

COLLINS COS. -
Continued from page 9

parts and tradeshow displays — anything that is frequently transported.” Available kiln-dried, air-dried, heat-treated or green, Collins Pacific Albus is also hypoallergenic, making it a natural choice for saunas and food grade applications. Jimerson added, “The Collins Upper Columbia Mill can produce up to 100 million board feet of hardwood lumber per year, providing our customers a high quality, consistent, uniform product year round.”

Collins is in a unique position to control the quality and consistency of the final product. Galen Smith, quality control supervisor, said, “Our job is to maintain the value of the log throughout the entire process. And because we have a special relationship with GreenWood Tree Farms, we can give them ongoing feedback to improve planting, irrigating and harvesting techniques that will result in continually improved products. At every step of the way, we want to assure ourselves and our customers that we are growing, producing and shipping products that we can be proud of.”

Smith, whose full name is Galen Collins Smith, is the fifth generation of the Collins family to work in the 154-year-old forest products company.

The hardwood plantation and mill are augmented by an efficient and cost-effective transportation system. “We are very aware of the spikes in transportation costs, which is why we have located the sawmill right in the middle of the plantation, giving us an average log haul distance of only three miles, said Nick Falatovich, corporate logistics manager. “The dry kilns and finishing mill are just a few miles away from the mill, at the Port of Morrow on the Columbia River, providing convenient barge service. It is also located on Interstate 84, the main East-West highway in Oregon, and on the Union Pacific rail line.”

Boardman, Ore., is also home to a growing bio-fuels industry, which Collins hopes to tap for their future transportation needs, as well as a market for their mill residuals.

At a time when lumber sales are still sagging from the economic downturn, Collins’ commitment to build a new mill has bolstered the economy in Morrow County by providing upwards of 100 new jobs when the mill is in full production. Wade Mosby, senior vice president, remarked that, “Employment is only one part of the picture. The other is our impact on the environment, not only in our choices in building the mill, but in operating it as well.”

In terms of building materials for the mill, the FSC-certified White Fir dimension lumber used for framing came from Collins’ Lakeview, Ore., sawmill and their Chester, Calif., sawmill. FSC-certified Collins Pine FreeForm Particleboard NAUF (No Added Urea Formaldehyde resins) made in Klamath Falls, Ore., was used to make cabinets in the offices and break rooms. FSC Pure Pacific Albus was turned into ceiling grids and doors manufactured by 9Wood and Jeld-Wen, respectively. FSC-certified CDX plywood for sheathing came from Roseburg Forest Products. FSC-certified PaperStone countertops were a distinctive and practical answer for the office kitchen and conference room. Metro recycled paint was used for the exterior and interior of the office and break rooms. Collins also turned to their TruWood Siding and Trim division for exterior siding, trim and moulding in the offices.

“We are also using steam from the nearby PGE Coyote Springs Co-Gen facility to run our dry kilns,” Jimerson said. “And, all of our wood waste is recycled for use in a variety of applications, including biofuels such as cellulosic ethanol, wood pellets, fire logs, hog fuel and briquettes, as well as raw material inputs for paper and composite panel products such as door skins.” The mill itself utilizes electrical actuators, a new technology that saves approximately 50 percent of the energy used compared to traditional hydraulic or pneumatic actuators.

On the plantation side, GreenWood Tree Farms also implements sustainable practices on the FSC-certified Pacific Albus trees. The plantation meets the FSC standards, which requires an integrated pest management system. This means that the first line of defense for controlling pests and weeds needs to work with nature and includes installing owl boxes, employing goats and mowing for weed control. The plantation is home to hundreds of deer and other wildlife.

Wade Mosby sums it up by saying, “It is not often two companies can create such a symbiotic relationship built on our mutual goals of producing a product that is truly sustainable in every step of the process.”

For more information, call The Collins Companies at 1-800-329-1219 or visit www.collinswood.com.

ZIP-O-LOG -
Continued from page 11

and better methods of improving production, all to provide the best quality and service to its customers.

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NLA -
Continued from page 13

director of conventions for the Northwestern Lumber Assoc. (NLA), which hosts these annual expos.

“The mood was upbeat and everyone said they were pleased with the Expo,” Means said. “The exhibitors especially said that the quality of the attendees was better than expected as they were upper management personnel from their respective companies. These were very good contacts for our exhibitors to connect with.”

Approximately 1,200 visitors viewed the exhibition booths at this year’s Expo. Additionally, guests and exhibitors were welcome to attend numerous seminars held to enhance operations of various types of businesses.

For example, topics of some of the seminars offered were: exterior wall covering; inventory management and loss prevention; energy efficient construction with plastic building materials; architect program; job site safety for contractors; and green building.

NLA hosted a dealer appreciation lunch for owners and managers of NLA retail members on the first of the two-day expo, during which Jeff Howe of Fullerton Lumber Co., spoke on the supply side of green and dovetail.

NLA membership and education committee meetings were also held.

For more information on NLA, as well as for dates for upcoming expos presented by this association, which represents professional retailers and suppliers of lumber and building materials in Iowa, Minnesota, Nebraska, North and South Dakota, visit website www.nlassn.org.

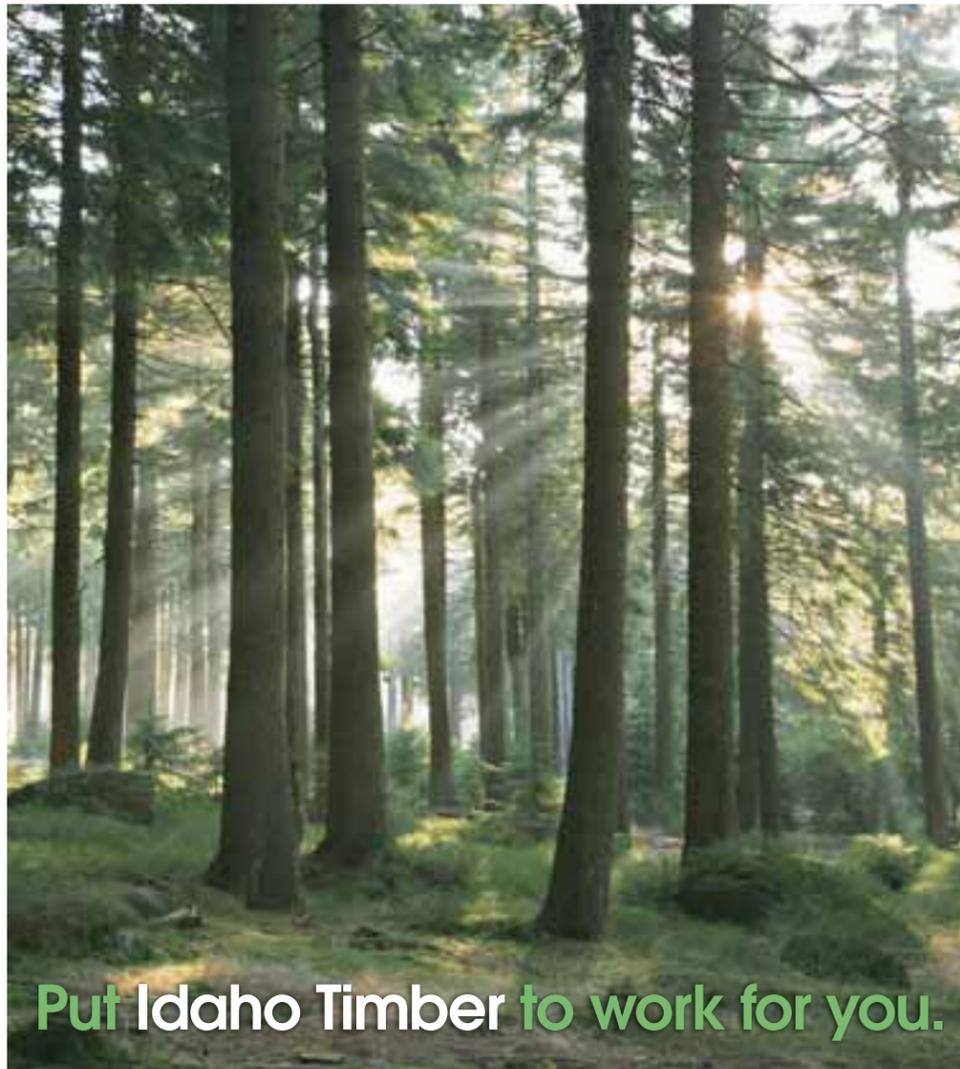
NEW AMERICAN -
Continued from page 16

take away and put into any new or remodeled home.”

“From the architects who designed the home to the skilled tradesmen who completed the final details, everyone involved welcomed the challenge of producing the home,” said Blue Heron principal Tyler Jones. “The end result was worth the effort. I think this house is going to absolutely blow people away.”

Sponsored by the National Council of the Housing Industry (NCHI) – The Leading Suppliers of NAHB and Builder magazine, The New American Home is one of NAHB’s most successful and visible programs. NCHI is made up of the

Continued on page 24



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NEW AMERICAN -

Continued from page 23

leading product suppliers of the residential construction industry, and the show home provides an excellent way for NCHI members to highlight their products.

Registered attendees at the 2009 International Builders' Show were allowed to tour The New American Home during exhibit hours.

