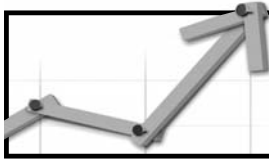


Bulletin

NAWLA - The Global Network of Channel Partners in the Lumber and Building Materials Industry



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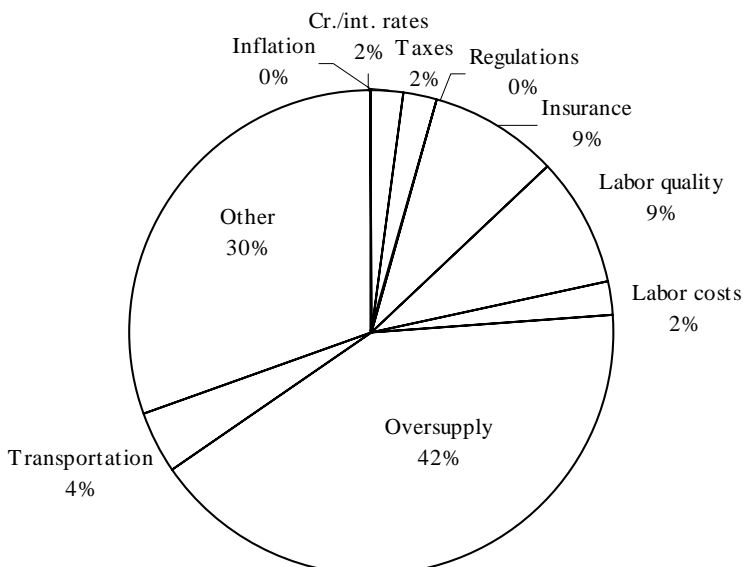
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Oversupply Rates as Biggest Business Concern Among NAWLA Members

NAWLA's first quarter 2007 "Business Concerns" survey results are in. Of 46 wholesaler member respondents, 42% voted oversupply as their biggest concern. A miscellaneous "other" category representing 30% of the vote followed a close second. Most respondents in the "other" category listed economic slowdown, housing starts and housing concerns as their biggest concerns. Other top concerns included labor quality, insurance and transportation.

NAWLA will continue to survey its members throughout 2007. Please take the time to complete these surveys and get them back to us in a timely fashion. We want to continue to report the most complete and accurate information that we can. If you have any questions regarding the survey, please contact Linda Rowe, Manager of Communications at 800.527.8258 or at lrowe@nawla.org.

2007 - 1st Quarter Biggest Business Concerns Survey (Out of 46 Total Replies)



Bulletin 4-07
April 16, 2007

NAWLA Announces T.J. "Tom" Tomjack as 2007 Mulrooney Recipient

T.J. "Tom" Tomjack, Chairman of North Pacific, Portland, OR, has been selected as the North American Wholesale Lumber Association, NAWLA 2007 Mulrooney Award recipient.

Please join us as we honor Tom. The 2007 NAWLA Mulrooney Award will be presented at the 115th NAWLA Executive Conference on May 8, 2007 in Palm Desert at the JW Marriott Resort & Spa in Palm Springs, California. For complete conference information, please go to www.nawla.org where you will find the Executive Conference schedule and all registration forms.

First presented in 1980, the NAWLA Mulrooney Award has been given annually to individuals for exemplary service to the North American forest products industry and the community at large. The award is dedicated to the memory of John J. Mulrooney, 1916-1979, whose 20 years of distinguished service as NAWLA president helped turn NAWLA into a viable and potent force in the lumber industry. The award itself is a carved eagle symbolizing the freedom, basic to North America, that each of its recipients has exercised in pursuit of the highest values of family and country.

Mr. Tomjack's career in the lumber industry began in 1973, when he began working for the Potlatch Corporation, serving in various capacities, including general manager. In April 1985, he joined North Pacific as executive vice president of sales. In January 1989, he became president of North Pacific and soon after assumed responsibilities as chief executive and chairman. Today, he still serves as board chairman for North Pacific.

