

Bulletin



NAWLA.....PROFESSIONALISM • INTEGRITY • HONESTY • INNOVATION

2008 NAWLA Executive Conference
April 20-22
Loews Ventana Canyon Resort & Spa
Tucson, Arizona

NAWLA Regional Meeting
January 9, 2008
Statesville Country Club
Statesville, North Carolina

NAWLA Members are Invited to Participate in E-Business Trends in Manufacturing Survey

NAWLA through SVM E-Business Solutions is offering members, an opportunity to participate in an E-Business Trends in Manufacturing Survey. If you are interested in acquiring an in-depth understanding of the key e-business and online marketing trends that are impacting the industry, access the following link: <http://www.svmsolutions.com/survey>.

The goal of the survey is to educate and empower NAWLA members with the knowledge to create and implement e-business and online marketing strategies and to educate our members on tactics to help increase market share, generate new business and improve bottom-line results. Your individual responses will be kept 100% confidential and aggregate survey results will be sent to you directly.

Note: NAWLA has not partnered with SVM E-Business Solutions. It is incumbent upon those participating in the survey to satisfy themselves as to the qualifications of the firm soliciting your participation.

Canadian Housing Starts Exceed November Expectations

Canadian housing starts in November were a greater-than-expected 227,000 units according to Canada Mortgage and Housing Corp., evidence that the country's housing market remains strong. Canada's housing industry has escaped a slowdown in part because a commodities boom continues to fuel record corporate profits and job growth, Canada's jobless rate is near a three-decade low. "The Canadian housing sector continues to outperform expectations, and is in stark contrast to its U.S. counterpart," Milan Mulraine, an economist with TD Securities in Toronto stated.

SOURCE: Bloomberg

Included with this month's NAWLA Bulletin:

- 2007 NAWLA Traders Market Photo Recap
 - 2008 NAWLA Industry Calendar
 - 2008 Mulrooney Nomination Form

Bulletin 12-07
December 10, 2007

NAWLA Traders Market Another Success!

With over 1600 attendees and 321 exhibitors, the 2007 NAWLA Traders Market, the industry's premier trade show proved once again to be a huge success! The event was held at the Hilton Anatole, Dallas, Texas November 15-17, 2007. This year marked the 12th year of the event.

The event kicked off on Thursday, November 15 with NAWLA committee meetings and a "NAWLA Sales Blast" seminar by James Olsen. Thursday finished up with the event's Early Bird Cocktail Reception. Friday began with educational programs entitled "The North American Economic Overview and Industry Outlook for 2007 and Beyond" by Stanley Duobinis; followed by "How the Softwood Lumber Agreement is Helping to Grow the Market" by Kelly McKloskey. Gregg Riley, NAWLA Chairman, kicked off The Grand Opening All-Delegate Luncheon with comedic act Don Friesen. The 2007 NAWLA Traders Market opened for business at 1:30. After a productive opening day, Friday concluded with the "Ice Breaker Reception."

Saturday, the final day of the event, began with the NAWLA Magellan Club Breakfast, which included a presentation on "Global Timber Trade: A World of Opportunity" by John Wadsworth. The show floor opened for business at 10:30 a.m. and again proved to be an extremely productive environment. The "Lumber Traders Happy Hour" concluded the event from 2-3:30 p.m. on the show floor.

See the enclosed 2007 NAWLA Traders Market Photo Recap for highlights of this year's event. Contact Linda Rowe at NAWLA (800) 527-8258 or at lrowe@nawla.org for event information, attendance statistics and more.

NAWLA Holiday Hours

The NAWLA office will be closed on
Monday, December 24 and Tuesday, December 25.
and
Monday, December 31 and Tuesday, January 1.

Have a wonderful holiday with family and friends.
NAWLA will maintain regular office hours throughout
the remainder of the holiday season.

Thanks to Our 2007 NAWLA Traders Market® Sponsors!

Please join NAWLA in thanking the following companies for their sponsorships at the 2007 NAWLA Traders Market® in Dallas:

Boise

Thursday Early Bird Reception and Hors d'oeuvres

Cascade Structural Laminators

General Fund

Digger Specialties, Inc.