The address of the home is 6755 Agave Azul Court, Las Vegas, Nev. For more information about NCHI or The New American Home®, contact Tucker Bernard, NCHI Executive Director at 800-368-5242, ext. 8519, or tbernard@nahb.com. For more details, visit www.tnah.com.

EARLL -

Continued from page 19

Material Expo in Boston, Mass., hosted by the Northeastern Retail Lumber Association. Homer was presented a wood carving engraved with the words: "In appreciation of your dedication to

The Teal-Jones Group. Happy Retirement. February 5, 2009." The plaque was also inscribed with the names of the owners/operators of Teal-Jones, Tom and Dick Jones.

A spokesman for the Teal Cedar Shake & Shingle Division of the Teal Jones Group said, "The Teal-Jones Group has been in the lumber industry for nearly 60 years as a manufacturer starting with Cedar shakes and shingles on the West Coast of British Columbia. We have worked through many changes over the years and are now facing new challenges today. We will continue to manufacture the quality products you associate with Teal. We have had the opportunity to work with Homer in our Teal Cedar Shake & Shingle Division and I assure you he will be missed by us and our customers. On behalf of all of us at The Teal-Jones Group, we wish Homer well in his retirement."

Now in his 80s, Homer is looking forward to spending leisure time with Dottie, his wife of 25 years. The couple recently moved to a retirement community and Homer also stays busy with his hobbies, which include railroad and maritime activities. He remains an active Rotarian as well.

Homer and Dottie also enjoy visiting with son Kenneth, and daughter, Virginia Soybel, an accounting professor at Babson College, and three grandchildren.

WASHINGTON SCENE -

Continued from page 2

Enviro's Sue Over WOPR

Recently, Environmentalists filed two separate lawsuits in federal District Court in Portland seeking to overturn the WOPR. The first lawsuit was filed by EarthJustice on behalf of 13 environmental organizations, including Oregon Wild, the Wilderness Society and the Sierra Club. They claim violation of NEPA for failure to analyze direct, indirect and cumulative impacts; lack of scientific integrity; a too narrow purpose and need; and failure to analyze a reasonable range of alternatives as well as violation of the Administrative Procedures Act for "failure of rational decision-making."

The second lawsuit was filed by Western Environmental Law Center who represents Pacific Rivers Council and McKenzie Flyfishers. They claim violations of NEPA for failure to adequately consider impacts; failure to consider cumulative impacts of reasonably foreseeable actions; failure to consider and disclose conflicting scientific information; failure to consider alternatives; circumvention of the right to public participation; and failure to evaluate the impact of agency compliance with other laws.

The lawsuits seek to enjoin implementation of the WOPR. Both groups had

The Softwood Forest Products Buyer previously filed 60-day notices of intent to sue under the ESA and those claims may be added to the lawsuits at a later date.

Economic Stimulus Becomes Reality

On the day the economic stimulus was signed, President Obama did not rule out a second stimulus. He stated that while it would "set our economy on a firmer foundation, it does not mark the end of our economic problems." At the signing ceremony in the Denver Museum of Nature and Science he said, "Today does mark the beginning of the end, the beginning of what we need to do to create jobs for Americans scrambling in the way of layoffs."

President Obama promised help for up to nine million struggling homeowners to refinance or amend their mortgages in a significant move to aid the housing industry.

The housing plan which may cost as much as \$275 billion, will enable five million homeowners who have minor equity in their homes, or possibly owe slightly more than their homes are worth, to refinance loans through government-controlled mortgage giants Fannie Mae and Freddie Mac. \$200 billion in new backing for the two has been set aside, which will play an inner role in the rescue.

Also the government plans to spend \$75 billion to encourage lenders to modify loan terms for people at risk of foreclosure or perhaps already in foreclosure proceedings. The government and lenders would jointly lower monthly payments to 31 percent of the homeowners' income. The plan includes incentives such as \$1,000-a-year "pay for success fees if a borrower stays current on the loan."

Critics praised the plan for incentives but also said it didn't do enough to address the difficulty of altering loans packaged into securities. Economists were hopeful the plan would subsidize an interest-rate reduction for borrowers to help spark demand in relation to the over supply of homes. However, many suggest it appears to be geared to aid homeowners who are at risk of losing their homes.

In a recent speech, President Obama emphasized that his plan would help those homeowners who had been responsible, "It will not rescue the unscrupulous or irresponsible," Mr. Obama said. "And it will not reward folks who bought homes they knew from the beginning they would never be able to afford."

According to The Wall Street Journal, economists and housing experts' are concerned that while the plan may slow the damaging rate of foreclosures and ease the impact of adding new supply to an already congested market of existing home inventory for sale, the plan aids too many people who took unscrupulous advantage of an easy-money era, either on the borrowing or the lending side.

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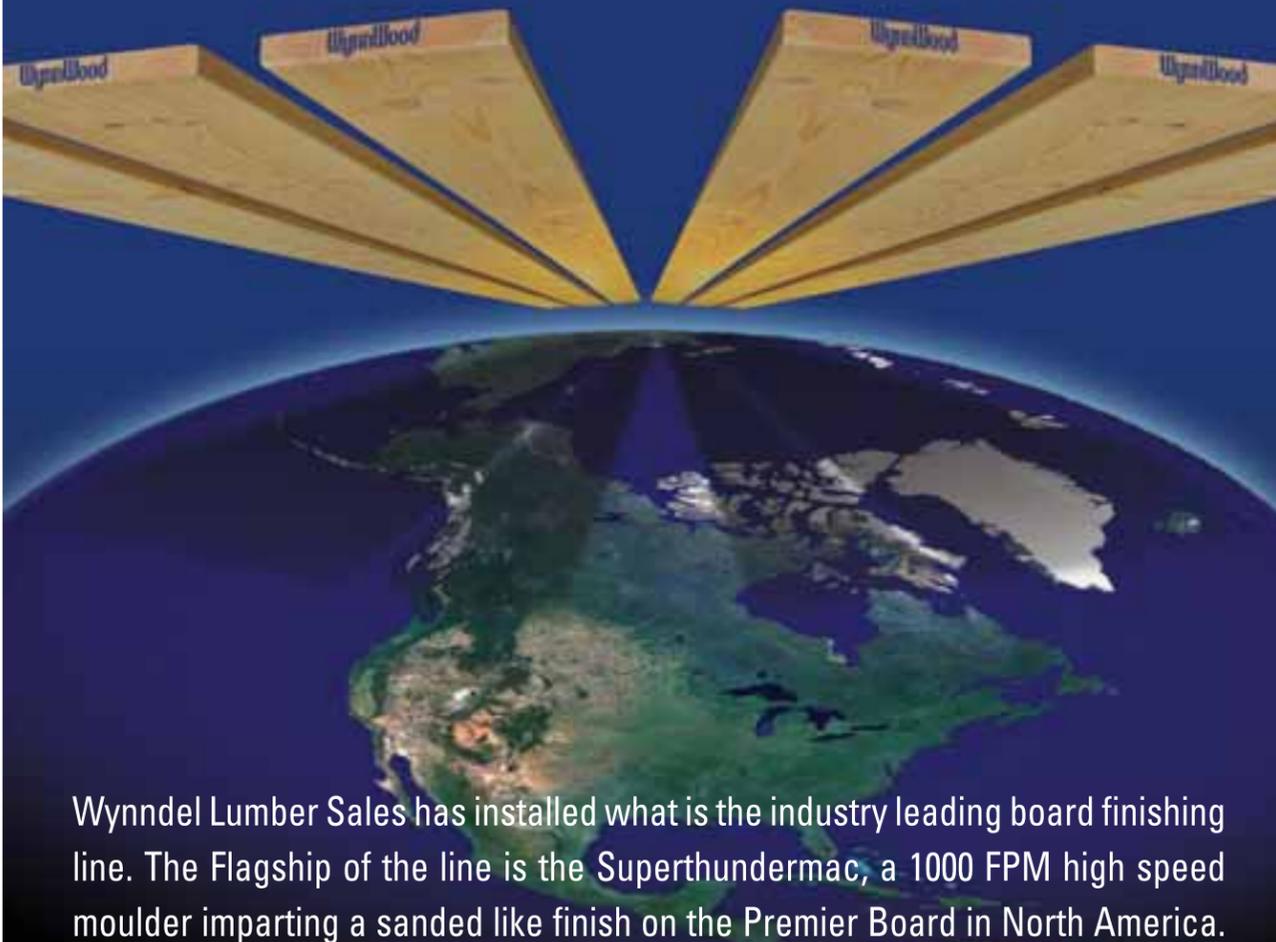
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Ontario/Quebec Business Trends



By Michelle Keller
Associate Editor

The global economic conditions continue to reverberate throughout the Softwood lumber industry as mill owners and wholesalers alike take stock of where the market will be, not only in six months, but in 2010 as well.

In Quebec, one wholesaler said that the two mills he works with are scaling back on production in an effort to stay solvent. "I've got two plants that were working at full capacity," he said. "One mill is now operating at 50 percent, and the other mill is shifting to 50 percent in two weeks."

He said the reduction in housing starts has led to a reduction in the need for housing components, and in people changing houses. He said his company supplies lumber to a variety of box spring and mattress companies, and the reduced demand for housing is having a direct correlation with a reduced interest in purchasing new mattress sets. He added that he does not see any relief in the short term.

