

NAWLA TRADERS MARKET®
NOVEMBER 5-7, 2009
HYATT REGENCY CHICAGO

The future begins here

**ARE YOU READY FOR THE NEW NAWLA?
JOIN US AT THE 2009 NAWLA TRADERS MARKET® IN CHICAGO**

THURSDAY, NOVEMBER 5

CME Group Excursion

Advanced registration is required

NAWLA Magellan Club

Luncheon & Program - Expanded Format!

A Global Overview of International Trade: Import & Export Opportunities, Transportation & Logistics and Regulatory Issues

NAWLA General Session

Presenter: Rick Grandinetti, President
Succeed Inside the Box
Foundation to Succeed in this Economy

Educational/Business Program

Presenter: Dr. Adam J. Fein, Founder and President, Pembroke Consulting, Inc.
Winning Strategies for an Evolving Channel

NAWLA Early Bird Cocktail Reception & Hors D'oeuvres

FRIDAY, NOVEMBER 6

Educational/Business Program

Presenter: Blue Book Services
Lumber Blue Book: Helping to Manage Credit Risk for Your Company

Educational/Business Program

Presenter: John D. Wagner
Green Product Consultant & Trainer
Green Products: Labels, Building Standards and Selling Tips for the Lumber Industry

NAWLA Grand Opening Luncheon

Laugh at Fear with Frank Miles

**NAWLA Traders Market®
Spotlight on Exhibitors - New!**

NAWLA Ice Breaker Reception

SATURDAY, NOVEMBER 7

**NAWLA Traders Market®
Spotlight on Exhibitors - New!**



For further details on this new offering, visit www.nawlatradersmarket.com

RICHARDSON TIMBERS Celebrating 60 Years

Dallas, Texas—Richardson Timbers located here, has been serving the construction industry for 60 years, and is one of the leaders in custom millwork and manufacturing of customized timbers. Richardson has the capabilities of delivering products throughout the United States.

“We serve wholesale distribution yards throughout Texas, Missouri, Kansas, Arizona, New Mexico, Oklahoma, Louisiana, Arkansas, Florida and the Carolinas,” said Bobby Crowley, general manager at Richardson Timbers. “We have the facilities, expertise and experience to meet the needs of any stocking distributor in North America. In addition, we do a lot of reman work for wholesalers and wholesale distributors. We are very specialized, because we don’t want to be someone who just sells timbers. Richardson Timbers is able to offer wholesale products with unparalleled service and quality.”

In addition to the new Tru-Dry™ products, the company offers custom patterns, rafter tails, trailer flooring, corbels, surfacing, resaw boards and dimension, rip board and dimension, most SYP patterns, precision end trimming and saw texture. Richardson stocks No. 1 and Better green Douglas Fir in sizes up to 20x20 and lengths up to 40 feet; No. 1 and Better Appearance Western Red Cedar in 16x16 and lengths up to 32 feet; and Oak timbers up to 12x12 and in lengths up to 20 feet. The firm is also able to provide larger sizes if requested.

Richardson Timbers is a member of the Lumbermen’s Association of

Texas. The company provides products to a variety of custom design and fabrication companies. Richardson will send both raw materials and finished products for custom homes, commercial buildings, restaurants and many other applications.



Key employees at Richardson Lumber & Manufacturing, headquartered in Dallas, Texas, include (front row, from left) Grant Vaughan, inventory control; Durae Miller, office administrator; Bobby Crowley, general manager; (back row, from left) Jamie Hursh, sales; and Stephen Rogers,



Richardson’s employees at the company’s recent 60th Anniversary Open House.



Richardson employees are shown surfacing all four sides (S4S) of a 2x12 Douglas Fir timber.

Forest Grove Lumber Co. Inc. has taken pride in its products over the past half-century the company has been in operation, and part of that pride comes from the patented drying process — the trademarked Tru-Dry™. Richardson Timber, another trusted name in the lumber industry, became the first exclusive stocking distributor in Texas, Oklahoma and Louisiana of the radio frequency vacuum kiln-dried timbers manufactured by Forest Grove Lumber.

Richardson Timbers just celebrated its 60th anniversary by hosting an open house on May 15, 2009. The success and respect we have achieved in this industry is due to the close working relationship we have with our vendors and suppliers. Our employees bring to the industry a combined total of 125 years of experience, which allows our company to offer integrity, honesty and the willingness to be the solution for all your timber needs. “Our company has been around for 60 years, doing what it does best and we will be around for another 60 years, because of our dedicated employees providing the best possible service to our customers,” said Bobby Crowley, general manager at Richardson Timbers.

MCGINNIS LUMBER Upgrades As Quality Service Continues

By Wayne Miller

Meridian, Miss. — The McGinnis Lumber Co. Inc. has revved up services in order to provide the most current info and products possible to its customers. With a new, detailed website, McGinnis affords clients the opportunity to conveniently peruse product inventory online, which includes an increased focus on new hardwood items.

Also, with the addition of Morrissey Marich in a sales position earlier this year, McGinnis broadened its outreach to its customer base in Birmingham, Ala. As a family and as a company,

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 vet-



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

McGinnis celebrates having been in business since 1922, when it was established by J. Earl McGinnis 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. In fact, this year Jim Jr. celebrated 60 years in the lumber industry. 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



The next generation at McGinnis Lumber — recent college graduate Menton McGinnis (center) poses with mom and dad, Jim and Cindy McGinnis.

eran, 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 or contact them directly at 601-483-3991.



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.

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,

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COLLINS Makes It Easy To Buy And Build With Exceptional Green Materials

Portland, Ore.—FSC certification ... LEED points ... formaldehyde-free resins ... Sustainable products. All of these are becoming familiar buzzwords to those in the building industry and to environmentally-conscious homeowners. Everyone wants green building products and practices, but how can we achieve that quickly, effectively and easily?

At Collins, we make buying and building with sustainable products a smooth, positive experience for our clients. We believe that it doesn't need to be difficult or inconvenient to incorporate a significant amount of sustainable materials into your projects.

Our new CollinsWood "one-stop-shopping" business model, along with our long history of customer service, means that we make it simple to find the right products for you, your project, your clients, and help guide you into the new world of green building. And while many companies have jumped on the green bandwagon, Collins has been pulling that wagon since it began more than 150 years ago.

All of Collins forest lands are FSC-certified, as are most of our products. FSC is one of the most stringent certifications available in forestry today, and Collins leads the industry in applying that criteria to each of our products — Softwood, hardwood, particleboard, engineered wood siding and trim. At Collins, we provide a wide range of types of products, including:

Softwoods

With Collins, you have a wide variety of Softwoods to choose from. Our Softwood species include: Ponderosa Pine, White Fir, Lodgepole Pine, Incense Cedar, Sugar Pine, and Douglas Fir. These varieties are manufactured at our Lakeview, Ore., and Chester, Calif., facilities.



FSC-certified wood from The Collins Companies' Chester, Calif., site accents the reception areas on 16 floors at the Oregon Health & Science University facility.



Pacific Albus™ is a new lightweight hardwood recently introduced by Collins that is perfect for many applications, such as moulding and millwork, cut stock, furniture applications, recreational vehicle parts, and much more.



Collins Pine recently achieved CARB (California Air Resources Board) Phase 2 Certification more than a year ahead of deadline.

Hardwoods

In terms of hardwoods, Collins has facilities in Kane, Pa., Richwood, W.Va., and in Boardman, Ore. Species include black cherry, red oak, white oak, poplar, soft maple, hard maple, basswood, ash, beech, birch and Pacific Albus™.

Pacific Albus is a new lightweight hardwood recently introduced by Collins that is perfect for many applications such as: moulding and millwork, cut stock, furniture applications, pallet stock, recreational vehicle parts, landscape timbers and much more. This product is currently being used by a variety of companies that manufacture everything from pallets to RVs to snowboards.

Particleboard

Always working toward the highest level of sustainability certification standards, Collins Pine FreeForm®, recently achieved CARB (California Air Resources Board) Phase 2 Certification — more than a year ahead of the deadline. This product is produced without any added urea formalde-

hyde resins and is FSC-certified.

