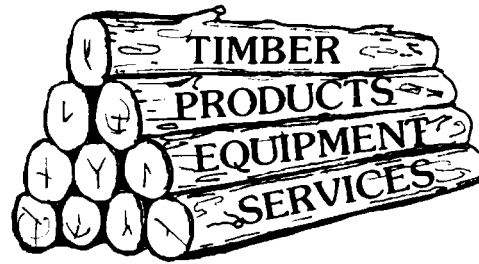




The Market Place

A Service to
Minnesota's
Forest Industry



Winter 2003

Our feature article is an analysis of the outlook for wood product markets in Minnesota. We also have a brief article from our friend Pat Donahue at the NRRI in Duluth on his Digital House project, and a listing of some wood product educational opportunities. We finish, of course, with our ever-popular free ad listings. Hope you enjoy it!

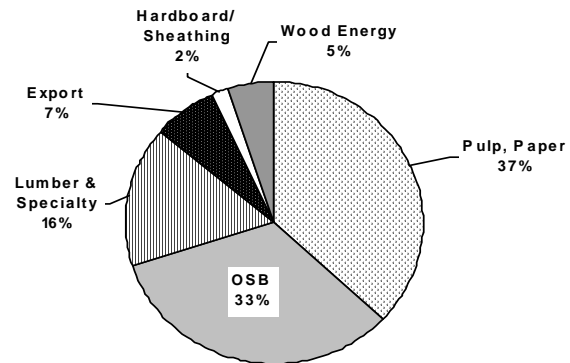
Outlook for Minnesota Wood Products

The following article is based mostly on information from the "Hardwood Review Weekly" and on interviews with John Fisher of Tri-State Lumber, Bart Rajala of Rajala Companies, Bob Owens of Owens Forest Products, Connie Johnson of Johnson Sawmill, Steve Hill of Hill Wood Products, and Chris Breuing of Viking Forest Products. Many thanks to these fine folks for sharing their insights with us!

First, in order to get an idea of the relative importance of various sectors of the primary wood products industry in the state, let's take a look at where the wood harvested in Minnesota goes, by product. One look at the chart to the right tells us that we are a pulpwood-dominated state, with over two-thirds of our harvest being used for OSB and paper. About 16% of our harvest goes into lumber and specialty products.

Next, I'll move on to some general comments (mostly gleaned from my interviews with folks involved in the wood business in Minnesota) on wood product manufacturing and global timber supplies. We will then take a look at the lumber market outlook by species, since that will probably be of greatest interest to the majority of our readership. We'll finish with brief outlooks for OSB and Paper.

Wood Use by Product from Timber Harvest in Minnesota 2000
(Includes All Species)



Harvest Data Compiled by USDA Forest Service, North Central Forest Experiment Station & DNR. Specialty products include veneer, posts & poles, shavings & landscape chips. Export is primarily pulpwood shipped to Wisconsin mills.

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Future of Wood Products Manufacturing in the Lake States

No one has a crystal ball, including me. Time and again during my interviews with Minnesota wood product manufacturers, however, I heard the theme that, as Minnesota's own Bob Dylan put it: "The times, they are a-changin'". It is becoming more and more difficult for Minnesota producers to compete in "commodity" products such as standard grades of lumber, paper, and OSB. Commodity wood product producers in the Lake States will need to continue to become more and more efficient to remain viable. Global competitors (especially the Chinese, but also South American & other countries) have the advantages of cheap labor & low-priced currencies. They have aggressively pursued value-added manufacturing in their own countries. They often produce high-quality products at low prices. They will be very tough competitors in commodity wood products, things for which they can produce large volumes to standard specifications.

Most of our Minnesota producers noted two things: 1) Their best performers of late and most likely into the future are things that can be classified as "niche" products – those products such as flooring, trailer decking, and more specialized items and 2) They felt that it was important to be diversified in their product and customer bases.

Our Manufacturing Advantages: Our biggest advantages over most of our foreign competitors are:

1) *Shorter lead times.* We can certainly turn around specialized product orders quicker than the Chinese, since they have to transport products great distances by ship in order to even get them to our shores.

2) *Being able to handle smaller orders.* The cost and time required to ship wood products means that foreign competitors will not be able to focus on small orders for specialized products. They need to make fairly standard products that have large markets.

3) *Customer service.* We can respond much more quickly and effectively to any problems with an order than a foreign competitor, who often has distance, language and bureaucracy issues to overcome if there is a problem with an order.

4) *Security.* Although we would all probably prefer not to think about it, more terrorist attacks are likely at some point in the future. Depending on their severity, they have the potential to shut off global trade and shipping for a time. Domestic manufacturers will have the advantage of more secure transportation & shipping, and can have an assurance of more control over their supply and output streams.

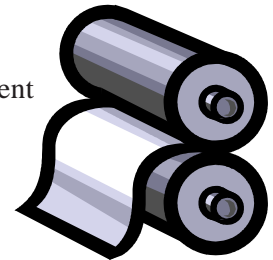
Small to Medium Size Company Competitiveness. To maintain competitiveness, our medium to small-sized wood product companies will need to continue to increase efficiency. They are also likely to see benefits from diversifying their product base and focusing on more non-commodity products where possible.