"I don't see anything going better any time soon," he said. "There needs to be a reduction in production for at least three to six months to rebalance our inventory."

However, the general manager at one Ontario-based mill had a bit more optimistic outlook. He said his company, which works with eastern and western SPF and Red Pine and provides customers with value-added solutions, has yet to see a drop off in demand.

"We buy in the fall to fill a winter booking program," he explained. "We buy with the intent of getting it all delivered before the snow flies. Our work is cyclical, not constant. We haven't felt the effects of the economic downturn yet. We basically have been stocking our customers for the coming season."

Still, he said he is less certain about what the next quarter will bring.

"We will see how soon or late customers place re-orders. The movement of this current inventory will show us how much it will affect us," he said, adding that he sees a possible upside to the economic downturn. "Sometimes in a recession people continue to stay home and do things around the house rather than buy luxury items; fixing up, renovations and that sort thing."

He said he feels the industry has been victimized by the same forces that have caused what he believes is an irrational fear in terms of the global financial markets. "I am inherently an optimist. I believe I am still alive. I believe the sun is coming up every day. I really think with our current methods of communication, we can spread panic a lot quicker than we can relief. If someone in front hits the brakes; everyone hits harder, and soon everyone is stopped. If we adjusted our speed rather than slam on our brakes, we would be through this situation a lot quicker. We need to deal with the panic before we can begin rebuilding."

He also noted that although times are difficult, they may not be as difficult as some would believe.

"I acknowledge there is a situation, but I think it's being portrayed a lot worse than it is. I think if we slow down we can get through this," he said. "Acknowledge, but don't overreact."

Not everyone shares his optimism, however. The sales manager at one Quebec-based company that caters to wholesale operations in both Canada and the United States, said things are looking grim at the moment.

"We have four mills and they are down," he said. "We're not running a mill right now and we expect it to be like that until June or July."

He said the company made the decision to shutter the mills in December, and that the future right now is anything but certain. "I guess we'll come back when the economy gets better or when we start building some houses, but we're not smart enough to predict when that is going to happen," he said. "I recently turned 59, and I never saw so many mills down or having so much down time; and yet there is still too much lumber. It's tough to sell lumber."

The trader at one Ontario wholesale operation agreed. His company, which sells mostly eastern and western SPF, has been dealing with plummeting prices and soft demand. "It's as cheap as I've seen it, and I've been doing this since 1972," he said.

The low prices are having one positive effect, he said: many of his company's customers are trying to keep their inventories as high as they can because the price is so low. The downside, he added, is that it is a terrible time for wholesalers because the already narrow profit margins have gotten even tighter.

"I'm doing 70 percent of the volume at half of the price. My income is down the tubes, but I just do it for fun," he said with a laugh. "Will it go up? Probably. When? I think there will be a turnaround in a month or two, and it might go up 10 or 20 percent. Then it will be summer, when it dies again, and we'll be back

Continued on page 28

South/Southeast Business Trends



By Gary Miller
Managing Editor

Sources contacted in the Southeast were mixed in their reports. Although profits were made in 2008 by some wholesalers of Softwood forest products, the last two months of 2008 were definitely slowing down, even for most wholesalers.

A wholesaler located in the "Deep South" said his business has slowed down considerably. He explained that customers tend to draw down their inventory towards the end of the year, but it started a little earlier than normal this year. A noticeable drop off in new orders began to show up in November for his firm with shipments off about 30 percent from October.

This particular broker said that toward the end of last year his profits were starting to feel a pinch, but his operation

made it through 2008 OK. "Our profits in 2008 wound up being pretty close to the results we had in 2007," he said. "All things considered, 2008 was a pretty good year for my company. However, I do think the overall malaise in the economy is beginning to tighten up for us."

This same contact, who specializes in Southern Yellow Pine, said his firm has planned meetings to address what can be done differently in 2009. "We're looking to see how we can expand our products and customer base into some different areas," he said. "I feel like 2009 is probably going to be a tougher year than 2008 was. We're going to do the best we can to have another good year, but we're not immune to everything that's happened in the U.S. economy."

Although the market is definitely trending down, this same source said a lot of the problems are psychological. "The ripple effect with banking and financial services companies has been so wide spread that it does psychological damage to people" he said. "People are just scared. I wish we would quit hearing all of those 'worst economy since the Great Depression' reports on the news. It's a tough scenario, but I don't see us having 25 percent unemployment and bread lines like we had during the Great Depression."

A different lumberman, an Alabama Southern Yellow Pine dimension manu-

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Western Business Trends



**By Terry Miller
Associate Editor**

Sources contacted in the Western region believe 2009 will bring many of the problems they experienced in 2008. However, there is hope that

some improvement will occur by the middle of the year.

An Idaho sawmill source said his company is "riding out the storm," and hoping for a stronger year financially. "Supply will start to tighten up a little bit, but there won't be much demand to drive higher prices," he said. "I'm anticipating a big spring market, but we'll see what the supply side looks like when the sun comes out."

The contact said contractor yards might wind up closing their doors due to circumstances beyond their control. "If their bank goes out of business, there goes their operating line, payroll and inventory," he said. "They're virtually out of business because of what their

banker did."

The source said Idaho White Pine sterling products are performing the best for him, but nothing is shining bright right now. "There's nothing to buoy the market," he said. "The credit market will have to be fixed first. Whether you're a Democrat or Republican, you can't envy anybody that steps into office right now."

A Montana wholesaler added that his company's sales orders have also been slow. "I don't see much improvement occurring in the first quarter of 2009," he said. "The first quarter will look a lot like the fourth quarter of 2008. Any growth is just wishful thinking."

The source said his company's specialty Softwood items such as siding "never used to slow down due to seasonal demand. Sales keep dipping down month after month. Nobody's looking for new products or new programs."

A Texas wholesaler provided a more upbeat look for the future. While economic fears have continued to slow down orders, there are bright spots on the horizon.

"I have some customers who are ready to move on a project as soon as they can get some financing," he said. "Banks are tight on their money right now, but there are firms ready to start building as soon as they can get approval."

The contact, whose firm specializes in

Continued on page 29

Northeast Business Trends



**By Sue Putnam
Editorial Director**

Sources in the Northeast region blamed credit issues for many of the lumber industry's woes as the year drew to a close.

A Maine sawmill source said his company experienced a "dramatic slowdown in activity" due to a combination of limited construction during the winter months as well as customers' financial hardships. "Wholesalers are being forced to watch inventories very closely as a result of decreased activity and also because of credit issues," he said. "It's really a double whammy."

The contact said he expected some relief in the spring, but noted that the first quarter would be "challenging for mills in the Northeast. 2009 will be a very challenging year for the industry."

"I do think we'll see some improvement," he said. "It will be a very slow

The Softwood Forest Products Buyer

improvement as we approach the latter part of 2009. It will be very gradual, but some money being thrown around will begin to stick."

The source said certain premium widths particularly Eastern White Pine continue to show strength for his company. "There has been a shift in the Northeast with some of the large "big box" retailers in the species mix that they utilize," he said. "More Eastern White Pine premium is being utilized in these facilities than previously. That's helped in tightening our availability, primarily in 8-inch."

A Massachusetts wholesaler added that, "In the words of one of my suppliers, 'we're making a business out of putting out other people's fires.'" he said. "We are poised to do whatever a customer needs. We've shed some weight. We're on the treadmill every day, and we can do it. We just have to find the orders."

The source said he believes companies are doing whatever it takes to survive including creative financing or entering into new markets. "Our customers want to be able to tell us what purchases need to be made for the first quarter of 2009," he said. "But, they just can't honestly predict what they're going to be doing from day-to-day. There's been a lot of soul searching, and a lot of people don't know what to think."

The contact said his company has asked customers how they can better serve them in the new year. "We're asking what can we go out and sell more of for you, or what do you want to sell more of next year," he said. "That's meeting with some success."

The source, who specializes in Eastern White Pine 4/4 boards, said business is down by about 15 percent, but notes, "It's not as bad as it could be. We were holding our own until the banking crisis occurred. The first quarter of 2009 will be flat to down, and there's not going to be a whole lot of growth for the year."

Housing Prices Down, Sales Mixed In Northeast

According to the latest "The Beige Book" from the Federal Reserve Board, residential real estate continues at a slow pace nationwide. Mixed home sales activity was noted in the Boston District, while Boston and New York both posted decreases in housing prices. Inventories of unsold homes remained high in the New York District. Meanwhile, Philadelphia reported relatively stronger demand for lower- and middle-priced "starter homes."

Home sales in the New England region showed modest decline and some increases depending on location. Single-family home sales in Massachusetts have increased five percent year-to-date, with a thirteen percent increase in the Boston area. Home sales in New Hampshire increased one percent, while falling one percent year-to-date in Rhode Island. Connecticut has seen a five percent drop-off. Median price homes, meanwhile, are down across the board including eight percent in Connecticut, thirteen percent in Massachusetts and seventeen percent in Rhode Island.

In the New York District, transaction activity has dropped off noticeably, and there has been a large increase in the number of listings. One building industry expert in New Jersey said buyer traffic at new developments is almost non-existent, and larger construction firms are backing out of new developments and cutting jobs. Multi-family development, which had been holding steady, is also slowing down. One contact indicated that selling prices for existing homes in northern New Jersey are down approximately 25 percent from a year ago.