Exterior Products

Collins also is well known for its TruWood® cladding products, with the material content third party certified by Scientific Certification Systems. These exterior products, also available FSC-certified, use the highest level of fiber utilization and recovery. Products include panel, lap, shake sidings, designer trim and reversible trims.

Eric Schooler, president and CEO of Collins, says his company continually strives to set the industry standard in achieving new sustainability levels. "We are a company that didn't begin to incorporate sustainability as it became popular. We have been considering the impact our work has on the people we work with, the communities we live in, and the land that we work on since 1855," he said. "We are extremely proud that the Collins family had the foresight to incorporate very important sustainable practices long ago."

The 300,000 acres of Collins timberlands are bio-diverse, multi-layered, canopied forests — not single-species tree farms. They are self-sustaining and contain more wood today than they did more than 100 years ago — a result of the Collins' management style. They are home to bald eagles, black bears, wild turkeys, rubber boas, beavers, great blue heron rookeries and the endangered Goose Lake redband trout. They are enriched by meadows, creeks, rivers, and lakes. They are naturally healthy forests — growing trees using only sunshine, water and nutrients from fertile soil.

In addition to our superior products, Collins provides exceptional expertise and customer service. We have some of the most dedicated experts in the industry managing product sales. This is a company that takes customer service seriously with industry experience and knowledge that can't be beat.

"We continue to dedicate ourselves to ensuring that our children have an abundance of natural resources with which to build the future and that our customers have the quality and selection of lumber they need to build today," says Kevin Paldino, vice president, sales and marketing.

To learn more about our convenient, CollinsWood one-stop-shopping experience and to view our selection of exceptional lumber products, contact the Collins sales team at 1.800.329.1219, visit www.CollinsWood.com or stop by booth #714 during NAWLA.

Please Visit Us At Booth No. 714

SNIDER INDUSTRIES Stays Committed Through Three Generations

Marshall, Texas—As a third-generation, family owned operation of over 70 years, Snider Industries produces the finest quality one-inch Southern Yellow Pine boards available in the lumber industry. The plant has an annual production of 50 million board feet of which approximately 30 percent is sold as pattern stock.

"We have spent over 30 years perfecting our manufacturing and drying processes to produce the highest quality one-inch boards in large volumes. This allows us to have most items available in our warehouse so our customers can count on availability whenever they need it," said Jill Snider Parr, owner of Snider Industries.

The manufacturing process is at the heart of what makes Snider Industries' quality lumber products. Lumber is steam-dried in conventional kilns at 180 degrees Fahrenheit for three days, and then equalized for about two weeks, allowing the lumber to regain moisture content guaranteed to be below 15 percent. Snider prefers the conventional kilns, not the high-temp kilns used by most mills. This process allows for a soft, pliable board suitable for multiple purposes including millwork and patterns. All of Snider's lumber products receive a SPIB HT Grade of D & Better, No. 2 or No. 3; and a moisture content grade of 15 percent, including shorts products.

With a fully enclosed facility of over 220,000 square feet of finished lumber storage and loading, Snider prides itself on the clean, dry and dust-free delivery of their finished lumber. The lumber stays under roof and is never exposed to elements once the drying process is complete. Customer trucks are able to load, weigh and tarp inside the massive building. With an exceptional skilled, well-trained labor force and an efficient storage and loading process, Snider can provide most items for immediate, same-day shipment.

The planer mill has three production lines including a separate pattern line. All of Snider's patterns are available in No. 2 and D & Better. All No. 2 patterns are run from a selected highline No. 2 stock, not "No. 2 Common." Pattern material is available in dimensions of 1 x 4 through 1 x 12, and 8 through 16 foot lengths.

- No. 105 Siding
1 x 6 and 1 x 8
Grades No. 2 and D and Better
- No. 117 Siding
1 x 6
Grades No. 2 and D and Better
- No. 131 Siding
1 x 8
Grades No. 2 and D and Better
- No. 139 Siding
1 x 10
Grades No. 2 Rough Face

- No. 116 Interior Paneling
1 x 6
Grades No. 2 and D and Better
- No. 122 Interior Paneling
1 x 6
Grades No. 2 and D and Better
- Beaded Ceiling
1 x 4 and 1 x 6
Grades No. 2 and D and Better
- Flooring
1 x 4 and 1 x 6
Grades No. 2 and D and Better

- Center Match
1 x 6
Grade No. 2
Shiplap
1 x 6 and 1 x 8

Grade No. 2 Snider operations are run efficiently and effectively by department heads: David Hanson, lumber sales plant manager; Jimmy Brewer, timber procurement; Gerald Cayce and Jason Monroe, timberlands management; Suzanne Turner, administration.



Snider Industries, headquartered in Marshall, Texas, has an annual production of 50 million board feet readily available for shipment.



The company has a warehouse facility of over 220,000 square feet with the capacity for truckload, weigh and tarp.



Snider offers some of the finest 1-inch quality Southern Yellow Pine available in No. 2, D & Better.

local utility, the five megawatt biomass power generation facility has been certified by the Public Utility Commission of Texas as generator of Renewable Energy Credits (RECS). They expect to have approximately 32,000 RECS available for purchase annually.

A Renewable Energy Credit (REC) or "green tag", represents one megawatt hour (MWh) of renewable electricity generated and delivered somewhere on the power grid. A REC also represents the environmental benefits of replacing traditional, fossil-fuel power with clean, renewable power. "I believe our power plant helps to make us a very strong competitor in this business. It's the final piece of the puzzle that allows this mill to operate in an efficient and environmentally sound way," Parr said.

For more information, contact David Hanson at 903-938-9727 or dhanson@sniderindustries.com.

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- Ponderosa Pine
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- Douglas Fir

Contact:

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See us at:

NAWLA Traders Market
 November 5-7 Chicago Booth 714

USGBC Green Building
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 November 11-13 Phoenix Booth 2962



www.CollinsWood.com



FSC-certified White Fir and Ponderosa Pine were used at Bainbridge Island, Washington City Hall. Architects: Miller/Hull Photo: Art Grice

ANTHONY FOREST PRODUCTS Goes Green



The National Association of Home Builders (NAHB) Research Center has granted its "Green Approved" product seal of approval for Power Products from Anthony Forest Products this summer.



The "Green Approved" mark indicates third-party documentation and approval by the NAHB Research Center that a building product contributes to compliance of specific green practices for National Green Building Certification to the Standard.



Pictured with Susan Fitzsimmons, chairwoman for the North America Wholesale Lumber Association, is Aubra Anthony Jr., who was awarded the Mulrooney Award at the recent NAWLA Executive Conference. Aubra is CEO of Anthony Forest Products.

El Dorado, Arkansas—The National Association of Home Builders (NAHB) Research Center has granted its "Green Approved" product seal of approval for Power Products from Anthony Forest Products in June 2009. The mark is intended to provide third-party evidence that building products meet specific scoring criteria for homes seeking certification to the ICC 700-2008 National Green Building Standard™ (the Standard), a consensus-developed standard that is approved by American National Standards Institute (ANSI).

Anthony Forest's full range of engineered wood products and solid sawn lumber are

now designated as NAHB Research Center Green Approved products. These include Anthony SYP Dimension Lumber, Anthony Power Joist, Anthony Glulam Beams and Columns, Power Preserved Glulam Beams and Columns, and Power Sizer and Key Plan Software.

The "Green Approved" Mark indicates third-party documentation and approval by the NAHB Research Center that a building product contributes to compliance of specific green practices for National Green Building Certification to the Standard. Such products carry a certificate from the Research Center that identifies the specific sections of the National Green Building

Standard under which the products can earn points. The "Green Approved" mark helps bridge the gap between manufacturers who make green products and builders and designers who want to use them. Green Approved products can be found at www.greenapprovedproducts.com.

"Anthony Forest's commitment to the environment, forest sustainability, and land stewardship have long been part of our family of Power Products as evidenced by having all of our forest lands and manufacturing facilities being certified

to the Sustainable Forestry Initiative (SFI)", said Kerlin Drake, Vice President of Marketing. By having 'Green Approved' Power Products for our customers, we have a powerful tool from the NAHB Research Center allowing builders to build with certified building products," Drake said.