Large Company Competitiveness. Most of our large wood product companies are now truly international. They have pur-

chased mills here in order to have production facilities in the large North American market. Long-term, they need to see a reason to believe that they can make money in order to stay involved. This means that continued timber supplies need to be ensured. It also means that our mills will need to continually become more efficient through investments in new equipment and new processes in order to stay competitive.

Global Timber Supplies

Available global timber supplies will continue to increase in the future. Many countries around the world have aggressively pursued plantation (mostly eucalyptus) establishment over the past 15 years. These countries are mostly located in climates where they can grow wood fiber much faster than we can. These new fiber supplies will have an impact on pulpwood prices and locations of new pulpwood mill capacity for many years to come. Another area of huge timber surplus is Russia. With the opening of markets in this country, supplies of available timber continue to increase. Russia now sends large amounts of wood to Europe and China, where it is processed into products and sent all over the world. We now have to compete with these new "Wood Baskets" in a global marketplace.



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Comments by Product

Lumber

Demand

New home construction and remodeling of existing homes has been robust. Demand for cabinets, flooring, windows and doors has been very strong. Consumer confidence is low, but the economy is at least chugging along, and is expected to continue at a moderate pace for the near future. The value of the dollar has weakened over the past year, which should provide at least some modest help as the wood industry struggles to compete with imports. Nationally, lumber is still moving, but often at prices that leave little room for profit. Green lumber markets are reported to be stronger than kiln-dried markets. In almost every area, standing timber prices are firm or increasing.



Lumber Market Comments by Species:

Aspen Lumber: Little change in production or demand. Contacts report that demand for upper grades of aspen is still pretty good. A small uptick in interest to far east markets was reported in the *Hardwood Review Weekly*, in their “hardwood outlook” article in November.

Red Oak Lumber: Demand for mid to lower grades is very good. The strong RR tie and flooring markets are helping to drive this demand. Supplies of the Common grades have reportedly tightened in the last couple of months. Demand for upper grades is fair. *Editors’ note:* Minnesota contacts report that it is getting more and more difficult to find high quality red oak timber. We can grow some very high quality red oak in Minnesota on good sites and with proper management! There is still a great need to try to make landowners more aware of the importance of managing for timber quality, along with other important forest benefits.

White Oak Lumber: A resurgence in demand has been reported in white oak over the last several months, driven by the flooring and export markets.

Basswood Lumber: Basswood markets are reported to have improved a bit during the past several months, although most of the improvement is probably due more to lack of production than increased demand. In the past, most high-quality Minnesota basswood was used to make slats for window blinds, but much of the manufacturing capacity in this industry has moved overseas to Asia. We grow some of the finest basswood in the world right here in Minnesota, but markets have been flat for some time now. Local contacts report that it is still difficult to move large volumes of basswood. One excellent value-added market for high quality basswood is wood carving stock and craftwood, but of course, the volumes that can be sold to that market are relatively small.

Black Ash Lumber: High grade black ash is used for veneer, and is often exported to markets in the far east for use in making furniture. Black ash is also used to make paneling. We grow some nice black ash in Minnesota. Demand has been fairly steady, but far from spectacular. There has been some renewed interest from overseas buyers for upper grades.

Green/White Ash Lumber: Domestic ash sales have been flat for some time. Prices have stayed fairly steady over the past few months due more to decreased production than increased demand. *Editor’s note:* The lack of solid markets for ash has always been a bit of a mystery to me, and several of the folks I spoke to said the same. Ash is beautiful wood with excellent grain that is nice to work with. The timber can grow fast & straight on decent sites. As an industry, I firmly believe that more needs to be done to make consumers aware of this wood in order to expand markets.

Paper Birch Lumber: Birch markets have been pretty solid for quite awhile. Unfortunately, our birch resource in Minnesota is mostly small-diameter material, so most sawmills don’t saw enough of it to develop solid markets. Birch is, however, a fairly important species for a few of our sawmills in northern Minnesota, who make veneer or specialty products from it. We have the advantage in parts of northern Minnesota of growing birch that is mostly free of “fleck”, which is a common defect elsewhere that keeps

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birch from meeting veneer grade.

Soft Maple Lumber: Sales have been reported by the "Hardwood Review Weekly" as fairly robust. Soft maple is a common substitute for hard maple, when hard maple prices are high.

Hard Maple Lumber: Demand varies quite a bit by grade. In general, demand and prices for upper grades have softened a bit from their highs of a year or two ago. The "Weekly Hardwood Review" reports that demand for flooring and cabinets should absorb production for #1 Common and #2&3A Common, but the Sel/Btr will probably remain in oversupply for a time. Much of our Minnesota hard maple is lower quality than is grown east of here.

