Booth No. 922





**Coastal  
Lumber  
Company**



Start with our Specialty lumber,  
to finish the job with quality  
Southern Yellow Pine  
Products.

For prompt pricing, availability,  
and service contact us at:

Phone: 252-536-6200  
Fax: 252-536-3102  
[pinesales@coastallumber.com](mailto:pinesales@coastallumber.com)  
[www.coastallumber.com](http://www.coastallumber.com)



**Attention Buyers:** You can now contact us for your imported hardwood plywood needs. Talk with Tom Boyce at 843-871-1366 or contact him via email at [tboyce@coastallumber.com](mailto:tboyce@coastallumber.com).



# MCGINNIS LUMBER Serves Industrial Customers

By Wayne Miller



In his role as president, J.E. "Jim" McGinnis III owns and manages The McGinnis Lumber Co. Inc., headquartered in Meridian, Miss.



Jim's father, James McGinnis Jr., joined the family-owned business in the early 1950s.



McGinnis Lumber Co. attributes a large part of its success and longevity to its employees, including some who have worked at McGinnis for over 30 years.

**Meridian, Miss.** – J. Earl McGinnis started The McGinnis Lumber Co. Inc. in 1922, with offices in the Threefoot Building, the tallest building in downtown Meridian, Miss. It was the beginning of what was to become one of the longest-running family-owned wholesale lumber companies in the Southeast. McGinnis ran his business as a traditional office wholesaler until he passed away in 1969.

He was joined in the family-owned business by his son, James McGinnis Jr., in the early 1950s. Through the ups and downs of 86 years, the company has always had a McGinnis at the helm. Now in its third generation, the company is owned and managed by its current president, J.E. "Jim" McGinnis III.

A 1980 graduate of Ole Miss, Jim McGinnis began working in the family business after finishing his degree. No stranger to the industry, Jim worked high school summers in the business. "We had a retail yard for many years, then based in the Key Field industrial area south of town. I worked four summers there, driving a truck and forklift, delivering building materials to job sites. Later,

during college summers, I moved into the wholesale business, and have worked in wholesaling ever since," McGinnis said.

After over 70 years as a traditional wholesaler servicing the retail trade, McGinnis Lumber Co. began to change its focus to the industrial market in the mid-1980s, completing the transition in the early '90s. "With the advent of the wholesale distributor concept, railroad deregulation, mills dropping the wholesale discount, and personnel changes, our business evolved, following what the marketplace gave us," McGinnis explained.

Today, 90 percent of company sales involve trading a small number of products while serving a few select sectors of the industrial marketplace. Building lasting relationships is crucial to the success of McGinnis Lumber Co., as they have mill suppliers that date back many decades. Emphasis in sales is placed on repeat sales to industrial clients. "Our business is about service; providing a consistent product at a competitive price, on time," he said.

McGinnis attributes a major part of the

company's success and longevity to the efforts of professional, loyal employees. "We have a very talented sales and support staff that focuses on service. Not only are they good traders, but they are people of exemplary character that consistently represent us well," McGinnis noted.

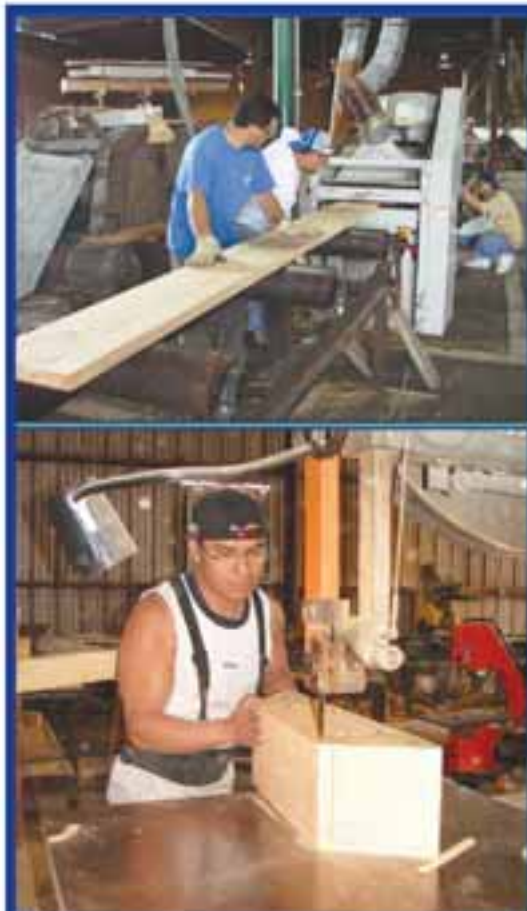
For instance, Phillip Busbee began working for McGinnis 34 years ago as a salesman/buyer for West Coast lumber products. He is currently executive vice president, and manages sales of paper-related products, as well as handling a substantial sales volume personally. Eddie Thorne, vice president, is a 24-year veteran, and handles SYP and hardwood buying, transportation duties, as well as his own sales portfolio. Jim McGinnis, in addition to duties as president, oversees Southern Pine and hardwood sales, and his own domestic and export customers.

The priority at McGinnis Lumber is to ship a consistent product on time at a competitive price. "By establishing contract pricing with mills on items that we sell every day, we are able to focus on repeat business. What we specialize in

is taking a standard manufactured product and selling it into a non-standard application," McGinnis said.

Looking down from his third floor office window in the firm's newly renovated offices, Jim McGinnis looks at the Threefoot Building and reflects on how the company has traveled full circle. "In our new location, we are just two blocks from where my grandfather began this company 86 years ago. I am confident our company will continue to evolve in this ever-changing marketplace as conditions dictate. We'll continue to listen carefully to our customers' needs and do the best job possible to provide them quality products and exceptional service."

McGinnis Lumber Company sells SYP and hardwood lumber and timbers, plywood and OSB, as well as many proprietary corrugated products. For more information about McGinnis Lumber Co. and their people, products and services, visit them at [www.mcginnislumber.com](http://www.mcginnislumber.com) or contact them directly at 601-483-3991.



**DOUGLAS FIR up to 20" x 20" x up to 40'**  
**CEDAR 16" x 16" up to 32'**

Richardson Timbers is a leader in custom millwork and manufacturing of customized timbers, with capabilities of delivering products throughout the U.S.

Serving the construction industry for nearly 60 years, by taking the spirit of the old and combining it with the leading technology of today, Richardson Timbers is able to offer wholesale products with unparalleled service and quality.



## RICHARDSON TIMBERS

toll free (877) 318-5261 phone (214) 358-2314 fax (214) 358-2383

[www.timbersonline.com](http://www.timbersonline.com) Since 1949

Stocking Distributor of Tru-Dry® Fir Products  
 Texas • Oklahoma • Louisiana



# IDAHO TIMBER Employees Contribute To Success

By Terry Miller



The management team of Idaho Timber, located in Boise, Idaho, is made up of many industry veterans. Ted Ellis, president and chief executive officer, leads the company, which began in 1979.



Cedar split rail fencing, shown here, is one of many products produced and sold by Idaho Timber.



Idaho Timber maintains 11 facilities throughout the U.S., including this manufacturing and distribution operation in Henderson, N.C.

**Boise, Idaho**—Idaho Timber, headquartered here, believes strongly in the power of its people — the 700 employees who have given the company its reputation in the market. Ted Ellis, president and chief executive officer, said their hard work is impossible to duplicate.

"We have found that our business model from an equipment and manufacturing standpoint is easy to duplicate," Ellis said. "The expertise of the people is nearly impossible to duplicate due to the base of experience, length of service and talent we have been able to attract and retain within our company."

Idaho Timber, which began in 1979, maintains a sawmilling operation in Carthage, Ark., which specializes in 5/4 Southern Yellow Pine decking and 2x4 to 2x12 dimension; a Cedar split rail fencing mill in Troy, Idaho; and three locations for its home center business.