Residential real estate activity in the Third District (Philadelphia) has also softened. Residential real estate agents and builders reported little progress in reducing inventories of homes for sale. A residential builder indicated that traffic has slowed but not stopped; however, "Good buyers are viewing homes, but they can't get comfortable about making a purchase."

Continued on page 29

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			3/4"		*	*	*	
		Rabbeted Bevel	3/4"		*	*		
			5/4"		*	*	*	
Pattern Stock	Pro Select Knotty	WP - 4	11/16"	*	*	*		
		WP - 11	11/16"			*		
		WP - 105	11/16"		*	*	*	
		WC - 200	2"		*	*		
		Channel	11/16"		*	*		
Western Red Cedar Kiln Dried Products			Thickness	Widths				
				4"	6"	8"	10"	12"
Fascia	Pro Select Knotty	No Hole S1S2E	5/4"	*	*	*	*	*
							*	
Western Red Cedar Kiln Dried Products			Thickness	Widths				
				4"	6"	8"	10"	12"
Boards	D & Btr	S1S2E	7/8"	*	*	*	*	*
Boards	3 & Btr	S1S2E	7/8"	*	*	*	*	*
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WEST COAST TRENDS -

Continued from page 8

said, "I'm thankful that there is still a bit of a pulse in the business. We have a number of loyal customers who continue to buy strictly to fill orders they have in hand, but our volumes are down considerably. Inventories in the field are very lean right now. Our distribution customers tell us that the dealers they work with are still wondering where the bottom to all this will be. Business is way off, but this is just a bump in the road of life. It will eventually come back."

A spokesman for a major Oregon supplier of Douglas Fir and Hem-fir, said, "After a two or three day run at the start of February, the markets are very dull again. But the brief run made buyers more aware of all the sawmill closures. It's a struggle to sell right now. We have staff taking forced time off. There has been one round of layoffs and it looks like we are heading for another round in the near future. I don't see anything happening to change this tough, tough market. Yes, we are still selling wood all over the country and even into exports. It is still going out the door, but it's not profitable. The bad thing is at the sawmill level we don't see a light at the end of the tunnel."

Don Dye, sales manager for Mary's River Lumber, Corvallis, Ore., said, "I'm working from our Montesano, Washington mill today. We've been closed since Thanksgiving here due to replacing the entire front end of our Washington Cedar mill. This is an investment in the future and we plan to be here to make it pay off. Spring is here and that's the good news. Right now Cedar sales are very frustrating. There is not enough volume moving now to establish a market. We are coming off historically high Cedar prices and everyone is adjusting to that, but too quickly I think. All the volume is at the mill level. There is no inventory at customer levels. Some of the larger mills, especially in

Canada are dropping their prices just to move material. The problem is that when you keep lowering prices so fast it scares buyers away. Are we, as a company, negotiating prices? Of course we are. Until there is spring volume moving at a level, prices will be what they will be. Cedar is moving better than most wood products right now. One bright spot for us is our increasing export sales, especially to Australia in bevel material. We are reinvesting in our two sawmills and our reman plant and we plan to have a bigger share of the Cedar market as time goes by. Business is changing and as a supplier we plan to adjust to win our share of it."

Todd Fox, sales manager for Lazy S Lumber, Beavercreek, Ore., said, "It's a broken record. Over and over we hear there is no lending for development from the banks and rising unemployment continues. We have a great sales staff and our guys are scattered over the country beating the bushes to make Cedar sales. A few months back many buyers were hoping things would pick up by the end of this year, but now they are speaking of 2010. It can't recover until unemployment stops or gets cut and banks start lending again. Fortunately for us, most of our customers are financially strong, privately owned firms. We aren't chasing bad debt and our sales are continuing, but in lesser volumes. Because we are small we can be more flexible when it comes to filling orders and we are in better shape financially than some of the bigger Cedar manufacturers. We have nine item loads going out to some customers, something that some of the bigger producers are not able to do. We've done a good job of keeping our inventories in check and we have cut a few jobs. One of our larger customers who is located in Florida, said his dealer customers say they have never seen or heard of such uncertainty in the market place."

A spokesman for one of the larger white wood single site mills in Oregon said they have changed their product line somewhat to keep product moving out

the doors. "We're now producing railway ties, and the market for ties has been very strong for the past two years with no weakening in sight." He also said that export sales have helped keep sales numbers up for his company. "We're shipping more product off shore than ever before. The key for us getting to the other side of this slump is loyal customers and an ongoing commitment to high quality products. We have made no layoffs yet. Our company is financially strong, and we're committed to being here to take advantage of stronger business when it comes back."

Darren Duchi, sales manager for Siskiyou Forest Products, Anderson, Calif., said, "In this kind of business there are now greater challenges, but I believe there will be greater rewards after the tough times are behind us. Our company is basically a remanufacturing operation. We make quality, clear or finger joined Western Red Cedar or Redwood products and we offer a two coat exterior prime. We also offer products in a wide range of sizes, lengths and finishes whether the project calls for S1S2E or S4S. We offer lengths ranging for 16 feet to 20 feet, and we also offer pattern stock. In hardwoods, we have expanded our offerings in window and door parts from Alder to now include engineered parts, which are solid wood but engineered to ensure stability and a straight line. Our hardwood species now include White Oak, Sapele, Cherry and Black Walnut. We are good at making these products and we've been doing it for 15 years, so we know what we're doing. We have laid some people off, but our business lately seems to be seeing a slight increase, especially in our newer species of hardwood window and door parts. One of our advantages is that we are able to offer smaller volumes and thus compete with off shore suppliers."

According to **Leslie Southwick, marketing/sales manager with C&D Lumber Co., of Riddle, Ore.,** "what has

been and continues to be the driving force in the survival of C&D Lumber Co. is the commitment and capabilities of our employees and our ability to manufacture specialty products such as high-quality appearance timbers in Douglas Fir, Incense Cedar and Port Orford Cedar and Cedar Decking Products."

She continued that C&D Lumber has "very flexible manufacturing capabilities in our sawmill and processing areas, which allows us to be efficient in the production of targeted products and the ability to react quickly to customers' needs."

She added that for C&D Lumber, customer relationships are vital in these tough economic times. "We recognize having mutually beneficial relationships has been a key to our long-term survival. The sales team spends a good portion of time just touching base with current customers and building relationships with new customers. We communicate and demonstrate to our customers that we are a viable company, and we continue to produce high-quality products that they can count on. We understand we will have to work together to deal with the current market conditions."

C&D Lumber is also evaluating different types of product inquiries that in previous years it had not considered. The firm's production schedules are evaluated on a weekly basis. "We have utilized the flexibility of our manufacturing teams to manage our inventories and to focus our production on our specialty, appearance products, while working to avoid producing more commodity type lumber products."

Additionally, layoffs have been minimal for C&D Lumber, and the company has taken advantage of the slow markets by completing plant improvement projects during any downtime the firm has taken.

Southwick added, "The market is definitely a buyer's market right now. Over the past year, there have been increased price negotiations with customers, more specified tallies and a

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WEST COAST TRENDS -

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greater demand for mixed trucks. We try to be as flexible as possible and be as competitive in our pricing as possible. We strive to have win-win relationships with our customers. Our key customer base has not changed over the last year, which is another reason that we continue to be successful. Recently, there has been positive feedback from customers that they feel there is going to be increased activity in the market. When this happens, we want to be there to make sure our customers can buy what they need."

MIDWEST TRENDS -

Continued from page 8

some of the lowest prices in the United States. In the Midwest at press time, the average price for a gallon of regular gasoline is \$1.72, while a gallon of diesel costs about \$2.58 a gallon.

However, according to *The Kiplinger Letter*, oil prices, which have dropped from over \$150 a barrel to under \$50, will begin heading back up in the spring as signs of economic recovery emerge. It's likely oil could dip near the \$30 mark before climbing again likely to \$80 a barrel by December 2009. The Midwest region's average price of diesel fuel is down about 80 cents from last year, which is keeping with nationwide averages.

"At the gasoline pump, consumers will fork over about \$2 a gallon. For diesel, they'll pay an average of \$2.90 over the course of the year," Kiplinger states. "Come 2010, growing oil consumption will again push prices to \$100, an average that will match the sting of this year's. What isn't likely to be matched: The extreme volatility of 2008, when speculative buying, combined with a wafer-thin cushion of supply and demand, pushed prices to the stratosphere and economic

recession let them fall rapidly earthward as the hot money fled."

ONTARIO/QUEBEC TRENDS -

Continued from page 25

down to historic lows until next year. But you've got to stay in it, right?"

Another challenge, he said, is surviving the fallout of customers going bankrupt. He noted one of the industrial accounts he worked with went under recently, leaving him with \$24,000 in unpaid bills. Still, he said he remains cautiously hopeful, even if he is reluctant to place a bet on when things might get back to being profitable.

"I go day to day and do not look too far ahead," he said. "I used to speculate and lost a lot of money. Now I don't, and the result is I'm still in business. I think production as much as possible will be curtailed, but the...mills are already doing that. They're running two or three days a week and the government will kick in some unemployment. I think you will see more of that at the forestry end of it. It's hard to start up a sawmill. The big producers are going to have cut their productions by half to make these prices go up.

"It's tough and it's going to be tough," he continued. "We need to keep expenses down and sell what we can. I think it's going to be a tough year. Hopefully they'll be smart enough to cut production."