Cherry Lumber: Demand has remained steady. Prices are down from their highs of a couple of years ago, but demand should remain firm at current prices. We grow very little high-quality black cherry in Minnesota. I have seen it grow well on only a few sites in southeast Minnesota.

Walnut Lumber: Strong demand in overseas markets. Local sources have described demand for walnut as the highest they have seen in many years. Demand and prices are expected to remain firm for at least a while longer.

Softwood Lumber: Stud prices have continued to drift lower. Demand is still good, due to the strong housing industry, but competition from imported lumber continues to contribute to an oversupply problem.

Cants and Pallet Lumber: Good forest management requires markets for lower grade lumber as well as upper grades. Pallets are

an important market for some of our lower grade wood. Nearly all species are used in making pallets. Demand for pallet lumber has been characterized as high. Unfortunately, competition from pallets made of materials other than wood, and pressure from customers has made it very difficult to raise prices, so margins continue to be pretty low. One thing that has the potential to have a huge impact on the wooden pallet industry is the pest treatment issue. Pallets that will be used in exporting goods will be required to receive heat or pesticide treatment as a pest abatement measure. Many pallet producers are positioning themselves to meet the new export requirements, but this will definitely add to the cost of producing pallets, and the market is in no mood for increased prices, so many producers figure they will have to "eat" most of the cost increase.

RR Ties: Demand for railroad ties has been very strong for months. This is expected to continue for the next several months at least. Ties are another important market for lower grade hardwoods, especially oak.

Oriented Strand Board

The vast majority of wood use for OSB is aspen, but some birch gets used, as well as small amounts of several other species. *OSB sales are fair, but oversupply is keeping prices depressed & margins poor.* Over the next few months, prices are not expected to rise much. Longer term, there may be some hope on the horizon. Little or no new North American OSB capacity is expected to come on line over the next few years, so if the housing market remains strong, margin and profits may improve.



Paper

Aspen, spruce and balsam fir are the major species used for paper-making in Minnesota. *North American paper manufacturers continue to struggle with profitability.* The dollar's high relative value compared to many other currencies, rising production costs, including stumpage, and slow growth of paper demand have made things challenging for the domestic paper industry. Expect this to continue for at least the near term.

Final Comment

That's all for now. Hopefully you can glean some information from the preceding article to help in planning your future. Or at least I hope it serves as food for thought.

Wood Product Educational Opportunities

Understanding Wood I - The Nature of Wood

A Workshop for Manufacturers, Marketers, Distributors, and Users of Wood. This one-day workshop introduces participants to the fundamentals of wood as an industrial material. Topics addressed include the nature of wood and differences between hardwoods and softwoods, heartwood and sapwood, natural durability of wood, earlywood and latewood, specific gravity of wood and its effect on wood properties, wood and water, shrinking and swelling of wood, and juvenile wood/reaction wood. March 18, 2003 - St. Paul, MN

Understanding Wood II - The Nature of Principal Wood Products

A Workshop for Manufacturers, Marketers, Distributors, and Users of Wood. This one-day workshop builds on knowledge gained in the Understanding Wood I workshop and introduces participants to the most common products made of wood. Essential features of the manufacturing processes associated with each product are examined and product properties, proper applications, and problems in use are discussed. A look at new and emerging technologies and products concludes the session. March 19, 2003 - St. Paul, MN

Understanding Wood III - Measurement of Wood and Wood Products

This one-day workshop introduces participants to log and lumber scaling, cord scaling, weight scaling, and wood byproduct and residue measurement. The essentials of metric conversion are also examined. March 20, 2003 - St. Paul, MN

Environmental Aspects of Forestry, Timber Harvest, and Wood Use

The purpose of this program is to increase knowledge of forestry and of environmental concerns related to forest harvesting, to increase awareness of forest certification programs, and to increase the comfort level of participants in discussing forestry related issues with others. March 21, 2003 - St. Paul, MN

For more information on the above programs, contact Jim Bowyer at (612) 624-4292 or e-mail jbowyer@umn.edu.

Great Lakes Kiln Drying Association Spring Meeting

April 3-4, 2003 at the Holiday Inn, Manitowoc, WI. Program includes technical presentations and tours of Krueger Lumber Company, Lakeshore Forest Products, and Wisconsin Maritime Museum. For more information, contact Harlan Petersen, 612/624-3407 or harlan@umn.edu

Manufacturing Strategies for Profitability in the 21st Century: Surviving Globalization

For the forest products manufacturer, this meeting examines challenges, as well as opportunities and strategies for survival and profitability in the years to come. Speakers include Steve Lawser, Wood Component Manufacturing Association, Jim Bowyer, Forest Products Management Development Institute (University of Minnesota), and Scott Bowe, University of Wisconsin Extension. A tour of new manufacturing facilities of Colonial Craft Corporation will be included as part of the meeting. The meeting will be held at the Mermaid Convention Center, Mounds View, on Friday, March 7, 2003. For information, contact Bob Seavey, University of Minnesota, 612-624-3028

Digital House: Pre-Cut, Site-Assembled House Kits Get High Tech Boost

Our friend Pat Donahue at the Natural Resources Research Institute (NRRI) has been busy with some exciting wood product based economic development. Here is a quick overview of the project:



Demonstration house built at NRRI to demonstrate metal fastener and other housing fabrication technology

Pre-cut, site-assembled, wood frame housing is an old idea whose time has come again. NRRI - University of Minnesota Duluth is working with Birchem Logging to build a pilot plant in Aurora, Minnesota that will use cutting-edge technology to produce precision-cut building components.