Anthony Forest is only the second lumber and engineered wood company to achieve this status!

Aubra Anthony Named NAWLA Mulrooney Award Winner

The North American Wholesale Lumber Association (NAWLA) recently concluded their Executive Conference. The NAWLA Mulrooney Award was presented to Aubra Anthony Jr. during the conference.

As the CEO of Anthony Forest, Aubra has been an innovative leader with a North American perspective. Aubra is a Director of the American Forest & Paper Association and recently served as Chairman of the organization. As the Chairman, Aubra brought unique Washington public policy experience and political skills to bear on such critical issues as illegal logging, eligibility of wood building products under emerging green building standards to protect our markets, as well as the opportunities for the industry in the emerging climate change policy debate.

Aubra and Anthony Forest are ardent proponents of the value of wholesale distribution and are proud members of NAWLA. Aubra is an excellent role model for forest product leaders as they evolve from lumber producers to innovative "value-adders" who must adapt to the current changing markets.

Notable Contributions and Achievements in Civic Life


Aubra has served as Vice Chairman and Treasurer of the National Parks Conservation Association. He currently serves on the boards of Simmons First Bank of El Dorado; The Medical Center of South Arkansas; Arkansas Forestry Association; and Winthrop P. Rockefeller Cancer Institute Foundation. In 2008, Aubra served on the Arkansas Global Warming Commission to which he was appointed by Governor Mike Beebe. (Sustainable forestry, the number one most effective of 54 recommendations to mitigate greenhouse gases, and wood building products were noted as superior to concrete and steel.)


Education Background

Aubra is an Honors Graduate of Tulane University and the University of Virginia Law School. He did post-graduate work at George Washington University Law School and is a member of the bars of Virginia, the District of Columbia and Arkansas. He has been admitted to practice before the U.S. Supreme Court.

Family

Aubra is married to Circuit Judge Carol Crafton Anthony, and they have four children.






Your finger joint boards shouldn't have to cross an ocean to reach you.

International shipping causes 870 million tons of global CO₂ emissions per year. If you're serious about shrinking your carbon footprint, buy local. EASTERN finger joint boards are manufactured from native Eastern White Pine under one roof in Cobleskill, NY.

Mill Services is the largest producer of Eastern White Pine finger joint boards in the northeast. We manufacture EASTERN finger joint boards and offer a variety of custom services including chopping, milling, edge gluing, finger jointing and priming.

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- Superior value



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DMSi's Software As Service (SaaS) Provides Compelling Benefits To Lumber Companies

As owners face mounting pressure to stay up to date with fast changing technology and increasingly complex and costly hardware, software, communication, and network infrastructures; DMSi Software's SaaS solution has emerged as a silver bullet for lumber operations. The SaaS option eliminates servers at your place of business and with only an internet connection you have full access to Agility's Microsoft® Windows based lumber software at secure Tier I data centers. Although you can opt for on-premise equipment, new customers choose the SaaS solution 90 percent of the time because of its compelling benefits.

Agility SaaS . . . simplify.

Here are some of the ways SaaS makes your life simpler while allowing you to rest assured your business software and data is safe from any form of disaster:

- No servers and software in-house – so you're far less dependent on IT staff and tech services
- No constant assessment of server upgrades and replacements – that's our job
- No new network/desktop requirements – simply use your existing PC network as is
- No server maintenance contracts with cost escalation and annual renewals – it's all included
- No costly environmental systems like cooling, electrical, racking, etc. – it's managed by pros
- No disaster recovery worries - your data resides at Tier I data centers with geographical redundancy
- No backups and software updates – it's done for you while you sleep
- No long term contracts or prepaid fees and licenses – just pay as you go
- No need to worry about service level motivation – your business is earned every month
- No worries about technology and the future – SaaS is the future and background technologies are always state-of-the-art. A recent Ziff Davis poll indicates 73 percent of IT executives plan to expand their company's use of SaaS.
- No distractions from your core business – just focus on increasing your value to your customers

Agility SaaS . . . save.

In contrast to conventional prepaid software licensing models, SaaS allows you to pay only for what you use, when you use it. Much like your utility bill, with Agility SaaS, you only pay for what you consume which provides the following financial benefits:

- Preserves cash flow by eliminating huge up-front investments in hardware, software, and other IT infrastructure.
- Controls expenses by paying only for what you need now. Many Agility customers have substantially reduced IT cost during the current downturn as downsizing has reduced users.
- Eliminates "new product/version" upgrade fees because the fee you pay this month is for the latest software.
- Frees-up your borrowing base for working capital, trucks, etc. because SaaS IT cost is a month-to-month operating expense with no balance sheet consequences. Scalability grows as your company grows, without additional hardware investment.

Agility SaaS . . . enjoy.

"Our sales manager uses Agility SaaS when he's out on the road, instantly pulling up product information while talking to customers. He can keep on top of his business no matter where he is."

~Jeff Adams, Falls City Lumber
 "As the cost of IT staff steadily increase, hosted solutions help us drive our costs down, provide complete disaster protection and keep up with the latest technology. We don't even think about it," explains Joyce Hunt, Boston Cedar & Millwork controller. "And, it's great for our salesmen who are now able to access our database on the road ... wherever, whenever."

~Joyce Hunt, Boston Cedar & Millwork

"I love it! For our size company, it is ideal. I don't have time to be updating hardware and software. With SaaS, all the updates are kept current automatically."

~Judy Tlumac, Benbilt

"With Agility SaaS, I can access information anywhere – from home, when traveling, or even at Starbucks."
 ~Jim Michas, Stark Lumber

About DMSi

With 32 years in the business and nearly 400 customers ranging in sales from \$2 million to \$2 billion in over 1,500 physical yards/warehouses; DMSi is the nation's largest and longest standing independently owned and operated lumber products software firm. DMSi is time tested, industry proven, and poised to provide customers with a lifetime of partnership and technology leadership.
 To learn more, call DMSi at 800.347.6720 or visit online at dmsi.com.



DMSi, as your software provider, is highly motivated to always provide satisfactory products and services since revenue is earned every month.

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The Anatomy of The Idaho Timber Advantage

Reliable Supply
 Idaho Timber is committed to sustainable forestry and a vital environment. That is why we are SFI Certified.

Regional Distribution
 With 11 facilities strategically located throughout the U.S. we ensure product delivery where you need it.

Proven Service
 Timberland management, regional distribution, milling, manufacturing, and sales require dedication, knowledge, and experience.

Quality Wood Products
 From SPF and SYP to European and Engelmann Spruce, from Inland Red Cedar, to Ponderosa and Radiata Pine, we promise a steady supply of timber products.



IDAHO TIMBER

Lots of people are in the lumber business. At Idaho Timber, we are in the business of combining service and quality with lumber to get you the desired product. The Idaho Timber advantage is our commitment to you.

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No Load Too Large For ATLANTA METRO LUMBER & RELOAD



Mike Hipps, president of Atlanta Metro Lumber & Reload Co. Inc., headquartered in Oakwood, Ga., stands by several railcars loaded with bundles of lumber.



Atlanta Metro Lumber & Reload precision end trim saws lumber to specified lengths with a Holtec Precision Trim Saw upon request.



This is a picture of railcars that will be all unloaded for customers.

Oakwood, Ga.—As many as 30 large A-frame cars from the Norfolk Southern railroad can be handled by Atlanta Metro Lumber & Reload Co. Inc.'s two rail spurs at one time. Located north of Atlanta, the company receives Softwood lumber, plywood, oriented strand board, engineered lumber, Cedar and other forest products from large West Coast mills, Canadian mills and wholesale lumber companies.

"We receive primarily SPF lumber and Hem Fir lumber as well as Southern Yellow Pine from our clients," said Mike Hipps, Atlanta Metro Lumber & Reload's president. "We also handle a lot of Western Red Cedar lumber and timbers as well as the other forest products previously mentioned. Whether the forest products come in on center beams, boxcars or on trucks, we can unload it here at our reload facility."