And, one would think, smart enough to look to the future.

"If you ask anyone, 2009 is a washout," a Quebec wholesaler said. "We're just hoping for 2010."

SOUTHEAST TRENDS -

Continued from page 25

facturer added, "the market's very spotty. You have to work real hard to find any-

thing going on. We got some business after the first of the year in 2008, and I know there's a lot of pent-up demand out there."

This Alabama source said he has called on his political representatives to address the housing market collapse, which he says is the main cause of the nation's problems. "Instead of spending billions on bailouts, they need to stop the foreclosures," he said. "If they would work with the people in these houses and give them some time to finance or sell them, that would help stop the foreclosures."

This same contact said the housing market was overbuilt, and the ship must be righted for the overall economy to pull out of its slump. "The housing situation has to get better," he said. "The lower gas prices are the biggest stimulus people have gotten in a while. Gas prices were high enough for most of 2008 to tip folks over, but then they got lower in the fourth quarter of 2008, and, hopefully, this will result in helping people get back on their feet in the near future."

Florida Faces Fiscal Distress

According to a recent report by the Henry J. Kaiser Family Foundation, Florida has been the state hardest hit by the nation's financial problems. Florida ranks at the top of the "Fiscal Distress" list, which compared each state's housing foreclosure rates and recent changes in unemployment and food stamp participation.

The report notes that approximately one in every 157 housing units was foreclosed on in Florida (3rd highest nationwide), approximately 2.7 percent more people are unemployed year-to-date (2nd), and 22.4 percent more people use food stamps (1st).

Two other states in the Southeast region were ranked in the top 10 on the "Fiscal Distress" list including Georgia (No. 4) and South Carolina (No. 10). Georgia has approximately one in every 391 homes in foreclosure, while South Carolina's rate is one in every 973 homes.

Tennessee, Florida Are The Region's Most, Least Affordable Markets

According to a recent report by the

The Softwood Forest Products Buyer

National Assoc. of Home Builders (NAHB)/Wells Fargo Housing Opportunity Index (HOI), Tennessee is the most affordable housing market in the Southeast, while Florida is the least affordable.

Knoxville, Chattanooga and Memphis are among the most affordable housing markets in the region. Approximately 74.4 percent of homes in Knoxville are affordable by those making median income (the national median income in America is approximately \$61,500 per year). The number drops to 73 percent affordable for Chattanooga and 72.6 percent for Memphis. At 76.2 percent, Winston-Salem, N.C., offers the most affordable housing in the Southeast.

With 10 metro areas appearing in the bottom 100, Florida is one of the least affordable housing markets in the region and country. Miami-Miami Beach-Kendall, Fla., is actually the nation's sixth least affordable market with only 22.1 percent of homes affordable by those making median income.

Other Florida metro areas near the bottom of the list include Panama City-Lynn Haven (42.8 percent), Naples-Marco Island (45.5 percent) and West Palm Beach-Boca Raton-Boynton Beach (47.8 percent).

Nationwide, approximately 56.1 percent of all new and existing homes sold were affordable to families earning the national median income. The number of potential homebuyers nationwide who can afford to buy new and existing homes at its highest level in more than four years. During the housing boom, only about 40.4 percent of families could afford homes.

"If there is a silver lining to this crisis, it would be that some housing markets have become more affordable with a larger inventory to choose from," said Sandy Dunn, NAHB chairman. "But we are undeniably in a crisis and Congress needs to act on housing stimulus to get the market moving again."

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WESTERN TRENDS -
Continued from page 26

Douglas Fir and Western Red Cedar timbers for high-end homes, said those particular products haven't "slowed down as much. I expect 2009 will be about like it is now, but hopefully, something will break loose in April. There is hope for demand in the spring for building."

Montana Is In Recession

According to a recent report, Montana, like the United States, is in a recession, although the state's economy is fairing better than most. Patrick Barkey, a researcher with the University of Montana's Bureau of Business and Economic Research, said Montana is feeling the effects of the economic downturn, but expects the state will perform above the national average.

"The bottom line is that we are going to outperform the U.S., but we are still going to feel plenty of pain," he said. Barkey said key Montana industries including construction, agriculture, tourism and mining will be affected.

Montana Gov. Brian Schweitzer has adjusted spending plans to deal with an anticipated downturn in tax collections. He is also pushing for large reserves in case the downturn is worse than expected.

Terry Johnson, the state's legislative financial analyst, believes tax collections could drop by \$40 million for Montana's upcoming two-year budget period. Key sources of revenue such as oil reserve and capital gains taxes are also expected to decrease.

New Home Sales Down In West

According to the U.S. Commerce Department, new home sales recently dropped 18 percent in the Western region. Nationwide, sales of new single-family homes declined 5.3 percent to a seasonally adjusted annual rate of 433,000.

"The drop in new home sales comes as no surprise," said Sandy Dunn, chairman of the National Assoc. of Home Builders (NAHB). "Housing starts and NAHB's most recent Housing Market Index, which gauges builder sentiment about the market, were at record lows. And the extreme turmoil in the financial markets definitely undermined consumer confidence and served as a drag on demand for housing."

Although the new home sales rate declined, the Commerce Department report that homebuilders are making progress in reducing the number of unsold units on the market. "The number of new homes for sale dropped from 414,000 on a seasonally adjusted basis to 381,000," said David Crowe, NAHB's chief economist. "Builders are doing what they need to do to get the market moving again, including cutting prices to the bone, offering incentives and decreasing production."

Colorado Researchers Tackle Mountain Pine Beetle

Fire managers from Rocky Mountain National Park recently partnered with researchers from Colorado State University to investigate the impact of the mountain Pine beetle epidemic on fire behavior.

The pilot project will investigate three important issues: the flammability of Lodgepole Pine crowns, the mechanisms of Pine seed dispersal following beetle attack, and survival of beetle larvae following burning. The purpose of the project is to remove the dead foliage from several stands of beetle-killed trees in the park through the use of prescribed fire and learn more about fire behavior in beetle-killed trees.

Objectives of the project include: to break up the continuous canopy of standing dead trees between the park and adjacent communities to minimize the risk of a high intensity fire burning out of the park; to advance scientific knowledge of fire behavior in beetle-killed Lodgepole Pine; and to determine

if burning crowns of recently attacked trees has any impact on Lodgepole Pine regeneration or on the survival rates of overwintering beetle larvae.

NORTHEAST TRENDS -
Continued from page 26

Massachusetts Sets Goals For Green Development

Mass. Gov. Deval L. Patrick recently announced a target of requiring energy efficiency and partial solar power in all new malls and "big box" stores by 2010. The state will also offer cities and towns the option of instituting "super-efficient" local building codes.

"Reducing energy use, making electricity from the sun, and getting the most out of buildings we will leave to our children and our grandchildren is a value proposition that ought to make sense to developers as business people," Patrick said. "It is up to us in state government to make that proposition too good to turn down."

Patrick directed Ian A. Bowles, the state's Secretary of Energy and Environmental Affairs, to "initiate a dialogue with the development community to put together the technical assistance, financing support, and regulatory standards to facilitate the universal adoption of solar power and super-efficient buildings for large retail stores and malls." The rules would apply to buildings and developments of more than 50,000 square feet.

The Mass. Executive Office of Energy and Environmental Affairs and the state Department of Public Safety are also developing a super-efficient building code that could be swiftly adopted by municipalities across the state.

TRADE TALK

Ken Swartz Joins Mid Valley Lumber

Aldergrove, B.C.—Mid Valley Lumber Specialties Ltd is pleased to announce that (effective immediately) Ken Swartz has joined the lumber sales and marketing team.



Ken Swartz

Swartz, most recently with Cedartone Specialties, brings with him over 25 years experience in the manufacturing and marketing of Western Red Cedar products. "Over the years Swartz has earned the reputation of a hard working, honest individual, building long term working relationships with his customers,"

Mid Valley president, Al Fortune said. "With Ken's experience and commitment to honesty, he will fit well with the Mid Valley team." Swartz can be reached by e-mail at ken@midvalleylbr.com at the main office 604-856-6072 or his satellite office 604-538-3500.

Mid Valley Lumber's primary focus is the manufacturing and distribution of high quality Western Red Cedar products to the North American, European and Asian markets. Mid Valley's product line includes Western Red Cedar Decking, Balusters, Fascia, Timbers, Fence Boards, Rails and Posts.

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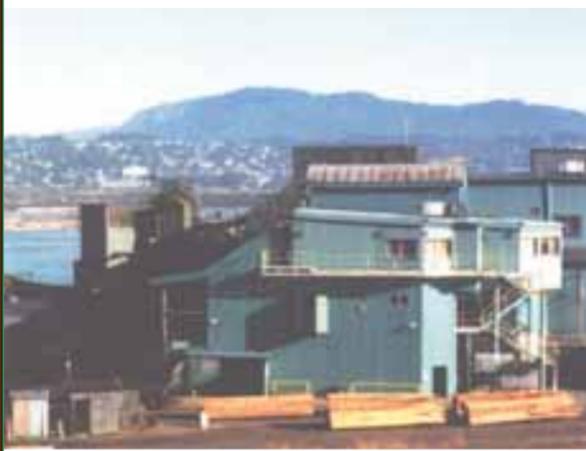
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TRADE TALK

Continued from page 29

Wynndel Lumber Sales Introduces New Moulder Mill

Wynndel, B.C.—Headquartered here, Wynndel Box and Lumber recently announced that the company's new moulder mill is now fully operational. Dirk Kunze, said that the new moulder mill is expected to make significant improvements in both production and quality for the company in the coming months. Currently Wynndel Box and Lumber Co. produces specialty forest products in the form of primed facia, trim, decking, boards and patterned stock. Established by Monrad Wigen with the help of his father O.J. Wigen, in 1913, the company has been operating for nearly 100 years.