The Digital House pilot plant will use today's computer technology (CAD and CAM-driven programs) to streamline the manufacturing process of construction components, making housing more efficient and more affordable. Digital House will work with a wide variety of housing agencies throughout Minnesota and Wisconsin, initially featuring a metal connection system new to the United States, currently used in Asia and Europe. Panelized housing components and other new combinations of housing materials and construction systems will also be developed.

"We want the Digital House pilot plant to be a portal through which automated wood frame housing technology can grow as an industry and as a focused economic development cluster in Northeast Minnesota," said Pat Donahue, NRRI Secondary Wood Group engineer. The pilot plant

will initially employ up to 15 people.

The project has received funding from the St. Louis County Housing and Rehabilitation Authority, Wisconsin Housing and Economic Development Authority, NRRI's Secondary Wood Group, and industry partner Birchem Logging.



Forest Products and Equipment Wanted

- WANTED Standing or cut walnut & all hardwood timber. Contact: Earl Fuller, Fuller Walnut Company, PO Box 202, Bagley, WI 53801; Phone: (608) 996-2519.
- WANTED Clear 30" diameter basswood log, 7' long. Contact Andy Westerhaus, 1905 River Hills Drive, Burnsville, MN 55337; Phone: (952) 890-1161; Email: emperorfxandau@aol.com
- WANTED Standing timber. Prefer in central Minnesota but will travel. Contact: Greg Pont, Ponto's Logging & Lumber, 12291 80th Street, Little Falls, MN 56345; Phone: (320) 632-8914
- WANTED Pine bark, hardwood bark, cedar slabs, hardwood chips, decomposed pine sawdust and wood shavings. Contact: Tom Messer or Chuck Domfeld, Xylem, Ltd., 18715 Rt. 84 N, Cordova, IL 61242; Phone: (309) 654-2261; Fax (309) 654-2045; Email: pam@xylemltd.com.
- WANTED Black ash burls. Contact: Kenneth G. Henschel, 327 E Lake Geneva Rd, Alexandria, MN, 56308; Phone: (320) 763-8210.
- WANTED Will pick up full trailer loads scrap wood or pallets for no charge. Contact: Rick Ziebell, J&B Pallet Recycling, 1021 S. 10th St., Lake City, MN 55041; Phone: (800) 345-3854; FAX: (651) 345-2201.
- WANTED (1) Post peeler PS8-PSP; (2) used sawmills and pallet equipment; Pallet Chief I, II, III; (3) Hogs, clippers. Contact: Lee Ray, L & L Sales, 8948 Market, Sturgeon Lake, MN 55783; Phone: (218) 372-3242; Fax: (218) 658-4317; Email: llsales@frontiernet.net.
- WANTED Small, used band sawmill. Contact: George Gulso, 1635 Cty Rd 110 W, Mound, MN 55364; Phone: (952) 472-5288; Email: gulso@blackhole.com



Forest Products For Sale

- FOR SALE (1) Plywood, OSB, particleboard, and/or MDF cut to size or shape; (2) Plywood blocks for pallets available. Contact: Joe Campbell, Steel City Lumber Co, PO Box 36189, Birmingham, AL 35236; Phone: (800) 733-1907; Fax: (205) 733-1709; Email: joecampbel@aol.com
- FOR SALE Used oak railroad ties, 500 pieces 6" x 8" and 7" x 9" (Mpls. area). Contact: Bill Stewart, Rush Creek Lumber, PO Box 801, Owatonna, MN 55060; Phone: (800) 943-0335; Fax: (507) 451-2721; Email: rushcreeklumber@qwest.net
- FOR SALE (1) Plywood, OSB, particleboard, or MDF cut to size; (2) Cut to length dimension lumber or boards; (3) Resawing or double resawing of dimension lumber. Contact: Scott Talbot, Talbot Lumber Company Inc., PO Box 700, Osseo, MN 55369; Phone: (763) 315-3131; Fax: (763) 315-3140; Email: stalbot@talbotlumber.com.
- FOR SALE (1) Northern white cedar cabin logs, poles, posts, 3"x5", 4"x4", 2"x4", 2"x6"; (2) 1/2" White cedar lumber; (3) White cedar fireplace mantels, other white cedar products. Contact: Duane Maki, 3651 Cty Rd 39, Deer River, MN 56636. Phone: (218) 246-8738; Email: makidm@paulbunyan.net
- FOR SALE (1) 5000 BF air-dried birch lumber, \$.60/BF; (2) Flooring and paneling, birch, black ask, oak, pine and maple; (3) 500 BF basswood 3" carving blocks. Contact: Greg Pont, Pontos Logging and Lumber, 12291 80th Street, Little Falls, MN 96345; Phone: (920) 632-8914.
- FOR SALE (1) Dowels, rods, poles, 3/4" to 2 1/2" diameter, lengths up to 16' long with no splicing, can splice poles longer. (2) Cart truck stakes & replacement parts, wheelbarrow handles, core plugs, rewinding plugs, plywood shipping circles, pry bars, lifting sticks, paddles, cutting sticks, custom wood products. Contact: Mark Slade, Mark Slade Manufacturing, 110 S Mill St., Seymour, WI 54165-1250; Phone: (920) 833-6557, Email: drhandles@new.rr.com.
- FOR SALE (1) Salvaged douglas fir or southern yellow pine timbers custom-sawed; (2) Douglas fir millwork, baseboards, etc. Contact: Ken Peter, Timber Ridge Custom Woodworking, 3703 Hautala Rd, Cloquet, MN 55720; Phone: (218) 879-6665.
- FOR SALE (1) Northern white cedar components, 3"X3", 4"X4", 2"X6"; (2) Northern white cedar full and half-logs, posts 6", 8", 10". Contact: Clayton Huddleston, Indus Industrees, Inc. 2195 Co Rd 83W, Birchdale, MN 56629; Phone: (218) 634-2270; FAX: (218) 634-2270; Email: IIndustrees@aol.com