General Fund

Forest City Trading Group LLC

Friday Icebreaker Reception

ForesTel LLC

Shoe Shine Booth

Forestweb

Friday Icebreaker Hors d'oeuvres

Hutchison Lumber & Building Products

Friday Grand Opening Luncheon Entertainment

Marathon Forest Products

Friday Grand Opening Luncheon Entertainment

North Pacific

Friday Exhibit Hall Refreshments

Pennsylvania Lumbermens Mutual Insurance (PLM)

Friday Educational Program Refreshments

Rosboro

Saturday Magellan Club Breakfast

Skana Forest Products Ltd.

Official Name Badges

Softwood Forest Products Buyer

Icebreaker Reception Hors d'oeuvres

Stimson Lumber Company

Friday Grand Opening Luncheon Entertainment

Sunbelt Storage Systems

Saturday Magellan Club Breakfast

The Waldun Group

Official Delegate Tote Bag

Welco Lumber Corp.

Friday Grand Opening Luncheon Entertainment

2008 NAWLA Mulrooney Award Nominations Now Being Taken

Nominations are now being taken for the 2008 NAWLA Mulrooney Award, the most prestigious award in NAWLA. This distinguished award is presented each year at the NAWLA Executive Conference and nominations can be made by anyone in our industry. 27 past recipients have been honored with the award which recognizes exemplary service to the North American forest products industry and the community at large.

Send in your nominations today! A form outlining the nomination is included with this issue of the NAWLA Bulletin. If you need additional copies of the form or have questions regarding nominations, feel free to contact NAWLA at (800) 527-8258.

Mark Your Calendars For NAWLA's Busy Upcoming Regional Meeting Schedule

NAWLA has several events scheduled in the very near future, including a busy schedule of Regional Meetings and Educational programs. View the events calendar on the back of this issue of the NAWLA Bulletin and check out the enclosed Industry Calendar for specific dates and times. For Regional Meeting information access the NAWLA website at www.nawla.org.

Industry News

Manfred Rullman, co-founder of **Kullik & Rullman AG - German Timber Export Company** passed away November 14th at the age of 61.

Capital Lumber Company in Healdsburg sadly announced the passing of William Day Sanregret, October 30 at the age of 48.

NAWLA Bulletin Sponsorship Opportunities

**Looking for additional exposure?
Consider sponsoring the NAWLA Bulletin.
The Bulletin is an excellent way to increase
both name and brand recognition. Sponsorship
includes a banner on the top front page with
your company information.**

**Please contact Susan Skorich at:
sskorich@nawla.org if you are interested.**

Please Welcome NAWLA's Newest Members!

Elof Hansson, Inc. (W)

907 Peachtree Industry blvd. #304

Suwanee, GA 30024

Contact: Bill White

Phone: (770) 614-7896

Fax: (770) 614-1942

Website: www.elifhansson.comEndorsed by: *Bobby Wright*, **Forest Sales Corp.** and
Mark Junkins, **McShan Lumber****Elof Hansson** is an international wholesaler of wood-based products. Principal markets are the Caribbean and Latin America.**FORDAQ (SA)**

475 Rue Charles-Peguy East

La Prairie, Quebec J5R 3G2

Contact: Anne Bouchard

Phone: (888) 861-4387

Fax: (450) 984-0730

Website: www.fordaq.comEndorsed by: *Roy Carroll*, **Peter Angus Forest Products** and*Tom Jenkins*, **Old Town Lumber****FORDAQ** manages an online market for wood and forest related products. They have more than 37,000 companies taking advantage of their services.**Cambia by Greenleaf (M)**

24 Pine Lane

Cumberland Foreside, ME 04110

Contact: Gary Weinstein

Phone: (207) 899-4321

Fax: (207) 899-4321

Endorsed by: *Scott McGill*, **Boston Cedat** and
Dennis Connelly, **PrimeTech****Cambia by Greenleaf**, in partnership with Northland Forest Products manufactures thermally modified wood products used for decking, siding, trim, flooring and millwork.**Marlin Lumber Sales (W)**

P.O. Box 143

Albertson, NY 11507

Contact: Jan Schottenfeld

Phone: (516) 746-3661

Fax: (516) 746-3686

Website: www.creatuswood.com**Marlin Lumber Sales** distributes cut stock, fingerjoint, moulding and trim, door jambs, MDF, flooring and other millwork. They are an office wholesaler, stocking distributor, importer and exporter.**Saratoga Forest Products (W)**

1804 Scott Road

Freeland, WA 98249

Contact: Mark Kukuk

Phone: (360) 221-2232

Fax: (360) 221-2242

Website: www.saratoga.comEndorsed by: *B. Manning*, **Durgin & Crowell** and
Bill Nabozny, **Orepac****Saratoga Forest Products** is an international wholesaler of wood based products.**Transco Ltd. (M)**

20030 Stewart Cres.

Maple Ridge, BC V2X 9E7

Contact: Amy McNutt

Phone: (604) 465-1148

Fax: (604) 465-7742

Website: www.transcomills.comEndorsed by: *Perry Schlitt*, **Disdero Lumber** and
Jack Burnard, **Forest Grove Lumber****Transco Mills** is a manufacturer of roof decking specializing in softwood species of Doug Fir, Spruce and WRC.