Atlanta Metro Reload & Lumber Co. opened its new 40-acre facility in October 2007 after outgrowing its original location in nearby Duluth. Hipps said, "Our 40-acre yard is completely

fenced in and we have a large, insulated warehouse. We have our office inside this complex and inventory forest products in this building as well. Also our operation is monitored 24/7 with security cameras all around the premises."

Hipps keeps five 17,000-pound forklifts and a crew of eight busy from 6:30 a.m. to 5:30 p.m. on a five-day workweek. "We put in 50 to 60 hours a week to do what needs to be done," he said.

Atlanta Metro Lumber & Reload was started by Mike and his father Mickey in 1990 in Duluth. Mike's 30-year experience in the lumber industry came from his working at the family business, Mickey's Lumber and Supply Co., which opened in 1979. "I've been on and off forklifts for 30 years," said Hipps. "In the past I was the lumber buyer and manager for Mickey's Lumber and Supply."

Products stored outside the warehouse remain protected in their paper wrapping while waiting for redistribution. "We precision end trim lumber to specified lengths with a Holtec Precision Trim

Saw upon request for our customers."

Atlanta Metro Lumber & Reload ships their customers' lumber and building materials primarily to retail lumber yards and distribution centers throughout the tri-state area of Georgia, North Carolina and South Carolina. It also offers in-house and job site delivery. To maximize efficiency, the company uses its own fleet of trucks and the firm's location near major U.S. Highways I-985 and I-85 helps speed up delivery of their clients' products.

Hipps feels that his reload yard will benefit wholesalers and mills alike. "With all of the changes in the lumber industry in the past few years, we have seen new highs and new lows in prices. It has made retail yards become 'just-in-time buyers,' carrying less inventory. When they buy products now it has to ship right out."

As a lifelong lumber industry professional, Hipps maintains Atlanta Metro Lumber & Reload's membership in the North American Wholesale Lumber Assoc. "Working with forest products is

what I have always done, it's what my dad taught me," he said.

Although the company has left its original base in Duluth, Hipps' parents, Mickey and Rosie Hipps, are partners in the firm. "They taught me to do whatever is needed to do the job right," he said.

When he's not tending to business, Hipps enjoys spending time with his wife Casey and their two sons. His oldest son, Jason, is also in the building industry and builds custom homes in the area. Blake, his youngest son, is in the Army and recently got back from a 15-month tour in Iraq. Mike also spends time restoring vintage cars and tractors.

In addition to Hipps, a key person to Atlanta Metro Lumber & Reload is operations manager Jimmy Conkey. Conkey has been with the company since 1992 and manages the daily operations.

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BUILD GREEN With NORTH PACIFIC

Portland, Ore.—The building materials landscape is changing, and changing dramatically. The drop in demand for building products is forcing mills, wholesalers and retailers to scale back or shut down. At the same time, the demand for green building products is on a steady rise. The American Institute of Architects predicts the green building market will be \$60 billion by 2010, a 600 percent increase from 2005.

North Pacific, one of North America's largest wholesale distributors of building materials, industrial wood products, wood poles and other specialty items, is jumping on the green building bandwagon. In their 12 distribution centers, they offer many products with "green" properties, such as:

- low or no VOC's (volatile organic compounds) – these are gasses or vapors emitted by various solids or liquids affecting air quality
- no-added-urea formaldehyde

- (NAUF)
- made with recycled materials
 - FSC or SFI certified

More and more products coming into the market are considered "green." North Pacific is constantly searching for new innovative products, and if they have the green properties our customers are looking for, that adds value. "Green building is not just a fad anymore," states Tom LeVere, senior vice president of distribution at North Pacific. "The demand for environmentally-responsible products is continuously growing and we can't shut our eyes to what is happening in the marketplace. Green is here to stay and North Pacific will continue to expand its product mix to include those



that meet the Leadership in Energy and Environmental Design (LEED) and other building standards to allow our retail dealers plenty of choices."

FSC and SFI continue to be the two leading certification standards for sustainable forestry. North Pacific became FSC chain-of-custody certified through their industrial division as demand for FSC-certified MDF, particleboard, boards, trim and other industrial wood products increased in early 2000. Since then, North Pacific has added a number of their locations, recently increasing to nine. The demand for FSC products are rising also on the building side, due to the popularity of the LEED program, developed by the U.S.

Green Building Council. LEED endorses FSC as a standard for sustainable forestry. This is changing as LEED expands to include other standards that meet its benchmark.

North Pacific has been promoting their green product lineup for over five years. Advertising, trade shows and other events, brochures, web and other communication vehicles are helping to get the word out. "We want our customers to think of North Pacific when they are looking for green products," says Monique Bauer, vice president of marketing. "We are here to assist our customers if they have questions about green products, even if they are not in the market yet."

For a list of their green products, visit www.northpacific.com. Click "products" then, "green products".

BUILD GREEN with North Pacific

North Pacific has been supplying new and innovative building products to the marketplace for over 60 years. With the emerging need for more green products as specified by homeowners, developers and architects, North Pacific is constantly introducing new environmentally-responsible products to meet that demand. As part of our commitment to the conservation of natural resources and the practice of sustainable forestry, North Pacific has certifications with the Sustainable Forestry Initiative (SFI) and the Forest Stewardship Council (FSC), the two leading certification standards in North America. For a copy of our environmental policy, visit our web site at www.northpacific.com.

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FSC
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For more information about our green product offerings, contact any one of our many distribution centers or sales offices:

Northeast:	Midwest:	West:	South:
Concord, NH 800.367.1218	Columbus, OH 800.282.5959	Portland, OR 800.547.8440	Mobile, AL 251.626.6884
Lansville, PA 888.397.4104	Grand Rapids, MI 800.752.9733	Mira Loma, CA 800.647.6747	Waynesboro, MS 800.647.6282
Providence, RI 800.255.4337	Indianapolis, IN 800.652.8247	Sacramento, CA 877.367.9663	West Plains, MO 888.257.2054
Royalton, VT 877.263.3475	Mason, MI 800.942.3017		
Springfield, MA 800.274.9663	Okemos, MI 800.942.8220		
	Traverse City, MI 800.458.5253		

www.northpacific.com

ROSBORO Forging Ahead With New Product Offerings

Springfield, Ore.—Rosboro, one of the Pacific Northwest's largest timber holders, has responded to a cautious and complex marketplace by introducing new products that are designed to give customers more options, greater flexibility and a competitive edge. While other wood products manufacturers may adopt a wait-and-see attitude, Rosboro's proactive approach has already reaped rewards in the form of new advancements, just as the industry starts its rebound in a slowly recovering economy. This strategy – to innovate through an economic downswing and leverage Rosboro's unique market position – has expanded the company's suite of products to include three new offerings: Custom Glulam, Rosboro Select Joist™ and FSC-Certified Glulam.

Custom Glulam

As the largest glulam manufacturer in North America, Rosboro is maximizing its



Rosboro Custom Glulam provides increased convenience and flexibility, allowing customers to combine custom orders with other products from the most trusted name in glulam. Custom options include fabrication, widths to 14 1/4", depths to 53" and lengths up to 100'.

leadership position in the laminate wood sector by introducing Custom Glulam. The expansion into custom sizes gives buyers a more comprehensive "one-stop-shop" option, allowing them greater specifying capabilities while conveniently combining custom orders with other Rosboro stock products. Custom options include curves, AYC, POV and fabrication. Available sizes include widths to 14 1/4", depths to 53" and lengths up to 100'. Available in Architectural, Industrial and Framing appearances, Custom Glulam is manufactured from mechanically stressed lumber that produces consistent glulam with optimum design values.

Rosboro Select Joist™

For builders who want a combination of the best attributes of engineered wood



Graded well beyond the industry standard, the Rosboro Select Joist™ delivers a premium quality wood joist with a solid edge. A thorough kiln-dried process effectively mitigates differential shrinking or swelling.

and solid dimension lumber, Rosboro now offers an innovative alternative: the Rosboro Select Joist™. Recently introduced to the marketplace, Rosboro Select Joist™ is standard 2x material – natural wood that is uniform and stable. It's kiln-dried to a low and consistent 15 percent moisture content, which virtually eliminates differential shrinking or swelling, and each piece is performance tested for fiber strength and density. Only lumber that meets strict MSR 1.8E 1500fb criteria is considered for Rosboro Select Joist™, which provides customers the benefits of easier installation, less culling, fewer call-backs and consistent long-term performance. Available sizes include 2 x 10 and 2 x 12 and lengths of 12' to 20'.