Equipment For Sale

- FOR SALE Saws made to order. Complete line of saw hammering supplies. Atlas saw maintenance tools. Contact: Casey Creamer, Seneca Saw Works, Inc., 3843 Main St, Burdett, NY 14818; Phone: (607) 546-5887; Fax: (607) 546-5889; E-Mail: casey@senecasaw.com Web: www.senecasaw.com
- FOR SALE Steel & plastic banding, tools, carts, parts for all brands of banding equipment, lease equipment available. Stretch wrap, shrink films, tapes, poly cord. Contact: Industrial/Fairway Supply, St. Cloud, MN, Fargo, ND, Mpls, MN, Chicago, Il; Phone: (800) 347-0061; Fax: (877) 347-0065; Web: www.indfairwaysupply.com
- FOR SALE (1)DH kiln Nyle # L33, 1998 Building, 12'L x 6'W x 7' insulated floor/top & walls, doors on end

w/cart & track for 8' lumber, building on 4"x6"x12' beams, \$2,500; (2) Miller roughneck portable gas welder; (3) Tecumseh 14hp electric 12V starter; (4) Two wheel trailer/ball hitch/3rd wheel for hitch. Contact: L.D. Howe, 10943 Tall Timbers Rd SW, Garfield, MN 56332; Phone:(320)834-2640.

- FOR SALE Prototype pallet making machine, air nailers, videotape for assembly & use. Payment plan possible. Contact: Jack Cole, 16609 Hilltop Lane, Kensington, MN 56343; Phone: (320) 815-2394.
- FOR SALE (1) Used parts for skidders, small crawlers & excavators; (2) Parts for CAT, JD, IHC, AC, MH, ATHEY, Banka/Kohereing, Bobcat, Case, Clark, TJ, Drott, Franklin, Hein-Warner, Insley, Leiberr, Michigan, Mitsubishi, New Holland, New Process, Pettibone, Taylor, TF, & Trojan. Engines, transmissions and tires. Contact: Schaefer Enterprises of Wolf Lake Inc., PO Box 136, 4535 State Rt 3 N, Wolf Lk. Il 62998 ; Phone : (800) 626-6046; Phone:(618) 833-5498; Fax (618) 833-7765 ; Email: parts@sewlparts.com/www.sewlparts.com.
- FOR SALE 3 wheel forklift, needs motor, \$500. Contact: Dennis Freyholz, 21571 Hwy 71 NE, Hines, MN 56647-5709; Phone: (218) 835-4368.
- FOR SALE (1) FS Dixon resaw, cut up to 16 ft. or short pallet boards, gas motor \$5,200 or b.o; (2) FS Dixon sawmill portable, 14 ft. insert tooth blade 46", \$4,200 or b.o.. Contact: Greg Pont, Ponto's Logging/Lumber, 12291 80th St, Little Falls, MN 56345; Phone: (320) 632-8914.
- FOR SALE (1) Jackson wood shaving mill; (2) Hydraulic sawmill carriages – Mudata setworks, tower dogs, cant turndowns. Contact: Jackson Lumber Harvester Co., Inc., 830 N State Rd 37, Mondovi, WI 54755; Phone: (715) 926-3816; Fax : (715) 926-4545 ; Email: info@jacksonlbrharvester.com, www.jacksonlbrharvester.com.
- FOR SALE (1) Bronco 200 B nailer; (2) Hitach B750A vertical band resaw with powered feed works; (3) Detroit 671. Contact: Dallas Denzer, Denzer Pallets Inc., RR1, Box 417, Minnesota City, MN 55959; Phone: (507) 689-2208, Fax: (507) 689-2208.
- FOR SALE (1) Used FAS Trac model #307 left hand bandsaw blade sharpener, (sharpens 2-1/2" to 7" wide bands for blades 20 ft. length and under), \$4,500; (2) Used inserted tooth saw blades. Authorized dealer for: Simonds, Pacific/Hoe, IKS, Piper, Euro, Corley, Helle, Hanchett, Cornell, Meadows/ Miner Edger, Fricko, Oleson. Contact: Ruth Bartlett, Harry R. Schell Sawmill Sales, 601 W Park St., Blue River, WI 53518; Phone: (608) 537-2987; Fax: (608) 537-2032.
- FOR SALE (1) Three Bell 4a Dowel machines w/extra blades & setups up to 2-1/2" dia; (2) Large table saw, 30 blades, most are carbide tipped, 12"-16" dia. Contact: Mark Slade, Mark Slade Manufacturing, 110 S Mill St., Seymour, WI 54165-1250; Phone: (920) 833-6557; Email: drhandles@new.rr.com.
- FOR SALE (1) Valby wood chipper; (2) Farmi 3-pt hitch; (3) P.T.O. skidding winches; (4) Forwarding trailers; (5) Simonds slasher saws. Contact: Dave; Phone: (218) 384-3521.
- FOR SALE (1) Meadows sawmills, edgers, blowers & hammer hogs; (2) Cornell blowers, edgers, trimmers, notchers, slabsaws, log cleaners, unscrambler; (3) Valby wood chippers; (4) Farmi skidding winches; (5) Hitachi power tools & chains; (6) Patz conveyors & belts; (6) Lacey-Harmer laser lights; (7) Danco rip saws; (8) Webster vibrating conveyors; (9) Jonsered chainsaws; (10) Safe-T-Shelters storm shelters; (11) Used electric motors & equipment; (12) Used sawmill machinery. Contact: Rusch Equipment Sales, 400 Rusch Rd, Antigo, WI 54409; Phone: (715) 627-4361; Fax: (715) 627-4375.
- FOR SALE (1) Dixon sawmill & logging equipment; (2) Different size of circular sawmills & edgers (stationary & portable); (3) Log turners; (4) belt & chain conveyors; (5) Rollcases; (6) Hydra-dogs; (7)

