

ROSEBURG Works To Preserve Environment



Dillard, Ore.—“Conscientious stewards of our environment — these five words are the foundation for every action Roseburg takes in its interactions with the environment,” according to Ray Barbee, vice president of sales and marketing. The phrase means not just taking care of the lands, but making them better for future generations. Harvesting a tree is easy; studying how our harvest activity impacts everything around it and finding ways to improve upon the environment is more difficult.

According to Barbee, “Roseburg has been up to the task. The company is not only in the business of producing quality wood products, but also in the business of conserving and enhancing the won-

derful natural resources that each of us enjoys. Visit any of the harvest sites, and you’ll see these words in action.”

While using tractors and skidders may often be the easiest and least expensive alternative for removing logs, Roseburg looks at other, more environmentally friendly harvesting options such as helicopter logging to protect the soils that grow our trees. Often, the firm places large, woody debris in streams to enhance the fish spawning habitat, or replaces old culverts with larger, better-placed culverts to provide better fish passage.

Roseburg was among the first in the industry to set aside some of its own land in order to study and improve upon

fish habitat. Several years ago, the company began working with Oregon State University and other agencies on a company-owned area near the Hinkle Creek Watershed to gain current research on the effects of logging on fish. The firm is now lobbying other companies to repli-

cial from its mills to produce clean energy for its plants and nearby communities. Roseburg produces a broad array of products that are FSC (Forest Stewardship Council), SCS (Scientific Certification Systems) and EPP (Environmentally Preferable Products)



cate the study on their own lands.

Finally, it’s important to note that Roseburg is a highly self-sufficient manufacturer. The company now owns more than 750,000 acres of timberland, which supply the majority of wood fiber needed to produce its products. The ability to rely on its own forests as the primary source of logs gives Roseburg the flexibility to match its resources to its product mix.

Roseburg takes a great deal of pride in its partnership with the natural world. However, the firm doesn’t go to all of this effort and expense simply because it makes company leaders feel good, but because they feel it’s the right thing to do.

Barbee said that in addition, Roseburg manages its natural resources in a responsible manner. Its EWP products enable builders to use timber resources more efficiently. The firm offers composite panels and plywood products that have no added urea formaldehyde when manufactured.

The company has biomass cogeneration plants, which use wood waste mate-

certified.

Other measures to preserve the environment include:

- California timberlands are third party certified for their sustainability by the FSC.
- Integrated manufacturing facilities dramatically reduce vehicle carbon emissions.
- Over 5 million tree seedlings are planted annually.
- Roseburg is progressively involved in stream research and enhancement.

For more information, contact Roseburg at 1-800-245-1115 or www.roseburg.com.

**Please Visit Us At The
NAWLA Traders Market®
at Booth Numbers
264 & 367**

WWW.PWWW.COM

Your clear choice for Western Red Cedar



Tel: 604-946-2910

ELDER WOOD Builds On 30 Year Success



The sales team at Elder Wood Preserving Co. Inc., located in Mansura, La., consists of (from left) Steve Dupuy, Ronald Tassin and Mike Ducote.



Fresh from the dry kiln, this load of beautiful D Grade Southern Yellow Pine has been treated with Nature Wood.



A new load of C Grade Southern Yellow Pine arrives at Elder Wood and awaits being treated and kiln-dried.

Mansura, La.—In January of 1977, Elder Wood Preserving Co. Inc., located here, opened its doors to customers for the first time. Back then, the wood treating process was performed manually within the firm's 6-foot-x-54-foot treating plant.

Five people comprised Elder Wood's workforce, which was highly productive.

During any given 8-hour workshift, the staff produced 80,000 board feet of lumber.

The quality of the work offered at Elder Wood attracted customers, who spread the word that this little firm in Mansura treated Southern Yellow Pine (SYP) expertly. Within a few years, Elder Wood's good reputation had spread swiftly, enabling the company to expand and upgrade to its current 28-acre site, which houses state-of-the-art automation within a computerized treating facility. Primarily relying on the engineering capability of Woodtech, Elder Wood can now treat approximately 200,000 board feet of SYP and plywood every eight hours.

The facility is equipped with a covered drip pad, which is complete with a liner and a leak detection system that exceeds standards set by the Environmental Protection Agency.

The company also has the capability to fully meet its customers' needs.

According to company President Joe Elder Jr., "We have a moulder and a planer that we use to produce custom patterns and we also have steam kilns at our facility to dry our products, so we can provide our customers the service they need each step of the way."

Elder Wood's array of products is vast and includes Nature Wood, ACQ preserved SYP for above ground and ground contact use. The company stocks 1x4 through 1x12, 5x4x6 radius edge decking, 2x4 through 2x12, 4x4, 4x6 and 6x6—all available in lengths that range from 8 feet to 20 feet. At Elder Wood, customers can select from C & Btr, D, Nos. 1 and 2, 5/4x6 RED available in Standard and Premium grades, all material available wet or kiln-dried. Ample inventory is typically kept onsite, and it usually peaks at 14,000,000 board feet during the busiest time of the year.

Elder noted that his operation also offers treated SYP plywood, siding, lattice, deck accessories, center match porch flooring, landscape timbers and fence boards. The majority of these items are available kiln-

dried after treatment.

Additionally, Elder Wood markets kiln dried Cypress in grades that include No. 2 Common, Select and Pecky. Customers will find 1x4-through-12 in stock in random lengths, and 4/4, 6/4 and 8/4 in random widths and lengths.

Elder added that Geo Deck Composite Deck and Rail components are readily available here in three different colors, Cedar, Drift Wood and Mahogany.

In 2006, Elder Wood treated approximately 65,000,000 board feet of SYP at Mansura, the company's single facility. Elder Wood Preserving Co. also has an export sales department that services such countries as Mexico, England, China, and the West Indies, and last year exported to the tune of 3,500,000 board feet of untreated SYP, and 2,500,000 board feet of treated SYP.

The company's sales force primarily focuses on the southeastern region of the United States, however, its 20-plus fleet of trucks can reach out to all of the upper 48 states.

Elder noted, "We are located in a perfect area so that we can get our product to any of the major ports along the Gulf Coast

within days. We offer our customers mixed truckloads of any of the products we stock, and we are able to provide just-in-time deliveries, not to mention route trucks."

Key personnel at the firm, in addition to Joe Elder Jr., include: Brock Descant, Vice President; Lisa Piazza, secretary/treasurer; Greg Gagnard, plant manager; Ronald Tassin, sales manager; Mike Ducote, export sales; Steve Dupuy, sales; and Thomas Descant, shipping/receiving manager.

More expansion plans are on the horizon at Elder Wood Preserving. Soon a new office building will be constructed.

From a small outfit with only five employees to the computerized, efficient operation it is today, Elder Wood Preserving Co. has thrived thanks to good management and good employees.

"Our reputation rests on the work of the people we employ. We pride ourselves on the finished product and on hiring the best in the industry to do that work," noted Elder of the 70 staff members who now comprise his company's workforce.



Hood Distribution

Providing quality building materials to independent retailers throughout New England since 1855.

McQuesten Group

check out our new and improved interactive website at

www.HoodDistribution.com

It provides product information for:

- retail salespeople
- builders
- contractors
- architects

Branch Locations:

- N. Billerica, MA 800-752-0129**
- Milton, VT 800-955-2677**
- Manchester, CT 800-468-8220**
- Portland, ME 800-888-0227**

PACIFIC WESTERN WOOD WORKS Specializes In Quality

By Wayne Miller



Dennis Wight, sales manager and Ian Wight, founder of Pacific Western Wood Works in Delta, B.C., are proud of the family-owned and operated company.



After rebuilding due to a fire that almost completely destroyed the operation, this Weinig moulder facility was installed.



The Wights are proud of their company's products, including Cedar decking.

Delta, B.C.—Pacific Western Wood Works Ltd. is a family-owned and operated company located in Delta, B.C., which for over 20 years has provided quality products and innovative solutions for the Western Red Cedar industry. According to Dennis Wight, sales manager for the company, the firm's "hands-on" approach, along with emphasis on personal service, is a reflection of his father, Ian Wight, who founded the company.

The elder Wight has extensive experience in the lumber business, which started in 1972 with Errol Wintemute at Delta Cedar Products. While there, Wight managed the new retail outlet of Delta Cedar and learned the lumber business inside and out. He then went on to join a construction company and several years later started a company manufacturing pre-cut garden sheds with his brother.

In 1985, Wight decided to start his own lumber business and, Pacific Western Wood Works was created. The company began producing latticework to supply local lumber yards. Originally, the manufacturing of lattice was done on a 4'x8' plywood jig. All pieces of lath were pre-cut on a 45-degree angle, laid into the jig by hand and then hand-stapled with galvanized staples. Four employees could make

approximately 200 sheets per day, which was not enough to pay the bills, according to Wight.

"One night, I thought, 'Why don't we make lattice in one continuous sheet, and just cut off one 8-foot length after another?' So began the construction of our first lattice machine," he said.

But, the development of that machine did not come easily. Wight said that one out of every 10 sheets the first machine produced was unsalvageable. His costs were spinning out of control. Then he attended his son's weekend soccer game and started talking to another father about his project.

"He was in the machinery control business," Wight said. "After the game, we went to work to see my machine, and after explaining how we were trying to make it work, he told us it would not do the kind of production I wanted."

So, back at work on Monday, remodeling on the machine began. After several tries, the machine was finally producing, and as Wight said, "Pacific Western Wood Works was on the map."

It was in 1987 that the company moved from its original location to a larger premise, which allowed the company to add a resaw and a lath saw to start making its own raw materials.

In 1990, the company purchased a larger warehouse on one acre of land, and that allowed Wight to add another lath saw and a waste disposal system, which would greatly reduce operating costs for the firm. However, Pacific Western Wood Works quickly outgrew this operation and, in 1997, purchased an additional two acres and built a new warehouse.

Two years later, the company purchased its first Weinig moulder and added an in-line horizontal resaw. Seven months after the start-up of that machinery, the company suffered a fire that destroyed the moulder, resaw, waste system, two ripsaws and the green chain.

In January of 2003, the company began operation of a new moulder facility that produces pattern profiles on a Weinig Hydromat 23E jointed eight-head moulder, supported by a Rondomat 960 grinder, which Wight said has helped Pacific Western Wood Works become one of the most versatile Cedar suppliers in Canada.

"We provide our own steel templates, and then begin the highly-skilled task of grinding raw knife steel to the finished profile," he explained. "Our staff has had extensive on-site machine training with the Weinig training technicians. This dedicated training program has elevated our qual-

ity of finishing ahead of most of our competition."

Wight has also developed a new fastening system for its lattices. Their Alumigluue fastening system was designed to glue and staple the lattice, using aluminum, non-corrosive staples and waterproof glue.

Today, the company is situated on three paved acres with more than 50,000 square feet of dry manufacturing space. Additional machinery at the operation includes lattice production machines, resaws, ripsaws, lath saws, end tenoners, thickness planers and trim saws.

Pacific Western Wood Works offers its customers Cedar products, including decking, siding, lattice, balusters, railing parts, accessories, arbors, dog houses, and provides materials for specialty hot tub manufacturers. In addition, the firm's milling capabilities include all profiles up to 5x9 inches and 21-feet long. The company purchases roughly 10 million board feet of Cedar annually.

**Please Visit Us At
Booth No. 204**



BENNETT LUMBER PRODUCTS, INC.
Telephone: 208-875-1321 FAX: 208-875-0191
P.O. Box 49 Princeton, ID 83857

FAMILY OWNED AND OPERATED SINCE 1939

**Web Site: www.blpi.com
E-mail: jim@blpi.com or larry@blpi.com**



- Over 160 million board feet annually.
- A quality product from environmentally managed forests.
- Douglas Fir, Larch, Hem Fir, Engelmann Spruce, Lodgepole Pine, Idaho White Pine, Inland Red Cedar, and Ponderosa Pine.
- A small company from yesterday; here to serve you tomorrow.

**SALES: AVAILABLE 6 AM (PST) TO 4 PM
PHONE: (208) 875-1321 FAX: (208) 875-0191**



**Jim Vandegrift,
Sales Manager**



**Larry Britt,
Sales**



SIMPSON TIMBER Combines Top-Tier Quality, Value with Gold Label Lumber®



Steve Fornoff, Laurie Creech, Tammy Williams, Milt Farvour, Dave Cunningham, Joe Clegg and Dave Heldoorn handle sales and traffic for Simpson Timber Company's lumber mills, which include Tacoma, Shelton, Dayton and Longview, Wash.



Buck Mehl manages the Longview stud mill.



Simpson's Gold Label™ placard identifies to the customer they are getting a high-quality stud.

Longview, Wash.—The way Dave Heldoorn sees it, Simpson Timber Company's operation, located here, stands apart from the crowd of stud mills. As company sales representative coordinating sales production at the new stud mill, he credits the combination of the mill's exceptional workers, close proximity to log supply, state-of-the-art equipment and quality timber for the success of Gold Label Lumber®.

Simpson Timber finalized its acquisition of the Longview mill from Caffall Bros. Forest Products in late 2006. Once a Cedar mill, in 2005 it was converted to a green Douglas Fir mill, producing studs with the Gold Label Stud™ trademark. Just like the Gold Label name, the mill's employees largely remained with the operation following the change in ownership.

"The people are experienced and they enjoy what they're doing," said Heldoorn, who joined Simpson Timber's Northwest Lumber division early this year. "They're committed to delivering a quality product and on-time service."

The workers' skills are enhanced by the mill's advanced technology. State-of-the-art equipment ensures accurate sizing and grading. Studs can be cut to different sizes and specified PET lengths.

The mill's Longview location gives it another advantage — situated near the log supply, transporting the timber to the mill is

faster, cheaper and easier on the environment. The lower transportation costs allow Simpson Timber to produce Gold Label studs, a top-tier quality product, at a competitive price.

Additionally, the Douglas Fir used for Gold Label grows in close proximity to exceptionally high-quality forest sites. The result is fewer and smaller knots in the wood, allowing for greater consistency in the Gold Label product. The lumber is processed green, anti-stain treated and Sustainable Forestry Initiative® (SFI) certified.

Heldoorn confidently claims that, "When you buy from Simpson, you're getting a consistent product, a high quality product, and it's going to be produced and shipped on time. We're committed to that."

Simpson Timber's Roots Run Deep

Privately held, Simpson Timber Company was founded in 1890 on the western shores of the Puget Sound. Today, the company produces more than 1 billion board feet annually, from four mill locations in the state of Washington. In addition to the recently acquired Longview operation, the company runs mills in Shelton, Dayton and Tacoma.

In downtown Shelton, Sawmill 3 produces Douglas Fir and Hem-Fir 2x4s through 2x12s in 8- to 24-foot lengths. The lumber is processed green or kiln-dried, anti-stain treated and SFI-certified.