FSC Certification

Affirming Rosboro's support for responsibly managed forests; Rosboro now offers



Rosboro's new offering of FSC-certification options provide clients an expanded selection of product options, all of which signify the company's long-standing commitment and leadership in sustainable forestry practices.

Forest Stewardship Council (FSC) Chain-of-Custody certification for pure and mixed products (SCS-COC-002614) as an option with its wide range of glulam products. With this designation, Rosboro can assure customers that, when specifically requested, the wood they purchase is sourced from FSC-certified forests and in compliance with strict tracking requirements. The FSC Chain-of-Custody procedure tracks material through the production process – from the forest to the consumer – including the stages of processing, transformation, manufacturing and distribution. This newly acquired certification gives customers a greater range of options, particularly those builders wishing to advance their efforts toward earning LEED credits and "points" from other regional green building organizations.

For example, under the LEED rating system, many of the "certified wood credits" require that a minimum of 50 percent of wood-based materials and products be FSC-certified. While all of Rosboro's engineered wood products are already considered to be a green building product – and consequently earn points under most green rating systems – FSC-certified glulam gives customers more opportunities to gain green-rated points on their projects.

Rosboro's Trusted Family of Products

Standing alongside these new offerings is Rosboro's long-trusted family of products, highly regarded for their ease of use, convenient installation, strength and stability. These include Stock Glulam, Rosboro BigBeam®, 1.8E-IJC, RMT™, Treated Glulam™, Rosboro Tall Wall™, columns, studs, veneer and plywood. Today the Rosboro product line represents one of the most complete and diverse in the home- and commercial-building industries, the end result of a rich history of innovative and efficient manufacturing processes that have consistently generated high quality lumber at competitive market prices.

Focusing on Customer Care

Since 1940, Rosboro has evolved from a small lumber company to a vertically integrated forest products company and the largest glulam manufacturer in North America. The organization's steady growth has been coupled throughout the decades with a keen attention to customer service, a reputation that the Rosboro team continues to uphold. While technology has made services more convenient – like providing clients electronic access to orders status, invoices and account balances – the Rosboro team has never lost sight of the enduring value of individual customer care. In addition, Rosboro continues to offer comprehensive transportation service and consultation.

For more information about Rosboro's range of product offerings and expanded services, call (888) 393-2304 or go to www.rosboro.com.

Please Visit Us At Booth 412

MILL & TIMBER: Offering WRC Products From The Forest To The Door

By Wayne Miller

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;

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



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

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



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

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."

Berny Power and Sid Sigfusson are the



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

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 Berny 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.

Please Visit Us At Booth 208

What's New At ROBBINS LUMBER?—Answer—Lots!

By Terry Miller



Dicky Read, planer mill manager; Raymond Gelo, warehouse manager; Catherine Robbins-Jolliffe, manager; Jimmy Robbins, vice president; and Jeff Caswell, sawmill manager, Robbins Lumber Inc.



Dawn Manton, manager and sales of Robbins Lumber secondary products and John Benjamin, operations manager, Penobscot Bay Coatings.



Alden Robbins, sales manager; Tonia Tibbetts, sales representative; Jim Robbins, President and George Weaver, sales representative, Robbins Lumber Inc.

Searsmont, Maine—Robbins Lumber is a fifth-generation Eastern White Pine manufacturing company that has earned a superior reputation for quality, and Jim Robbins II, who helps head up the business, knows Robbins must stay right on top of things to uphold its good name.

One area in which Robbins saw a chance to expand its offerings was in the primed business. Robbins Lumber has started operating Penobscot Bay Coatings. Robbins has the same high quality and attention to detail that you have come to expect from them in Eastern White Pine in painting and priming services. To spearhead this division John Benjamin has been promoted from lumber sales to Plant Manager.

Penobscot Bay Coatings uses Cabot products for all of its priming of 4/4 and 5/4 board products, as well as clapboards and Hardiplank. They can also custom color topcoat, or stain, of live edge bevel or rough faced products. They also clear coat

Knotty Pine products run to pattern. Because of our good reputation we intend to increase our paint sales and give people the same quality painting and priming that we've done with our lumber over the years."

With John Benjamin's promotion to plant manager Robbins Lumber is pleased to announce its newest member of their sales team, Tonia Tibbetts. Tonia joined the sales team in July. She brings much enthusiasm and energy with her. She attended the NAWLA Wood Basics Course in September and will be at the NAWLA Traders Market® in Chicago.

"I'm excited about the new managers we've got in place," President and owner Jim Robbins said. "We also hired a new log buyer, a gentleman by the name of Tracy Swan. He is learning the ropes and doing an excellent job buying our logs. We have a new manager in our cut-up shop, Dawn Manton. She handles the sales of our cut-up shop where we make our wood clothes drying

racks, wooden louvers, wooden buckets and cut to length orders."

Not only has Robbins Lumber added new management, they recently installed innovative equipment into their mill. "We put in Lewis backside scanning. This state-of-the-art scanning was installed on both our headrigs in our sawmill," Robbins said. "It's going to be a great addition. This equipment will help us get better recovery out of our logs and track our production. Four years ago we installed computerized grading. There are only a few mills in the country that have computerized grading on Eastern White Pine. It helps us to give more consistent grade and get better grade and dollar recovery out of our products. It not only grades the lumber, it trims the lumber and sorts the lumber automatically into a hundred different sorts in our bin sorter or our green chain."

Robbins Lumber has also revamped the company website www.rlco.com

to make it customer oriented and user friendly. "On our website now, all the patterns and painting processes are explained to you," Robbins said. "It's a tremendously educational site."

Addressing the current economic recession, Robbins said, "We've been through some tough times the last two years. Everybody who owns a business has had to do a tremendous amount of revamping the way the industry works. We've suffered hardships like everybody else, but we've survived it, and I think the ones that survived it are going to have some good days ahead."

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WOOD PRIMING PRODUCTS LLC Offers Unique Services

Oakwood, Ga.—Wood Priming Products LLC is located at 4322 McBrayer Road, Oakwood, Ga. Chris Robertson and Eddie

come to us because our priming is one of the best on the market," Robertson said.

Wood Priming Products also



Chris Robertson is the president of Wood Priming Products LLC, located in Oakwood, Ga. Robertson co-founded the company with Eddie Hipps in April 2004.

Hipps founded the company in April 2004. The business was originally set up in Gainesville. However, in 2007, a new plant was built and the company moved to Oakwood.

Wood Priming Products' priming services have been shipped all over including the Caribbean Islands. Robertson said that the company prides itself on the quality of service it offers. "We provide our customers with factory painting for a variety of exterior cornice and siding materials to include lumber, plywood, MDO panels, finger joint and solid mouldings," he said.

Wood Priming Products offers factory-painting services in truck-load or unit quantities with a seven-day turnaround time. However, products are usually returned to customers within three to four days.

Materials can be primed with one coat of protective paint, in addition to a second finish coating, in one of 80 different latex colors, or materials can have a semi-transparent stain applied. Wood Priming Products uses 100 percent acrylic latex paints made by PPG Industries including Olympic MachineCoat® Exterior Finish, Olympic Pitt-Lok Tannin/Block Resistant Exterior Latex WOOD PRIMER® and MachinePRO® Exterior Latex Primer. "We have customers out-of-state that have

offers staining services for a fiber cement producer. "This is a process, which has tried to be reproduced, by our competitors as well as our customers' competitors and no one has been able to duplicate our process," Robertson said. "We use Duckback products for our staining needs. Our customer is a growing company with fiber cement shakes and their product is shipped all over the United States and Canada."

Robertson said, "At Wood Priming

Products, we try to do everything we can under cover so nothing is slowed down due to weather conditions, from unloading and reloading of trucks. It is all accomplished inside so that the products are never placed in a weathered environment."