The Weiser, Idaho, facility produces boards in Ponderosa Pine and Spruce (1x4 to 1x12), Lodgepole Pine (1x4 through 1x12), pattern stock and strips (1x2, 1x3, 2x2). The Whitefish, Mont., plant manufactures the same items along with Cedar and Radiata boards in 1x4 through 1x12.

The Chadbourn, N.C., facility was constructed in 2006 and produces Spruce-Pine-Fir (SPF) and European Spruce studs and dimension (2x4 through 2x12), Ponderosa

Pine, Engelmann Spruce and European Spruce boards (1x4 through 1x12), pattern stock, edge-glued boards and specialties. The company has six other manufacturing and distribution operations, which are located in Lake City, Fla., Fort Worth, Texas, Halstead, Kan., Albuquerque, N.M., Henderson, N.C. and Boise, Idaho.

"We wanted to concentrate on a supply that is available in large quantities and would fuel our significant operations," he said. "(SPF) is widely accepted and certified for construction use by American lumber standards and is the predominate species produced in our dimension operations."

Ellis said Idaho Timber's claim to fame is "having enough of the items that people need on a daily basis and attempting to provide them within 24 hours to our customers."

"We are a very service-oriented organization," he said. "We're known for our people and our ability to service our customers. Most of our managers have grown from the bottom up and gained a tremendous amount of experience."

"They have greater empathy and understand their customer's needs," Ellis said. "That's what allows you to be the best at what you do. Our compensation arrangements for managers are significant enough and based on performance that it discourages the most talented people from leaving prematurely."

In addition to Ellis, Idaho Timber is led by Scott Beechie, vice president/chief financial officer; Dave Taugher, vice president of human resources; Maurice Van Hall, vice president of quality control and production; Brock Lenon, vice president of home center marketing; and Romney Ruder, vice president and general manager of the Kansas division.

Other top management includes: Ash Cockcroft, controller; Darrell Gottschalk, general manager of plants/equipment; Bill Grzanic, general manager of information technology; Tom Griffith, traffic manager; Mike Jacobs, manager of Eastern marketing; Gary Botts, general manager of the Idaho division; Byron Cannon, general manager of Idaho Cedar Sales in Troy, Idaho; Todd Featherly, general manager of the Montana division; Spencer Lott, general manager of the Boise division; Greg Trail, general manager of the Texas division; Rusty Yazdanpour, general manager of the Florida division; Jim Bowen, general manager of Chadbourn, North Carolina division; Mike Breedlove, general manager of the Henderson, North Carolina division; and Bret Wood, general manager of Sagebrush Sales in Albuquerque, N.M.

Idaho Timber produces approximately 700 million board feet annually. The numerous facilities provide more than 1 million square feet of manufacturing space, Ellis said. Approximately 100 million board feet of lum-

ber is kept in inventory.

"Outside of our own primary production, we remanufacture over 600 million board feet (of lumber annually), not including wholesaled wood," he said. "Wholesaled wood accounts for approximately another 100 million." Ninety percent of the supply comes from the U.S. and Canada with another 10 percent being purchased from Europe, New Zealand and South America.

Idaho Timber's original partners sold the business in May 2005 to investment company Leucadia National Corp, based in New York City, N.Y.

Idaho Timber is a member of the North American Wholesale Lumber Assoc. (NAWLA), Temperate Forest Foundation, Sustainable Forest Initiative and Forest Stewardship Council. The company participates annually at NAWLA and Canadian Lumbermen's Assoc. conventions and regional buying shows.

Ellis said Idaho Timber was established in 1979 as a wholesale lumber trading office and soon after began purchasing and building manufacturing plants. "We plan to grow in the areas of distribution and primary manufacturing (sawmilling)," he said. For more information on Idaho Timber, visit [www.idahotimber.com](http://www.idahotimber.com).

Please Visit Us At Booth No. 518



# Weaber, Inc.

MANUFACTURER OF QUALITY HARDWOOD LUMBER, FLOORING & MOULDING

**HARDWOOD PROGRAMS INCLUDE:**

- S4S Traditional Oak
- S4S C & Better Poplar
- S4S Finger Joint Poplar
- S4S Maple
- S4S Veneered Oak
- Solid Oak & Poplar Moulding
- Finger Joint Poplar Moulding
- Finger Joint Poplar Moulding Blanks
- Oak Stair Treads
- Oak & Poplar Stair Risers
- Interior Door Jambs
- Red & White Oak Flooring










**WEABER, INC. - THE INDUSTRY STANDARD FOR QUALITY!**

1231 Mt. Wilson Road • Lebanon, PA 17042  
 Toll Free (800) 745-9663 • Fax (717) 867-1711  
[www.weaberlumber.com](http://www.weaberlumber.com)







# NEWMAN LUMBER, Meeting Customers' Needs In A Moments Notice

**Wells River, Vt.**—Walter Young, president of Newman Lumber Co., knows a little bit about the lumber business. Over the past 60 years he has been involved in the forest products industry.

In 2005, the Youngs changed the name of Transit Milling Co. Inc. to Newman Lumber Co.

"This company has a lot of history and experience, so customers can put their trust in the fact that we know what we are doing," Young said. "We also take pride in knowing that we can do just about any pattern or product our customers want. I think we have some of the best employees to maintain our machinery."

Currently, approximately 98 percent of the production is their own product, and the remainder is custom milling. The company is looking to manufacture close to 15 million board feet annually.

The Youngs also came in and revamped the facility, which included totally black topping and concreting the shed floors, adding a new shavings room, buying six new forklifts and completely rebuilding the Yates-American A20 planer, changing from eight to 12

knife heads. Also, the firm put in electronic equipment to speed up side heads and profilers from 3500 RPM's to 6000 RPM's. Other equipment includes a Mattison straight-line rip saw and a



Carole Young is treasurer and takes care of office administration and bookkeeping, and Diane Castello is receptionist and assists with bookkeeping at Newman Lumber Co. in Wells River, Vt.

new McDonough 54-inch resaw.

In addition, Newman Lumber built four 50 x 300 dry storage facilities with 15 bays each, which provide the company with approximately 20 million board feet of storage, including an existing facility. Additionally, a 50 x 500 dry storage facility was recently built on the property.

Newman Lumber is a member of and produces

all the Northeast Lumber Manufacturers Assoc. (NELMA) patterns, Western Wood Products Assoc. (WWPA) patterns, as well as custom made patterns for customers who provide specifications. The company has the capability, the facility and the equipment to grind and make the knives for specific customer requests. In addition, the firm is also a member of the North American Wholesale Lumber Assoc. (NAWLA).

Recently, Newman Lumber began

offering Baltic Region Pine and Spruce. Products offered in the species include: E, CB & WP4 and log cabin siding, Euro Spruce 2x6 and 2x8 WP4 16-foot; Euro Spruce 1/2-inch x 6-inch x 16-foot bevel siding and finger-jointed Baltic Pine, among others.

With just 10 employees, all of them play an important role. Key employees include Walter Young, president and sales; Carole Young, treasurer

and office administration; and Dianne Castello, receptionist and assists with bookkeeping.

Leon LaVaude recently joined the company as vice president/general manager. He left a very successful Chevrolet dealership, also owned by the Youngs and LaVaude. He is learning how to grade and remanufacture lumber before assisting in sales.

The firm ships its products all over North America. Normal turnaround time for an order is a couple of days, provided the company has the inventory in-house. If it is a custom order, it will

generally be shipped within a week, according to Young. In order to ensure that the product arrives to the customer in a clean and uniformed method, Newman Lumber



Walter Young, president of the company, leads a team of employees, which has over 200 years experience in the forest products industry and produces Pine and Spruce patterns.

paper wraps and canvases everything prior to shipping. Customers include wholesalers and wholesale distributors.

"I think we have one of the most state-of-the-art facilities for planning on the East Coast," Young said. "When it comes to grinding our knives to making the patterns, we can control every facet of the entire operation. I think everyone who buys from us will enjoy our service and will want to come back, from the wholesaler to the retail yards who

receive our products from the wholesale trade. In the event a problem should occur, we believe in resolving the problem in an efficient and timely manner and making a wrong a right."