Ten miles west of Shelton in Dayton, Sawmill 5 produces Douglas Fir and Hem-Fir 2x4 through 2x6 in 8- to 16-foot length lumber that is also processed green or kiln-dried, anti-stain treated and SFI-certified. This operation was started as a stud mill in 1978, and was remodeled in 1999, creating a new, random length dimension mill. The Gold Label is also available from Mill 5.

Commencement Bay Operations in Tacoma, completed in 2001, produces Douglas Fir and Hem-Fir 2x4 through 2x12 in 8- to 24-foot lengths. Similar to the Shelton mills, this lumber is processed in green or kiln-dried, anti-stain treated and SFI-certified.

From all of its mills, Simpson Timber has the ability to ship via truck and Union-Pacific or BNSF (Burlington Northern Santa Fe) rail lines.

Simpson Timber's Sales Team: Experienced, Hardworking

Simpson Timber's professional sales team is located in Tacoma.

"I'm fortunate to lead such a hardworking and professional group of individuals," said Laurie Creech, sales and marketing manager. "Joe Clegg, Dave Cunningham and Milt Farvour each have more than 30 years experience in lumber sales."

"Dave Heldoorn joined our lumber sales team last January, bringing more than 10 years of experience in the wood products industry," she said.

Steve Fornoff, traffic service manager,

and Tammy Williams, traffic clerk and sales assistant, round out the team.

"We also have a great team of people working at each of our mills," Creech added. "Our new Longview mill is managed by Buck Mehl who has been in the industry for over 40 years. Buck led the transition at the Longview mill in 2005 from a Cedar mill to a stud mill and his expertise and knowledge of sawmills has been instrumental in our ability to produce a quality stud product."

Simpson Timber participates in the Sustainable Forestry Initiative and has worked in conjunction with the Environmental Protection Agency (EPA). Byproducts of Simpson Timber's manufacturing operations such as chips, bark, sawdust and shavings are sold to make paper, other construction products or landscape materials.

Please give us a call if you'd like to learn more about Gold Label studs, the newest member of the Simpson Timber family.

For more information, contact Simpson Timber Company Lumber Sales and Marketing, 917 E. 11th St., Tacoma, Wash. 98421, by phone 253-779-6447 or on the Internet at www.simpson.com.

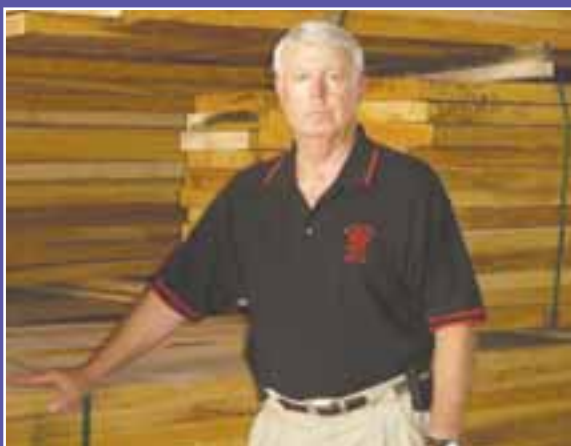
**VISIT US AT THE
NAWLA TRADERS MARKET®
BOOTH 261**

Landry Lumber Co. - a Division of Elder Wood Preserving Co. Inc.

CYPRESS - KILN DRIED

- 1 x 6 - 1 x 12 in Select/Better
- 1 x 6 - 1 x 12 in No. 2 Common
- 5/4 - in Select/Better
- 6/4 - in Select/Better
- 8/4 - in Select/Better
- 4/4 - No. 1 Pecky

Also...Oak Timbers and Poplar in 4/4 FAS, Kiln Dried



In Mansura, La., Richard Landry oversees sales for Landry Lumber Co., a division of Elder Wood Preserving Co. Inc.



**P. O. Box 522
Mansura, LA 71350
318-442-0453
landrycypress@aol.com
or call Elder Wood Preserving at
800-467-8018**

New Equipment Reaps Higher Dividends For FILLER KING

Homedale, Idaho - Since 1988, Filler King Co., a manufacturer of custom, stock, and I-Joist Compatible (IJC) glulam beams and laminated roof decking, has increased production and expanded its services by installing new equipment and adding 2x6 solid sawn decking to their product mix.

Last summer, the company added a new RF beam press to its number two line in the 100,000-square-foot facility, which made a significant impact to their stock beam production. This new increase has successfully helped them to better serve their customers needs and continual growth.

Each year since its inception, Filler King has either added equipment or new products to broaden its market reach. As a result, the company's sales have simultaneously increased.

On Filler King's 20-acre site, the company primarily used Douglas Fir lam stock in 1.5-inch thickness for the production of its glulam beams. Alaskan Yellow Cedar is another species used for custom and stock glulam beams, which is a great alternative to treated products. The operation's laminated roof decking is comprised of 1x6 and 1x8 Douglas Fir, Ponderosa Pine, Inland Red Cedar and Alaskan Yellow Cedar. They have also added 2x6 Douglas Fir solid sawn decking in a Select Deck grade which is milled to a WP-4 pattern with a sanded face and end match.

"Filler King Company has the capability to react quickly to our customers' need," noted Jim Griswold, general manager. "We provide high quality products in a timely manner with on-time delivery at reasonable prices. Plus, our customer service is exceptional."

Filler King has a loyal customer base,

which has continued to grow along with the company.

"Also, our employees are another strong point to our business. Their expertise, years of experience, and knowledge of the business is what makes all the difference," added Griswold.

Filler King employs 90 fulltime people to work two 40-hour shifts in its manufacturing facility.

The company was founded by Bud Filler and Wayne King, whose friendship spans decades. After incorporating Filler King Co., they opened the business as a glue laminated beam operation. In 1993, they added laminated decking to their growing list of products.

"Our bread and butter has been beams and engineered wood products," Filler said. "We purchase specially graded and kiln-dried Douglas Fir lumber from mills in Oregon, Washington, Idaho and British Columbia. After the lumber is brought into the facility, the company graders check it for moisture content, then re-grade and sort it according to manufacturing specifications set by the American Institute of Timber Construction (AITC)."

After the beams are pressed and planed, they are sanded, inspected and packaged for transport via truck.

The company sells through wholesale distribution and maintains a large stock beam inventory based upon customers needs.

"We're within miles of the intersection of I-84, headed east and west, and U.S. 95, headed north and south - a great location for getting raw material in and finished products out," Filler said. "In fact, our freight rates into Southern California are lower than our Westside Oregon competitors."



Bud Filler and Wayne King are co-owners of Filler King. They founded the company in 1988.

Filler oversees financing and sales for the business and is the past president of the American Institute of Timber Construction. King is in charge of the equipment and manufacturing side of the company and an active member of Timber Products Manufacturers Association.


Jamie FreeLove has recently joined Filler King Co. in their sales department.

Additional key personnel at Filler King includes: Amy McCabe, sales manager; Beth Bonner, traffic manager/sales;


Tony Guzman, production manager and Jim Griswold, general manager.


The company is an active member of the AITC, North American Wholesale Lumber Assoc., TPM, and the National Federation of Independent Business.


**VISIT US AT
BOOTH NO. 224**



**What you ship...
is What they get !**









LUMBER WRAP & CAPS


Ultra-strong multi-layer fabrics designed to ensure superior protection of kiln dried lumber, plywood, treated wood and trusses as well as farm implements and recreational vehicles during handling and transportation.






345, Montée de Liesse
St-Laurent (Québec)
H4T 1P5 Canada
www.multisac.com • info@multisac.com

Tél. 514-344-7227
Fax. 514-737-4288
1-800-252-5208





LANDRY LUMBER Thrives After Three Decades



In Mansura, La., Richard Landry oversees sales for Landry Lumber Co., a division of Elder Wood Preserving Co. Inc.



A truckload of kiln-dried Select and Better Cypress arrives at Landry Lumber.



Protected by covered shelter, plenty of kiln-dried Cypress is always in stock at Landry Lumber.

Mansura, La.—Landry Lumber Co., a division of Elder Wood Preserving Co. Inc., has managed to thrive since it was established 33 years ago by finding ways to improve and increase its product offerings.

The company strengthened its position in the market two years ago by merging with Elder Wood Preserving Co. Inc. The two firms have since shared the same location, providing easy access to customers in need of services each company offers.

Landry Lumber is now in the process of increasing its pattern work, many of which are pro-

duced on a Weinig moulder. Deep swamp Cypress comprises a majority of the products manufactured at this Mansura facility. Product selections include Cypress 1x6 through 1x12 in Selects and Better, kiln-dried; 1x6 through 1x12 in No. 2 Common, kiln-dried; 5/4 Selects and Better, kiln-dried; 6/4 Selects and Better, kiln-dried; 8/4 Selects and Better, kiln-dried; and 4/4 No. 1 Pecky, kiln-dried.

Also available at Landry Lumber are oak timbers and poplar in 4/4 FAS, kiln-dried.

The company's average inventory in its kiln-dried sheds is

approximately \$1,600,000. To ensure quality, Landry Lumber stores all its kiln-dried lumber in dry sheds in packages that are well-strapped to avoid broken pieces.

According to Joe Elder Jr., president of the firm, "At Landry Lumber, we plan to continue growing our business and service our accounts with the utmost satisfaction of our products. This is an ongoing commitment."

Landry Lumber primarily sells to millwork houses and distribution yards throughout the United States. The company's products are delivered using Elder's fleet

of 20-plus trucks.

"Our delivery to customers is prompt," said Elder. "As soon as the product has been prepared, we have a truck under the load, which guarantees quick delivery. One of our great advantages is the fact that we can load mixed trucks of thicknesses and grades, rough, S4S, or run to pattern."

In addition to Elder, other key personnel include: Brock Descant, vice president; Richard Landry, Cypress sales; and Lisa Piazza, accounting manager.

•

BUILD GREENER

With an industry leader in Green Build products.

For over 70 years, Roseburg has been an industry leader in creating ways to use natural resources wisely. From the cogeneration plants that convert waste material into energy, which provides power for our manufacturing facilities, to the 5 million seedlings planted annually, Roseburg is committed to being a good steward of the environment.

Roseburg produces a broad mix of "Green Build Wood Products".

- EWP I-Joist
- EWP LVL
- Particleboard
- Plywood Underlayment
- Real Wood Siding
- Concrete Forming Panel
- Plywood Sheathing
- Sanded Plywood
- Hardwood Panels
- Thermally Fused Melamine
- Specialty Panels



ROSEBURG

800-245-1115 • Roseburg.com

WOOD PRODUCTS FOR THE HEART OF AMERICA

TULSA
OKLAHOMA CITY
KANSAS CITY
MONROE
HOUSTON
MILAN



ST. LOUIS
LITTLE ROCK
SPRINGFIELD
DALLAS
SAN ANTONIO

CEDAR *CCA*YELLOW PINE*SPF*HARDWOODS
FIR*HARDIE SIDING*POND PINE*LP EWP & SIDINGS



CEDAR CREEK

Cedar Creek has been providing building material dealers with premium wood products for more than 30 years. Your source for lumber, sidings, plywoods, fencing, lattice, PBU, MDF, and more.

SKANA FOREST PRODUCTS LTD

Skana Forest Products Ltd. specializes in wholesale softwood lumber, plywood, fencing and the manufacturing of specialty Western Red Cedar.

Our knowledgeable team is committed to providing innovative and high quality forest products to Canadian, US and overseas markets.

Congratulations NAWLA on another successful Traders Market!



1303-20800 Westminster Hwy
Richmond, BC V6V 2W3

P.O. Box 181
Point Roberts, WA 98281



B.C. 1.604.273.5441 Florida 1.954.202.1001 Web www.skana.com

Sustainable Forestry, Equals 125 Years Success at J.D. IRVING, LIMITED

By Terry Miller



At J.D. Irving Limited, Doug Chiasson, Pine Sales Manager; Andre Theriault, Open Market Sales; Phil Martin, VMI Forecaster; and Brett Anderson, Open Market Sales continue to uphold the firm's stellar professional reputation.

water quality and a sustainable resource of hardwood and Softwood trees. More than 200 professional foresters are employed by J.D. Irving, Limited to ensure a healthy forest future



Andre Theriault, Doug Chiasson, Phil Martin and Brett Anderson comprise a tightly knit sales team for the firm.

way of doing business since 1882," Chiasson said. "We can trade on a daily basis, but that's not our primary objective. We want to build long-term value and solutions with customers that enable both of us – customer and supplier – to succeed."

To best serve customers, JDI



Phil Martin, Brett Anderson and Andre Theriault take time to be certain that customers' needs are understood and met.

Saint John, N.B.—Nearly every company can look back and revisit milestones and successes that the business has enjoyed. After 125 years in operation, J.D. Irving, Limited (JDI), located here, has enjoyed many milestones, but a recent one is being particularly appreciated by company officials.

"On June 6, 2007, we celebrated our 50th anniversary of tree planting," said Doug Chiasson, sales manager of the Eastern White Pine division. "Mr. J.K. Irving started planting trees on June 6, 1957, in the St. Leonard region, and we're very proud of that. We were one of the first companies in Canada to start planting trees. Since 1957 we have planted over 700 million trees."

J.D. Irving, Limited –year after year– has proven to be a good steward of the forest by doing sustainable management in terms of harvesting, reforestation, habitat protection and an ongoing investment in eco-system research. This, combined with third party audits to achieve environmental certification under the Sustainable Forestry Initiative (SFI) and the ISO 14001 environmental standard are evidence of this company's commitment to the environment.

Sustaining forest health involves significant investments of time, as well as human and financial resources. The company plans up to 100 years ahead to manage multiple values including wildlife habitat,

on the 6 million acres that the company owns or manages.

"From seedling to store shelf we are focused on healthy forests that enable us to operate an integrated value chain of sawmills, as well as pulp, paper and consumer tissue operations. Sustainable forestry means that less than 2 percent of the forest is harvested each year and that more than 30 million trees are planted annually," Chiasson said. "Our company has been nationally and internationally recognized by some of the world's leading environmental organizations for our efforts in habitat conservation, research and pioneering world first pollution prevention technology in the forest products sector. The Nature Conservancy in Canada and the U.S. as well as the Atlantic Salmon Federation, the Canadian Council for Ecological Areas, the Natural Sciences and Engineering Research Council of Canada and the World Wildlife Fund are some of the organizations that have recognized our company."

Not only does the tree planting show a commitment to the environment, but also to the customer.

"We are focused on building long-term relationships with customers that are always adding value. This has been a fundamental

recognizes that continuous improvement and ongoing investment in people, best practices and new technology is critical. The Dixfield and Doaktown Pine mills have been the focus of retail sales forecasting as of late. "Our Dixfield, Maine, facility produces over 65 million board feet annually, exclusively of Eastern White Pine (EWP). It is the largest single site producer of EWP," Chiasson said. "Fifty percent of this production makes its way into the retail sector. Our Doaktown, New Brunswick EWP mill produces 27 million board feet annually. Over 50 percent of this mill's production is produced for our retail customers."