Dirk Kunze

Richardson Timbers Celebrates 60 Year Anniversary

Dallas, Texas—Richardson Timbers Co., located here, celebrates 60 years of business in the timber industry with an open house commemorating the anniversary on Friday, May 15, 2009 from noon to 4 p.m. Refreshments, door prizes and tours of the facility will be offered.

Richardson Lumber offers wholesale products utilizing many suppliers and timber mills which company leadership feels enables them to provide customers with quality finished products. Teaming up with Forest Grove Lumber, the company now distributes Forest Grove's

Tru-Dry Fir timbers.

General manager Bobby Crowley, said that he attributes the success of the company to having a unique niche in the industry along with quality people. "We don't have a lot of the competition here in Texas that others have. Until the 1960's we were the only sawmill in the state of Texas," he said. He also noted that until six years ago the company did not have an outside sales team.



Bobby Crowley

Idaho Veneer Co. Recognized By FSC

Post Falls, Idaho—Idaho Veneer Company, established here in 1953, has recently been recognized by the Forest Stewardship Council (FSC) as a Chain of Custody supplier of products harvested from forests that meet stringent FSC standards.



Independent auditor, Scientific Certification Systems (SCS), by issuing their certificate number SCS-COC-001902, has acknowledged that Idaho Veneer Company and its affiliate, Ceda-Pine Veneer, Inc., Samuels, Idaho, have demonstrated a methodology compliant with FSC, assuring that products procured from certain well-managed forests

can be isolated and tracked as they are further processed into veneer or lumber. Customers who order Certified FSC products from Idaho Veneer Company and Ceda-Pine Veneer, Inc. can do so with peace of mind, knowing that their veneer and lumber are products of forest management which is, in the words of the FSC, "environmentally appropriate, socially beneficial, and economically viable."

Idaho Veneer Company and Ceda-Pine Veneer, Inc. are the producers of Idaho White Pine veneer and lumber. Other species sliced are Douglas Fir (Oregon Pine), Ponderosa Pine, Western Red Cedar, Hemlock, Red Alder, Pacific Albus, and Madrone. For more information see www.idahoveneer.com.

Softwood Lumber Agreement Tax Refunds Prompted Due To Cutbacks

Canada—According to the Canada Revenue Agency, Canadians who shipped Softwood lumber to the U.S. are eligible for a refund of export charges paid from October 2007 through March 2008 based on a section of the U.S.-Canada Softwood Lumber Agreement referred to as the Third Country Adjustment. Since the SLA was signed in 2006, this will be the first time refunds have been prompted.

The qualifications of the refund include several conditions that must occur within two consecutive quarters compared with the same two consecutive quarters of the prior year.

Initially the share of U.S. consumption that is attributable to non-Canadian imports must have a minimum of a 20 percent increase. Second, Canadian's market share of U.S. consumption has to decrease. The third qualification is that U.S. domestic producers' market share of U.S. consumption has to increase.

While non-Canadian imports to the U.S. declined, consumption shares moved enough that the first criteria of

the Third Country Adjustment (20% increase of non-Canadian imports) was met.

When the agreement was first signed, British Columbia and Alberta chose Option A, that included a sliding scale for export taxes ranging as high as 15 percent based on lumber prices. Since prices have been depressed, those that chose Option A have paid the maximum 15 percent tax since the SLA was put into motion.

One third of the 15 percent tax is now due to be paid during the six-month period, according to the Third Country Adjustment.

Option B was chosen by Quebec, Ontario, Manitoba and Saskatchewan, which included a tax of 5 percent maximum. The full export tax paid from October 2007 through March 2008 will be refunded to those provinces.

Canadian shippers must file an application with the Canada Revenue Agency within two years after the day on which the export tax was paid to meet the eligibility requirements for the refund.

David Seinman Joins Weston Forest Products Sales Group

Mississauga, Ont.—Located here, Weston Forest Products recently announced that David Steinman has joined Weston's North American Sales group as a lumber trader. Steinman joins Weston after serving at Grant Forest Products as a sales representative and commodity trader. Weston Forest Products is a full service distributor and re-manufacturer of industrial forest products. The company named offers a diverse selection of products including Softwood, hardwood and panels.

Boise Cascade expands Baltimore Location

Baltimore, Md.—Based here, Boise

Continued on page 36

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WP-11 11/16" x 8"

WP-105 11/16" x 6", 8" & 10"

WC-200 2" x 6" & 8"

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Fascia - Pro Select Knotty - No Hole - S1S2E

5/4" x 12"

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Boards - 3 & Btr - S1S2E

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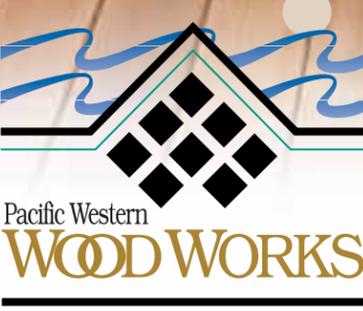


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TRADE TALK

Continued from page 31

Cascade Building Materials Distribution announced the final details have been completed to begin relocation of its two Baltimore locations to a larger, expanded facility. President Stan Bell noted, "The new facility is situated on 15 rail-served acres with approximately 225,000 sq. ft. of enclosed storage. In addition, office space of approximately 8,500 sq. ft. will be included in the project. These improvements to the Baltimore operations provide the opportunity to grow BMD sales and are indicative of our growing commitment to our customers and vendors."

Currently BMD's Baltimore operations are comprised of two separate, under-sized facilities. Mike Nutile, Manager of Baltimore BMD commented, "We are very excited about this relocation and expansion. The new facility will provide the infrastructure to rapidly expand our product line and customer services. In addition to being a more efficient operation, the new facility will be much safer for all of our associates." The work at the site should be completed by early June, with the move occurring shortly thereafter.

Boise Cascade's plywood mill in White City, Oregon is closing its doors and eliminating 110 positions. Spokesperson Robert Smith commented that after several 2008 curtailments the company has decided to permanently close the operation. "In fairness to our employees, we don't think it is appropriate to continue these repetitive curtailments when our market outlook remains dim," he said. Previously supplied by this facility, the Boise Cascade's White City engineered wood products plant will not receive plywood products from the company's larger plywood mill in North Medford, Ore.

Weyerhaeuser appoints Williamson to Succeed Rogel

Federal Way, Wash.—Headquartered here, Weyerhaeuser Company recently announced that the board of directors has elected Charles R. Williamson to become non-executive chairman following the planned retirement of Steven R. Rogel. Williamson joined Weyerhaeuser's board in 2004, serving as the lead director since 2006.

He currently chairs the executive committee and serves on the compensation and finance committees.

"Since joining our board, Chuck has played an essential role in the development of the significant strategic decisions we've made to position Weyerhaeuser for future growth," Rogel said. "I am pleased that the Board has chosen a successor whose leadership and expertise will complement the diversity of backgrounds and skills of our board and senior management team. I'm confident that both the board and our leadership team will benefit from the guidance and counsel Chuck will provide."

"I am honored to succeed Steve as chairman," Williamson said. "For more than a decade, Steve has guided Weyerhaeuser through a unique period of change as its CEO and chairman. We're indebted to his vision and commitment to make Weyerhaeuser a stronger company. Along with the rest of the board, I look forward to working closely with Dan Fulton and his team as we continue to position Weyerhaeuser for the future and enhance the value of our shareholders' investment."

Potlatch Appoints Lead Director

Spokane, Wash.—Lumber producer, Potlatch, based here, recently announced the appointment of John Moody as lead independent director of the company's board of directors. Succeeding Dr. William T. Weyerhaeuser, who resigned from the



board in December 2008, Moody has been a member of the Potlatch board since 2006 and is the president of Proterra Management, the general partner and manager of Proterra Realty Fund. Also, he is a board member for Huron Consulting Group.

Potlatch chairman, president and CEO, Michael J. Covey said, "John Moody is a strong leader with extensive executive experience in the REIT sector. He will serve the company and shareholders well in his new role."

NELMA's Revised Pre-Warning System for Lumber Manufacturers

Cumberland, Maine—The NELMA Board of Directors unanimously approved a revised Pre-Warning system for lumber manufacturers at a recent meeting. The revisions are based on the recommendations forwarded by NELMA's Grading Committee last year, following their full review of existing 4-year old "Pre-Warning" system within the Association's lumber grading policy. A revised NELMA Grading Services Policy & Procedures booklet will be mailed to each member and also available on the website under the "Members Area."

These changes will also be reviewed with mill personnel by NELMA's lumber inspection staff during their next mill visit. As a summary, the basic changes include the following:

The condition of 2nd-Pre-Warning will be implemented at a mill that receives a 1st Pre-Warning a second time within a 12-month period, or a third time within a 24-month period.