Pallet notchers; (8) Slab edgers; (9) Debarkers; (10) Multiple saw trimmers; (11) Custom built decks; (12) Hydraulic loaders; (13) Trailers, trailers w/loaders for 4 wheelers; (14) Bark processing plant. Contact: Dixon-Rusch Co. LLC, 400 Rusch Rd., Antigo, WI 54409; Phone: (715) 627-4361.

FOR SALE (1) Armstrong #2 filing room setup; (2) Older log truck & trailer with 120 Prentice; (3) 32" Baxter-Whitney double surfer; (4) 30"x14" Buss #55 double surfer; (5) 24" single drum sander; (6) 36" brush sander/non-flat surfaces; (7) Two tool grinders; (8) Hanchett circular saw grinder; (9) Vollmer automatic top & face grinder; (10) Vollmer side grinder (circle & band); (11) 60" laminate roller; (12) Murphy diesel power unit; (14) Three up-acting cutoff saws; (14) Baker band resaw; (15) Stake pointer; (16) Gothic fence machines; (17) Two band resaws; (18) Three circular scragg mills; (19) Ag spray truck; (20) Two straight line ripsaws; (21) Three gangsaws; (22) Four log decks; (23) Expandable green chain; (24) New wood fired vertical high pressure boiler (10-12 hp); (25) Circular saws 12"-16"; (26) Berry feed with drum & cable (20hp). Contact: Kent Erding/Fillmore Sawmill, RR#1, Box 81, Wykoff, MN 55990; Business phone/Fax: (507)352-6546; Home phone: (507) 352-4098; Email: sawfast@hmtel.com

FOR SALE (1) Pendu diesel powered M5000 gangsaw w/log cabin tooling; (2) Arasmith whole pallet grinder; (3) Woodpower grinder Mod T-60; (4) Morbark waste recycler; (5) Williams C-32 No-Nife hog; (6) Lauerdale Hamilton super chop pop up trimmer; (7) Newman & Haxelthorn chamfering machines; (8) Cornell double arbor resaw w/cut up system; (9) Cornell 42" blower w/40 hp drive; (10) Cornell linebar resaw; (11) Brewer gang saws; (12) Pendu double arbor resaw w/cut-up-system; (13) Wilson 4 stand unscrambler w/Corley package deck; (14) State pointers; (15) Waechter 4 head resaw. Contact: Bob Montgomery, RA Montgomery Company; Phone: (610) 678-5703; Fax: (610) 678-5955; Email: ramco@juno.com.

FOR SALE (1) 1990 Hydroax shearhead 20" (new knives 6 mo ago) \$3,000. Contact: Simcoe & Habisch Logging, 23693 Kestrel Ave, McGrath, MN 56360; Email: cksimcoe@frontiernet.net.