"Once you have over three years consistent sales history with a customer, you can forecast the future needs of that customer," Chiasson said. "We do a very good job forecasting the sales of over 200 different Pine items for over 10 distribution centers. These distribution centers feed over 680 retail stores in Canada and the eastern USA. The name of the game is to always have all products available at the distribution centers. We aim to satisfy our retail customers with a 100 percent fill rate."

"Our team, beginning with Phil Martin, our Vendor Managed Inventory Forecaster, our mill production planners, shippers and our

IT group, have laid the groundwork to accurately predict what Pine items are required from the production facilities to achieve the 100% fill rate target. This team, along with the sales duo of Andre Theriault and Brett Anderson, are now working on the second phase of our forecasting. This second phase involves accurately predicting the availability of open market Pine, from production at both Dixfield and Doaktown for our wholesale, stocking distributor and OEM customers. These customers are equally important as our retail sector. It is critical to this market segment that we offer 'on the ground inventory' plus our forecasted production five weeks into the future."

More than 4,000 people are employed in the forestry and forest products operations of J.D. Irving, Limited. They operate 15 sawmills in addition to pulp, paper, medium and tissue mills. Company officials attribute 125 years of growth to two essential ingredients – valued customers and dedicated employees.

As long as J.D. Irving, Limited remains committed to sustainable forestry, customers and ongoing investment in its people and manufacturing plants, the next 125 years should have as many milestones as the first.



Please See Us At Booth No. 356

CERSOSIMO NASHVILLE TO PLACE

CUSTOM LUMBER Now Offers Treated Cypress Decking

By Terry Miller



Custom Lumber Manufacturing, of Dothan, Ala., is manufacturing Cypress decking treated with new "wolmanized L3" outdoor wood treatment. For deliveries, the firm owns 10 trucks, delivering mostly within a 300-mile radius, but will make deliveries as far as Seattle, Wash., or Long Island, N.Y.



The company's manufacturing equipment includes five Weinig moulders total, one Woods moulder; a horizontal and a vertical band resaw, a gang rip saw, which is a KM-16 cut up line, and a Cam 16 cut up line.



The company produces 8 million board feet per year with 30 employees working approximately 45 hours a week.

Dothan, Ala.—Custom Lumber Manufacturing, located here, is now manufacturing Cypress decking treated with new "wolmanized L3" outdoor wood treatment. The company is also kiln drying after treatment (KDAT) and is using the clear chemical so the product can be left natural or stained to the customer's preference, said Chuck Harris of Custom Lumber Manufacturing.

A 25-year warranty (above ground use only) is offered by the manufacturer on this product, which is the first non-metallic wood preservative available.

The Cypress decking is an alternative to Cedar and composites or the extremely expensive imports. It has the warmth and beauty of wood and yet is preserved with an environmentally safe chemical.

The scarcity of Cedar and Redwood

has allowed Custom Lumber to market Cypress into many new areas and uses. The company is now being asked to treat Cypress for exterior use as sidings and floorings and have also created a demand for using treated Cypress in outdoor furniture.

"Cypress production is growing as the demand increases, and as we continue to promote its use," said Harris. "The public is just becoming aware of its availability through promotions by the Southern Cypress Manufacturers Association and its members."

Custom Lumber currently has approximately 2 million board feet of dry Cypress in inventory for immediate shipment. The company can also run custom patterns.

For more than 20 years, Custom Lumber Manufacturing has been supplying Cypress and Southern Yellow Pine patterns to companies across

the United States. With state-of-the-art equipment, including a new 12-inch eight head Weinig moulder, the company continues to provide a niche market with the finest products available.

Custom Lumber brings in rough, green lumber, then dries it—Cypress to 12 to 13 percent—in four Uraken dry kilns, each with 30,000 board feet capacity per charge. The company processes primarily 4/4 Pine in No. 2 Common, D and C grades and 4/4 through 12/4 Cypress in No. 2 and Select. The company's manufacturing equipment includes five Weinig moulders total, one Woods moulder; a horizontal and a vertical band resaw, a gang rip saw, which is a KM-16 cut up line, and a Cam 16 cut up line. All pattern products are bundled, end-capped and paper wrapped. The company produces 8 million board feet per year with 30 employees working approximately 45 hours a week.

For deliveries, Custom Lumber owns

10 trucks, delivering mostly within a 300-mile radius, but the company will make deliveries as far as Seattle, Wash., or Long Island, N.Y.

Custom Lumber is a 27-year member of the North American Wholesale Lumber Assoc., of which Harris is a past president; the Southeastern Lumber Manufacturers Assoc., of which Harris is vice president; and the Southern Cypress Manufacturers Assoc., of which Harris is president. Custom Lumber Manufacturing is also a Timber Products Inspection mill.

For information on the decking and other Cypress products produced by Custom Lumber Manufacturing, contact Harris or Jane Fuller at 800-633-0906 or visit the company's website at PlantationCypress.com.

Old Town Lumber Co.

KENDUSKEAG & OLD TOWN, MAINE

A proud NAWLA TRADERS MARKET™ Charter Exhibitor

**EASTERN
WHITE
PINE
PRODUCTS**

OTL OFFERS YOU...

THE HIGHEST QUALITY WHITE PINE PRODUCTS!
Consistent accuracy in drying, surfacing & grading

FLEXIBLE GRADE OPTIONS FOR YOUR MARKET!
C-Selects, D-Selects, Appearance & Construction grades

A BROAD ASSORTMENT OF PRODUCTS!
Both 4/4 & 5/4 stock S4S
All paneling & siding profiles
A superior bevel siding product

FOR MORE INFORMATION...

PLEASE VISIT US IN DALLAS AT BOOTH #365

Ph: 207.884.8100 ~ Fax: 207.884.8384 ~ Email: tjenkins@oldtownlumber.com

WOODTONE BUILDING PRODUCTS – 30 Years Of Relationships



Woodtone Building Products, headquartered in Chilliwack, B.C., is the largest manufacturer of primed realwood exterior and fascia marketed under the RealTrim™ brand name.



Above, this house shows RealTrim fascia boards during the framing stage.



This recently constructed home displays RealTrim finished application and ColorGuard™ custom coatings.

Chilliwack, B.C.—Coast to coast, Woodtone Building Products has fostered long-term partnerships resulting in a supply chain success story from the mill to the final consumer of an extensive line of exterior building products.

Woodtone Building Products is not only the largest manufacturer of primed realwood exterior trim and fascia marketed under the RealTrim™ brand name, Woodtone Building Products is a family operated business with over 30 years of experience providing exterior solutions to the building industry.

To be a leader in the market you need to lead by example and Woodtone Building Products has led the market by signifying quality, reliability and value through the chain. While working hard to earn customer trust, Woodtone Building Products 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 Building Products specializes in producing the RealTrim™ family of products, hand selected, Western SPF boards primed with a premium oil based primer, and warranted for 10 years in the field. With orders for multiple railcars of dimensional primed RealTrim™ to a small custom run of

1x6 end-matched RealSoffit, Woodtone Building Products 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.

The RealTrim™ family product line 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 re-sawn profiles, along with a variety of special profiles including grooved (notched) and T&G. RealCorner™, an exterior inside/outside corner application is available in a variety of profiles designed to save time on the jobsite as crews no longer need to build up corners in the traditional method. RealCorner™ is a favorite for both single and multi-family users due to the variety of lengths and patterns.

RealSill™ is a pre-cut window sill application designed with an additional drip edge to eliminate the need for jobsite fabrication. This has become a favorite for custom and tract 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 jobsite, pre-primed and built

to withstand warping and twisting. RealPost™ has a proven history and is available in S4S or combed face with 4x4, 6x6 and 8x8 as the primary 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 an exterior porch finish.

RealSide™ is a solid wood bevel siding available in 1x6 and 1x8 profiles with a focus on long length supply. Combined with a 15-year warranty, RealSide™ is a solid alternative to Cedar siding.

Through trust and integrity, Woodtone Building Products aims to earn the respect of all their customers, by not only accepting an order, but working hard to ensure the order arrives on time, meeting and exceeding the expectations of the customer. Some talk the talk, but when they hit the pavement this is where Woodtone Building Products outperforms their competition.

Operationally, Woodtone Building Products also specializes in custom coating exterior products under the ColorGuard™ brand, including Cedar, cement, wood and other composite products in both oil and latex based paints. Working with all national paint partners Woodtone Building Products will coat your specified product using the latest technology in both flood and spray machinery. Woodtone Building

Products also offers the capability to slip sheet and custom package.

The sales and marketing arm of Woodtone Building Products is comprised of more than 20 representatives working closely with architects, builders, dealers, wholesalers and distributors. In addition the company 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 Building Products has specialized on meeting the needs of different projects across North America.

Woodtone Building Products looks forward to another 30 years of success with their partners and customers. If you have never had the opportunity to work with Woodtone Building Products give them a call to begin a new long-term profitable relationship.

Coast to coast make Woodtone Building Products your next call for your exterior building products requirements at 1-800-663-9844 or via www.woodtone.com.

Please Visit Us At Booth No. 246

RICHARDSON LUMBER & MFG. CO.

#1 & BTR. GREEN DOUGLAS FIR*
 Sizes up to 20"x 20"
 Lengths to 40'

NOW STOCKING: DOUGLAS FIR TRU-DRY™ TIMBERS
 EXCLUSIVE DISTRIBUTORS FOR: LA, OK, TX

#1 & BTR. WESTERN RED CEDAR*
 Sizes up to 16"x 16"
 Lengths to 32'

OAK TIMBERS*
 Sizes up to 12"x 12"
 Lengths to 20'

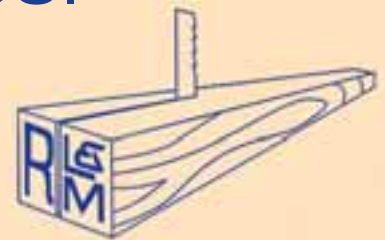
COMPLETE MILLING FACILITY

CUSTOM PATTERNS
 RAFTER TAILS
 BARGE DECKING
 TRAILER FLOORING
 CORBELS
 SURFACING

RESAW BOARDS & DIMENSION
 RIP BOARDS & DIMENSION
 TANK CRADLES
 MOST SYP PATTERNS
 PRECISION END TRIM
 SAW TEXTURE



Sales team includes: Jamie Hursh, Bobby Crowley and David Bratcher



A 16' Cedar timber is being processed at the band resaw.

***LARGER SIZES AVAILABLE UPON REQUEST**

Any Questions Please call

For Sales

Call: (214) 358-2314/ Toll Free 877-318-5261

Fax: (214) 358-2383

SERVING THE SOUTH SINCE 1949

www.timbersonline.com

OLD TOWN Fires Up New Boiler Project



David McCullough, kiln operator, Thom Smith, kiln, boiler and green sorter supervisor, and Dan Dauphinee, operations manager, stand in front of Old Town Lumber's new Hurst boiler.



A sampling of the wide variety of Eastern White Pine products available from Old Town Lumber Co.



Neil Chadbourne, planer mill supervisor, Mary Merrill, administration, and Tom Jenkins, sales manager, at the office.

Kenduskeag, Maine—Old Town Lumber Co., located here, continues to meet the challenges that are a part of the forest products industry. Early in 2007, the leading manufacturer of Eastern White Pine products completed installation of a new wood-fired boiler to power their kiln drying operations.

By ending their reliance on fuel oil, Old Town is now in a much stronger competitive position in what continues to be a very competitive Eastern White Pine market. The installation was carried out through a joint effort between Old Town's maintenance and operations staff and Dave Nichols of Technical Services.

The 200-horsepower Hurst boiler will require approximately 4,500 tons of fiber per year to run. The fiber, which is currently already being generated by Old Town, will be primarily a combination of sawdust and dry wood chips. Ongoing supervision of the boiler facility will be the responsibility of Thom Smith. In addition to the boiler operations, he also oversees the green sorter and kiln dry-

ing for the mill.

According to Smith, "The new boiler will require a more intense level of supervision and increased coordination regarding the fuel mix, boiler demand and kiln schedules... but, it will be well worth the extra effort considering the benefits of being more cost effective."

Operations Manager Dan Dauphinee, who is heavily involved in the task of managing the company's entire energy requirements commented on the significance of the boiler project. "In the last several years as energy prices have escalated, the decision to become more self-sufficient using wood byproducts has become a 'how soon,' not an 'if' decision. Several hundred thousand gallons of oil per year have been replaced by wood chips and sawdust generated by our own operations. Dave Nichols and Hurst Boiler have been excellent contractors to work with during the installation and start up."

Old Town Lumber Co. is owned by Jonathan French, who noted, "I was happy with the way Technical Services

and our own people worked together to get the job done in a timely fashion. With the wood boiler now carrying the load, it is nice to not have to worry about timing the purchase of oil futures for the coming year." Despite the current difficult market conditions for Eastern White Pine sawmills, completion of the project allows management and ownership to look to the future with much greater confidence.

Although Old Town customers will not see any change in the mix of products, the quality of products, or quality of service as a result of the improvements at the mill, Sales Manager Tom Jenkins still thinks that they will benefit.

"Part of what we offer to customers is very consistent reliability," Jenkins said. "These are uncertain times in our industry. However, we have now taken an important step to help assure our ongoing position as a strong and reliable supplier in the marketplace."

Speaking of reliability, customers can continue to rely on two key long-term employees at the planer mill facility in Kenduskeag. Mary Merrill and Neil Chadbourne, with 20 and 17 years of

service respectively, continue to do all the things, big and small, that help make doing business with Old Town an easy choice for customers. Ed Boyles, another long-term employee also with 20 years of service, continues to supervise the sawmill end of the operation.

Old Town products include the complete assortment of NELMA board grades in S4S stock in both 4/4 and 5/4 thicknesses. Additionally, they offer an unequalled assortment of paneling, siding and specialty items. Old Town's Eastern White Pine products are sold throughout the U.S. and Canada by wholesalers and distributors who demand quality and cater to brand-name loyal customers.

Jenkins adds, "We would like to take this opportunity to thank our current customers for choosing to do business with us. We encourage all customers, both current and future, to visit our Booth No. 365 at the upcoming 2007 NAWLA Traders Market®."

NOW AVAILABLE

CYPRESS DECKING

"THE SOUTHERN CEDAR"

5/4 X 6 KILN DRIED AFTER TREATMENT*

25 YEAR WARRANTY**

CLEAR TREATED FOR NATURAL APPEARANCE

(will accept stain)

***Wolmanized® L3 Outdoor Wood**

****above ground use only**

PLANTATION CYPRESS™

CUSTOM LUMBER MANUFACTURING

800-633-0906 CHUCK HARRIS OR JANE FULLER

www.PlantationCypress.com

Custom Lumber Manufacturing Co. 334-793-1527



Loblolly Industries Enters EWP Market With SCRIMTEC™

Meridian, Miss.—Loblolly Industries, LLC, a wholly owned subsidiary of Shuqualak Lumber Company, began construction of a new EWP (Engineered Wood Products) plant here recently. The plant, situated on a 260-acre parcel of land, is scheduled to be complete and on line in the first quarter of 2009, and will manufacture an innovative new header, beam, and column product known as Scrimtec™.