Newman Lumber encourages its customers to come and visit the mill to see the process from beginning to end, or go to their website at [www.newmanlumberco.com](http://www.newmanlumberco.com).

**Tripp Lumber Company**  
Newcastle, MS

WITH OVER 30 YEARS in the lumber industry, Tripp Lumber Company has built its reputation by producing the highest quality products available on the market. Together with on time shipments and outstanding service, Tripp Lumber Company's number one priority is its customers. By producing innovative products, in multiple species, Tripp Lumber Company has been able to help its customer's stock value added products with minimal competition. If your company is looking to move away from the commodity market and find niche markets with top dollar returns, maybe now is the time to think outside the box. From multiple hewn, and beveled siding products, to re-sawn timbers and adz axed flooring, Tripp Lumber Company can produce it. Although we still produce all of our traditional products, we are always striving to find new ones.

- LOG SIDING
- TIMBER SIDING
- TONGUE & GROOVE
- LOG ACCENTS
- HEWN PRODUCTS

**Sales**  
**800-457-9706**

[tripplumber.com](http://tripplumber.com)



**KING**  
FOREST INDUSTRIES

It's a jungle out here  
trying to find the right white pine supplier.

**KING** has got what you're looking for!

**OFFERING**

- Nelma Patterns
- Paneling
- Flooring
- Siding
- Timbers
- Shop Lumber

**FACILITIES**

Mill - Producing 30 MBF  
Dry Kilns  
Two Planer Mills

**KING FOREST INDUSTRIES, INC.**  
53 Eastside Road - Wentworth, NH 03282  
Tel: 603-764-5711 - Fax: 603-764-9654  
Sales Call BOB DAVISON

**NAWLA -**

Continued from page 1

ers, suppliers and service providers in the lumber and building materials industry.

The North American Wholesale Lumber Association (NAWLA), headquartered in Rolling Meadows, Ill., is an international trade association of over 650 leading forest products and building material industry wholesalers, manufacturers and industry affiliated companies throughout the United States, Canada and the world. Learn more about NAWLA by visiting [www.nawla.org](http://www.nawla.org).

NAWLA, whose wholesaler members' combined annual sales exceed \$30 billion, is dedicated to enhancing professionalism and efficiency throughout the lumber distribution channel and to the responsible use of forest resources. NAWLA members serve as the unifying force for efficient forest products and building materials distribution.

The forest and building products industries within which NAWLA members operate have highly developed characteristics that help to shape the role of both the wholesale distributor and the role of NAWLA. The industry is highly diversified both in terms of product and geography. Aside from species differences, products of the tree include solid lumber, veneer and non-veneer panels, manufactured products such as fencing and decking, and much, much more.

NAWLA lumber and building material wholesalers have evolved the most efficient distribution system in the world, helping to make possible the widespread use of wood products in the construction of residential, commercial and industrial buildings across the United States and Canada. NAWLA's role is to aid wholesale distributors in addressing and solving common industry challenges in the areas of transportation, government and environmental regulations, e-commerce and technology, and certainly ongoing education.

**NAWLA's History**

Legend has it that NAWLA was founded in 1893 as a result of a chance encounter between John Clark of J.S.H. Clark & Co., Newark, N.J. and two unknown New York lumber wholesalers meeting on a Boston-bound train. These men discovered that they had a common errand – the collection of past due invoices from the same customer.

As a result of this chance meeting, Clark set out on a mission by contacting New York and New Jersey area wholesalers about the formation of an association. Clark's quest was to form an association of wholesalers for the purpose of information sharing, and not just in the area of collections, but an exchange of ideas covering all aspects of the wholesale function.

After holding several preliminary planning sessions in April of 1893, 15 wholesalers approved John Clark's proposal for a confederation of wholesalers as well as his proposed nomenclature of National Wholesale Lumber Dealers Association. An invitation was then sent to all "legitimate lumber wholesalers" in the geographic area to attend a meeting at the Imperial Hotel in New York City. The group grew to 24 wholesaler companies who approved all that the original 15 had formulated. Having extended invitations to wholesalers in Mass., Md., Mich., N.J., N.Y., Pa. and R.I. the first annual meeting of the National Wholesaler Lumber Dealers Association was held at the Imperial Hotel on May 15, 1893 with 50 members in attendance. This official meeting resulted in the adoption of the association's constitution and the election of John Clark as its first president.

John Clark and the two New York travelers, whose names are lost to us today, began a remarkable legacy of bringing together lumber and building material industry wholesalers, manufacturers and industry affiliated companies together for a common goal – forming an association that would eventually represent a global network of channel partners in the lumber and building materials industry.

NAWLA has continued to grow and learn, serving as an educator and counselor on issues within the industry.

NAWLA strives to provide publications, learning tools, networking events, and industry information for its membership to help them remain informed and better understand current trends and opportunities.

**NAWLA ... Professionalism • Integrity  
• Honesty • Innovation**

**Some of NAWLA's educational programs include:**

**NAWLA Wood Basics Course**

The Wood Basics Course is an intensive, four-day training experience that is custom-tailored to the forest products industry. Individuals with two weeks to two years of experience in all areas of their companies will benefit from this program. Course topics include Forest Ecology, Engineered Products, Transportation & Logistics, Grading, Structural Panels, Lumber Manufacturing, Dimension Lumber, Ecology and Silviculture and Sales & Marketing. Field trips to a working instructional forest, harvesting operation and mill tours are also included.

**University of Industrial Distribution (UID)**

The University of Industrial Distribution is held annually at Indiana University/Purdue University Indianapolis. This 4-day program, attended by over 400 participants each year, is a concentrated educational program focused on the unique needs of the entire industrial wholesale distribution industry. Thirty-six different classes on several distribution topics are offered. Numerous NAWLA members take part in the event every year.

**NAWLA Buyers' School**

The NAWLA Buyers' School is a three-and-one-half day program which begins with an interactive session on Supply Chain Management and the principle attributes of an effective negotiation process. The School also includes several expanded sessions on Inventory Management, Hedging Strategies for Office Wholesalers, a Transportation & Logistics Panel of industry experts (office wholesaler, stocking distributor, manufacturer, railroad company and a logistics manager), numerous industry-specific case studies and an ethics program.

**NAWLA Webinars**

NAWLA conducts monthly and quick response educational Webinars which allow participants to stay abreast of critical issues facing the industry from the comfort of their respective offices. Webinars run for approximately 60 minutes and address a variety of topics such as LEEDs, GBI – Green Building Initiative, certified wood products, evaluating employees, hiring new managers, succession planning, and more. The NAWLA Webinar schedule is regularly updated at [www.nawla.org](http://www.nawla.org).

**Executive Management Institute (EMI)**

This powerful and comprehensive five-day program is geared to senior level managers, officers and CEO's of forest product wholesalers, manufacturers and NAWLA service affiliate companies. The EMI was developed from the ground up by the NAWLA Education Committee in consultation with the graduate school faculty of Southern Methodist University (SMU) Cox School of Business, ranked in the top ten business schools in the United States. This is a high level program utilizing several industry specific case studies. The EMI is held on the campus of SMU Cox School of Business.

**Sales Training Course**

These regularly scheduled workshops are held in various locations throughout the year, and are an important addition to your own in-house training and educational programs. The workshops are based on the recently updated NAWLA Sales Training Course manual and have been designed to benefit the newer sales associate and the seasoned veteran.

**Structure of NAWLA****Governance**

Continued on page 89



**NAWLA -**

Continued from page 88

NAWLA is governed by a volunteer Board of Directors comprised of individuals from within the wholesaler membership. The board meets regularly to direct all association activities.

**Staff**

NAWLA's volunteer leaders are supported by a full-time headquarters staff comprised of association professionals specializing in all aspects of association management. The association headquarters is located in the suburbs of Chicago, Ill.