Robertson said the company takes pride in customer service. "It's our number one priority," he said. "If a customer needs something completed in a certain period, we will do everything reasonably possible to make sure it is completed and returned in the period they choose."

For more information on Wood Priming Products, please visit their Web site at www.woodpriming-products.com.



PPG MACHINE APPLIED COATINGS, Your Partner For Today's Environment

Pittsburgh, Pa.—PPG Machine Applied Coatings (PPG MAC), headquartered here, has been a pioneering force in the machine applied coatings industry for 70 years and is positioned to supply machine coaters and their customer's environmentally responsible products today, tomorrow and for years to come. There are three key components to

work of employees whom their sole responsibility is to the factory applied market.

Jeffers continued, "With 10 employees, that combined have over 120 years in this business segment, we continue to earn our reputation as the leader in the factory applied coatings industry."

Patrick Hanulak, PPG product manager



Craig Combs, PPG Machine Applied Coatings, Medford, Ore.; David Jeffers, PPG Machine Applied Coatings, Raleigh, N.C.; and Patrick Hanulak, PPG Machine Applied Coatings, Pittsburgh, Pa.



Other key staff of PPG Machine Applied Coatings includes Liz Singell, Westerville, Ohio; Rindy Learn, Springdale, Pa.; and Beth Kirol, Pittsburgh, Pa.; (back row) Tim Hurly, Springdale, Pa.; and Patrick Hanulak, Pittsburgh, Pa.

PPG's success and their customers successes that allow them to keep their company at the forefront of the industry:

- Technology to develop environmentally friendly products
- Multi level customer development with superior support and service

• Backed by the power of PPG: depth of technology, marketing, and distribution
Beth Kirol, technical manager for PPG MAC, said, "Technology and resources to develop environmentally responsible products, coupled with the needs of our customers to meet the most stringent environmental standards, is evident in our products that we deliver."

PPG currently offers a variety of primers and finishes that are less than 100 g/L VOC (Volatile organic compounds) and HAPS (Hazardous Air Pollutants) free and are launching products that will allow their customers the ability to further their eco-friendly practices.

As a market leader, PPG prides itself on dedicated customer support and quality, daily customer service. David Jeffers, national sales manager for PPG MAC, noted, "We have developed a culture from our sales to customer service reps to our research and development team, that the customer comes first." PPG delivers on this model by creating a net-

stated, "Each customer and their customers, allow us to create a unique relationship with custom color tools, co-branding point of sale material and marketing that deliver a customized first impression." Many of PPG's products offer ready mix colors or can be tinted from PPG's exclusive Voice of Color® color system. PPG MAC is also working on innovative ways to make color blending available in a more cost effective way while increasing overall color flexibility and quality and using the latest in paint technology and equipment.

Pittsburgh-based PPG is a global supplier of paints, coatings, chemicals, optical products, specialty materials, glass and fiber glass. The company has more than 150 manufacturing facilities and equity affiliates and operates in more than 60 countries.

For more information about PPG and PPG Machine Applied Coatings, visit them on the web at www.ppgmachineappliedcoatings.com or call 1-877-622-4277.

Please Visit Us At
Booth 619

ROSEBURG Provides Excellent Products, Service For NAWLA Members



Roseburg's Engineered Wood Products (EWP) plant is one of North America's largest facilities producing RFPI Joists with laminated veneer lumber (LVL) and solid-sawn flange, and RigidLam LVL. The plant covers nearly 70 acres, with over 750,000 square feet of manufacturing space.

Dillard, Ore.—Roseburg Forest Products Co., headquartered here, is a privately owned manufacturer and marketer of a diverse line of wood products that includes engineered wood products, lumber, Softwood plywood, composite and hardwood panels, decorative melamine, and other value added panel products. With lands and facilities in the Northwest and Southeast, the company markets products to customers throughout North America.

Roseburg owns approximately 750,000 acres of sustainably managed timberlands, including FSC certified timberlands in California. The ability to rely on its own forests as its primary source of logs gives Roseburg the flexibility to match its resources to its product mix. Roseburg's timberland ownership also gives the firm stability in price and supply of logs.

Roseburg employs over 4,000 talented and experienced workers located in more than 80 communities throughout the United States.

Roseburg's manufacturing facilities include: a sawmill in Dillard, Ore., producing 400 million board feet of stud lumber annually; three plywood plants in Dillard, Coquille and Riddle, Ore., that are rated for over a billion square feet (3/8-inch basis) annually of Softwood plywood and 150 million feet of hardwood plywood; six particleboard plants located in Dillard, Ore., Missoula, Mont., Louisville and Taylorsville, Miss., Vienna, Ga., and Russellville, S.C., with a combined capacity of 1.3 billion board feet; an engineered wood products plant in Riddle, Ore., with the capacity to produce 160 million linear feet of I-Joists and 7.5 million cubic feet of laminated veneer lumber annually; four decorative thermal-

ly-fused melamine facilities located in Oxford, Miss., Missoula, Mont., Orangeburg, S.C., and Dillard, Ore., with a combined capacity of over 500 million board feet annually; three pre-finished panel facilities located in Dillard, Ore., Missoula, Mont., and Orangeburg, S.C.; and three panel cut-to-size facilities located in Oxford, Miss., Dillard, Ore., and Orangeburg, S.C.

Roseburg Forest Products manufactures Softwood plywood (sanded, industrial, medium density overlaid and construction grade panels, siding); lumber (studs, small timbers); engineered wood products (LVL and solid sawn I joists, LVL laminated veneer lumber); composite panels (particleboard, medium density fiberboard); hardwood panels (exotics and standard species, pre-finished panels); pre-finished panels (light or low basis weight paper overlaid and vinyl overlaid panels, UV clear-coated and painted); thermally fused melamine (15 exclusive designs, national design collection, design-to-match program, regional design collection); shelving and compo-

particleboard core, SkyPly FSC CFC veneer core); hardwood panels (MDF core, SkyPly FSC CFC veneer core, FSC veneer core, FSC Basswood veneer core, SkyBlend FSC particleboard core); UltraFinish vinyl, paper, UV clear-coated or UV painted overlaid panels (SkyBlend FSC particleboard core, MDF core, FSC CFC veneer core, SkyPly FSC veneer core, FSC Basswood veneer core); sanded plywood panels (SkyPly FSC CertiSand); industrial panels (FSC AB Marine, FSC BoatPly, FSC CCP&TS, FSC CCX, RigidPly); medium density overlay panels (FSC Duragard General Purpose, FSC PourMor concrete forming); construction grade panels (FSC sheathing, FSC RigidFloor Underlayment, FSC BBOES and FSC PourMor concrete forming); siding panels (FSC Douglas Fir, DuraTemp); shelving (DuraShelf shelving with SkyBlend FSC particleboard core); and engineered wood products (RFPI joist, FSC RigidLam LVL, RigidRim rimboard).

Roseburg provides NAWLA members with mixed product shipment availability; integrated manufacturing facilities; a single source producer; flexible sales and marketing; dependable supply of quality products; forest management practices certified by third-party verification; efficient, low-cost production; quality products that meet or exceed industry standards; skilled & knowledgeable customer service; broadest product mix from one source; broadest mix of Green Build wood products; and FSC certified and NAUF products.

For more information, contact a Roseburg territory sales manager at 1-800-245-1115 or visit www.roseburg.com.



nents (RediShelf and DuraShelf); and green build products (NAUF or no added urea formaldehyde raw panels, SkyBlend FSC particleboard and MDF core, SkyPly FSC veneer and FSC CFC veneer core, SkyPly FSC Basswood veneer core).

NAUF (no added urea formaldehyde) products include: Duramine, thermally fused melamine panels (SkyBlend FSC

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WOLF RIVER LUMBER Continues Growth to Meet Customers' Needs Worldwide with FSC-Certified and Value Added Products

New London, Wis.—Wolf River Lumber, strategically located here, is three hours north of Chicago, Ill., which geographically allows easy transportation access to North American and worldwide markets. The Central



Wolf River Lumber's 55-acre manufacturing facility located in New London, Wis.