Scrimtec is a high-strength structural product that is manufactured from first thinnings of Southern Yellow Pine trees. This source of fiber, most frequently used for pulpwood, has been undervalued in the recent past, representing a poor return for landowners. Given that there are over 14 million acres of Pine plantations in the states of Mississippi and Alabama, there is no shortage of supply of first thinnings.

The raw material used for Scrimtec is crushed and scrimmed, rather than peeled, then dried, resinated and pressed using a proprietary steam process. The resulting product is a stable structural beam or column, which, due to its unique texture, can be finished architecturally. Scrimtec will be a cost-effective, competitive product to LVL (laminated veneer lumber), glulam, and PSL (parallel-strand lumber), with strength properties rivaling the strongest of these. Scrimtec will also be used in industrial applications where high strength, consistency, and durability are desired.

At capacity, the first Scrimtec plant will employ approximately 204 people directly, and an additional 170 people indirectly. The Meridian, Miss., location was selected due to its proximity to raw materials, transportation, educational facilities and available labor resources.

Biographies of Key Executives

William Anderson Thomas, Jr., President and CEO

Anderson Thomas has led the due diligence efforts for the Loblolly Industries, LLC, Scrimtec project and will continue as Loblolly's lead executive. He has worked for Shuqualak Lumber Company, Inc., Loblolly's parent company, since 1989.

Thomas has continued a long Shuqualak Lumber Company, Inc., tradition of leadership within the forest products industry through participation in a number of organizations. He is a member of the Mississippi Lumber Manufacturers Assoc. (MLMA), and has served as past president, vice president, secretary-treasurer and director. He is the third-generation of his family to serve as president of the MLMA.

Recently, Thomas achieved membership in the Young Presidents' Organization (YPO), an organization of distinguished corporate leaders striving to provide its members with peer-to-peer experiences designed to promote business and personal success.

Kevin Rooney, Director of Sales and Marketing

Kevin Rooney joined Loblolly in June 2007, bringing with him over 30 years of industry experience along with nearly 20 years of relevant sales and marketing experience in EWP. Rooney has served as Engineered Wood Products Manager for Cedar Creek Wholesale where he launched a new EWP program for expansion locations in Texas. In addition, he has represented both manufacturers and distributors of EWP, including Hager Distribution, Roseburg Forest Products Co., Willamette Industries, Inc. and Trus Joist Corporation.

Mike White, Plant Manager

Mike White joined Loblolly in November 2006 and is highly qualified with a 27-year career in the forest products industry. He has developed considerable experience in the operation of plywood, lumber, composite lumber, laminated veneer lumber and OSB (oriented strand board) facilities.

White has spent the majority of his career with International Paper Co., covering almost every area of EWP manufacturing, which represented an approximately \$1.6 billion division. Within the industry, White has a strong reputation as an effective manager with accomplishments including the green-field start up of the Jefferson, Texas, OSB plant. In that start-up, he was



Personnel at Loblolly Industries' new Scrimtec plant in Meridian, Miss., include Kevin Rooney, director of sales and marketing; Dr. Dan Seale, consultant; Leigh Jones, corporate administrator; Anderson Thomas, president; Bobby White, process controls engineer; Belinda Bonner, director of human resources; and Mike White, plant engineer.

responsible for the hiring and training of a new workforce and developing maintenance and training programs.

Dr. Dan Seale, Consultant

Dr. Dan Seale is currently assisting Loblolly Industries, LLC, as a technical consultant. He is employed as a professor in the Forest Products Laboratory at Mississippi State University, where he has served for 26 years.

Seale has published numerous articles related to many facets of the forest products industry and holds a patent on a panel product. He managed the Mississippi Land, Water and Timber Resources Board grant project. He led the research effort at MSU to make high strength EWP, using Pine plantation thinnings and employing TimTek production technology.

Once the process was defined, he managed the production and quality control of the Scrimtec product, submitted for code approval. During the code beam production and submittal process, he pioneered the use of X-ray equipment for grading and quality control purposes.

Bobby White, Process Control Engineer

Bobby White joined Loblolly Industries, LLC, in January 2007. His background includes 25 years as a process control engineer or electrical manager, most recently with Chester Wood Products. A significant portion of his career was spent at International Paper and Mitek, a LVL manufacturer. White's 30-year career in the forest industry includes lumber, plywood, LVL and OSB.

Belinda C. Bonner, Director of Human Resources

Belinda Bonner joined Loblolly Industries, LLC, in February 2007, bringing with her over 25 years of human resources experience. Prior to joining Loblolly, Bonner served as Human Resource Manager and Corporate Human Resource Generalist at Pioneer, Inc., an automotive aftermarket distributor located in Meridian, Miss.

Color Coated White Cedar Shingles...

Waska Cedar Shingles and Olympic Paint and Stains; together to offer you beautiful cedar products.

We offer everything from cedar laths & fence boards, to R&R color coated shingles including Weathering Stain™ "Bleached" shingles and a wide array of Machinecoat™ colors.



At Waska, all of our products are entirely manufactured, from start to finish, right here in our facilities. From the log selection to the sawing process, from the packaging to the dry kiln, right up to the coating application in our own state of the art painting facility. We check and double-check each Waska product until they meet our high standard of uncompromising quality.


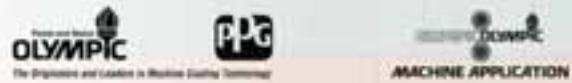
Our top priority has always been and will always be to offer our valued customer the very best product on the market.

When you see the Waska name, you know you are guaranteed the finest product.

For more information, contact us at:

Toll Free: 1-877-992-2152
E-mail: waska@nbnet.nb.ca
Web Site: www.waska.nb.ca

Waska's Factory Coated & Bleached Shingles

*2 coats over primed surface

A.W. STILES CONTRACTORS—Quality Work You Can Count On

By Terry Miller



A.W. Stiles Contractors installed this new main steam line to kilns from a new boiler.



Employees of A.W. Stiles remove a track kiln in order to relocate it to another location.



A.W. Stiles Contractors also install track kilns at various locations.

McMinnville, Tenn.—In the lumber business, dry kilns and predryers at some point and time will need to be repaired or upgraded, and finding a good repairman is a necessity. A.W. Stiles Contractors has set itself apart from the pack by being readily available when a company's dry kilns or predryers need to be worked on.

With three different crews, the A.W. Stiles team of 19 employees can cover a lot of ground and do a lot of work quickly.

"We have worked in 19 different states. It keeps growing every year and we'll go coast to coast," said Tommy Stiles, president of the company. "Lumber companies that have dry kilns and predryers will need to have repairs. They have to be maintained and customers rely on us to take care of them. Not everybody's got the equipment, manpower, or the knowledge to do that type of work, but we do. We are an aftermarket specialist in this line of work."

"It's been a huge asset to have over 30 years of experience and to gain the many different customers trust and respect," Stiles said. "You only get repeat business if you're doing a good job. In this industry, everybody seems to know everybody and word spreads about who does a good job. In fact, most of our

new customers come from referrals from other customers. This to me is a good sign that we are doing a good job. I feel like our record speaks for itself, and we strive to make sure that our customers are satisfied with the work we do."

The company is not only backed by experience and knowledge, but it is a "one stop shop," so to speak. "We do it all from A to Z. We go in there after the kiln has been shut down, and get the job done. We bring the proper equipment and experienced people to get the job done as fast and efficiently as possible to keep downtime to a minimum.

"There are always scheduled maintenance, repairs, and modifications that need to be done to dry kilns," Stiles said. "The list is very long, but here are a few of the most common jobs that we do."

Those services include:

Apply kiln and predryer protective coatings; Door repair and replacements; Dry kiln and Predryer roof replacements; Construct and install heating coils; Complete steam line installations; Power Venting; Walnut steamer installations; Relocation of existing dry kilns.

Drying processes have changed throughout the years. For example, in years past, the highest percentage of mills manufactured primarily oak. Today,

diversity rules, especially in regard to wood species.

At this time, about 80 percent of the company's customers are hardwood and the balance is in the Softwood lumber industry.

"It's a revolving cycle and there are still a few companies that manufacture one species of lumber, but not many," Stiles said. "We go in and change the kilns for what their market is today. For instance, with maple and poplar you can dry it fast, compared to oak which is slow and easy. If your kilns were built 20 years ago for oak and you are drying maple today, you're really shooting yourself in the foot by not modernizing your kilns. Install the proper amount of vents, heat, and wind-flow. Your drying time per charge of lumber will be less, and a lot brighter which makes it a lot more attractive for your customers."

Tommy's father, A. W., founded the company that bears his name in the 1970s. "Since that time, we have done everything imaginable to the dry kilns. We started out by only coating the kilns. However, as time went by, we started doing more and more in the lumber dry kiln industry. We have the capacity to build new kilns. We built 6 (95,000 BF capacity) kilns from the ground up for Mayfield Lumber Company in

McMinnville, Tenn.," said Stiles. "However, at this time, building new kilns is not our focus. There are plenty of people out there who can build the new kilns. We want to take care of the older kilns that need repairs."

Stiles is a former professional bass fisherman. For 5 years, he competed against the best of the best bass fishermen the world had to offer. "My career highlight was 2003 when I qualified and fished the Bass Masters Classic in New Orleans, La. This is the equivalent of the Super bowl of bass fishing," Tommy Stiles said. Only 50 people per year qualify to fish this event. "I have been very fortunate, I had some sponsors backing me while I got to fish in bass tournaments from Florida to California. However, with my regular dry kiln repair job and fishing all over the country, my time at home with my family was less and less. Therefore, in 2005, I made the decision to stop fishing the tournaments."

Those companies that need their dry kiln or predryer repaired are sure glad he chose the lumber business. Because when a dry kiln repairman is needed—you need to look no further for one you can depend on.

THINK STACKING STICKS

THINK ... IRON S I ICK

The most DURABLE and COST EFFECTIVE kiln stick on the market

- Ideal for **HARDWOODS & SOFTWOODS**
- Made from the **HARDEST** species
Ipe - Macaranduba - Cumaru
- **MUCH HARDER** than Apitong-Keruing, Ash or Oak
- Manufactured **FLAT** and **FLUTED**
- **FLUTED** contacts only 16.5% of the lumber **REDUCING SIGNIFICANTLY** the chance of sticker stain or shadow

Toll-Free: 866-452-8622 - imports@downesandreader.com



TEAL-JONES Opens Up New Markets



The Teal-Jones Group, headquartered in Surrey, B.C., owns and manages renewable timber resources and sustainable logging operations such as this one.



Teal-Jones offers decking packages such as these for their customers.



Some Teal-Jones kiln-dried Douglas Fir timbers are pictured.

Surrey, B.C.—The Teal-Jones Group has four corporate divisions, including Forestry and Log Supply, Red Cedar Shakes, Shingles and Sidewalls, Red Cedar and Whitewood Lumber, and owns and manages renewable timber resources, sustainable logging operations, specialty sawmill, planer mill and state-of-the-art manufacturing plants that support a global sales network.

Forestry and Log Supply operations currently span many coastal regions. The company also holds a tree-farm license of coastal timber to be managed and maintained on behalf of the government for a minimum of 25 years. This entitlement entrenches the Teal-Jones Group as one of the largest private forestry firms on Canada's West Coast.

Teal Cedar division of the Teal-Jones Group is one of the largest shake and shingle producers in the world, operating from four major facilities throughout the province.

The Red Cedar Lumber Division operates as Teal Cedar Lumber and specializes in top-quality Western Red Cedar Appearance Timbers, premium finished products, clear timbers and ready-for-remanufacture lumber for some of the

world's select distributors, exporters and remanufacturers.

Whitewood lumber (Hemlock, Douglas Fir and Sitka Spruce) is produced at J.S. Jones and Stag Timber sawmills, located side by side at the Surrey site.

J.S. Jones is the company's newest sawmill, now in its third year of full production. The highly efficient small log mill was designed for maximum lumber recovery and production. During the start-up phase, the mill relied heavily on the strong U.S. housing market and produced a consistent volume of green Douglas Fir and Hemlock dimension lumber.

Today, the mill has not produced green dimension for more than a year and a half. The transition started with increased value extraction after making the decision to kiln dry all 2-inch dimension rough lumber. Manufacturing a high percentage of 22-foot and 24-foot length and then extracting MSR, lamination stock and square edge home center grades soon followed. As more options for offshore finished products were examined, cutting specifications in the sawmill began to change from 2-inch dimension cutting to new sizes and in-house grades. Log sorting and bucking specifically for these new products was key to the success. "The right log for the right product is fundamental to realizing a

quality finished product," coined company owners Tom and Dick Jones. "Our father taught us that before we started school."

Drawing from more than 25 years of successful offshore experience at Stag Timber, the company's large log sawmill the transition to a value-driven product focus was also made easier. By talking with the Stag Timber customers, it became apparent that the quality of the J.S. Jones log diet was suitable for many offshore markets. Custom pressure treated products for decking and landscaping, a range of sizes of crating and packaging material, traditional Japanese home construction and lamination stock in metric sizes all proved to be products that suited the mill's design and log supply.

With this successful evolution of product mix from dimension lumber to offshore specialties, the company is now re-evaluating many opportunities in the North American market.

Currently a timber deck is being installed in the J.S. Jones sawmill and additional custom pressure treating and timber kiln-drying agreements are in place.

By directing the larger diameter logs to the new timber deck, the current production of 4x4, 6, 8, 10 and 12 timbers will then be complemented with 6-inch and 8-inch lines and larger sizes can be produced at the Stag Timber mill to fill out a

customer's total specification.

"Whether it's pressure treated Hemlock landscape timbers and decking or kiln-dried Douglas Fir FOHC architectural grade timbers, the Teal-Jones Group will be able to supply," said Art Barker, a long-time sales representative for J.S. Jones.

New planer capacity at the Surrey facility has been designed with an in-line resaw and profile capability. Pattern stock, three types of radius edge decking, fascia and trim are all products that the company now considers right from the point of harvesting the timber.

Recently, Canadian Sitka Spruce strength class ratings have also been revised by the American Lumber Standards (ALS) board. The first cut of 2x8, 10 and 12 in lengths heavy to 22-foot and 24-foot, grade stamped for structural purposes is planned for the fall.

"We've cut Sitka Spruce in the past and received a lot of great feedback from our customers," commented Paul Saini, J.S. Jones sales representative. "The problem was we were limited to narrows for plate stock. The new strength classifications are going to open up a whole new market for us."

[Visit Us At Booth No. 103](#)



ISIS

ISIS Wood Products Inventory/Sales and Production Software

For...

Sawmills • Secondary Manufacturers • Wholesale/Distributors
Flooring Manufacturers • Moulding & Millworks •
Hardwood Dimension Mills



Easy to use and learn

Even your most computer illiterate sales person will quickly feel like a computer pro accessing all their relevant data while on the phone taking an order... Just ask our illiterate salesguy.



