The Market Place

A Service to Minnesota's Forest Industry

TIMBER PRODUCTS EQUIPMENT SERVICES

Fall 2005

In This Issue:

Page

1) Sawmill Survey Update
3) Promotion for Small Wood Products Companies
5) Directory Notice
5) DNR Auction Schedule Change Notice
6) Lean Manufacturing Workshop
6) Ad Listings

Hope you enjoy it!

Keith Jacobson

MarketPlace Bulletin

The MarketPlace Bulletin is published four times annually by the Minnesota DNR Wood Products Utilization & Marketing staff and is distributed free of charge. It serves the wood industry of the state by providing relevant information on forest industry and forest resources, and by listing forest product and related items wanted, for sale, equipment for sale or wanted, services provided and employment opportunities. The Bulletin has a mailing list of over 3,000, and is also available on the internet at: http://www.dnr.state.mn.us/publications/forestry/marketplace/index.html.

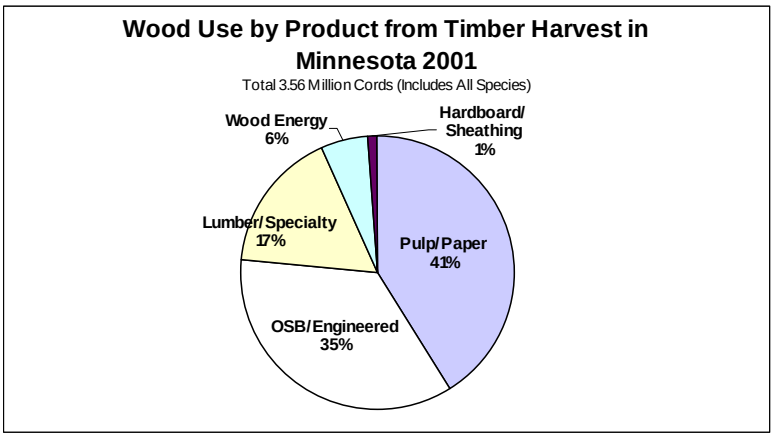
Persons can begin receiving the bulletin, or cancel a current subscription, by making a request by phone at: (651) 296-6491 or by email: keith.jacobson@dnr.state.mn.us.

Sawmill and Specialty Mill Survey Update

The data-gathering portion of the 2004 Sawmill and Specialty Mill Production Survey has recently been completed. Many thanks to all of you who shared information with us! The survey is a critical piece of tracking wood use trends across Minnesota, which has important implications for sustainable forest management and economic vitality in our state.

The numbers you will see in this article are DRAFT, but should be very close to final. They could change slightly over the next few weeks. Minor errors may still be found as data is further reviewed, and also as we get updated volumes for wood exported to Wisconsin and Iowa sawmills.

First, a little background on what the numbers mean, and some perspective on their significance in terms of overall timber harvest and forest management in Minnesota. The US Forest Service surveys the large, pulpwood-using engineered wood and pulp and paper producing mills annually. DNR surveys sawmills and specialty mills every 3 years or so. Data from both surveys is shared as part of a cooperative effort between DNR and the US Forest Service to track timber harvest volumes and industrial wood use. We will be focusing on information from the DNR survey of sawmills and specialty mills in this article. Specialty mills include post and pole producers, shavings mills, and log home builders.



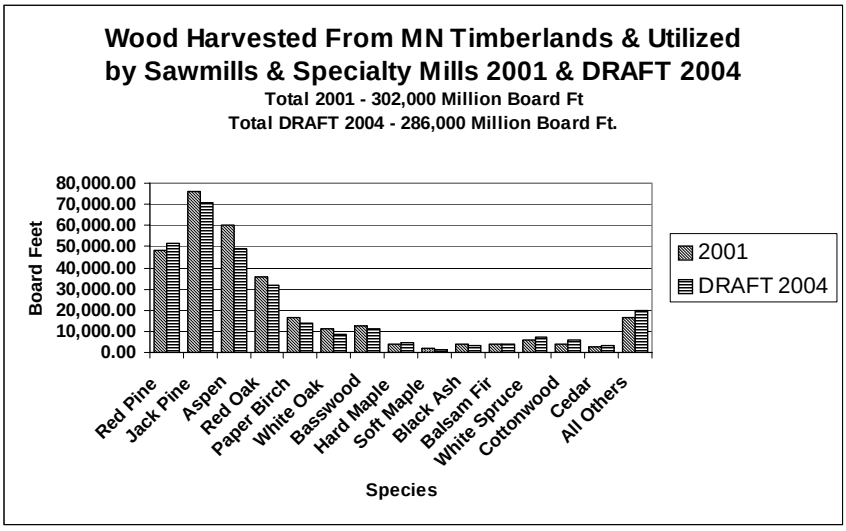
As is shown in the chart above, the large majority of timber harvested & utilized by industrial users in Minnesota goes to the pulp and paper, and engineered wood sectors. In 2001, sawmills and specialty mills used a modest, but still significant, 17% of the overall volume of timber harvested in the state.