**Committees**

Committees are the life-blood of NAWLA. Committees and task forces are comprised of wholesaler, manufacturer and service affiliate member volunteers and address timely issues and topics impacting the association and industry. Nearly 70 industry professionals are involved in NAWLA committees.

- **NAWLA Traders Market®**
- **Communications**
- **Education**
- **Membership**
- **Meetings**
- **Finance**

**Communication**

**NAWLA Website - [www.nawla.org](http://www.nawla.org)**

Designed to facilitate business, increase communication, and keep members informed, the NAWLA website at [www.nawla.org](http://www.nawla.org) is an ever-evolving communication tool, content rich, it is geared toward not only NAWLA members, but the entire industry! Visit the NAWLA website for more detailed information on all NAWLA offerings.

**NAWLA Bulletin**

NAWLA's monthly publication, the NAWLA Bulletin, helps members stay informed on the latest association, legal, legislative, member company and industry news. The Bulletin also provides general business tips, event updates, an updated calendar of events, results of the quarterly NAWLA wholesaler survey and much more. Visit [www.nawlabulletin.org](http://www.nawlabulletin.org).

**NAWLA Membership Directory**

The annual NAWLA Membership Directory contains comprehensive information on NAWLA member companies, including addresses, personnel, product and species mix, distribution locations, methods used and much more. This resource guide is a valuable tool that is used year-round.

**Networking**

**NAWLA Traders Market®**

The NAWLA Traders Market®, which began in 1996, has grown to be North America's most important industry event of the year. This annual event boasts nearly 300 exhibiting companies and 2,000 attendees, all of whom supply and distribute lumber, building materials and related products and services throughout our industry. The event is a must-attend event and has become very popular not only in North America, but on a global level as well.

**NAWLA Executive Conference**

The NAWLA Executive Conference, held each spring, attracts the decision-makers of the many NAWLA member companies. Begin new friendships and network with established business colleagues. The meeting's Exhibit Showcase (a mini exhibit hall) is often described as the ideal complement to the NAWLA Traders Market® and brings together company officers in a relaxed exhibit atmosphere.

**NAWLA Regional Meetings**

NAWLA hosts several Regional Meetings around the country throughout the year. Meetings are highly popular and provide a cost-effective networking event on a local level for both NAWLA members and non-members alike. Timely topics are addressed by experts in the areas of distribution, manufacturing, information technology, environ-

mental education, transportation, economics, international trade and much more. Members of the NAWLA leadership team join staff in attending all of these gatherings. By doing so, they learn first hand about industry issues in geographic areas and what is on members' minds!

**NAWLA 10 Groups**

NAWLA introduced the idea of 10-Groups to its membership in the fall of 2005. The concept is to provide a mechanism which permits individual NAWLA wholesaler member owner/managers to maintain an informal, continuing relationship with ten or so owners of other non-competing, similar-sized NAWLA companies in different parts of the country. Representatives from over 80 companies are currently involved with NAWLA 10 Groups.

**Business Services**

**NAWLA Storage Equipment & Yard Design Services**

NAWLA's recommended and approved storage and yard design firm, Sunbelt, specializes in rack-supported buildings, bulk storage sheds, pre-engineered warehouses, and racking systems for the lumber industry. NAWLA members receive complete yard and building planning services that reflect traffic flow, yard safety, and inventory to determine the best design. Call Sunbelt today at 800-353-0892 and ask for Clint Darnell.

**NAWLA TeleLink Long Distance Telephone Program**

ForesTel, LLC is time tested and the real deal delivering millions of minutes of trouble-free long distance telephone, data and other communication services for NAWLA members each month. Their formula is to meet and then exceed your long distance telephone and data transmission needs, offer low, low prices, outstanding customer service, stability, simplicity and an understanding of the forest products industry. Call NAWLA ForesTel, LLC at 877-777-7769 and ask for Lou Chance.

**Human Resources Management & Consulting**

Caliper Human Strategies is a human resources consulting firm whose psychological testing services are endorsed and discounted for NAWLA members. For three decades, Caliper's approach has helped more than 25,000 companies to hire the best managers, salespeople and service personnel. Contact Aggie Miskolezi at 609-524-1450.

**Travel and Car Rental Discounts**

NAWLA members have the benefit of discounted airline travel to all NAWLA events through specially arranged discounts with a designated provider. NAWLA members are eligible to enroll in the program online at [www.naw.org](http://www.naw.org). Click on the Business Services tab and follow the Hertz Link, or by calling Hertz toll free at 800-654-4405.

**Information**

**NAWLA Sales Training Course**

A self-study workbook, the recently updated NAWLA Sales Training Course is for forest products salespeople at all levels of experience. Using industry-specific examples, this useful tool covers the basic components and subtle nuances of the lumber and building materials sales process. A manager's guide is also included for those interested in administering the course to their staff.

**Dispute Resolution**

Part of NAWLA's long-standing charter has been to facilitate dispute resolution within the industry. It is an economical way to solve problems. It is industry people solving industry problems.

Please contact NAWLA today at (800) 527-8258 or (847) 870-7470 with questions regarding this or any of our programs. You may also visit the NAWLA website at [www.nawla.org](http://www.nawla.org).

**NAWLA World Headquarters**

NAWLA is strategically located in the Chicago, Ill., USA metro area adjacent to O'Hare International airport. O'Hare, the premier air gateway to the world and

Continued on page 91

**SISKIYOU FOREST PRODUCTS**  
**RESERVE**  
PREMIUM WOOD TRIM

**Two Coat Exterior Prime**  
Our two-coat process starts with an alkyd sealer to block tannin migration, followed by a high-performance acrylic primer. The result: **RESERVE** quality, inside and out.

**Superior Wood**  
Made of quality, clear, finger-jointed Western Red Cedar or Redwood, these products are naturally designed for exterior use—both species are ideal for enduring extreme weather.

**Surfacing + Sizes + Lengths**  
**RESERVE** products come in a wide range of sizes, lengths and finishes. Whether the project calls for S1S2E or S4S, we offer lengths ranging from 16' to 20'. Pattern stock is also available.

1x4 - 1x12  
¾x4 - ¾x12  
2x4 - 2x12

**Please Visit Us At  
Booth No. 526**

**The Finest Stock,  
The Best Coating**

Our Siskiyou Forest Products **RESERVE** line is specially manufactured and treated to create the highest quality product available. Using state-of-the-art application and curing equipment, our premium Western Red Cedar and Redwood stock is made to last for many generations. We are proud to offer a beautiful, durable product that is ready for installation and final painting the moment it reaches the craftsmen

**SISKIYOU FOREST PRODUCTS**  
[www.siskiyouforestproducts.com](http://www.siskiyouforestproducts.com)  
800.427.8253 • 6275 Hwy 273 • Anderson, CA 96007



# TECHNOLOGY SOLUTIONS FOR THE LUMBER INDUSTRY



[www.simplycomputing.com](http://www.simplycomputing.com)  
800-903-4122  
[Info@simplycomputing.com](mailto:Info@simplycomputing.com)

### LOG SCALING PRO

Handheld Batch Collection    Voice Data Collection  
Pile Inventory/Tagged Logs    Contract Payments  
Multiple Species, Log Rules, Yards    Bar-Coding

### LUMBER INVENTORY

Bar Code Inventory    Kiln Tracking    Bin Sorter Interface  
Rough & Dressed Inventory    Radio Frequency Real Time Data  
Orders/Shipping/Invoicing

### WOOD BROKERAGE

By-Products Inventory    Pile Management  
Automated Weight Scale Interface  
Accounting Interface

### TALLY SYSTEMS

\*New - Voice Lumber Grading    Wireless Handheld Tally  
Handheld End Tally    Handheld Chain Tally  
PLC Custom Interface

Hardware Sales & Service • Network and Administration  
Customized Software Development

**CALL FOR A FREE DEMONSTRATION**

## DURGIN CROWELL

**TRIED AND TRUE.**  
*Manufacturers of Quality Eastern White Pine*

- 30 Million BD FT of Production
- 630,000 BD FT of Dry Kiln Capacity
- Inline Moisture Detectors
- Waco 30 XL Moulder
- Modernized Cut Up Shop

DURGIN & CROWELL LUMBER CO.  
231 Fisher Corner Rd.  
New London, NH 03257  
P: 603-763-2860  
F: 603-763-4498

[www.durginandcrowell.com](http://www.durginandcrowell.com)

## Taylor-Made Lumber Co.

MAPLESVILLE, AL  
A Division Of  
Taylor-Made Transportation, Inc.