Tomjack has significant involvement with NAWLA throughout the course of his career. In 1995, he was elected to NAWLA's board of directors and was appointed to their Executive Committee. In 2003, he became NAWLA chairman for a one-year term. He has been involved with several NAWLA committees, and has served as chairman of the NAWLA Traders Market Committee, the E-Commerce and Technology Steering Committee and NAWLA's Strategic Planning Committee.

Industry News

International Paper has entered into a purchase agreement to sell thirteen sawmills to **West Fraser**

The **Southern Forest Products Association (SFPA)** has appointed *Russell Richardson* as its director of Industrial Markets and *Giorgiann Gullett* as communications manager.

Van Bowman has joined **American Lumber** as a sales associate.

Kristine Putland has joined the sales team at **Sunset Moulding Company**.

Capital Lumber recently acquired 16 acres in Salt Lake City to include a 48,000 square foot warehouse and a 4,000 square foot office. Occupancy is slated for January, 2008.

Snavelly Forest Products has appointed *Greg English* as its director of western national accounts.

NAWLA Educational Offerings

by: Mark Palmer, NAWLA Executive Director

This time of year is usually a busy travel time with many of our sister associations organizing their annual meetings, conferences or regional conferences. NAWLA is no exception. In the last three months, we have held regional meetings or events in NC, FL, GA, CA, AL, IN, OR and BC. NAWLA staff attends these meetings as well as many of the meetings of our sister associations to keep up to date with happenings within those organizations and to network with our members.

We have discovered during our conversations with members that many folks are not aware of the array or scope of NAWLA's educational offerings. NAWLA offers no fewer than five multi-day, comprehensive educational programs for you and employees of your company at all levels — executives; middle management; sales people; buyers; purchasing managers; and even employees in your company new to the industry.

Just within the past two years, the Education Committee, led by Chairman Tom LeVere and Vice Chairman Greg Ryback along with staff, has created or offered three new programs for NAWLA — the Executive Management Institute; The University of Industrial Distribution; and the Buyers' School. Tremendous effort has gone into creating these programs and tailoring them to our industry. And that effort is ongoing.

cont. next column...

We would like to briefly explain each of NAWLA's programs.

- For those that are relatively new to the lumber and building materials industry, or for whom some basic information would help them in their new career, the **NAWLA Wood Basics Course** is offered (in cooperation with the University of Florida and Oregon State University). This course takes the participant from the seedling to the tree, through all wood products, wood alternative products, sales, marketing, transportation, logistics, mill and forestry tours in four days.

- For more experienced mid-level management, the **University of Industrial Distribution (UID)** is just the ticket. This four-day program is held in conjunction with Purdue University in cooperation with more than 28 other wholesale associations. The UID is a cafeteria type school that allows the managers to concentrate on particular subject areas that are of importance to them.

- To assist sales people in becoming more effective in sales, two courses are offered, a one and a half day **Sales Training Workshop** (also available to hold at your business site) and a self-paced, mentor guided Sales Training Course. This course provides the opportunity for the sales person to enhance their selling skills in the lumber and building materials industry.

- NAWLA was pleased to introduce the first ever **Buyers' School** in 2006. This school is designed to arm purchasing managers and buyers with the tools they need to garner a competitive edge and be more successful. The school covers Supply Chain Management, The Essential Elements of Organizational Negotiations, Inventory Management, Hedging, Industry Specific Transportation, Logistics and Ethics.

- The **NAWLA Executive Management Institute (E.M.I.)** addresses the training needs of business owners and senior managers; addressing topics including evaluating financial performance; implementing organizational change; managing through influence; sales / marketing; and the value chain. This highly prestigious course is offered in conjunction with Southern Methodist University, Cox School of business, one of the top ten business graduate schools in the United States.

- As timely/ current events and issues are identified ("hot topics"), the Education Committee and Information Services Committees team up to bring them to your attention via a series of one hour "**Webinars**" making you aware of what is happening in the industry and can help you to make informed decisions on how to deal/ capitalize on topics of interest.

There is great value in keeping you and your employees educated and up to date on information directly affecting them in their positions. A better educated employee means a more productive and valuable employee. Education is the key to success!

Please Welcome NAWLA's Newest Members!