Wisconsin location is convenient to other hardwood-related businesses owned by the Ort family, including 85,000 acres of pristine Northern hardwood timberland, three sawmills producing 35 million board feet and an industry leading hardwood flooring mill and dimension company. Logs and lumber from this Northern Wisconsin region are best known for their bright color and uniform tight grain.

Wolf River Lumber is family owned and managed, and has strong roots in the forest products industry going back over 130 years. In response to customers' needs, Wolf River Lumber has expanded its product offerings with value added and FSC-certified products. It has also installed American Wood Dryer steaming facilities to steam walnut, cherry and beech, and has expanded their international and domestic sales teams.

Value Added Products

Wolf River Lumber has recently expanded its manufacturing capabilities to include additional value added services that compliment their current sorting programs by grade, color, width and length. These value added products and services include finished cabinet and drawer fronts, full line of standard mouldings, ripped-to-width moulder blanks, machined stiles and rails, face frames, drawer sides, architectural mouldings, glued table tops, edge-glued panels, edge profiling, abrasive planing, sanding, tongue and groove ceiling and wall paneling,

boring, and CNC fully machined parts. In the new era of manufacturing, more companies are looking to develop a comprehensive sourcing strategy with a few suppliers, which can consistently fulfill cost, quality and delivery requirements. Wolf River Lumber, one of the most technologically advanced lumber facilities in the world, is ideally positioned to provide these services to the global marketplace. Our goal at Wolf River Lumber is to provide innovative forest products solutions that help improve our customers' financial and marketing positions by streamlining their organizations, reducing their costs and enhancing the quality of their operations,

thus spurring rapid growth and stronger profits. An Ultimizer saw, the world's fastest automatic optimizing chop saw, was installed in 2009 to produce cut-to-length cabinet and dimension parts in-house and inline with our two optimizing rip saws. Orders are processed and packaged to our customers' exact specifications, shipped on time, and at a competitive price to provide the best value.

FSC and SFI Certified Wood and Wood Products

In 2008 Wolf River Lumber achieved Forest Stewardship Council (FSC) certification and received Chain of Custody Certificate number SGS-COC-005371. FSC Mixed Credits and FSC Controlled Wood certified lumber is shipped to customers weekly. Current inventory includes over 2.7 million board feet of FSC Mixed Credits in 15 North American species. SFI Certification was completed at the same time through SGS. Certified lumber is possible for Wolf River Lumber due to the longtime commitment of its owners to selectively manage and log their renewable forests. Wolf River Lumber will continue to conduct business in a manner that conserves resources, constantly reduces our environmental impact and seeks to sustain our forest resources.

New Site For The 21st Century

In 2000, Wolf River Lumber designed and



10 million board feet of premium quality North American hardwood lumber is available for immediate shipment from Wolf River Lumber's 375,000 square-foot humidity controlled production facility.

built one of the most modern lumber drying facilities in the world. The 55-acre site consists of 40 SII dry kilns capable of drying approximately 5 million board feet per month, a 1,100-foot planer/dry lumber grading line capable of 100 sorts after grading, and a 60-bay bin sorter used for grading 100,000 board feet of green lumber per shift. In 2004, in response to customer requests for ripped lumber and steamed lumber, Wolf River Lumber installed two riplines, Mereen-Johnson 441s along with Cameron Automation Opti-Rip Systems, and in 2007, two American Wood Dryer steam chambers.

Immediate Shipments

To help customers reduce warehousing costs, reduce overall inventory and have quick access to our 10 million board feet inventory, Wolf River Lumber specializes in just-in-time and off-the-shelf shipments. The premium quality, kiln-dried inventory is ready in Wolf River Lumber's 375,000-square-foot, humidity-controlled production facility. Inventory includes a variety of 20 species, multiple thicknesses, National Hardwood Lumber Assoc. (NHLA), export and customer specific grades. Wolf River Lumber specializes in same-day or next-day shipment of orders – currently 30-50% of weekly orders are shipped same day or next day after the order is received. Export containers are loaded onsite for Wolf River Lumber customers, and we work closely with other North American exporters to end paint and logo lumber bundles according to their exact specifications. Some 150 team members provide service that is second to none.



Many value added hardwood products, some shown here, are now produced by Wolf River Lumber for customers around the world.

Worldwide Customer Base

Wolf River Lumber has been exporting containers of premium logs and lumber from Wisconsin for over 20 years. Five export specialists, with a combined 60-plus years of experience and long-term customer relationships, visit worldwide customers annually and are currently working with customers in over 40 countries.


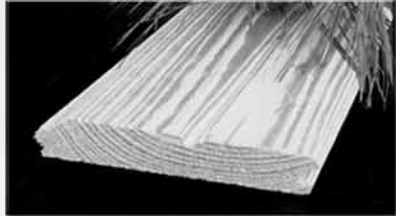


Wolf River Lumber has become one of the leading hardwood lumber manufacturers in North America, and in a challenging market environment, is continuing to grow with customers by responding to and meeting their specific needs.




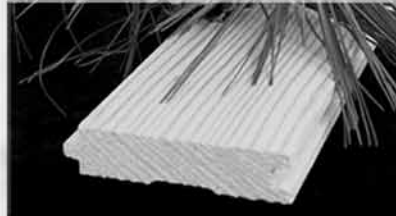
Wolf River's current and future success is guided by the firm's vision statement. It states Wolf River is a "Customer-focused company providing innovative forest products solutions by a knowledgeable, family-oriented team, with service second to none." Successful growth has been achieved one customer and one order at a time. FSC-Certified lumber and value added products are now available from our family-owned, well-managed timberlands, sawmills, and production facilities located in Wisconsin and Michigan and from select mills throughout North America.

We look forward to meeting you at the 2009 NAWLA Traders Market – please call our main office (920)982-2542 to schedule a meeting during the show. More information can also be obtained by sending an email to forestproducts@wolfriverlumber.com.

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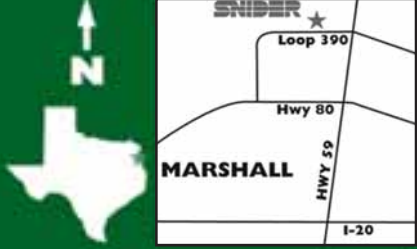





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Insurance: Are You Getting Your Money's Worth?



LUA's International headquarters in Boca Raton, Fla.

What should you look for when purchasing business insurance? For many companies, policy renewal time is an opportunity to shop around for the lowest price, select that insurer and forget about the whole deal until next year. But have you really received the best value?

Think about your customers. They wouldn't be happy with a warped, knotty 2x4, just because it was less expensive than a higher-grade piece of wood. Purchasing insurance should be viewed the same way; the initial policy price tag will suddenly seem very unimportant if you buy a product that cannot deliver a quality job when the need arises.

How do you know whether you are receiving a quality product from your insurance company?

"Comprehensive coverage is a must, but the measure of your insurance dollar's buying power also lies in the type and quality of services that your insurance carrier provides," explains Mike North, President and Chief Operating

Officer of Lumbermen's Underwriting Alliance (LUA). "Value-added services that can save you money down the road, such as appraisals, audits, loss prevention and claims handling, make economic sense in the long run when deciding how much you are getting for your insurance dollar."

Since 1905, LUA has helped many fellow members of the North American Wholesale Lumber Association select not only the right insurance for their needs, but also ensured that they received their dollar's worth when it came to customized quality coverage and services.

The following guide was developed by LUA to help prospects and customers evaluate the value-added benefits they should consider when protecting their business from the unknown.

Overall Quality Approach

■ **Does the insurance company sell coverages and services based on**

what you need or on what they have available?

■ **Do they view you as a partner and work with you to develop a quality program to address your specific needs?**

■ **What experience do they have in your specific industry or type of operation?**

Quality Loss Prevention Programs

■ **Does the insurance company have quality field staff available for loss-prevention assistance?**

■ **Can the insurance company provide technologically advanced loss prevention services, such as infrared heat detection, fire protection testing and water supply testing and analysis?**

■ **Does the insurance company provide educational resources to augment your efforts?**

■ **Does the insurance company have its own auditing services available for property values? If not, are you comfortable that they will determine the proper amount of premium at renewal time?**

Quality Claims Services

■ **Will your property claims be personally handled by the insurance company?**

■ **Does your insurance company have on-staff trained adjusters who know your type of operation and understand your specific needs in a serious loss situation or will your claims be handled by someone unfa-**

miliar with your industry?