MANUFACTURERS OF QUALITY KILN-DRIED  
SOUTHERN YELLOW PINE, DIMENSION LUMBER,  
BOARDS AND TIMBERS

**CALL US FOR:**

- Precision End Trimming (P.E.T.) with Defecting and Optimizing available
- Resawing with both vertical and horizontal bands
- Custom trimming for industrial packaging
- Stacking and Kiln-Drying
- Specialty patterns including 1" Tongue and Groove Center Match, Standard Match Flooring, Beaded Ceiling, Tongue and Groove V-Joint and Pattern #116
- Dog-Eared Fence Boards
- Beveled Resawn Siding
- 2" Tongue and Groove Center Match, Tongue and Groove V-Joint, Radius Edge Decking
- Log Cabin Siding
- Ship Lap Siding
- 2 1/2" + Double Tongue and Groove V-Joint
- Grading to Export Specifications

**WE DELIVER FINISHED FOREST PRODUCTS THROUGHOUT THE SOUTHEAST, MIDWEST AND CENTRAL UNITED STATES.**

**CONTACT: MIKE REYNOLDS • PHILIP KELLEY**  
P.O. Box 197 • Maplesville, AL 36750  
Phone: 800-239-4221 • Fax: 334-366-2177

E-mail: [mhreynolds@taylormadeinc.com](mailto:mhreynolds@taylormadeinc.com)  
[pkelley@taylormadeinc.com](mailto:pkelley@taylormadeinc.com)  
Website: [taylormadeinc.com](http://taylormadeinc.com)

## W.M. Cramer Lumber Co.

Headquarters, Concentration Yard & Kilns in Hickory, N.C.  
Phone (828) 397-7481 FAX: (828) 397-3763  
[www.cramerlumber.com](http://www.cramerlumber.com)

• HARDWOODS, WHITE PINE, CYPRESS •

**KD WHITE PINE**  
fob – Hickory, N.C.  
**300 MBF Inventory**  
FG – RWL: 4/4 thru 16/4  
FG Dimension: 6", 8", 10", 12"  
4/4, 5/4, 6/4, 8/4  
4/4 – 13" & wider  
**CLEARs – RWL 4/4 thru 12/4**  
**FG STAIN – RWL 4/4 thru 12/4**

West Coast Sales: 626-445-8556  
Orlando, FL Warehouse: 407-323-3740  
Atlanta, GA Warehouse: 770-479-9663

Sawmills & Kilns: Marlinton, W.V.  
Yard Kilns: Millwood, KY

WORMY CHESTNUT • TROPICALS • QUARTER & RIFT • CYPRESS • ELM  
WHITE PINE • BASSWOOD • BEECH • BIRCH • CEDAR • CHERRY • HICKORY

HARD & SOFT MAPLE • POPLAR • RED & WHITE OAK • ASH



**NAWLA -**

Continued from page 89

Chicago is one of the world's great host cities for meetings. Maintaining its vitality now for over 114 years NAWLA is time tested, market tested and forward thinking. These attributes are no better validated than by the enormous and growing success of the NAWLA Traders Market® every year! Visit the NAWLA website at [www.nawla.org](http://www.nawla.org).

**TRADERS - Pedrone**

Continued from page 1

than I would with weeks of travel. This year we were late in registering for the show and I panicked that we would miss the return to the Chicago show, but thanks to the good folks at NAWLA our tardiness was not an issue. It is clear to me that tough market conditions mandate that industry leaders take action and initiate plans to sell other markets and find new opportunities. That may be the best way to summarize the value of the NAWLA Traders Market for us. It gives us the ability to discover new markets and products while keeping pace with the demands and concerns of our current customers."

**TRADERS - Hassenstab**

Continued from page 1

others in the industry is unparalleled. On top of that, NAWLA has some outstanding speakers and educational opportunities that keep us up-to-date on key issues affecting the lumber industry.

It is so important in difficult times like these to stay close to your customers and help them find ways to improve their business. And this is what the Traders Market does for DMSI...it makes it easy for us to communicate with our customers. I recommend it highly to all NAWLA members as well as companies considering joining the NAWLA association."

**TRADERS - Secco**

Continued from page 1

down, and get business done, instead of just packing a bag full of brochures.

We always feel we've gained something exceptional from the show, and look forward to it each year."

**TRADERS - Duprey**

Continued from page 1

ed many new business relationships while at the NAWLA Traders Market, which is invaluable in any market. That function along with seeing many of our current business partners fosters a healthy look at current business and what business planning can be conducted in the future year.

The NAWLA Traders Market is also a great setting of education with pertinent meetings on the economy, how economies affect our industry and the status of our industry in the global market we are all in today.

Finally, the NAWLA Traders Market is a great way to involve our mill manufacturing management to see what is happening in our industry on the product and sales side. What they learn from customers can be brought back to their staffs to give them the feedback that is pertinent to manufacturing the best product they can for the marketplace. The NAWLA Traders Market is professional, business focused, results oriented and fun!"

**TRADERS - Boies**

**Leslie Boies**  
Marketing/Sales  
Manager  
C&D Lumber Co.  
Riddle, Ore.



"The North American Wholesale Lumber Association (NAWLA) is one of the few industry associations whose existence is based on promoting commerce. NAWLA's annual traders market is a great example of their dedication to bringing together manufacturers, wholesalers, suppliers and industry service providers in an effort to promote commerce within the lumber and building products industry.

We view the NAWLA Traders Market® as a must-attend event based on the fact it is the one event that our best customers and many other business partners attend each year. The Traders Market gives us a chance to meet with many customers face-to-face that we may not see during the year and also for us to network and learn about issues and opportunities impacting our markets. This interaction is very valuable to us.

When our industry is faced with difficult market conditions it could become easy to look for ways to cut costs by limiting our travel and attendance at certain events. The success and positive experience we have had with the NAWLA Traders Market over many years of attendance has demonstrated clearly that the benefits of our participation far outweigh the time and expense to attend this event."

**TRADERS - Luza**

**Mike Luza**  
Industrial Sales  
Manager  
Collins  
Companies  
Portland, Ore.



"Going to NAWLA has been valuable to the Collins Companies over the years. Not only do we get to meet with our wholesale customers, but also many of the exhibitors are our customers as well."

**WHO'S WHO - Boies**

Continued from page 6

lows Western Wood Products Assoc. (WWPA) grading rules, and sells 2x4 through 6x16 and 6-foot through 26-foot surfaced, and 1x4 through 30x30 and 8-foot through 26-foot rough. They sell green and kiln-dried products.

C & D Lumber is an affiliate of WWPA, North American Wholesale Lumber Assoc. and the Umpqua Valley Lumber Assoc. The company has received numerous awards including the Quality Management System Certified Mill, the Hi-Q Grader Mill Award, the Frank J. Bertak Safety Award and the 4-H Distinguished Service Award.

Boies has worked for C & D Lumber for almost one year. Her responsibilities include leadership and management of the marketing and sales team, marketing, sales and shipping of all lumber products. Boies has also worked for a large developer of regional shopping centers/malls as a marketing manager.

Boies received a bachelor's degree in marketing from Oregon State University in Corvallis, Ore. She was the valedictorian at South Albany High School in Albany, Ore.