Easily configured & modified

Customers get a system the way they want it... Quickly and at a Reasonable Cost. ISIS doesn't believe you should have to change the way you do business to fit your inventory system.



The ISIS implementation team

At every position the 11 person ISIS team is the strongest collection of lumber industry software development and implementation personnel ever assembled.

2007 NAWLA Traders Market

Come look us up at the
2007 NAWLA Traders Market
in Dallas. Booth #522.



It's dipped, dried, trimmed, stained, and sealed New Line of Wood Fencing Introduced by SIERRA CEDAR



The sawmill at Sierra Cedar Products, located in Marysville, Calif., is designed particularly for small-diameter Cedar logs.



Sierra Cedar recently introduced a line of high-concept fence boards that are manufactured at the firm's California site.



Unstained/natural condition Cedar is stacked and ready for market at Sierra Cedar.

Olivehurst, Calif.—"When wholesalers think of desirable wood fencing," said Jim Haas, "we want them to think of Sierra Cedar Products." To that end, the company recently introduced a line of high-concept fence boards.

Sierra Cedar Products, LLC, has been profiled previously in *The Softwood Forest Products Buyer*. Based in Marysville and the western foothills of the Sierra Nevada mountains north of Sacramento, Sierra Cedar was purchased by Soper-Wheeler Co., a venerable California firm whose experience in forest products dates back more than a century.

Jim Haas, president and chief executive officer (CEO) of Sierra Cedar, explained that his company was formed in 2005 to take advantage of the locally available supply of an under-appreciated species, Incense Cedar. "This wood has qualities ideal for fence boards. We acquired a custom sawmill designed particularly for small-diameter Cedar logs."

Since its founding, Sierra Cedar has expanded its offerings to include other species, including Chinese Fir, Radiata Pine from Chile, and tropical hardwoods. But, Haas emphasized, "Our focus is on fencing."

Haas expects his new Heartwood Fencing line will interest distributors throughout the West, and his definition of "West" extends to the Mississippi River Valley and beyond.

"We have a fence innovation that we believe is unique. Homeowners like it for its attractive appearance; dealers like it for its longer shelf life and for the high level of customer satisfaction," he said.

The line is called Heartwood Fencing because it has characteristics of all-heartwood grades, yet it is made from less expensive lumber.

Buyers can choose between Incense Cedar and Whitewood (various western softwoods), typically 6-foot lengths of 1x4s, 1x6s, and 1x8s, along with 2x4 rails. This wood is dipped, dried, trimmed, stained and sealed. The result is fencing with consistent color and resistance to organisms that harm the appearance of wood.

There are five main steps in the production process, each providing a useful feature.

Dipped. All fence boards are treated with AntiBlu® XP, an anti-sapstain solution that also imparts mold resistance. Rather than being hit with a light coating as they pass through a sprayer,

Heartwood fence boards are dipped in a bath of the solution, allowing for greater absorption of the liquid. Three active organic pesticides provide for cleaner, more appealing wood in store inventories, and the benefits carry over to installed fences.

Dried. Boards are then air-seasoned, giving the protective chemicals time to become embedded in the wood before the next step. Perhaps more important, drying at the production facility reduces the warping that can occur in a dealer's store or a homeowner's fence when wood dries there.

Trimmed. Fence boards are precision end-trimmed for uniform, square edges. Tops can be straight or dog-eared.

Stained. Boards are individually stained on all surfaces, using one of three colors. Most popular is Redwood. Also available are Sierra Cinnamon, Sahara Gold, and a clear coating. The stains provide an even color to the wood. They also contain a fungicidal ingredient for extra protection against deterioration.

Sprayed. Finally, both ends of the boards are sprayed with H₂O Block. In use, fence boards are oriented vertically where end grain, especially at the skyward end, is vulnerable to moisture dam-

age from precipitation. H₂O Block is a sealer that inhibits entrance of water. It, too, contains a mild fungicide.

The sapstain control, stain, and sealer are all products of Arch Wood Protection, Inc., an international company with expertise in wood preservation and antimicrobial products.

Fencing is then packaged in self-contained bunks bound by plastic straps with corner protectors. Paper wrapping is available. Units are shipped by truck or rail as appropriate.

"Our Heartwood Fencing is an attractive product with benefits beyond its good looks." Adds Haas, "Distributors get a product that remains marketable for a longer period than typical wood fencing."

More information is available from Sierra Cedar Products, 530-741-8090, www.sierracedarproductsllc.com.

**Please Visit Us At
Booth No. 164**

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 an 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 board.

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, "greener" coatings. We answered 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, it's hard to beat Ze-VO. Call us to find out how to get Ze-VO for your siding or trim program.

PrimeTECH Coating Systems

Member:



Contact: Dennis Connelly 508.320.4900 or dconnelly@goprimech.com

See us in Booth #141

Visit: www.zevotechnology.com



Clean Planet Coating Technology™

800.458.5775

ISIS Conquers Sawmills' Inventory Software Market; Now Concentrates On Wholesale/Distributors And Wood Manufacturers



industry manufacturing capabilities that had the flexibility to be re-configured to meet the individual, bill of materials, costing, production scheduling, work order requirements of growth orientated wood manufacturers.

even more important factor. ISIS sawmill customers like Wynndel Box & Lumber of Wynndel, B.C., have greatly enhanced the control of their inventory by installing wireless touchscreens and handhelds. Key to this investment was making their yard wireless. Wynndel inexpensively and effectively accomplished this by one of its own employees.

In just three years, ISIS has become the leading supplier of lumber inventory/sales and production software to sawmills and remanufacturers. ISIS is now close to conquering two new markets: wholesale/distributors, and wood manufacturers including moulding and millwork companies.

In that time ISIS has quietly become a major supplier of inventory/sales software for wood products companies, growing to 50 customers. The 50 ISIS customers include both Softwood and hardwood sawmills, remanufacturers, wholesalers, exporters/importers, wholesale/distributors, moulding and millwork companies.

Over the past year ISIS has made significant inroads with wood products companies that do light manufacturing. ISIS's background in remanufacturing was instrumental in this success. But it was the flexibility of the ISIS software in meeting the unique needs of wood product manufacturers that helped ISIS sign moulding/millwork companies, like Sunset Moulding Company and Cascade Wood Products, as well as cross arm manufacturers such as Dis-Tran Wood Products and Brooks Manufacturing Co., and hardwood dimension mills such as Kretz Lumber Company. For manufacturers the motivation to move to ISIS has been more about finding a modern system with wood

Making inroads with wholesalers was somewhat easier for ISIS. An ISIS claim to fame has always been its easy-to-use sales system. Needing more than a "cool sales system," ISIS responded to the demands of wholesalers and wrote an accounting system. The ISIS accounting was written for and with input from two southern wholesale organizations, Tomball Forest of Tomball, Texas, and Southland Wood Products a division of Griffin Lumber Company in Cordele, Georgia. To meet the accounting needs of larger wood products companies ISIS has developed a close relationship with InterDyn a leading supplier of Microsoft Great Plains accounting software. ISIS also added a whole new transportation module. ISIS remanufacturing background has put it in good stead in meeting the needs of wholesale/distributors that do a lot of value-added-processing-to-order.

ISIS data collection solutions have been a major factor behind ISIS success with its traditional markets of sawmills and remanufacturers. According to Terry Neal, ISIS director of sales, the motivation for sawmills especially to upgrade their inventory systems has been driven by the quality and cost effectiveness of ISIS data collection products such as touch screens, handhelds and tag printers. The inexpensiveness and ease of going wireless is an

ISIS has shown its commitment to wood industry manufacturers with the successful implementation of its "Mill Preventative Maintenance, Purchasing and Supplies Inventory System." With input from two ISIS customers, the Price Companies of Monticello, Ark., and Columbia Vista Corporation of Vancouver, Wash., ISIS has developed an easy-to-use, inexpensive, full featured mill preventative maintenance management system.

ISIS commitment to staying on current Microsoft technology is another reason for the success of ISIS. ISIS is written in the leading edge Microsoft.Net programming language Visual Studio2005 and uses the Microsoft SQLServer 2005 database. According to Randy Strutin, ISIS chief programmer, "Visual Studio2005 allows ISIS to quickly and inexpensively modify our software to fit individual customer's unique requirements." Strutin added, "unlike some of our competitors we do not believe companies should have to change the way they do business to fit their inventory system."

While ISIS is relatively new, all the ISIS staff come from successful backgrounds in the business of supplying, implementing or using wood product inventory/sales


systems. Neal boldly proclaims "at every position the 11-person ISIS team is the strongest collection of lumber industry software development and implementation personnel ever assembled."

Neal added, "Most of our customers make a point of telling me that it was ease of use of ISIS that first hooked them, but it was the strength and knowledge of the ISIS implementation and programming staff that swayed their decision to license ISIS" (and not the charming sales guy).

According to Randy Strutin the chief programmer and president of ISIS, "We are building a company for the long run and we have the experience to pull it off. In striving to become the dominant supplier of inventory software to the wood products industry we have made very calculated and controlled moves. We know first hand the downside of becoming over extended."

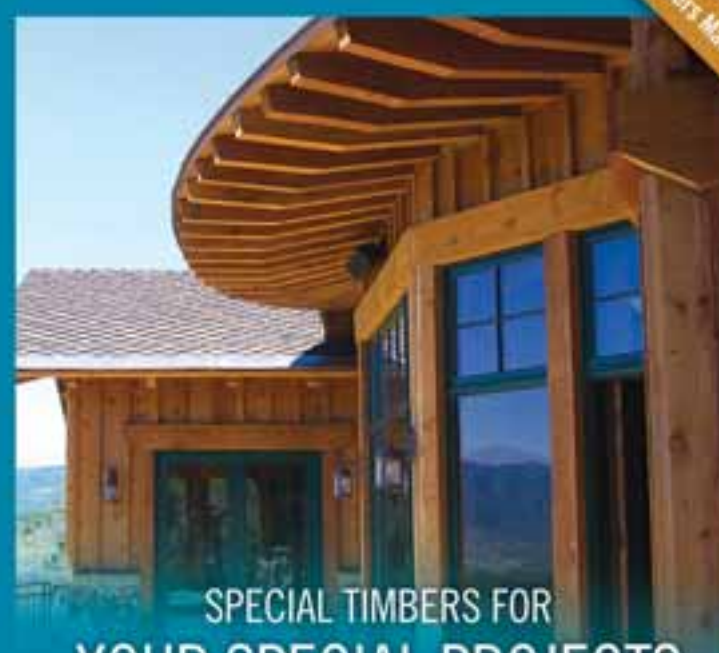
For more information about ISIS go to their web site www.isiswood.com.

Come look us up at the 2007 NAWLA Traders Market in Dallas. Booth #522.



**THE BEAUTY OF
PORT ORFORD CEDAR**


With the wonderful scent of a cedar, the strength of Douglas Fir, and a beautiful light color that can be stained to fit any décor, Port Orford Cedar is the perfect choice from paneling on the inside, to decking and timbers on the outside. Port Orford Cedar is the ideal wood that outclasses all others in natural beauty, versatility and rugged durability. Its only limit is your imagination!



**SPECIAL TIMBERS FOR
YOUR SPECIAL PROJECTS**

Beautiful, clean and blemish-free, our Premium Exposed™ Rough Timbers are the materials you need. We offer architectural, structural or landscape timbers made from Douglas Fir, Port Orford Cedar or Incense Cedar.

Come see us at the NAWLA Traders Market Booth #121



**C&D
LUMBER CO.**

Great People. Great Products. Great Customers.

For more information about ordering our Premium Exposed™ Rough Timbers or Port Orford Cedar, please give us a call at (541) 874-2241 or visit us online at www.cdlumber.com.

DURGIN & CROWELL Launches New Paneling/Flooring Product

By Terry Miller



Chuck Gaede and B Manning handle sales for Durgin and Crowell Lumber Co. in New London, N.H.



Chemists and technicians spent countless hours preparing the best solutions by using test stages prior to Durgin & Crowell's release of the Enhanced products.



Durgin & Crowell's Enhanced Paneling and Flooring travels through an 8-head profile sander before being processed in the Delle Vedove vacuum coated UV curable paint machine.

New London, N.H.—Durgin and Crowell Lumber Co., located here, has thrived during its 31 years in operation as a manufacturer of Eastern White Pine (EWP) products due to the firm's ability to recognize and meet the ever-changing needs of an ever-changing lumber industry.

The company continues to build on its success by introducing its new product line of Enhance Paneling and Flooring. Much more than just another coating, Enhance combines the latest technology in vacuum coating with the first of its kind pulsating UV drying. The pulsating dryer eliminates any of the problems associated with excess heat. The end result is a completely coated UV finish, free of all harmful VOC'S, more scratch resistant, with less yellowing than has been available. An in line eight-head profile sander softens the surface to accept the coating and eliminate any defects from dressing. The end result is a completely finished product ready to install.

All Enhance paneling and flooring is wrapped, bar coded and staged for shipment in a 135,000-square-foot distribution center, and all loads are kept under cover and loaded under cover to protect the material from negative side effects of the weather.

Manning noted specific steps taken at the firm to address and overcome these EWP

issues in regard to production of Enhance products.

First, torn grain around the knots on EWP has routinely presented problems in the production of this species. At Durgin and Crowell, computer guided lasers accurately measure and maintain target size, and a usage of a modern fully equipped filing room has virtually eliminated the issue of torn grains.

Consistency in EWP grade has been achieved with the installation of the first fully automated grader in North America for this wood species. Durgin and Crowell uses this Finnish Grader, which is commonly utilized throughout Europe due to the fact that is so advanced.

Durgin and Crowell also utilizes smaller dry kilns than most mills in order to offset the challenges involved with drying EWP. The firm sorts the lumber prior to drying it to achieve a uniform product. Manning stated that the more uniform the lumber is going into the kiln, the better its chances of remaining uniform as it leaves the kilns.

Two inline Wagner moisture meters perform final moisture inspection. Each of the boards at Durgin and Crowell has 100 percent of its surface area checked for moisture prior to dressing. This not only eliminates "wet" boards, but also identifies small water pockets that are difficult to see, yet can cause many problems in the prod-

uct.

Manning added that all pattern stock at the firm is dressed with a Weinig/Waco 30XL Moulder, which is uniquely designed to run Softwood paneling. Durgin and Crowell's fully computer-controlled grinding shop performs all knife grinding, and consistency among the knives is assured by using Hydro-Lock heads.

Three certified NELMA graders perform final grading at Durgin and Crowell where a special slowdown grading station allows inspection of each individual piece. Manning said that by slowing the feed speed down to one-third, graders have ample time to carry out full inspections.

Established in 1976 by Peter O. Crowell and Arthur Durgin as a small, eight-person rough green sawmill, the company today produces more than 30 million board feet of kiln-dried lumber and dresses Eastern White Pine boards in more than 30 patterns. Durgin and Crowell's growth as a company has been marked not only by increased production, but also by technological improvements in efficiency, quality and safety.