Aspen Planers Ltd. (M)

12770 116th Avenue
Surrey, BC V3V 7H9
Contact: Dave Thiessen
Phone: (604) 634-1227
Fax: (604) 580-3769

Recruited by: *Bill Barnett, Marathon Forest Products*
and *Tom Davis, Taiga Building Products*

Aspen Planers Ltd. is a producer of high-quality SPF lumber.

Coast Clear Wood Ltd. (W)

19358 96th Avenue; Unit 320A
Surrey, BC V4N 4C1
Contact: Nathan Tellis
Phone: (604) 513-4499
Fax: (604) 888-4147

Website: www.coastclearwood.com

Recruited by: *Bill Barnett, Marathon Forest Products*
and *Tom Davis, Taiga Building Products*

Coast Clear Wood Ltd. is a wholesaler offering Douglas Fir, Hemlock, WRC and SpF lumber products.

East Texas Forest Products (M)

P.O. Box 669
Jefferson, TX 75657
Contact: James Moore
Phone: (903) 665-3993
Fax: (903) 665-1577

Recruited by: *Steve Granger, Olympic Industries*
and *Jeff Dill, Buckeye Pacific*

East Texas Forest Products manufactures finger-joint framing lumber.

Federated Insurance (SA)

121 East Park Square
Owatonna, MN 55060
Contact: Mike Russell
Phone: (800) 533-0472
Fax: (507) 455-7840

Website: federatedinsurance.com

Recruited by: *Barry Schneider, Bear Forest Products*

Federated Insurance is a business insurance provider specializing in the building materials industry.

ForestWeb (SA)

1801 Avenue of Stars; Suite 520
Los Angeles, CA 90067
Contact: Rami Ghandour
Phone: (310) 553-0008
Fax: (310) 553-0080

Website: www.forestweb.com

Recruited by: *Barry Schneider, Bear Forest Products*

ForestWeb provides innovative services that manage and deliver business and industry-specific intelligence for the entire forest products industry.

NAWLA Bulletin Sponsorship Opportunities

Looking for some 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.

Still Time to Register for the 115th NAWLA Executive Conference!

The 115th NAWLA Executive Conference is upon us, but it's not too late to register, there is still time to send your registration in if you haven't already! Don't hesitate to call NAWLA today at 800.527.8258 for registration information and a full schedule of events!

This year's event will be held May 6-8, 2007 in Palm Desert, California at the Desert Springs, JW Marriott Resort & Spa.

NAWLA has a wonderful program planned, including an excellent educational program on the industry outlook for 2007 and beyond. Great networking opportunities abound at the always popular Contact Session as well.

Also, don't forget that this year's attendees will have a once in a lifetime opportunity to play the desert's most sought after, unbelievably gorgeous golf course. A Silent Auction to benefit the Temperate Forest Foundation Teachers' Tour will also be held in conjunction with the event. The auction committee is actively looking for donation items. If you have an item to donate or have any questions about the auction, please contact Liisa Heddens at 503.579.6762 or liisa@forestinfo.org.

Save the Dates!

NAWLA Traders Market®

November 15-17, 2007

North American Wholesale

Lumber Association

Hilton Anatole Hotel Dallas, TX

214.761.7500 www.nawla.org

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

April 16-18, 2007

National Lumber & Building Material Dealers Association
Ritz-Carlton - *Washington, DC*
(202) 547-2230 www.dealer.org
Legislative Conference

April 25-27, 2007

Ontario Lumber Manufacturers Association
Fairmont Royal York - *Toronto, ON*
(416) 367-9717 www.olma.ca
Annual Meeting

April 26-27, 2007

Kentucky Lumber & Building Materials Dealers Association
Galt House Hotel & Suites - *Louisville, KY*
(502) 245-6730 www.klbmda.org
Annual Convention

May 6-8, 2007

North American Wholesale Lumber Association
Desert Springs JW Marriott Resort & Spa - *Palm Desert, CA*
(800) 527-8258 www.nawla.org
NAWLA Executive Conference

May 23, 2007

North American Wholesale Lumber Association
DC Ranch Village Health Club & Spa - *Scottsdale, AZ*
(800) 527-8258 www.nawla.org
Regional Meeting

May 30-June 1, 2007

Maritime Lumber Bureau
Charlottetown Delta - *Prince Edward Island*
(902) 667-3889 www.mlb.ca
Annual Meeting