FOR SALE (1) Air compressor Atlas Copo GS18, 125 PSI, \$3,750; (2) Air compressor Hydrovane model 43, 100 psi, \$1,000; (3) Band saw 36" throat Graves Kulsman Mfg. 5hp, 240 volts, \$500; (3) Van trailer 48'x102", utility 1994 air ride, \$4,000; (4) A&B 503 Loc ring drive shaper w/air table 20 hp, \$13,000. Contact: Mike Legatt, Viking Industries, 38160 Co. Rd. 2, St. Joseph, MN 56374; Phone: (320) 259-0909; Fax: (320) 259-4705; Email: Viking@cloudnet.com

FOR SALE Approximately 150 new .035 X1" X 13'2" bandsaw blades, \$5.00 each. Contact: John Mogensen, Brainerd Hardwoods, Inc., 13844 White Pine Drive, Brainerd, MN 56401; Phone: (218) 828-4824; FAX: (218) 828-0720.

FOR SALE (1) '00 CI 28 w/forks, bucket, ac & quick coupler; (2) '98 JD 344G; (3) '98 Volvo L50C; (4) '92 Case W14C; (5) '90 JD 444E; (6) '73 Allis Chambers 840; (7) '98 JD 648G II; (8) '98 JD 548G II; (9) '98 JD 648G dual arch; (10) '97 JD 548G; (11) '97 JD 540G; (12) '96 JD 648G; (13) '96 TJ 360 grapple; (14) '95 JD 548E; (15) '94 Cat 518C grapple ; (16) '90 JD 548D ; (17) '88 Cat 508 grapple ; (18) '80 JD 440C ; (19) '80 TJ 240 ; (20) '98 Hydro-Ax 511 ex; (21) '97 JD 643D Koerhing 20" sawhead; (22) '93 BS T w/30" saw bar; (23) '88 JD 643 w/22" shear head; (24) '95 Barko 160B w/CTR saw buc; (25) '93 Prentice 210D; (26) Helle 2HB auto tie mill; (27) Hurdle portable 3 HB sawmill; (28) Master Craft 2 HB tie mill; (29) Meadows hand-set mill w/hydra dogs; (30) Pipers 2 HB tie mill w/vertical edger; (31) Paulson 6" double cut bandmill; (32) Wood-Mizer LT40 HD E25; (33) Cleerman 3 HB carriage; (34) Klamath 60" 4 HB carriage; (35) Salem 48" 3 HB carriage; (36) Select 6" double cut bandmill; (37) McDonough 54" line bar resaw; (38) Morgan resaw w/run-around & cant turner, diesel power; (39) Schuman 6' horizontal resaw; (40) Viking duo-matic, 4 strand w/stacker; (41) HMC V206 debarker; (42) Selection of chippers, decks, edgers, feedworks, planers & roll cages; (43) JD series 4000 winch; (44) JD G&E 84' grapples; (45) '00 Select 6" double cut portable bandmill, model 4221 with computer networks & JD 115 h.p. power

unit; (46) '98 JD 344G loader; (47) '98 Hydro-Ax 511 Ex with Koehring sawhead; (48) '97 JD 643D with Koehring sawhead; (49) '96 JD 648G dual arch grapple; (50) Cornell slab saw with infeed & inclined outfeed; (51) Lowboys 47' and 25' with dovetail and ramps. Contact: Weber Forest Machinery; Phone: (615) 373-8809.

FOR SALE Complete shop for sharpening band saws. Contact: Clete or Fran Kadletz, N65 W24337 Elm Avenue, Sussex, WI 53089; Phone: (262)246-8127; Email: fran-clete@sirnet.com



Services and Miscellaneous

- SERVICES Structural engineering, log & heavy timber frame homes, unusual foundation problems solved. MN & WI registration. Contact: John Wilkinson, Consulting Engineer, 604 – 2nd Ave N, Sartell, MN 56377; Phone: (320) 253-1019 or (507) 523-2550.
- SERVICES On site repair and rebuilding of lumber planers, flooring machinery and moulders. Trouble-shooting and training service. Contact: Larry Holtz, Midwest Planer Service, N462 Robin Dr, Stetsonville, WI 54480; Phone: (715) 678-2080; Email: midwestplanerservice@excite.com
- SERVICES Saw hammering, welding, collar grinding, trouble-shooting, consulting & training. Contact: Kent Erding, Fillmore Sawmill, RR#1, Box 81, Wykoff, MN 55990; Phone/Fax: (507) 352-6546; Home: (507) 352-4098; Email: sawfast@hmtel.com
- SERVICES Custom drying. Kiln located near Cloquet, MN. Contact: Dave; Phone: (218) 384-3325.
- SERVICES Circular, band & carbine saw blade repair. Contact: Harry R. Schell Sawmill Sales & Suppliers, 601 W Park St., Blue River, WI 53518; Phone: (608) 537-2987; Fax: (608) 537-2032; Customer order line: (800) 462-5807.
- SERVICES Saw hammering, welding, trouble-shooting, consulting & sawmill alignment. Saw tensioning or trouble-shooting training and seminars available. Contact: Casey Creamer, Seneca Saw Works, Inc., 3843 Main St., Burdett, NY 14818; Phone: (607) 546-5887; Fax: (607) 546-5889 ; Email: sawworks@ptd.net
- SERVICES Recondition Montgomery hog teeth, anvils and rings, Zeno grinding machines. Contact: G & G Repair, 9407 Main SE, East Sparta, OH 44626; Phone (330) 866-9764; Fax: (330) 866-5225; Email: hgg9407@aol.com.
- SERVICES Custom manufacturing of small runs of store fixtures, etc. Contact: Roger or Sharon Krause, Pine Mill Farm Furniture, 46730 Cty Rd 54, Ottertail, MN 56571; Phone: 218-367-2885; Email: pinemll@lakesplus.com
- SERVICES Timber frame homes built from re-sawn salvaged Douglas fir beams. Contact: Ken Peter, Timber Ridge Custom Woodworking, 3703 Hautala Rd, Cloquet, MN 55720; Phone: (218) 879-6665.