A totally integrated forest resource company, Durgin and Crowell's manufacturing operation includes a modern two-sided sawmill, a woodwaste boiler, aluminum computer controlled dry kilns, state-of-the-art planning and distribution center and an

optimized cut-up shop.

Durgin and Crowell has consistently been an active supporter of both the community in which it is located, and the forest products industry. The company provides education scholarships to graduates of the three local New London high schools, is a major donor to New Hampshire Project Learning Tree and a supporter of the Society for the Protection of New Hampshire Timberlands Owners Assoc., as well as the Northern Logger Assoc. Each of these associations has recognized Durgin and Crowell as the outstanding forest product industry of the year.

Company sales manager B Manning has served as chairman of the grading committee and chairman of the board of directors for the Northeastern Lumber Manufacturing Assoc.

Other members of the sales and marketing department at Durgin and Crowell include Chuck Gaede, sales, Jason Heiser, inventory/trucking and Tracey Gonea, administration. All three staff members are certified NELMA graders and are actively involved in the daily manufacturing process, which better positions them to understand the needs of the company's customers.

Please Visit Us At
Booth No. 133

Trusted Performance...

Proven Results

North America's Largest Manufacturer of Primed Real Wood Exterior Building Products



- Complete Inventory of 1", 5/4, 2" Dimensions up to 24'
- Combed / S4S / ReSawn
- Hand Selected Western SPF
- 10 Year Warranty Against Rot
- Class A Fire Rated Fascia Boards
- 22x8, 2x10 Garage Door Liners
- WRC Primed Board Programs
- WRC Pre-finished Shingles
- ColorGuard™ Coating Systems
- Custom Colors Available



REALTRIM™
YOUR NATURAL TRIM CHOICE

REALPOST™
FROM THE MASTERS OF REAL TRIM

REALCORNER™
FROM THE MASTERS OF REAL TRIM

REALSIDE™
FROM THE MASTERS OF REAL TRIM

REALSOFFIT™
FROM THE MASTERS OF REAL TRIM

Call Your Exterior Building Products Specialists on your next quote of Trim and Fascia, or for sample package of RealTrim products at 1-800-663-9844.

WOODTONE
BUILDING PRODUCTS

1-800-663-9844 www.woodtone.com

TRI-PRO™ CEDAR Purchases Large Log Mill

By Terry Miller



Western Red Cedar is stacked behind Ron Cluster, who is the vice president of procurement at the Oldtown, Idaho, facility for Tri-Pro™ Cedar Products, and general manager of Tri-Pro Forest Products in Orofino, Idaho.

Oldtown, Idaho—In just about any business, commitment plays a vital role. But in the forest products industry commitment is even more important because of supply. At Tri-Pro™ Cedar Products, located here, they have recently invested in a commitment that should keep their customers happy with a continued supply of Cedar.

"We purchased Konkolville Lumber Co. in Orofino, Idaho," said Terry Baker, sales manager of the company. "They have been around since 1947, they've been continuously owned by the Konkol family and they just decided to get out of the business and we were in a position to move forward with a win-win for both parties involved."

The large log sawmill is on one side of Orofino Creek and the dry kilns and planer are on the other and the sorter goes over the creek. The mill is a multi-species operation with the Tri-Pro Cedar team of White Fir, Doug Fir, Spruce and Cedar.

"We acquired the mill for several different reasons," said Ron Cluster, manager.

"One is for the Cedar, the other one was, of course, to diversify our ability in different species. We felt that we needed more diversity and the mill that we purchased would be to have a different product mix, with different species to rely on in case there were changes in the Cedar market. Cedar has been appreciating in price immensely for over 2 years now, which has put tremendous pressure on that species and the products derived from it."

The focus at Tri-Pro will continue to be Cedar, like it has since the company was founded in 1987. The mill will manufacture 7/8 dry Inland boards, some timbers and if they get the right kind of a log, will cut rough green cants for the company's reman plant in Oldtown. The facility, which has rail service capabilities, is equipped with a 6-foot double cut band mill, which feeds a twin band horizontal resaw, that could also feed directly to the edger. The edger is an optimizing board and gang combo edger.

"Once it leaves the edger, the lumber then moves to optimized trim saws," Cluster said. "We will add to the 18-bin sling sorter and add a green chain which will give us an extra 34 sorts of different products. The green chain is really for the 12-foot and shorter lumber coming out of the mill. It has a Newman planer and currently has four kilns, three single

track, one double track."

Under the previous ownership, the mill had a staff of about 100 people that worked two shifts. With Tri-Pro, the mill will move down to one shift and about 60 employees until they get their legs under them and then soon move to a second shift, hopefully within a year. Another new venture Tri-Pro has taken is handling the sales and marketing for Malloy Lumber out of Priest River, Idaho. "Over the last 10 years we have surfaced, graded and shipped Malloy Lumber's Idaho White Pine," Baker said. "The product has been coming here anyway. It will be a natural fit because a lot of our stocking distributors that buy Cedar also purchase Idaho White Pine." The White Pine products handled will include: Utility, Standard, Sterling, Quality and Better, as well as having the capability to run primarily 6-inch and 8-inch pattern, both Sterling and Standard. Tri-Pro Cedar Products is a Cedar manufacturing mill located in the panhandle of Idaho. The Albeni Falls plant is situated on 200 acres of land with access to the BN, as well as truck and van loading capabilities. The company operates ten 70,000 board foot capacity dry kilns, four planers, seven re-saws, and an automat-



The sales staff at Tri-Pro includes Terry Baker, sales manager; and Julie Anderson and Steve Hirst, sales representatives.

ic sticker-ing machine with covered storage holding capacity of over 1 million feet. Currently the firm ships between 3.5 million to 4 million board feet per month.

Tri-Pro, a member of the North American Wholesale Lumber Assoc., manufactures green and kiln-dried Cedar products from state-of-the-art facilities.

Of course, the ultimate commitment is to the customer and providing them with the product and service that they deserve.

"It's always been our philosophy to provide the product when we say it will be shipped and at the same time have multiple products on the loads," Cluster said. "We're providing a full range of product mixes from 1-inch 5/4, 2-inch dimension, all the different patterns, and there's a lot of mixed trucks."

It is that kind of commitment that will keep Tri-Pro Cedar in the forefront for many years to come!



Steve Linton is the operations manager at Tri-Pro Cedar Products.

Please Visit Us At Booth No. 427



Come visit our Mill

Next to the longest gondola ride in the country

Next to the newest PGA golf course in North Idaho

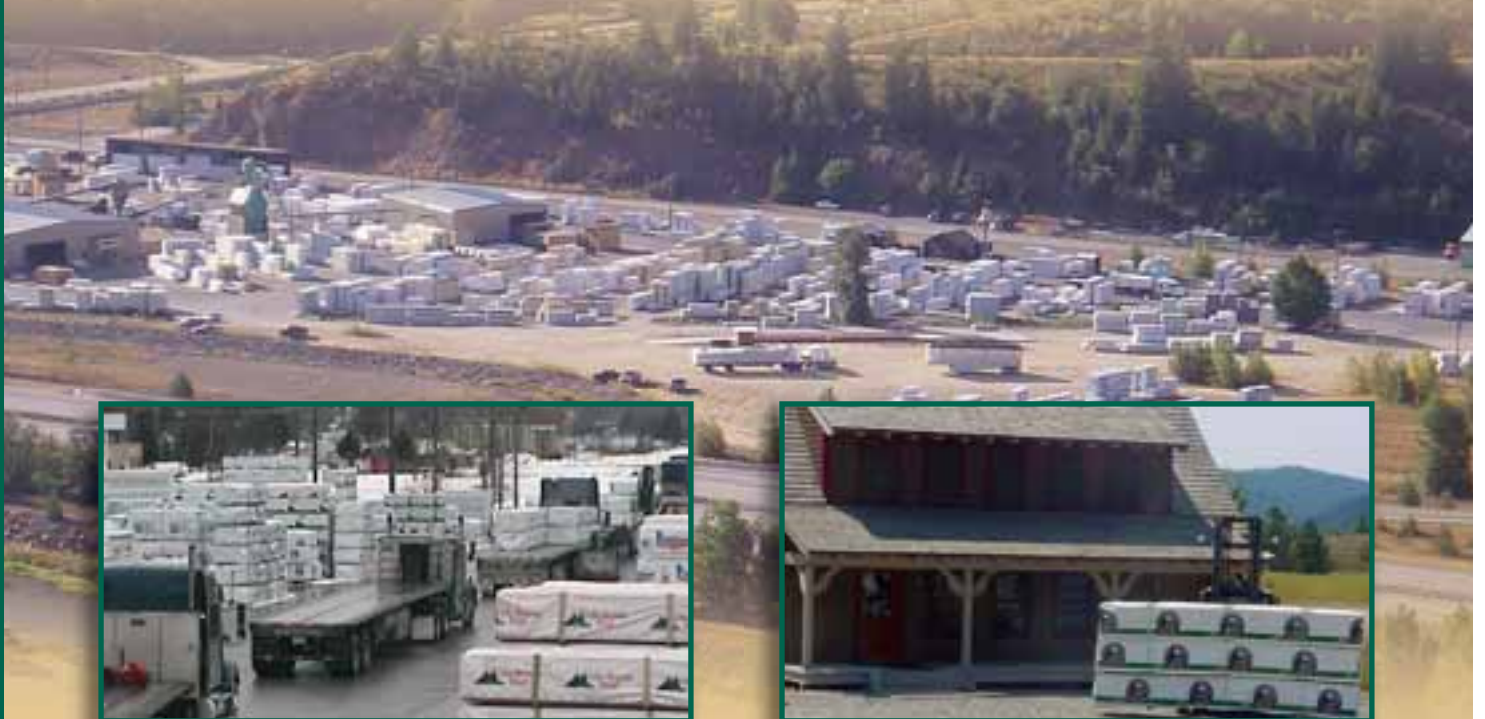
Next to the largest indoor water park west of the Mississippi



Toll free: 1-800-551-6657
www.eneartcedar.com

We make it our business, our only business, to deliver CEDAR the way you want it, when you want it, and in the condition you expect!

- Highly Specified Mixed Truckload Shipments
- Superb Quality Control on all standard & custom products
- Extensive Product & Market Knowledge
- Reliable shipping, precise tracking & on-time delivery



PATTERN STOCK SIDING DECKING TEXTURED TRIM BOARDS DIMENSION & TIMBERS FENCING SHAKES & SHINGLES ESLP PATTERN STOCK ESLP PRIMED FASCIA

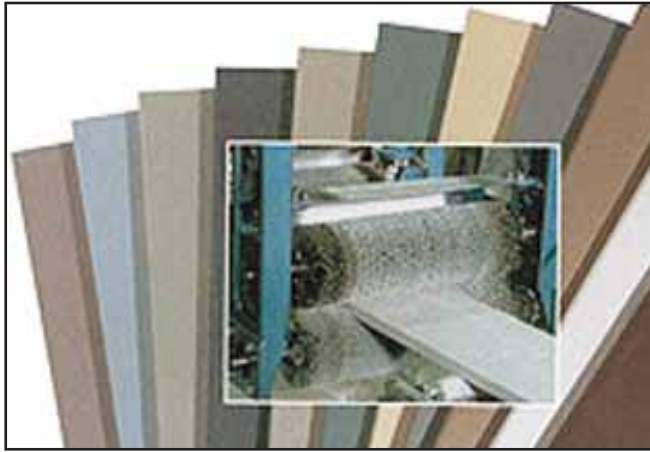
CABOT Broadens Product Offerings



Factory Finish™ is a unique Cabot product specifically developed for coating and protecting wood.

Newburyport, Mass.- Cabot, one of the leaders in wood care for more than 128 years, continues the mission of manufacturing premium quality paints and stains as part of The Valspar Corp. Cabot has become part of Valspar, and joins the company that is the number one manufacturer of wood coatings worldwide, according to Matt Pedrone, division manager for Cabot Factory Finish.

"Cabot now has a unique opportunity to broaden our product offering from the variety of coatings and technology Valspar has available," stated Pedrone. "We have more products and worldwide distribution



Cabot's Factory Finish product is appealing not only for its durability, but also for its versatility.

that will continue to position Cabot as the wood care company."

Cabot products and services have always been rooted in wood care—to protect and beautify wood. Although

new products and alternative materials continue to come to the market, Cabot has remained focused on offering products that meet the needs of the consumer and having the best product available in that region, Pedrone said.

"Government regulations and new VOC laws have continued to be our largest issue in the coatings industry, new laws have regulated the sale of products and not just oil based." Pedrone continues, "Its been a real factor when certain products can not be sold in certain states and that new states will join the new regulations in 2007. It's

tough to know if our dealers and distributors will buy the old products or start stocking the new compliant materials."

Other regulations have affected the types of products used and has increased the demand for Factory Finish™—a unique product developed for coating wood in a factory. The product is available with a 15-year warranty on wood.

"Most lumber distributors are seeing the value in finishing materials prior to installation, it's a better product that saves the builder time and money that ultimately adds sales and profit dollars to the distributor or retailers existing product lines," Pedrone explained.

Cabot will continue to be the premium stain line for Valspar. The marketing campaign "Our Performance is Legendary" was the largest campaign in Cabot's history. The company will continue to bring



Factory Finish is available with a 15-year warranty on wood.

value to its distributors by building the brand. Cabot will be seen in new markets that will help promote the product lines and the Cabot retailer, according to Pedrone. Cabot will continue operations in Newburyport, Mass. The Valspar Corporation, NYSE-(VAL), is headquartered in Minneapolis, Minn.

Please Visit Us At Booth No. 347



TRANSCO MILLS LIMITED

Seventy Years of Excellence

For seventy years Transco Mills has been providing superior roof decking and other decking products to our elite group of clients.



For all your 2", 3" and 4" roof decking needs, call Transco today!

TRANSCO MILLS LIMITED

20030 Stewart Cr, Maple Ridge, British Columbia

Tel: 604-465-1148 Fax: 604-465-7742

E-mail: Info@transcomills.com

QUALITY

DESCHUTES PINE SALES Announces Additions



New to the Malheur/Ochoco team are: Steve Fetrow, sales, Deschutes Pine division; Matt McCoun, who is heading up the firm's new hardwood trading division; Pete McCracken, who is sourcing/remanufacturing clear grades of high-grade West Coast Softwood; and Brad Campbell, sales at Ochoco's Lithuanian mill.

keeps an Inventory of Pine, including paneling and decking in Bend. Call Steve and/or Tim Farrell with any inquiries or questions on Deschutes' Pine products.

Frak Cammack continues to handle DF and Fir/Larch laminating stock. Brad Campbell handles sales from Ochoco's Lithuanian mill into the United States from the Deschutes Pine office.