Boies recently married her husband,

Continued on page 93

**Wood Priming Products, LLC** PH.# 770.965.4151  
CELL# 404.606.8074  
FAX # 770.965.4153

---

P.O. Box 535  
Oakwood, GA 30566  
email: [woodpriming@bellsouth.net](mailto:woodpriming@bellsouth.net)  
website: [www.woodprimingproducts.com](http://www.woodprimingproducts.com)

one  
call...

for reaching the right company that can provide you with painting services for a variety of exterior cornice and siding materials.

770-965-4151

**Our operation offers factory painting services for your products in truckload, units or job lot quantities. Materials can be primed with one coat of protective paint; or they can be finish painted with a second coat mixed in any one of over eighty different colors; or materials can have a semi-transparent stain placed on them.**

**We provide quality factory finishes on all of the following products:**

- Boards & Dimensional Lumber
- Plywood
- MDO Panels
- Fingerjoint & Solid Mouldings
- Fiber Cement Boards

**OLYMPIC**  
MACHINE APPLIED  
COATINGS  
A PPG INDUSTRIES BRAND

**SUPERDECK**  
BRAND PRODUCTS  
DUCKBACK PRODUCTS  
A DIVISION OF DUCKBACK ACQUISITION CORP.



## WILCO CYPRESS



Cypress should be your 1st choice over Cedar.



- CYPRESS is a native specie.
- CYPRESS is kiln dried. Not Green
- CYPRESS is 6' & longer. No 4' Lumber
- CYPRESS prices are much less delivered.
- CYPRESS can be used for the same applications and does a better job.

Wilco runs more Cypress and does it better!

## WILLIAMS LUMBER COMPANY OF N.C., INC.

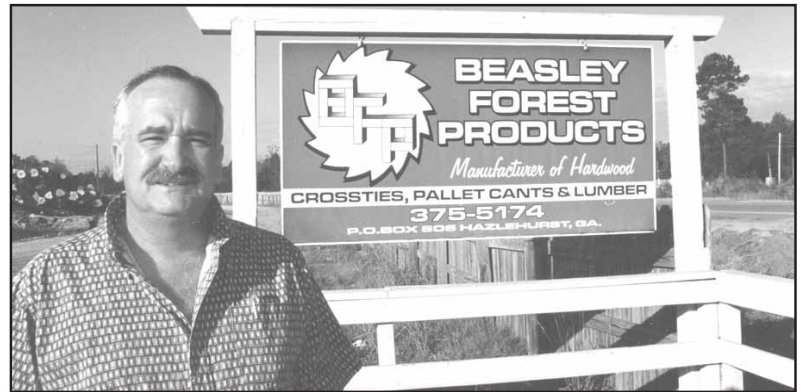
P.O. Drawer 4198, Rocky Mount, North Carolina 27803  
FAX 252-442-0765

Sales Personnel: John Haggerty III; Joe Haggerty Jr.;  
Joseph Haggerty IV; and Shepard Haggerty

**(252) 442-2136**

E-MAIL: JOSEPHHAGGERTY@WILCOCYPRESS.COM

**SEE US AT BOOTH 810**



Linwood Truitt, who is in charge of sales at Beasley, is standing by his company's sign that proudly displays their logo.

Beasley Forest Products, Inc. is pleased to announce the addition of 200,000 board feet of kiln capacity and a 7 foot band mill head-rig.

For you, we at Beasley Forest Products, Inc.:

- manufacture approximately 94 million board feet a year of Southern Hardwood and Cypress lumber products.
- saw and kiln-dry: Red Oak, White Oak, Poplar, Ash and Cypress in 4/4 thickness.
- have 520,000 board feet of dry kiln capacity.
- offer container loading for Export.
- manufacture pallet components (cut-stock) for the pallet industry.
- saw crossties and pallet cants.
- saw Cypress framing timbers.
- manufacture Cypress to various patterns.
- offer prompt delivery with company trucks and local trucking companies.
- anti-stain treat, end-coat and paint all kiln-dried lumber.

### Beasley Forest Products, Inc.

P.O. Box 788 • Hazlehurst, Georgia 31539  
Phone: (912) 375-5174 ext 107 • FAX: (912) 375-9541  
E-mail: bfp9541@bellsouth.net  
Web Address: www.beasleyforestproducts.com  
SALES: Linwood Truitt  
Cell: (912) 253-9000

Below is a check list of some of the Southern Yellow Pine products we can furnish you.



Industrial Wood Products, which has its own remanufacturing plant, has provided quality Southern Yellow Pine products to a variety of industrial and wholesale customers over the last twenty-nine years.

Call Us When We Can Be Of Service!

### Industrial Wood Products

P.O. Box 206 • Hwy 22 South • Climax, NC 27233  
Phone: (336) 685-9912 FAX: (336) 685-4260



"Proudly Serving The Southern Yellow Pine Industry Since 1979"

One Success Story After Another...

**"WE HAVE ADVERTISED SINCE 1985 AND ARE CONTINUING OUR AD PROGRAM."**



**CALL TODAY 901-372-8280**

OR FAX US AT 901-372-8280

For Ad rates and marketing support services unavailable elsewhere.



The **Softwood** Forest Products **Buyer**

"It's everywhere you need to be to get more business!"

Hancock Lumber Company (L) Box 206, Climax, NC 27233, producing 300 million board feet of Southern Yellow Pine every day with 2 sawed locations. Is currently using five 1/2 page and 1 full page in the Softwood Forest Products Buyer, and 1 full page in LUMBER Special Week.



**WHO'S WHO - Boies**

Continued from page 91

Alan Southwick, and has two step-daughters. She enjoys outdoor activities including hiking, biking, camping and rafting.

**WHO'S WHO - Bowen**

Continued from page 6

Stewardship Council and Sustainable Forestry Initiative.

Bowen has been in his present position for eight years. He began his career in the forest products industry as a front line supervisor in 1986. Bowen's other responsibilities have included selling dimension, mill manager, quality control and business development.

Bowen is a graduate of Mt. Blue High School in Farmington, Maine. He received an associate's degree in business from Auburn University in Auburn, Ala.

Bowen and his wife of five years, Anna, have two children, Derek and Katelyn, and a dog named Bodie.

**WHO'S WHO - Haggerty**

Continued from page 6

He received a bachelor's degree in business from North Carolina State University in Raleigh, N.C., and attended a NAWLA wood marketing class at the University of Idaho.

Haggerty is single, and enjoys skiing, tennis, golf and duck hunting.

**WHO'S WHO - Hodgkins**

Continued from page 6

tailored to meet the customers needs rather than the customer having to change their processes to meet the software needs.

Simply Computing continues to expand their technology and serves a variety of mills, including Pine and paper mills, hardwood, specialty products, wood brokers and furniture manufacturers.

The firm has three other programmers along with Hodgkin, they are: Kevin Adams, Lori Osnoe and Marshall Hinman. Joe Balla and Rick Sounders are hardware technicians. Kim Haven is office manager, and Doug Weber handles sales.

The firm is a member of Northeast Lumber Manufacturers Assoc., the American Wood Preservers Assoc. and the National Hardwood Lumber Assoc.

Hodgkins earned a Bachelor of Science

degree in Computer Information Technologies at Husson College, in Bangor, Maine. He and his wife, Kimberly, have two children. When he is away from work, Hodgkins enjoys hunting, fishing, boating and snowmobiling.

**WHO'S WHO - Truitt**

Continued from page 6

lumberyard manager.

Truitt is a graduate of Harris County High School in Hamilton, Ga. He has been married for 10 years to his wife, Marsha. Truitt enjoys golf and watching college football.

**WHO'S WHO - Walsh**

Continued from page 6

sales manager and business development manager for Rosboro.

Walsh received a bachelor's degree in marketing from the University of Oregon in Eugene. He is a graduate of Marist High School in Eugene, Ore.

Walsh and his wife of 22 years, Kirin, have two children. He enjoys golf, water skiing, snow skiing and scuba diving.