If you wish to list an ad in the winter issue of the Market Place bulletin, please fill out and return this form by April 30, 2003. There is no cost for placing the ad.

(Examples of items to be listed include stumps; lumber; logging; sawmill and woodworking equipment; sawing, drying, or marketing services; employment; or other forestry-related items)

Forest Products:	" Wanted	" For Sale				_____
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Services/Misc.:	" Wanted	" For Sale	" Available	" Services	" Notice	_____
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Name: _____ Company: _____

Address: _____ City, State, Zip: _____

Phone: _____ Fax: _____

E-mail Address: _____

Please Note: Due to limited space not all ads will be printed in every issue. Please limit your ads to one page or less. Ads will not be carried-over from one issue to the next, please resubmit them once for each issue.

Mail Ads To:	DNR Forestry Keith Jacobson, Utilization & Marketing Forester 500 Lafayette Rd St Paul, MN 55155-4044
Phone/Fax:	Phone (651) 296-6491; Fax: (651) 296-5954
E-Mail:	Keith.Jacobson@dnr.state.mn.us

The Minnesota Department of Natural Resources reserves the right to edit all items included and accepts no responsibility for the accuracy of description or for the commercial integrity of the persons or firms making offers in this Bulletin.

DNR Forestry Timber Auction Sales

Date	Auction Type	Sale Name	Location
1/15	Intermediate	Park Rapids/Detroit Lakes	Hubbard County Courthouse
1/29	Intermediate	Bemidji Area	Bemidji Area Forestry Office
2/21	Regular	Houston County	Rushford Fire Hall
3/27	Regular	Roseau/Marshall/Kittson Counties	Grygla Community Center
3/27	Intermediate	Warroad Area	Grygla Community Center
3/28	Regular	Goodhue/Wabasha Counties	Lake City DNR Headquarters
4/10	Regular	Bagley Area	Bagley Area Forestry Office
4/17	Regular	Isanti/Chisago/Sherburne/Anoka Co	Cambridge Area Office
4/18	Regular	Houston/Fillmore Counties	Rushford Fire Hall
5/13	Regular	Cook County	Cook County Courthouse
5/14	Reg/Intermed.	Littlefork Area/Kooch County	Littlefork Community Bldg
5/14	Regular	Hubbard/Becker/Wadena Co	Environmental Education Bldg

DNR Forestry Utilization & Marketing

Services:

Provide information and analysis about Minnesota's forest resources, provide information about improving utilization of wood resources, wood residue use and availability, promote markets for underutilized species, provide marketing help through the publishing and maintaining of forest product directories, the MarketPlace Bulletin, and through one to one contacts, and promote rural economic development through partnerships with various agencies and groups.

Staff (Staff other than Keith Jacobson spend only part of their time on U&M):

Keith Jacobson, St. Paul; 651-296-6491; E-Mail: keith.jacobson@dnr.state.mn.us

Rick Dahlman, St. Paul; 651-296-6502; E-Mail: rick.dahlman@dnr.state.mn.us

Lynn Mizner, Aitkin; 218-927-7511; E-mail: lynn.mizner@dnr.state.mn.us

Jeff Edmonds, Bemidji; 218-755-2894; E-Mail: jeff.edmonds@dnr.state.mn.us

Jean Mouelle, St. Paul Metro 651-772-7567; E-Mail: jean.mouelle@dnr.state.mn.us

Doug Tillma, Grand Rapids 218-327-4108; E-Mail: doug.tillma@dnr.state.mn.us

Lance Sorensen, Lake City; 651-345-3216; E-Mail: lance.sorensen@dnr.state.mn.us

Steve Vongroven, Mora RC&D Office; 320-679-5860; E-Mail: steve.vongroven@dnr.state.mn.us



The Market Place
 DNR Forestry
 500 Lafayette Rd
 St. Paul, MN 55155-4044
 Website: <http://www.iic.state.mn.us/finfo/luse/harvest.htm>

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