Changes to Deschutes Pine come as no surprise as Deschutes partnered with Ochoco Lumber in 2005. Ochoco Lumber of Prineville, Ore., a company known for its diverse product line is excited about the additions at Deschutes.

Companies currently part of the Ochoco family include, Malheur Lumber of John Day, Ore., a producer of Ponderosa Pine; Ochoco, West of Boise, Idaho, specializes in contractor sales; Ochoco International Offices, specializes in door components, stair parts, moulding millwork, Pine and Hemlock lumber and hardwood flooring; Ochoco Lumber Chile and Ochoco Lumber East.

Bend, Ore.—Deschutes Pine Sales, a cornerstone in the industry since 1974, announces some exciting new additions.

A hardwoods trading group has been added to the company, which now offers a full line of kiln-dried and green hardwood lumber, dimension, hardwood flooring and Tiger Ply imported hardwood plywood.

New hire Matt McCoun is heading up the division. Matt brings 15 years of hardwood trading experi-

ence to Deschutes.

"Business is done by invitation only. I know if we take care of our suppliers and customers and are willing to go the extra mile, we should continue to earn those invitations," said McCoun.

The company has also branched out to offer a wide range of high-grade West Coast Softwood species to include Douglas Fir, Western Red Cedar and Hemlock. Pete McCracken from Portland has moved to Bend and is sour-

ing and re-manufacturing primarily clear grades in those species. "I have a real passion for these specialty materials," said McCracken. "We are excited to be supplying clear vertical grain products in rough sawn lumber, timbers and value-added products such as paneling and flooring." Deschutes Pine does not stop there. Another new addition to the staff, Steve Fetrow, will be continuing Deschutes Pine sales tradition of supplying quality Pine boards and commons. Deschutes Pine

**Please Visit Us At
Booth No. 428**



Mike Evans is a lumber salesman; Reid Stewart is one of the owners of Keener Lumber Company; and A. Max Gardner is Sales Manager.

**A family owned
state-of-the-art facility
with total control -
Log to Lumber**



This is a view of our three dry kilns at our headquarters in Smithfield, NC

We, at Keener Lumber Company, have two Southern Pine sawmill operations in North Carolina to serve you. One mill is at our headquarters in Smithfield, North Carolina, while our other mill is located in Clinton, North Carolina.

Keener Lumber is Located in Smithfield, NC, on Hwy. 70, just minutes from both I-95 and I-40, in the heart of North Carolina.

SPIB PATTERNS...

- Flooring
- Edge & Center Bead
- Edge & Center V
- Reversible Pattern
- German Siding

WM SERIES MOULDINGS

- Base
- Casing
- Chair Rail
- Crown
- Shoes & Stops

ALSO...

- 4/4 & 5/4 Boards
- Stepping
- Decking
- Timbers



Keener Lumber Company

P.O. Box 2323 • Smithfield, NC 27577

Phone: (919) 934-1087 • Fax (919) 934-9999

Sales Phone (919) 934-3049

e-mail: mgardner@keenerlumber.com

web: www.keenerlumber.com

Visit Us at the Traders Market
at Booth No. 480!

PATTERN • MOULDINGS • BOARDS • STEPPING • DECKING • TIMBERS

Some Problems are Good to Have

Beavercreek, Ore.—When your customers are happy—you are happy. Here's the issue. When customer demand catches up and begins to press your production capabilities, something needs to change.

At Lazy S Lumber, Beavercreek, Ore., "Things began changing in the spring of 2006," general manager Tony Maben said. A new planer line was completed in early 2007 doubling the production. A new dry storage building was completed in mid-2007 adding 20,000 square feet more warehouse space.

Owner Ralph Schmidt said, "Our customers expect us to keep their products clean and dry before shipment. I won't compromise quality products by not putting up buildings."

Todd Fox heads the sales team and Dave Duncan has brought experience and hard work to help expand the sales program.



At Lazy S Lumber in Beavercreek, Ore., the sales manager is Todd Fox.

At Columbia Cedar, Kettle Falls, Wash., the changes began in March 2007.

"More efficient log processing in an ever-tightening log supply is critical," said Ralph. "We feel the pressure every day to get more out of our logs and more into our customers' yards."

With 10 years of operation at Columbia Cedar, it was time to expand the mill to increase production and gain efficiencies.

Phase one began with the purchase of more property to expand the log yard, installing truck scales, adding a 25,000-square-foot dry storage building and installation of a new 35-inch dual ring Nicholson debarker that came on line in September. "The old Rosserhead wasn't keeping up any-

more and the Nicholson will do a cleaner faster job," said Ralph.

With the debarker operating, a new 45 bay-bin sorter and a new automatic sticker stacker are being installed to more efficiently remove rough lumber from the sawmill and prepare it for the kilns. This is expected to be completed by spring of 2008.

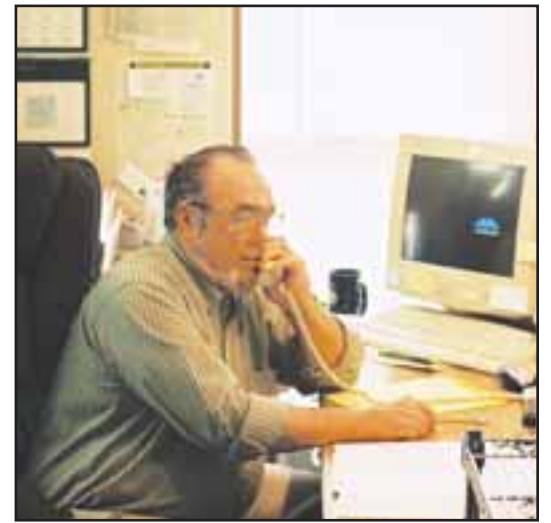
Phase three to begin in April is a small log mill that will be added to the existing sawmill.

"We think that this new equipment will dramatically raise production and allow us to more efficiently process the smaller 6-inch to 12-inch logs with less waste," said Ralph.

He added, "Our customers drive our business and pay the bills. We are very fortunate to have problems like this. It

has been a real challenge this year to secure raw fiber. Steve West has done an outstanding job on the log side and Larry Petree has kept Lazy S supplied as well. We have great people who get to work each day and do their best, from the clean-up crew, green and dry chain workers to purchasing and sales programs, it has been a great team effort. Chris Retherford is sales manager at Columbia Cedar and does a great job for us, when he is not at his desk or on the road for us, he'll have a fishin' pole in his hand luring another big one to the boat."

Lazy S and Columbia Cedar specialize in Tight Knot Western Red Cedar bevel siding, tongue and groove interior paneling and S1S2E 2 face graded



Dave Duncan is a member of the sales team at Lazy S Lumber.

kiln-dried boards.

To fill out the day, Ralph and Merry Schmidt work on the newest business, Panel Crafters, located in White City, Ore. Mike Palmerton and crew produce hardwood panels for cabinet and furniture manufacturers mainly in the western U.S. The company has been in operation for three years and began with a long narrow building and an idea to create a high quality hardwood panel with built-in value to the customer. "It's been a long three years," Ralph said. "The light is starting to shine at the end of the tunnel."

Today, customer support is rapidly increasing and Ralph said with a smile, "I love it when a plan comes together."

**Please Visit Us
At Booth Nos.
146 & 148**



Chris Retherford is sales manager for Columbia Cedar in Kettle Falls, Wash.

Smaller logs? Better lumber.

There's a reason Vaagen Brothers uses small-diameter logs. It's because small logs produce higher quality lumber.

Smaller diameter logs have tighter growth rings and small, tight knots, resulting in wood fiber that is denser, stronger and straighter—quality built in naturally.

(509) 684-5071 // vaagenbros.com

©2006 Vaagen Bros. Lumber.

Vaagen
Brothers Lumber

Dedicated Team, Focus On Product Propels PPG

Pittsburgh, Pa.—As the pioneer and leader in machine applied coatings, PPG Machine Applied Coatings continues to strengthen its position in the lumber and home building industry through continued innovation and superior service.

According to Dave Coleman, national sales manager for PPG Machine Applied Coatings, “Our reputation at PPG has always been one of leadership in this industry. As the industry evolves, we are positioned to remain the market leader. We feel our technological advantages of being a global coatings manufacturer enable us to be at the forefront of machine applied coatings.”

Dave also notes, “We realize that there are other avenues to explore, but our focus and our strong product offering for the lumber and home building industry remains as committed as ever. We work with the industry to provide coatings solutions, as well as programs that are aimed and targeted specifically for its needs. As a market leader, we pride ourselves on our ability to service our customers regardless of whether they are the mill, the machine applicator or the distributor. By developing coatings to meet the specific demands for siding and trim substrates, PPG continues to provide extremely durable coatings that also offer outstanding aesthetics for the right price.”

Craig Combs, market manager for the West agrees, “Without individualized attention, we could not meet the needs of each and every customer.”

In order to provide products to a larger audience, PPG is working on ways to expand its distribution points by looking to the strong network of company owned stores throughout the U.S. Additionally, PPG is increasing its manufacturing capabilities with the addition

of a new plant in Reno, NV coming online in the spring of 2008.

Not only is distribution a key aspect to servicing the customer, the fact that PPG provides outstanding technical service separates them from the competition. Rindy Learn, technical services manager, is always working with the customers to not only solve problems, but also to help the customer become more efficient in their processes.

“When I’m visiting a customer, my focus is on providing that customer with the technical information they require, but also on how PPG can help them improve their efficiencies,” Learn said.

Paul Wilson, director of technology for PPG Architectural Coatings, also agrees.

“When developing products in our lab, we formulate our products to meet the strict demands of the industry while also providing technologies that our customers might not yet be aware of for future endeavors.” Wilson said. “We do not cut corners when developing our products. We cannot afford inferior products in the marketplace and we focus a great deal of attention on getting it right and listening to the feedback provided by our customers.”

Once products are introduced in the marketplace, Liz Singell, telesales manager for PPG, provides the behind-the-scenes support that is critical to successful day-to-day operations for PPG customers.



Dave Coleman, PPG Machine Applied Coatings, Chesapeake, Va.; Craig Combs, PPG Machine Applied Coatings, Medford, Ore.; and Jason Adams, PPG Machine Applied Coatings, Westfield, Mass.

“My priority is to make sure that our customers are serviced properly, everything from daily orders and pricing questions to developing programs and labels that work for their markets. Our customers’ success is my highest priority,” Singell said.

With a first-rate team and commitment to creating superior products, it’s easy to understand why PPG Machine Applied Coatings is a market leader and will continue to do so for many years to come.

For additional information on machine

applied coatings, contact 877-622-4277 or visit www.ppgmachineapplied-coatings.com.

Visit Us At Booth No. 400
At The NAWLA Traders Market®

“The Softwood Buyer gives us the ability to target our customers and potential customers...we definitely see the VALUE!”



Jamie Hursh

“We have been very pleased with the phone calls and inquiries we have received as a result of our Advertising in The Softwood Forest Products Buyer. As a remanufacturer producing ornamental timbers and specialty products with an extensive milling facility, we were amazed by the phone calls we received from our customers regarding the feature story you did accompanied by photographs. Our company has a small sales staff and “The Softwood Buyer” provides Richardson Lumber and Manufacturing the ability to target our customers and potential customers and we definitely see the VALUE!”

Jamie Hursh • Richardson Lumber and Manufacturing • Dallas, Texas

CALL TODAY FOR
RATES AND DEADLINES!

1-800-844-1280

The
Softwood
Forest
Products **Buyer**

P.O. Box 34908 • Memphis, TN 38184-0908 • Phone: 901-372-8280 • Fax: 901-373-6180

Richardson Lumber and Manufacturing Company is a remanufacturer providing profiling and mill capabilities on large timbers and lumber. They supply Fir timbers as large as 20’ x 20’ x 40’, Cedar 16’ x 16’ x 32’, and Oak 12’ x 12’ x 20’. They keep a large inventory of timbers on their four-acre yard that is completely paved. Their milling facility consists of rip saws, gang rip saws, resaws, Weinig moulder, surfacers, band saws and an extensive file room. **Tel.: (214) 358-2314 - Fax: (214) 358-2383.** They currently carry six 1/4 pages, plus a 1/2 page Ad in 4 color in the Special Issue.

Value Driven Solutions At IDAHO VENEER

By Terry Miller



(From left) Bob Lackey, Rick Palmiter and Joe Malloy rest on a Ponderosa Pine sawlog in the log yard.



(From left) Joe Malloy, Rick Palmiter and Bob Lackey present 1x12 Colonial IWP.



Idaho White Pine sawlogs are on their way to the debarker at the sawmill, courtesy of Terry Thomas' CAT 966.

Post Falls, Idaho—Versatile means to change or fluctuate readily, according to Webster's dictionary. Being versatile has helped keep Idaho Veneer Co., located here, at the forefront of the forest products industry.

"We are essentially a cant mill for the veneer plant, so we are designed to saw for value," said Rick Palmiter, lumber sales manager. "We can have quite a variation in log size and characteristic, and we break each one down based on value output instead of strictly production solutions. Our mill cuts for dollars so essentially we can cut many different products based on whether or not they are viable financially." Having that flexibility is critical to Idaho Veneer's success.

Idaho Veneer likes to develop proprietary products by drying, grading, sizing and trimming to custom specifications. The company can manufacture anything from 1x2s to timbers. "We can do it all in Ponderosa and Idaho White Pine," Palmiter said. "It's largely responsible for our survivability; we rarely have to make something that's not really doing well in the marketplace." "If it makes economic sense then Idaho Veneer is certainly interested in trying to fulfill a special request," Palmiter said. "We're quick at

executing because we are so diversified and versatile."

A couple of years ago the decision was made to add Ponderosa Pine to the firm's species mix. "We've never been able to get enough White Pine to run 24/7 so we've always needed something else," Palmiter said. "In the past we tried White Fir dimension and studs, but we found a great fit in Ponderosa Pine."

Idaho Veneer's foray into Ponderosa Pine lumber has been a success for both the company and its customers. With the addition of Ponderosa Pine products, customers have the benefit of purchasing a wider variety of items. Many applications can utilize either Pine species. This option allows for some price flexibility, depending on market conditions. This similarity also benefits the mill by decreasing unit production costs, and increasing inventory turns as a percentage of the whole. Furthermore, producing larger volumes of Ponderosa Pine allows Idaho Veneer Co. to yield more, competitively valued veneer cants from a greater volume of logs, ultimately producing more veneer cants and lumber overall in order to meet demand. Idaho Veneer cuts for value, and products range from 4/4 to 8/4 in factory, Select and Common grades.

Over the past several years, many mills in the Western region have either closed or moved to a small log set up. "Our operation can handle logs up to 42 to 46 inches in diameter depending upon how straight they are," Palmiter said. "A lot of mills in this region are limited to under 20 inches. We are able to cut the big timber as well, and that just gives us a wide variety of products."

Idaho Veneer installed a high-tech, Lucidyne trimmer optimizer several years ago that allowed the company to tailor its tallies and production more closely to market demand. The grademark reading system is computer-linked to the trimmer and provides that extra "edge" in a market where value-driven decisions can range from cutting heavy to a particular length, or "making one disappear," Palmiter said.