**WHO'S WHO - Whitley**

Continued from page 6

lake, and spending time with family and friends.

**WHO'S WHO - Manning**

Continued from page 6

edited from Manning's service. He is a former chairman of the Northeastern Lumber Manufacturer's Assoc. In his community, Manning has served as a deputy fire chief and chairman of the Springfield budget and zoning boards.

An avid outdoorsman, Manning officiates Alpine skiing tournaments, and also enjoys playing tennis.

He and his wife, Liz, have two adult children.

**WHO'S WHO - Trant**

Continued from page 6

Trant enjoys boating, water sports, the outdoors and woodworking.

**A Very SPECIAL THANKS to all of our Advertisers**  
in the 2008 issue of  
**The Softwood Buyer's Special NAWLA Traders Market® Edition.**

**Don't miss out on the 2009 issue**  
**Next Traders Market®**  
**Nov. 5-7, 2009**  
**Hyatt Regency on the Riverwalk**  
**Chicago, Illinois**

**The Softwood Forest Products Buyer**

*"It's everywhere you need to be to get more business!"*

P.O. Box 34908 • Memphis, TN 38184-0908  
Phone: 901-372-8280 • Fax: 901-373-6180  
web site: <http://www.softwoodbuyer.com>  
E-mail: [stokes@millerpublishing.com](mailto:stokes@millerpublishing.com)

PATRIOT TIMBER PRODUCTS



## The Revolutionary Source For Your Imported Wood Products.

Our Pride is Showing.  
Revolutionary business values backed by an unmatched commitment to delivering superior quality imported wood and panel products. That's Patriot Timber Products.

*Patriot Timber - Featuring These Popular Products:*

**PLYWOOD PRODUCTS**

- Birch • Lauan
- Okoume • Pine • Poplar

**LUMBER PRODUCTS**

- Jatoba • Mahogany
- Sapele • Sipo • SP Cedar



Post Office Box 19065  
Greensboro, North Carolina 27419  
Telephone: 336.299.7755 Facsimile: 336.299.4750  
E-Mail: [askoff@PatriotTimber.com](mailto:askoff@PatriotTimber.com)  
[www.PatriotTimber.com](http://www.PatriotTimber.com)



**PATRIOT TIMBER PRODUCTS**  
the revolutionary source

For All Your Imported Wood Product Needs Call: **336.299.7755**



**Air Systems Mfg.**  
OF LENOIR, INC.

# Let's clear the air...

by discussing your dust, smoke, fumes and vapors.

**Turn-key Project Management Services:**

- Trouble-shooting
- Custom installations
- Written assessments
- New, used and
- Technical recommendations
- reconditioned equipment
- Conceptual and final design
- Sales and support
- Manufacturing
- On-site maintenance

- In Stock- Extensive Inventory of Reconditioned Equipment
- Maintenance Services Available for Filtration Equipment






1347 Connelly Springs Road  
P.O. Box 1736 • Lenoir, NC 28645  
(828) 757-3500 • Fax (828) 758-5178

Check out our new website at:  
[www.airsystemsmfg.com](http://www.airsystemsmfg.com)





Dust Collection • Air Filtration • Ventilation Systems • Custom/Standard/Reconditioned