June 3-6, 2007

Kitchen Cabinet Manufacturers Association
The Resort at Squaw Creek - *Lake Tahoe, CA*
(703) 264-1690 www.kcma.org
Annual Convention

June 4-7, 2007

Intertribal Timber Council - *Poison, MT*
(503) 282-4296 www.itcnet.org
National Indian Timber Symposium

June 10-13, 2007

Forest Products Society
Hilton Hotel/Knoxville Convention Center - *Knoxville, TN*
(608) 231-1361 www.forestprod.org
International Convention

June 14-16

Florida Building Materials Association
Ocean Reef Club - *Key Largo, FL*
(352) 353-0366 www.fbma.org
Summer Conference

June 27-30, 2007

Temperate Forest Foundation - *Portland, OR*
(503) 579-6762 www.forestinfo.org
Pacific Northwest Teachers Tour

July 12-15, 2007

Mississippi Lumber Manufacturers Association
Grand Casino & Resort - *Tunica, MS*
(610) 982-1731 www.mslumbermfg.org
Mid-Year Convention and Trade Show

July 26-28, 2007

Southeastern Lumber Manufacturers Association
Lansdowne Resort - *Leesburg, VA*
(404) 361-1445 www.slma.org
Annual Conference

Quote of the month

"There is no such thing as a 'self-made' man. We are made up of thousands of others. Everyone who has ever done a kind deed for us, or spoken one word of encouragement to us, has entered into the make-up of our character and of our thoughts, as well as our success." - **George Burton Adams**

Keep The News Coming!

Contact us at:

NAWLA

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Rolling Meadows, IL 60008

Tel: (847) 870-7470 or (800) 527-8258

Fax: (847) 870-0201

Website Address: www.nawla.org

Editorial ideas, quotes, and news stories go to
rowe@nawla.org





NAWLA Executive Conference

There is still time to register!

May 6-8, 2007

Desert Springs, JW Marriott Resort • Palm Desert, California

The Executive Conference Contact Session A Chance for Suppliers to Exhibit

The Contact Session is an exhibit environment for Manufacturers and Service Affiliate companies to showcase their products and services to wholesalers. Here, exhibitors can make contact with company owners and officers- the decision-makers - while wholesale distributors have an opportunity to meet with their peers and suppliers.

The Contact Session is made up of six foot tabletops. If you wish to exhibit at the Executive Conference this year, there is still time. Please call the NAWLA office a.s.a.p.

2007 Executive Conference Exhibitors:

APA - The Engineered Wood Association
Benjamin Obdyke Incorporated
Bennett Forest Industries
Caliper Human Strategies
Canadian Lumbermen's Assn.
Chicago Mercantile Exchange
Combilift Ltd.
Digger Specialties, Inc.
DMSi
Duckback Products
Elk Composite Building Products Inc.
Federated Insurance
ForesTel, LLC
ForestWeb
Gorman Bros. Lumber Ltd.
Greenland Composites, Inc.

IWPA
JAIN (Americas) Inc.
Krauter Storage Systems
NAWLA
Pennsylvania Lumbermens Mutual Insurance Co.
PPG Machine Applied Coatings
PrimeTECH
Progressive Solutions Inc.
RISI
Rosboro
Roseburg Forest Products Co.
Sierra Pacific Industries
Softwood Forest Products Buyer
Starborn Industries
Sunbelt
Weaber, Inc.

Room Reservations

For room reservations, call the hotel directly at (760) 341-2211 or at (800) 228-9290. To register for the meeting, obtain the registration form from the NAWLA website at www.nawla.org.

Please send your registrations to NAWLA A.S.A.P!

NAWLA Open Golf Tournament

Join NAWLA members, spouses and guests for some fun on the fairways. This fun Scramble event will pair players of all levels on the award winning Valley Course. Make your own foursome or have NAWLA pair you up.

**Visit the NAWLA website at www.nawla.org
to obtain further information and registration forms**

NAWLA • 3601 Algonquin Rd. Suite 400 • Rolling Meadows, IL 60008 • 847-870-7470 • Website: www.nawla.org