Because drying White Pine is a complicated process, Idaho Veneer uses state-of-the-art systems that incorporate moisture detection and control processes. Within its kilns are probes that measure the real-time moisture content of the lumber—as part of the drying process—and feed that information back to a computer. Two WWPA certified Master Lumbermen on staff facilitate the execution of manufacturing.

"Those probes have gotten us to within a half of a point deviation on our average moisture content, versus what we told the computer we wanted it dried to and what the actual median average moisture is that is developing out of the kiln," Palmiter said. "With this technology in place, Ponderosa Pine is a 'plug and play' species."

Idaho Veneer, which produces about 25 million board feet of lumber per year, has been serving the forest products industry since 1953. Key employees include: Palmiter; John Malloy, president of sales and marketing; Pat Malloy, president of operations; Dan Malloy, president of administration; Joe Malloy, veneer sales representative; and Bob Lackey, lumber sales representative.

Idaho Veneer, a member of the North American Wholesale Lumber Assoc., will be showcasing its products at the upcoming Traders Market in Dallas.

The company also has two Western Wood Products Assoc. certified master lumbermen on staff. Having two master graders on site at any given time also helps Idaho Veneer diversify its grade.

VISIT US AT BOOTH NO. 110



Southern Pneumatics

A Division of Joe Hill Co. Inc.

Nationwide Since 1958

Cyclones

High - Pulse Baghouses

Reverse Air Baghouses

- MAC
- Pneumafil
- Torit - Day

Blowers

- Twin City
- New York
- Koger

Bulk Loadout Systems

- Closed Loop Trailers
- Open Top Screw Augers
- Clam Shell Bins

Blowpipe

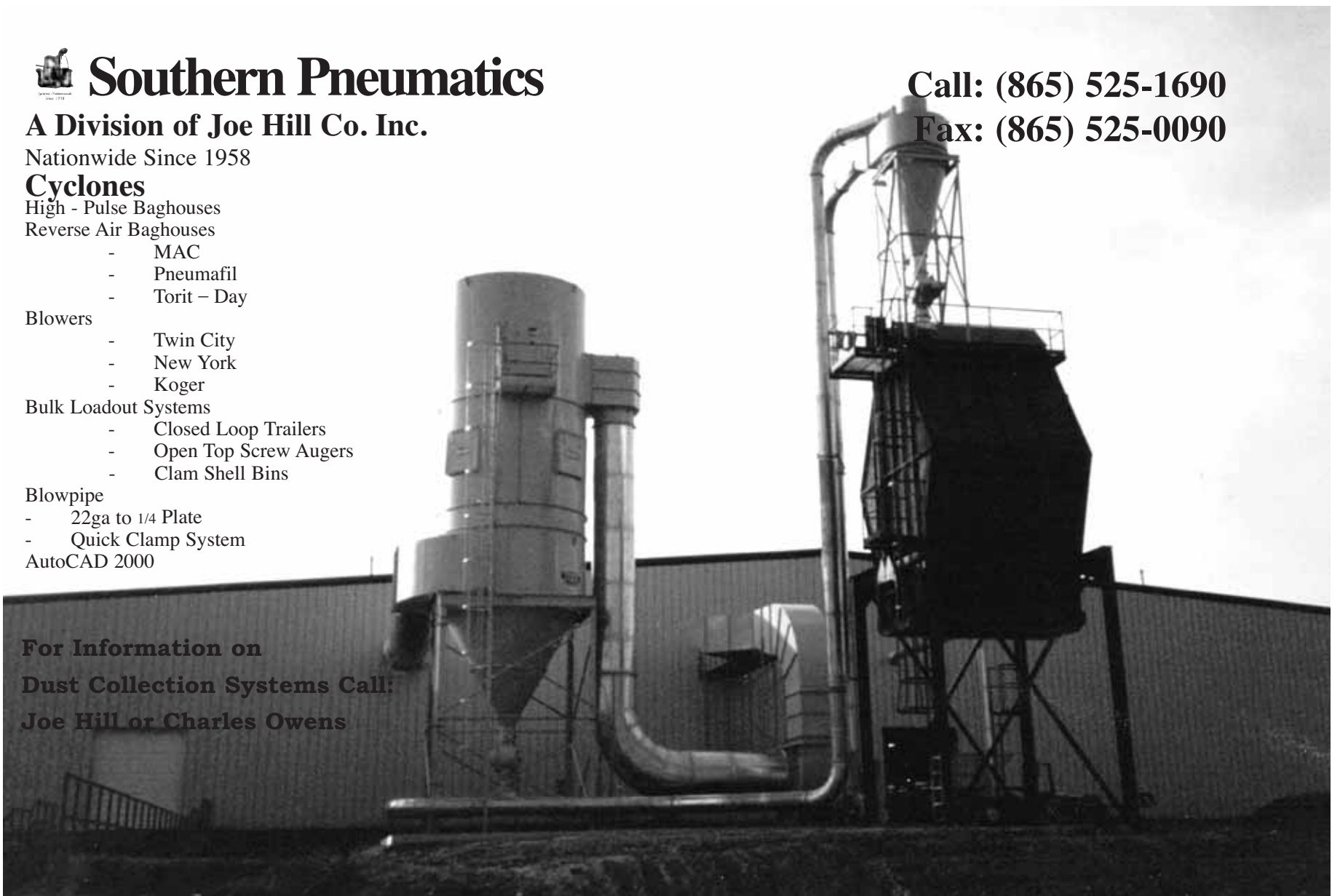
- 22ga to 1/4 Plate
- Quick Clamp System

AutoCAD 2000

Call: (865) 525-1690

Fax: (865) 525-0090

For Information on
Dust Collection Systems Call:
Joe Hill or Charles Owens



Innovation Keeps MARY'S RIVER On Cutting Edge

By Wayne Miller



A shipment of siding is ready to leave Mary's River's finishing plant in Corvallis, Oregon.



The plant office at Montesano, Washington. Combined production is about 80 million board feet of second growth Cedar at both mills.



Western Red Cedar makes a warm and inviting deck environment.

Corvallis, Ore.—From its humble beginning in 1974 as a small building materials retailer in Corvallis, Mary's River Lumber Co. has become America's leading Western Red Cedar manufacturer. It's no coincidence that Mary's River's two fully-integrated sawmills are ideally situated in the Western Red Cedar coastal region of Oregon and Washington.

The Oregon sawmill at Philomath is on the edge of the Coast Range west of Corvallis. The mill's kiln-dried, rough cut product is transported to Corvallis to be milled into siding, boards, decking and fencing, and prepared for shipping. Finishing and shipping operations are located close to Union Pacific's mainline and Interstate 5 for quick shipment by rail or truck. Washington operations are located at Montesano, where all facets of manufacturing are performed, from sawmilling, drying for proper moisture content to finishing. The operations complement each other to provide flexibility in product mix, quick response to customer inventory requirements, optimum efficiency and competitively provide customers the Western Red Cedar they need in a timely fashion.

The company manufactures Western Red Cedar siding, boards, paneling, decking, fencing and dimension in a wide variety of grades and sizes. All of the products are available in the natural

beauty of Western Red Cedar for individual staining or finishing, or factory primed on all four sides with an exterior alkyd wood primer, formulated specifically for tannin rich WR Cedar.

Skilled craftsmanship and innovation has set Mary's River's siding apart in quality and appearance from composite siding that emulates the appearance of Western Red Cedar.

"Our process begins by selecting tight knot second growth logs and milling them into rough cant form to produce high-quality products where stability and weather resistance are required for outdoor construction," said Brad Kirkbride, president. An innovative solution to drying is the custom dry kilns, designed for the optimum conditioning of Red Cedar. "Our computerized dehumidifying kilns allow us to produce superior kiln-dried bevels for markets requiring dry bevel siding," said Don Dye, sales manager.

Mary's River's siding is available in bevel, channel and tongue and groove patterns. Knotty tongue and groove siding, with its outstanding texture and rustic appearance, is the cornerstone of production. When Western Red Cedar is coated with a solid-finish oil stain, it makes a handsome statement in almost any architectural style. With end-caps and bundled

packaging, Mary's River siding is ideal for home center marketing.

Mary's River offers a full selection of all natural Western Red Cedar decking. Tight knot second growth timber is selected to produce the beauty of natural wood decking with stability, durability, and weather resistance. Decking is available in 5/4 x 4 inches, 5/4 x 6 inches, 2 x 6 with 3/16-inch radius edge and 2 x 4 and 2 x 6 with eased edges are available. Decking is available in even lengths only from 6 to 20 feet.

Western Red Cedar boards and fascia are manufactured with the same attention to quality as Mary's River's other STK and Clear products. Boards and fascia are offered in 1-inch, 5/4-inch and nominal 2-inch depths and nominal 4-inch through 12-inch widths, with rough sawn or S1S2E finishes. Quality control recognizes that its Standard and Better boards are used in fascia, trim and board and batten where excellent appearance is essential.

Durability, ease of workability and installation, economy, and natural beauty make Western Red Cedar the product of choice for fencing. And no one does WR Cedar fencing better than Mary's River. The company's fencing program includes rough sawn picket in flat top or dog-eared

patterns in 4, 5, 6 and 8 foot lengths. There are two grades available: No. 2 and Better No Hole and No. 3 No Hole.

Mary's River is currently searching for a site in the Montesano area to expand finishing operations and increase storage capabilities. Constant improvement and expansion is key in the company's mission to provide the products and service that have made it an industry leader.

"Our mills are in a continual state of refinement, putting new technologies to work as quickly as they are developed and proven," Dye said. "We are an industry leader in the development of sawmill systems, planer-moulder operations and dry kilns specifically designed for processing Western Red Cedar."

Mary's River is an industry leader in Western Red Cedar due to its commitment to customer satisfaction, innovation to stay on the cutting edge in quality and production, community involvement, and a safe and healthy environment for its employees.

Please Visit Us At
Booth No. 461



Parton Lumber Company, Inc.

The Parton Companies -
"Integrated Lumber Manufacturing...
from stump to finished product."



Parton Lumber Company's logo is proudly displayed on the bundle of lumber above.

Please Contact Us When We Can Be Of Service

Producing over 50 million BDF of Eastern White Pine and Appalachian Hardwood lumber annually in:

- Eastern White Pine • Red Oak • White Oak • Poplar
- and others upon request 4/4 to 12/4 green, air dried and/or kiln dried.

Export Prep • Container Loading

To serve you, we have modern band mills and other state-of-the-art equipment such as: a planer mill; a 90 bay sorter; and, grading facilities at one site in Rutherfordton, North Carolina.

Please Call Us at (800) 624-1501 when we can be of service!

251 Parton Road, Rutherfordton, North Carolina 28139-9420

Tel: (828) 287-9669 • FAX: (828) 287-9423

LUMBER SALES: Jimmy Clay, Norman Atchley, Kimberly Clayton and Alfred Mayo • TIMBER SALES: Stephen Snider

VAAGEN Uses Information Technology To Return Value From Operations



Mike Beye is the Chief Value Officer for Vaagen Bros. Lumber Inc., located in Colville, Wash. Vaagen Bros. is one of many high profile clients for the Federal Way, Wash.-based Progressive Solutions and Lumber Track™.

Colville, Wash.—Vaagen Bros. Lumber Inc., located here, has a reputation as one of the Pacific Northwest's top wood products companies. Two years ago, Vaagen appointed Mike Beye as Chief Value Officer to use information technology and process improvement to return the highest possible value to its stakeholders. Progressive Solutions talked to Mike about his role and the tools of his trade.

Q: Chief Value Officer is a title that speaks volumes. Can you describe your role?

A: My task within the company is to find ways of extracting value from our operations and processes. I look for opportunities for higher yields and quality, market-driven operations and an enriched employee environment. Using our financial and production systems, I do data and business analysis trying to find the trends, the holes and

the opportunities that might be there.

Q: How did your role evolve?

A: Back in 2000, we put in Lumber Track™ from Progressive Solutions to help us meet our business goals and remain an industry leader. Lumber Track made

it so easy to get at our data, so that instead of spending days trying to extract data, I could actually focus on analyzing the data. My roles of Systems, Production and Business Analyst were combined into the role of Chief Value Officer, to encapsulate our goal of improving the value of our operations.

Q: Is Vaagen more profitable because of Lumber Track?

A: If we didn't have good, accurate information in real time, it would be very difficult to make good decisions and make a profit. Lumber Track and the system we've built around it help us move towards directions that are more profitable. We feel it gives us an edge.

Q: Does Vaagen define "value" strictly as bottom line value?

A: It's broader than that. It encompasses profitability, but it also extends into three other areas. We want to:

1. Return value to landowners by pro-

viding the most appropriate and highest quality products that we can produce from the resources we buy.

2. Create value for employees so that they know their productivity is adding value.

3. Provide better value to our customers. Even though our dimension lumber and machine stress-rated lumber might be considered commodity products, we focus on producing the highest quality product we can, so customers know that what they get is going to be good. There's not going to be a lot of down-grade or returns from their customers.

Q: Do your customers recognize they're getting better quality and value?

A: I think so. Our core business is comprised of really good customers whose customers want the kind of quality we provide. They know we're not going to cut corners. We're not going to try to push grade on them. They know they get a really high quality product every single time.

Q: How does Lumber Track help you extract value from your operations and processes?

A: Day-to-day, we use Lumber Track to track all of our production, our lumber sales, our inventory and prices. Lumber Track helps our supervisors plan their schedules and our salesman responds to customers. The real time, easy availability of that information has probably had the biggest impact on our business.

Q: Does Lumber Track help with sales and order fulfillment?

A: Yes. We're a very lean manufacturer. We only have one salesman for two



sawmills. With Lumber Track, he has all the information he needs when he's talking to a customer. He can look up the history of that customer and see what they've been paying.

Lumber Track shows him in real time what's available in our yard, and what the grade distributions and tallies are, which is important because we sell a random length product. He can look forward into the green inventories to see what's going to be available several days down the line. So when he's talking to a customer, he can quickly see what he's got and can tell him on the phone right away.

The salesman can also compare his order file with finished inventory and what the planer is producing, and he can let customers know when to expect a shipment. Through Lumber Track, he has a very close association with the people organizing the finished lumberyard and the shipping crews; it just makes things smoother and more polished.

Lumber Track really does provide better information to our salesman. Lumber Track is just a real good tool for him.

For the complete interview, which expands on returned value in Vaagen's production planning and product quality, visit www.LumberTrack.com.

Please Visit Us At Booth No. 259

SHE LOVES ME

SHE LOVES ME.

KNOT.

Modern builders and architects recognize **Eastern White Pine** as a natural choice where warmth, character and classic New England details are preferred.

For a complete guide to NELMA member wholesalers and certified lumber mills, visit:

www.EasternWhitePine.org

Questions? Ask NELMA. Northeastern Lumber Manufacturers Association **NELMA.**