COMPANY NAME	TELEPHONE	FAX NUMBER	E-mail Address	Web Site	PAGE
AIR SYSTEMS MFG. OF LENOIR, INC.	828-757-3500	828-758-5178	sales@airsystemsmfg.com	www.airsystemsmfg.com	93
ANTHONY FOREST PRODUCTS CO.	800-221-2326	870-862-6206	info@anthonyforest.com	www.anthonyforest.com	8
ATLANTA METRO LBR. & RELOAD CO., INC.	770-967-7772	770-967-7737	mhipps1@msn.com	www.atlmetroreload.com	77
BEASLEY FOREST PRODUCTS	912-375-5174, EXT 107	912-375-9541	bfp9541@bellsouth.net	www.beasleyforestproducts.com	92
BENNETT LBR. PRODUCTS, INC.	208-875-1321	208-875-0191	jim@blpi.com	www.blpi.com	57
BOISE CASCADE	800-843-9663	208-384-7291	bcweb@bc.com	www.bc.com/bmd	29
BOISE ENGINEERED WOOD PRODUCTS	800-232-0788	208-384-7455	ewpinfo@bc.com	www.bc.com/ewp	31
C & D LUMBER CO.	541-874-2241	541-874-2319	cdinfo@cdlumber.com	www.cdlumber.com	33
CABOT STAINS	800-US-STAIN			www.cabotfactoryfinish.com	39
CEDAR CREEK, INC.	800-299-9870	918-251-6405		www.cedarcreek.com	60
COASTAL LUMBER CO.	252-536-6200	252-536-3102	pinestales@coastallumber.com	www.coastallumber.com	84
COLVILLE TRIBAL ENTERPRISE CORP.	509-422-0600			www.ctecorp.org	75
COLVILLE INDIAN PLYWOOD & VENEER	509-422-7033	509-422-7023		www.colvillewoodproducts.com	75
COLVILLE INDIAN PRECISION PINE	509-422-7550	509-422-7541		www.cippine.com	75
COLUMBIA CEDAR	509-738-4711	509-738-4713	chris@columbiacedar.com	www.columbiacedar.com	96
COLLINS COS.	800-329-1219 ext. 266	503-417-1441		www.collinswood.com	20
CRAMER, W.M. LUMBER CO.	828-397-7481	828-397-3763	paulc@cramerlumber.com	www.cramerlumber.com	90
CUSTOM LUMBER MANUFACTURING CO.	800-633-0906	334-794-6607	charriss@lumbergroup.com	www.PlantationCypress.com	52
DESCHUTES PINE SALES	800-547-5660	541-382-6131	mmccoun@deschutespine.com	www.ochocclumber.com	25
DIPRIZIO PINE SALES	888-330-8467	603-473-8531	sbrown@lavalleys.com	www.diprizio.com	14
DMSI (DISTRIBUTION MGMT. SYSTEMS, INC.)	402-330-6620	402-330-6737	dmsi@dmsi.com	www.dmsi.com	13
DUCKBACK PRODUCTS	800-825-5382	530-343-0722	customerservice@superdeck.com	www.superdeck.com	22
DURGIN & CROWELL LUMBER CO.	603-763-2860	603-763-4498	info@durginandcrowell.com	www.durginandcrowell.com	90
EAST TEXAS FOREST PRODUCTS, INC.	800-443-7883	903-665-3993			83
EASTERN FOREST PRODUCTS	603-654-8500	603-654-8550		www.easternfp.com	47
ELDER WOOD PRESERVING	318-964-2196	318-964-5276		www.elderwoodpreserving.com	63
ENYEART CEDAR	800-551-6657	503-697-9385	info@enyeartcedar.com	www.enyeartcedar.com	73
FOREST GROVE LUMBER	888-201-3574	503-343-5805	sales@fglco.com	www.fglco.com	11
HAMPTON AFFILIATES	503-297-7691	503-203-6618		www.hamptonaffiliates.com	9
HANCOCK LUMBER CO.	207-627-7605	207-627-4200	info@hancocklumber.com	www.hancocklumber.com	35
IDAHO FOREST GROUP	208-263-1551	208-263-9375	jschamhorst@idahoforestgroup.com	www.idahoforestgroup.com	41
IDAHO TIMBER CORP.	208-377-3000	208-377-1470	info@idahotimber.com	www.idahotimber.com	45
IDAHO VENEER CO.	208-773-4511	208-773-1107	info@idahoveneer.com	www.idahoveneer.com	3
INDUSTRIAL WOOD PRODUCTS	336-685-9912	336-685-4260	iwp@verizon.net	www.industrialwoodproducts.net	92
ISIS INC.	866-878-8809	866-774-1386	tneal@isiswood.com	www.isiswood.com	59
IRVING FOREST PRODUCTS	506-632-5145	506-648-2205	info@jdirving.com	www.jdirving.com	50
JONES, J.W., LBR. CO., INC.	252-771-2497	252-771-8252	bobp@jwjoneslumber.com	www.jwjoneslumber.com	32
KING FOREST INDUSTRIES	603-764-5711	603-764-9654			88
LAZY S LUMBER	503-632-3550	503-632-4319	todd@lazyslumber.com	www.LazySLumber.com	96
LANDRY LUMBER SALES	318-442-0453	318-443-2108	landrycypress@aol.com		67
MALHEUR LUMBER CO.	541-575-1148	541-575-2512	art.andrews@centurytel.net	www.ochocolumber.com	25
MARY'S RIVER LUMBER CO.	800-523-2052	541-752-5143	info@marysriverlumber.com	www.marysvr.com	7
MCGINNIS LUMBER CO., INC.	800-647-6242	601-483-2291		www.mcginnislumber.com	51
MID-VALLEY LUMBER SPECIALTIES LTD.	604-856-6072	604-856-6043	sales@midvalleylbr.com	www.midvalleylbr.com	66
MILL & TIMBER PRODUCTS	604-580-2781	604-580-3646			82
MILL SERVICES, INC.	518-234-2045	518-234-3081	www.millservicesinc.com	jplace@millservicesinc.com	47
MULTISAC®	800-252-5208	514-737-4288	info@multisac.com	www.multisac.com	80
NEIMAN ENTERPRISES	866-466-5254			www.neimanenterprises.com	43
NEILMA	207-829-6901	207-829-4293	info@nelma.org	www.EasternWhitePine.org	61
NEWMAN LUMBER CO., INC.	802-429-2332	802-429-2217	newmanlumberco@pivot.net	www.newmanlumberco.com	18
NORTH PACIFIC	800-547-8440	503-230-2291		www.northpacific.com	19
OCHOCO LUMBER CO. EAST	541-447-4164	541-447-3432	olce@ochoco.lt	www.ochoco-international.com	25
OLYMPIC/PPG INDUSTRIES	877-622-4277	781-331-4915		www.ppgmachineappliedcoatings.com	10
PACIFIC WESTERN WOOD WORKS LTD.	604-946-2910	604-946-2957	sales@pwww.com	www.pwww.com	62
PANEL CRAFTERS, INC.	541-830-0088				96
PARTON LUMBER CO., INC.	800-624-1501	828-287-9423		www.partonlumber.com	65
PATRIOT TIMBER PRODUCTS	336-299-7755	336-299-4050	askus@PatriotTimber.com	www.PatriotTimber.com	93
POTLATCH CORP	509-328-0930	509-327-9409		www.potlatchcorp.com	37
PRIMETECH	508-320-4900	508-839-9239	dconnelly@zevotechnologies.com	www.zevotechnologies.com	81
RICHARDSON TIMBERS	877-318-5261	214-358-2383	sales@timberonline.com	www.timberonline.com	85
ROBBINS LUMBER INC.	207-342-5221	207-342-5201	sales@rlco.com	www.rlco.com	95
ROBORO	888-393-2304	541-782-3072	info@rosboro.com	www.rosboro.com	55
ROSEBURG FOREST PRODUCTS	800-347-7260	541-679-2612	ewpsales@rfpc.com	www.roseburg.com	68
SCOOPSOFT/BCE BUSINESS SOLUTIONS	800-923-4229		infoscoopsoft@bell.ca	www.scoopsoft.com	15
SIMPLY COMPUTING INTERNATIONAL	800-903-4122	207-885-1006	info@simplycomputing.com	www.simplycomputing.com	90
SISKIYOU FOREST PRODUCTS	800-427-8253	530-378-6987	darren.sfp@shasta.com	www.siskiyouforestproducts.com	89
SKANA FOREST PRODUCTS, Ltd.	604-273-5441	604-273-7235		www.skana.com	60
SNIDER INDUSTRIES	903-938-9727	903-935-9593	snider@sniderindustries.com	www.sniderindustries.com	79
SOUTHERN PNEUMATICS	865-525-1690	865-525-0090	inquire@southempneumatics.com	www.southempneumatics.com	71
STILES, A.W. CONTRACTORS	931-668-8768	931-668-4565	kilnworkers@blomand.net		27
SUNBELT	800-353-0892, ext. 210	770-569-9944	parrish@sunbeltracks.com	www.SunbeltRacks.com	24
TAYLOR MACHINE WORKS, INC.	662-773-3421	662-773-9146		www.taylorbigred.com	23
TAYLOR-MADE LUMBER CO.	800-239-4221	334-366-2177	mhreynolds@taylormadeinc.com	www.taylormadeinc.com	90
TRINITY FOREST INDUSTRIES, INC.	800-792-1021	817-268-2163	info@trinityforest.com	www.trinityforest.com	72
TRIPP LUMBER CO.	800-457-9706			www.triplumber.com	87
TRI-PRO CEDAR PRODUCTS	208-437-0653	208-437-0579	terryb@triprocedar.com	www.triprocedar.com	2
TRI-PRO FOREST PRODUCTS	208-437-0653	208-437-0579	lanceh@triprocedar.com	www.triprocedar.com	2
VAAGEN BROS. LUMBER INC.	509-684-5071	509-684-2168	em@vaagenbros.com	www.vaagenbros.com	69
WALDUN GROUP, THE	604-462-8266	604-462-8264	info@waldun.com	www.waldun.com	4
WEABER, INC.	800-745-9663	717-867-1711	mdaigle@weaberlumber.com	www.weaberlumber.com	86
WEST BAY FOREST PRDTS. & MFG. LTD.	800-688-1108	604-881-0259	sales@westbaygroup.com	www.westbaygroup.com	53
WESTERN RED CEDAR LUMBER ASSOC.	866-778-9096	604-687-4930		www.realcedar.org	17
WILLIAMS LBR. CO. OF N.C., INC.	252-442-2136	252-442-0765	josephhaggerty@wilcocypress.com		92
WOLF RIVER LUMBER	920-982-2542	920-982-4591	forestproducts@wolfriverlumber.com	www.wolfriverlumber.com	5
WOOD PRIMING PRODUCTS, LLC	770-965-4151	770-965-4153	woodpriming@bellsouth.net	www.woodprimingproducts.com	91
WOODSMART SOLUTIONS	866-528-9258	561-416-1218	info@bluwood.net	www.bluwood.com	12
WOODTONE	800-663-9844	604-792-3930		www.woodtone.com	54
WYNDEL LUMBER SALES	877-898-5266	250-866-5352	wynsales@uniserve.com	www.wyndelllumber.com	21
ZIP-O-LOG MILLS, INC.	541-343-5854	541-683-4241	ziposales@pacinfo.com	www.zipolog.com	16



# What's our secret to creating dry wood?

# We Ain't Tellin'.



## Eastern White Pine 4/4 & 5/4

We know quality matters to you and the customers you serve.

To us, quality means delivering the best Eastern White Pine in the industry.

It's why we've invested in the highest level of advanced drying technology available.

The result?

**Our wood is absolutely dry and consistently graded. Guaranteed!**

Bold statement?

Yup.

But then again, we've got the wood to back it up.



Robbins Lumber

Searsmont, Maine

[www.rlco.com](http://www.rlco.com)

Ph: 207-342-5221

Fx: 207-342-5201





## *Responsible Harvesting, Milling and Manufacturing*

Lazy S Lumber and our sister companies, Columbia Cedar and Panel Crafters, have always felt it is wise to conduct business in a manner that would be considered green. Replanting trees to ensure future, healthy harvests is smart business.

Responsible harvesting practices help ensure a healthy forest with strong growth, more trees, and higher yield.



Customer service is our company policy, and that means quality products sold in a professional, friendly manner.



**New  
Cedar Craft  
Panels**

12"oc



8"oc



4"oc



**New  
Craftsmen  
Panels**  
Shown 4"oc



1-503-632-3550



1-509-738-4711



1-541-830-0088