A mill that receives a Pre-Warning condition will be required to provide NELMA with a detailed written "Plan of Action" for corrective procedures, to be approved by NELMA.

The members of the Board of Directors and Grading Committee believe these revisions are a positive reinforcement of the Association's quality control programs and standards. In addition, the new system should streamline the process to ensure a high standard is maintained throughout the NELMA grading system.

For more information contact NELMA at 207-829-6901.

Trade Dispute Heats Up As B.C. Lowers Stumpage Rate

Vancouver, B.C.—Following an announcement from British Columbia that the government is lowering the rate it charges companies to harvest trees on Crown land in the Coast region, the lumber trade dispute between the U.S. and Canada is again heating up.

The new stumpage rate on the Coast averages less than \$5 per cubic meter, which is about 70 percent lower than was charged last year. At the core of the cross-border trade dispute, U.S. officials charge that Canadian stumpage fees are an illegal subsidy to the Canadian industry.

The U.S. Coalition for Fair Lumber Imports responded negatively to the news. The Coalition charged violation of terms within the Softwood Lumber Agreement. Steve Swanson, chairman for the U.S. Coalition for Fair Lumber Imports referred to the 70 percent cut coupled with the 25-cent stumpage rates in the B.C. Interior, as "the most egregious violation of the SLA to date."

B.C. Premier Gordon Campbell told Canadian media that the reduction in

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TRADE TALK

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coastal stumpage fees would not violate the SLA.

The federal budget is expected to include C\$150 million (\$123 million) to promote wood use and C\$1 billion to aid single-industry communities cope with the economic downturn.

The spending could violate the terms of the trade deal that prohibits Canada from subsidizing its lumber producers, according to the Coalition for Fair Lumber Imports, which has spearheaded past trade complaints against Canada.

The Coalition vows to closely examine the details of the Federal Canadian Budget and promptly work with the Obama Administration and the Congress to ensure that any trade agreement violations stemming from this or previous, SLA-inconsistent aid program will be addressed aggressively.

Members of the Coalition are concerned about a seemingly endless array of initiatives to reduce costs illegally for their Canadian competitors.

Oregon Lumberman Steve Swanson, Chairman of the Coalition and CEO of the family-owned Swanson Group, said that "it is time to closely examine whether this agreement has delivered the intended benefits to U.S. lumber communities, and take meaningful enforcement steps in instances where Canada has willfully undermined this trade agreement and U.S. jobs."

The agreement specifically includes a ban on new government subsidies to Canadian lumber production, no matter how they are crafted. "Since the agreement came into force, the Canadian federal and provincial governments have repeatedly violated the agreement through illegal subsidies, including large reductions in provincial timber royalties. The new subsidies have maintained timber production in the face of sharply declining demand while further suppressing market prices," said Steve Swanson.

"What is the point of having a softwood lumber trade agreement if Canada continues to violate it? It is time to enforce this agreement and make it work for U.S. companies, hundreds of thousands of U.S. workers, and millions of private family forest landowners and their communities," Swanson said.

"Hopes that the 2006 Softwood Lumber Agreement would help level the playing field against subsidized Canadian lumber are being dashed by Canada's systemic disregard for its commitments under the agreement," the group said.

Canadian government and industry officials deny the expected spending is a subsidy that would violate the treaty because the aid does not go directly to producers and is available to help other, non-forest industries.

Canada denied during the long political fight leading up to the trade agreement that its lumber producers had been subsidized, and accused the U.S. industry group of trying to protect a less efficient forestry sector.

Producers in both countries have been suffering since the agreement took effect because demand for lumber has plunged with the collapse of the U.S. housing construction market.

Canadian Government Aids Housing Affordability

Ottawa, Ont.—Minister of Human Resources and Skills Development and Minister Responsible for Canada Mortgage and Housing Corporation (CMHC), the Honorable Diane Finley, recently announced eight new grants that will improve housing affordability for Canadians. Totaling C\$38,000, the grants are being awarded under CMHC's Affordability and Choice Today (ACT) initiative.

In operation since 1990, ACT provides grants to local teams made up of munic-

ipalities, builders and housing stakeholders that promote the improvement of planning and building regulations in their communities to lower the cost of housing. ACT also offers an abundance of proven best practices and lessons learned so that communities can benefit from the innovations of others.



Hon. Diane Finley

Funded by the CMHC and administered and delivered by the Federation of Canadian Municipalities (FCM), with the participation of the Canadian Home Builders' Association (CHBA), and the Canadian Housing and Renewal Association (CHRA), ACT promotes practices and lessons learned from the projects undertaken by grant recipients at workshops, conferences and other events attended by municipalities and housing stakeholders.

President John Hrynkow said, "Reforming regulations is key to increasing housing affordability and broadening choice. Municipalities across Canada can draw on ACT solutions to reduce costs and encourage innovation."

"Municipalities of any size and region can benefit from developing new regulatory solutions or adopting ACT's wide range of solutions leading to improved housing affordability and choice for residents," FCM President, Jean Perrault added. "We look forward to ACT's continuing contribution to helping Canadian cities and communities pursue innovation in residential development through regulatory reform."

Canada's national housing agency, CMHC, retains more than 60 years of experience helping Canadians access a variety of quality, environmentally sustainable and affordable homes that will generate lively, eco-friendly communities and cities across the country.

Western Forest Products Closes Indefinitely

Nanaimo, B.C.—Western Forest Products, located here, announced that three locations will be closing indefinitely, making it the largest single lumber closure since the U.S. housing market began dropping in 2006.

Another 720 sawmill workers and loggers will be added to the numerous people who have lost their jobs due to the forest industry downturn. The indefinite closures of these mills may be the beginning of what many forecast as the forestry's darkest quarter to date.

In a recent interview, John Allan, president of the B.C. Council of Forest Industries, commented on the subject. "I anticipate the market is going to get worse before we see some form of recovery. I think this quarter is going to be pretty bleak, quite frankly," he said. The largest forest company on the B.C. coast, Western Forest Products closed two sawmill plants and a remanufacturing facility at Nanaimo. Logging operations at Port Alberni, the Sunshine Coast and Queen Charlotte Islands were also shut down.

A temporary shut down was put into place in December with the intention of an extended Christmas break. Just two short months after that decision the one light at the end of the tunnel for the coastal industry, the Cedar market — has taken a turn for the worse. Combined with the Japanese housing market softening and the global financial crisis, the situation for Western Forest Products changed dramatically.

Chief operating officer, Duncan Kerr, commented that workers are facing tough decisions.

Executive director of the B.C. Truck Loggers Association, Dave Lewis stated that he expects more layoffs. "Contractors are concerned not only over the layoffs but over Western's financial health," he said. "Many of our members harvest for them."

Western was operating seven sawmills and four remanufacturing facilities prior

Continued on page 39



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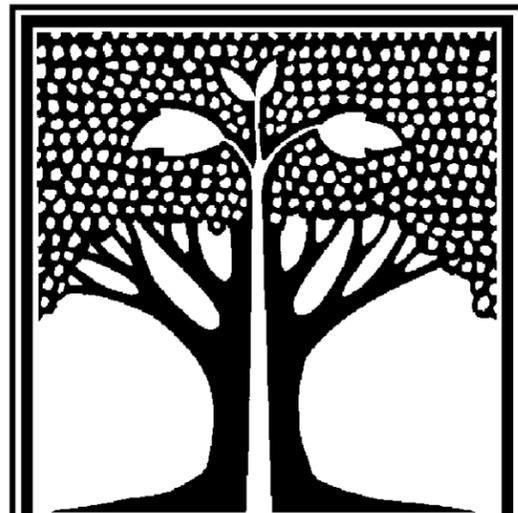
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TRADE TALK

Continued from page 37

to this time. Kerr said on top of the ever-declining demand for wood products globally, the financial crisis has made it increasingly difficult for customers who want Western's products to get the credit to purchase them.

Kevin Paldino Elected Vice President Of The Collins Companies

Portland, Ore.—Headquartered here, The Collins Companies recently announced the addition of Kevin Paldino as vice president of sales and marketing. President and chief executive officer, Eric Schooler commented, "Paldino rose to the top amongst several qualified candidates with his energy and zeal for inspiring our sales team to be innovative and confident in our sales and marketing approach." Paldino has a sales background that includes the Collins product

lines, marketing and most recently served as director of sales and marketing with The Pacific Lumber Co. out of northern California.

With facilities in California, Pennsylvania and Oregon, The Collins Companies offers Softwood and hardwood lumber, pine particleboard and their exclusive TrueWood siding.

Re-Cut's Open For Business

Corvallis, Ore.—Nick Johnson and John Baskin, president and vice president respectively, recently announced the formation of their new company, Re-Cut Forest Products LLC, located here.

The company provides services and materials to the industrial pallet and packaging industry. Re-Cut produces double notched pallet parts up to 10-feet, box parts and stakes, as well as many other products.

For information on products and pricing, contact Ted Fullmer at 541-981-2206 or email newvisionfp@comcast.net.

OBITUARIES

ALBERT BIBEAU

Vineyard Haven, Mass.— Albert Bibeau of the Wood Products Manufacturers Association (WPMA), which is located here, recently passed away while on vacation with his wife, Rose, in Florida.