Quality Appraisals and Audits

■ **Can the insurance company provide detailed quality appraisals on your buildings, machinery and equipment? If not, how does your insurance company determine values in the event of a serious loss?**



LUA is a commercial property and casualty insurance carrier with 104 years of experience servicing the United States and Canada. LUA meets today's challenges in the Softwood market and other preferred risks with the long-term values of timeliness, honesty, reliability and stability. Our careful attention to appraisal, loss prevention and thorough underwriting practices continues to minimize customers' losses and maximize the value of our customers' insurance dollars. LUA delivers excellent service through our claims management providing individualized service through the use of highly trained on-staff adjusters.

To learn more about LUA's quality products and services, stop by our booth at the NAWLA convention or visit us on the web at www.lua.cc.

Please Visit Us At Booth No. 820



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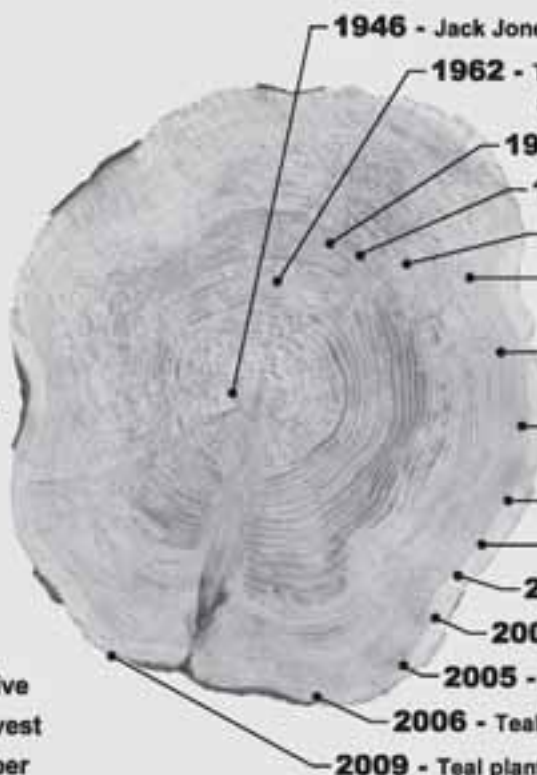
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Using progressive methods to harvest 2nd growth timber



1946 - Jack Jones establishes 1st mill located on Lulu Island, New Westminster, B.C.

1962 - Teal Cedar Products opens a 4 shingle machine and 1 barnshake machine mill on the banks of the Fraser River in Surrey, B.C.

1971 - Columbia River Shake & Shingle established in Nakusp, B.C.

1972 - Teal Cedar Products builds a new larger mill on Surrey site

1979 - Created Stag Timber - a recovery sawmill and planer

1992 - Teal Cedar Lumber Division is formed in Salmon Arm, B.C. for production of Western Red Cedar lumber

1993 - Teal Cedar Products purchases Boston Bar Sawmill and Pitt Lake Logging operations

1999 - Teal purchases TFL 47 (Tree Farm License) in the Queen Charlotte Islands, B.C.

2003 - J.S. Jones (Jack Sheldon Jones) Sawmill built in Surrey, B.C.

2003 - Built Titan Ridge Shake & Shingle Mill, Port McNeill, B.C.

2004 - Teal-Jones attains CSA Certification (now known as PEFC)

2004 - Purchased TFL 46 on Vancouver Island, B.C.

2005 - Teal Jones Lumber Div. for drying and planing is built in Sumas, Wa

2006 - Teal Cedar cuts its 10 millionth square of shingles

2009 - Teal plants its 7 millionth seedling

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Al Fortune, president and owner of Mid Valley Lumber Specialties and lumber salesman Omar Derkach preparing a load of Western Red Cedar for shipment.



Mid Valley Lumber Specialties 4x4, Clear Western Red Cedar.



Western Red Cedar paper wrapped and ready for shipment.

Aldergrove, B.C. – Mid Valley Lumber Specialties Ltd., founded in 1994, possesses well over 100 years of combined sales experience. President Al Fortune believes this experience is invaluable. “These trusted veterans in the industry have learned the value of a customer and how important it is to keep them coming back. It’s simple; treat our customers as you would like to be treated and supply them the right products, that shouldn’t be too much to ask,” Fortune said.

The experienced sales team is made up of Ken Swartz, Omar Derkach, Jeff Robinson, and Al Fortune, president, Mid Valley Lumber. The sales team has a wide degree of experience selling and manufacturing Western Red Cedar, Douglas Fir, Hemlock and SPF.

According to Fortune, at Mid Valley Lumber your word is your bond and a commitment to quality and customer satisfaction. “We are not looking for a one time sale; we are looking to build long term program business, where the customer is happy to continue to deal with us. Building long term partnerships with our customers are the keys to our success. A happy customer is a repeat customer and we want repeat customers,”

Fortune said. “One way to ensure repeat customers is to produce quality consistent products time after time. You also need to have the flexibility to change with the market conditions and adapt to the customers requirements.”

Special grade sorts, specific packaging, specified lengths is just part of a normal day at Mid Valley Lumber. The company also offers highly mixed and specified loads, to accommodate these economic times when customers are trying to keep inventories very lean and diverse. If Mid Valley does not currently manufacture the Western Red Cedar item a customer requests, they will find a way to either produce or procure it. From this approach they have added Douglas Fir Appearance Grade Timbers and Hemlock/Fir industrial and specialty items to their current product offerings.

Douglas Fir Timbers are available in special grade sorts and almost any size or length up to 40 feet. The product can also be offered with anti-stain treatment. Industrial or cut stock items in either Hemlock or Douglas Fir can be supplied.

Mid Valley offers a full line of Western Red Cedar products for almost any application. Balusters, Appearance Grade Posts or Timbers, Decking, Fence Boards, Fence Rails, Fence Posts, or

Industrial Components for a multitude of projects. “As Cedar is not like many other species, it has the natural resistance to decay and rot, which makes it an excellent environmental choice for several products,” Fortune said.

Mid Valley consistently draws its raw material from the same sources, primarily coastal British Columbia fiber with some Western Red Cedar drawn from the interior of the province. “The fiber comes from both areas of the province as specific fiber is better suited for certain product lines,” Fortune explained.

From the moment Mid Valley starts producing its products, they are monitored throughout the manufacturing processes. “We have a very hands-on approach to what we’re producing and what we do for customers,” Fortune said. Details included in the hands-on philosophy include utilizing special paper-wrap on bundles, and protecting high-end material with bottom protection from dirt and discoloration.

The company also uses only plastic banding to prevent metal oxidation marks. The end result is more usable material for customers. The remanufacturers, wholesalers and wholesale distributors that are Mid Valley’s end customers expect and receive quality in

every Western Red Cedar product, Fortune said.

Although Mid Valley sells its products across North America and has even entered European and Asian markets, the company’s goal is to expand Mid Valley’s wholesale distribution throughout the United States and Canada.

Mid Valley is an active member in a number of lumber industry associations including the North American Wholesale Lumber Assoc., British Columbia Wood, British Columbia Wholesale Lumber Assoc. and the Independent Lumber Remanufacturers Assoc.

If you’re looking to do business with a company that is easy to deal with and is committed to consistently producing quality products give them a call.

For more information about Mid Valley Lumber Specialties Ltd., visit the company’s website at www.midvalleylbr.com, write them at sales@midvalleylbr.com or 3084 275 Street, Aldergrove, B.C. Canada, V4W 3L4, call 604 856 6072 or fax to 604 856 6043.

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NEWMAN LUMBER, Meeting Customers' Needs In A Moments Notice



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.

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 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 Diane 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 turn around 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 uniform method, Newman Lumber paper wraps and canvasses everything prior to shipping. Customers include wholesalers and wholesale distributors.

"I think we have one of the most state-of-the-art facilities for planing on the East



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.

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 trucker to 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.

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