Compensation and Benefits Report Available through NAWLA

Get your copy now! For the first time, the 2007 NAWLA Employee Compensation & Benefits Survey is available for purchase by non-participants. See how your company "measures up" with other office wholesalers and stocking distributors! This report identifies employees compensation and benefits in sales, managers, administrative, purchasing, accountant, human resource, clerical, warehouse, IT, as well as Executive compensation and benefits. The report also compares sales policies, bonus calculations, commission calculations, how Traders get paid, expense reimbursement policies, automobile and much, much more.

The benefits section of the report include health care, insurance premiums, deductibles, co-pays, retirement plans, Christmas perks, paid time off, vacation, holidays...there is so much here the report is a steal at \$99.

\$99 / copy for NAWLA Members

\$399 / copy for nonmembers

Added bonus! Nonmembers will receive a credit towards membership dues when they purchase a copy of the survey at \$399 and join NAWLA!

For further details about the report, please contact the NAWLA office. To purchase a copy, send an email to pbauer@nawla.org or contact NAWLA at (847) 870-7470.

Don't Forget To Mark Your Calendars For These Upcoming Industry Events

January 9, 2008

North American Wholesale Lumber Association (NAWLA)
Statesville Country Club Statesville, NC
(800) 527-8258 www.nawla.org
Regional Meeting

January 14-15, 2008

Michigan Lumber & Building Materials Association
DeVos Place Grand Rapids, MI
(517) 394-5225 www.mlhma.org
Great Lakes Building Products Exhibition

January 17-18, 2008

Lake States Lumber Association
Mead Inn Wisconsin Rapids, WI
(906) 774-6767 www.lakestateslumber.com
Annual Meeting

January 17-19, 2008

Western Retail Lumbermen's Association
Radisson Hotel Saskatoon, SK
(204) 957-1077 www.wrla.org
Prairie Showcase Buying Trade Show & Convention

January 19-22, 2008

Western Pallet Association
Rancho Las Palmas Resort & Spa Rancho Mirage, CA
(360) 335-0208 www.westernpallet.org
Annual Meeting

January 20-22, 2008

Northwestern Lumber Association
Sheraton Bloomington Hotel Bloomington, MN
(763) 544-6822 www.nlassn.org
Northwestern Building Products Expo

January 23-25, 2008

Northeastern Retail Lumber Association
Seaport World Trade Center Boston, MA
(518) 286-1010 www.nrla.org
Lumber and Building Material Expo

January 27-30, 2008

Window & Door Manufacturers Association
PGA National Resort & Spa Palm Beach Gardens, FL
(800) 223-2301 www.wdma.com
Annual Meeting

February 6-7, 2008

Southern Building Material Association
Showplace High Point, NC
(704) 376-1503 www.southernbuilder.com
Building Products Buying Show

February 7-9, 2008

Panel World
OMNI Hotel @ CNN Center Atlanta, GA
(800) 669-5613 www.panelworldexpo.com
Panel & Engineered Lumber International Conference & Expo

February 11-13, 2008

Illinois Lumber & Material Dealers Association
Peoria Convention Center Peoria, IL
(800) 252-6541 www.ilmda.com
Construction Supply Expo

February 13-16, 2008

National Association of Home Builders
Orange County Convention Center Orlando, FL
(800) 368-5242 www.nahb.org
International Builders Show

February 20-21, 2008

Canadian Lumbermen's Association
Queen Elizabeth Hotel Montreal, QC
(613) 233-6205 www.cla-ca.ca
Annual Convention

February 20-22, 2008

National Frame Builders Association
The Greater Columbus Convention Center Columbus, OH
(800) 557-6957 www.nfba.org
Frame Building Expo

Quote of the month

"A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty."

Winston Churchill

Keep The News Coming!

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