For over 25 years, Bibeau was the executive director of the WPMA, a trade association serving the primary and secondary wood products industry. According to those close to him during his life, he never looked at his tenure with the association as a job, but rather an opportunity to share his passion to help people and expand the industry that he loved. Even after his retirement he was happy to do anything he could to help a woodworking company.

Bibeau is survived by his wife and best friend, Rose, who he shared over 52 years of marriage and five children, Philip, Steven, Karen, Allen and David. He also had six grandchildren.

Memorial contributions may be made to Camp Jabberwocky (a camp for disabled children on Martha's Vineyard), P.O. Box 1357, Vineyard Haven, Massachusetts, 02568.

GEORGE BALDRIDGE

Warm Springs, Ore.— Warm Springs Forest Products, located here lost a member of its quality assurance team. George Baldrige, died December 27, 2008 at age 57. During his 40-year career in the wood products industry he attained the Master Lumberman Award through WWPMA. For the last 10 years he was in Quality Assurance for Warm Springs Forest Products.

PEGGY BUCKLEY PRASSEL

Ridgeland, Miss.— Peggy Buckley Prassel, 69, president and controlling owner of Prassel Lumber, located here, recently died, in Brandon, Miss.

Prassel assumed her position when her husband, Allen W. Prassel, died in 1988. He founded the company in the late 1960s.

JOHN MAYFIELD BRAZIER

Tacoma, Wash.—John Mayfield Brazier, CEO of Brazier Forest Industries, recently passed away after an eight-month battle with pancreatic cancer. A graduate of the University of Washington in 1956, he served four years as an officer in the United States Navy and founded Brazier Forest Industries in 1965. His three children and six grandchildren survive him. Services were held at Acacia Memorial Park & Funeral Home in Seattle, Wash.

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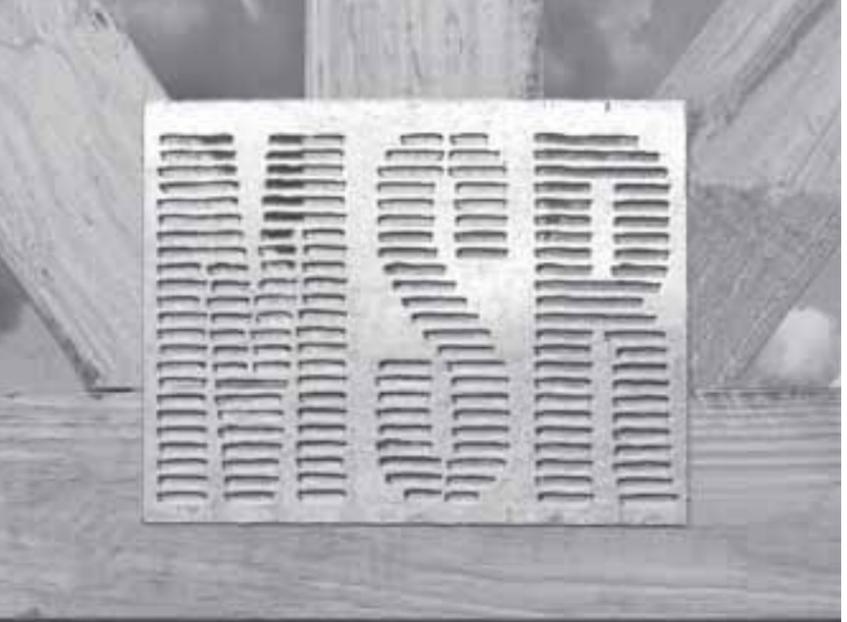
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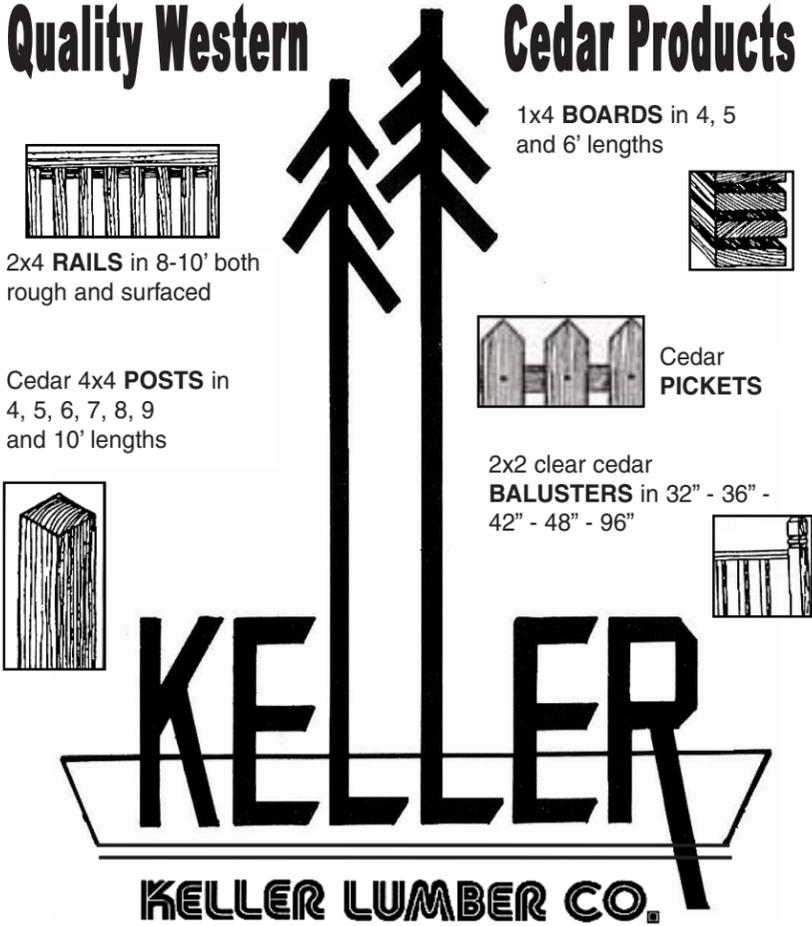
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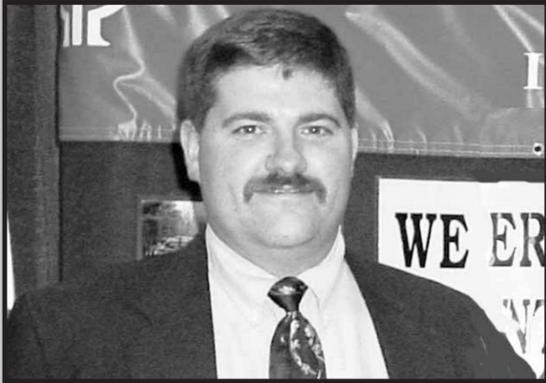
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SOFTWOOD CALENDAR

- | | |
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| <p style="text-align: center; color: #0070C0;">MARCH</p> <p>Southeastern Lumber Manufacturers Assoc., Spring Meeting, Atlanta Airport Hilton, Atlanta, Ga. Contact: 770-631-6701. Mar. 3-4.</p> <p>Western Wood Products Assoc., Annual Meeting, Double Tree Paradise Valley Resort, Scottsdale, Ariz. Contact: 503-224-3930. Mar. 7-10.</p> <p>Northwestern Lumber Association, Nebraska Lumber Dealers Convention, Embassy Suites, La Vista, Nev.; Contact: 612-544-6822. Mar. 11-12.</p> <p>Southern Cypress Manufacturers Association, Annual Meeting, Westin, Charlotte, N.C. Contact: 412-829-0770. Mar. 17-19.</p> <p>National Lumber & Building Materials Dealer Association, Legislative Conference, The Renaissance M Street Hotel, Washington, D.C. Contact: 800-634-8645. Mar. 16-18.</p> <p>International Wood Products Association, World of Wood 2009, Miramonte Resort & Spa, Indian Wells, Calif. Contact: 703-820-6696. Mar. 25-27.</p> <p>NAWLA Regional Meeting, The Portland City Grill, Portland, Ore. Contact: 800-527-8258. Mar. 31.</p> | <p style="text-align: center; color: #0070C0;">APRIL</p> <p>Council of Forest Industries, Annual Convention, Prince George Civic Center, Prince George, B.C. Contact: 604-684-0211. Apr. 1-3.</p> <p>Lumbermen's Association of Texas, Convention & Expo, Galveston Island Convention Center at the San Luis Resort, Galveston, Texas. Contact: 512-472-1194. Apr. 2-4.</p> <p>Northeastern Lumber Manufacturers Association, Annual Convention, Marriott Long Wharf, Boston, Mass. Contact: 207-829-6901. April 2-4.</p> <p>NAWLA Regional Meeting, Boston Marriott Newton, Boston, Mass. Contact: 800-527-8258. Apr. 2.</p> <p>NAWLA Executive Conference, Loews Lake Las Vegas, Henderson, Nev. Contact: 800-527-8258. Apr. 26-28.</p> <p>Ontario Lumber Manufacturers Association, Annual Meeting, Toronto, Ont. Contact: 416-367-9717. Apr. 28.</p> <p>NAWLA, Regional Meeting, Vancouver, B.C. Contact: 800-527-8258. Apr. 30.</p> |
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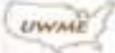
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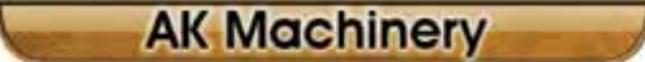
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