Continued on Page 2

Sawmill Survey…..Continued from Page 1

Sawmills and specialty mills are important because they provide good markets for some species, sizes and qualities of wood that do not commonly get used at pulpwood-using mills. In addition, of course, they provide important economic benefits for many rural communities.

Total Volume and Species Volume Changes. As shown below, it appears that overall wood volume utilized by sawmills and specialty mills from Minnesota timberlands has gone down somewhat since the previous survey was completed in 2001 - from just over 300 million to around 286 million board feet. Nearly every significant species lost sawmill volume, including aspen, jack pine, birch, red and white oak, basswood and ash. Red pine was the only species of the top 7 in sawmill and specialty mill use that experienced an increase.



Mill Numbers and Size

There are over 600 sawmills and specialty mills in Minnesota. Many of these are very small, portable bandsaw mills that account for a tiny fraction of wood use. Most volume is produced by a few large mills. One large softwood mill *by itself* accounts for over 33% of the total volume utilized by sawmills & specialty mills, and the top 10 mills account for over 60% of the total. There are 46 sawmills and specialty mills statewide that utilize greater than 1 million board feet annually.

Competition For Wood

Many sawmills in Minnesota are struggling to compete with the pulpwood-using mills for wood. Aspen, especially, has become a difficult species to access at sawmills. As raw material prices paid at pulpwood-using mills have risen, the differential between what sawmills and pulpwood-using mills can pay for bolt and sawlog-quality aspen has largely disappeared. Birch has also become a tougher species for sawmills to access as pulpwood-using mills have ramped up their use of this species.

Strategies to Compete

In reaction to this competition for aspen, many sawmills are broadening the mix of species they use. This is easier said than done, however. Aspen makes up a large portion of available timber in Minnesota, and it is difficult for mills to make changes to their product mix and markets.

Another strategy employed by a number of successful sawmills is producing custom products and retailing them directly to consumers. As one contact reminds me however, “niche” markets are often low volume.

Thanks Again

Thanks again to all of the mills that so willingly shared their information with us. Forest industry is a critically important partner in sustainable forest management because of the markets it provides for wood and support for forest management. Sawmills and specialty mills are an important part of the overall picture.

Promotion of Forest Products for Small to Medium Sized Companies

By Keith Jacobson. Portions adapted from "Marketing for Wood Products Companies" Author: Bob Smith, Extension Specialist, Forest Products Marketing, Virginia Tech, and David Ola, Graduate Research Assistant, Virginia Tech Publication Number 420-145, posted February 2000.

The single biggest need identified by small forest product business owners around the Minnesota when I talk to them (other than more and lower-cost wood) is marketing assistance. What is marketing? I have yet to see a clear and concise definition, but for certain it includes the functions of sales, distribution, pricing, promotion, products, market research and others. Why is marketing so important? Clearly, no matter how big or small a company is, excellent marketing can improve profits. It is very important to pay attention to all aspects of marketing, but if I had to pick a single piece that is the biggest need for most small to medium sized companies, it would be *promotion.* I am therefore going to focus on that aspect in this article.

Many folks start wood products businesses because they like to make things. And they are usually good at it, too! As I visit with people on the phone and in person, I continue to be impressed by the variety and quality of wood products made here. What some of these same people are less good at, in my experience, is *promoting* those products. Sometimes this is intentional (some small companies may have more business than they can handle simply from word-of-mouth advertising). I think most people who are in business full-time, though, would welcome the additional sales, or additional *profit* that can come from better promotion of their products. I am convinced that poor promotion is often caused by one or more common factors cited by business owners, including "I'm too busy" or "I'm not very good at it" or "I really hate that part of the business."

The successful promoters that that I have witnessed have usually paid attention to the five key points below:

1) Seek Help When Needed. Some people (myself included too often, I'm afraid) think they need to do everything themselves. The truth is, people have different skills and abilities. I have yet to meet a person who is really excellent at all of the following: making things, running a business, accounting, promotion, sales, creativity and planning (I know lots of people who are really good at a couple of these things, but not all). If you aren't particularly strong at writing ad copy, making phone contacts, designing brochures, doing artwork, setting up a simple internet site, etc, ask someone you know for help. If you have a very small company and need low-cost help, try your spouse, your friends, or your kids. A listing of some additional assistance sources for businesses in Minnesota can be found at: http://files.dnr.state.mn.us/forestry/um/assistancedirectory.pdf

2) Choose Your Message Wisely. This sounds simple, but isn't always. You need to let people know that you are out there and/or persuade them to buy your product. You may need to educate them about why your product is best. Often in just a few words, or one picture.

3) Target Your Promotion Efforts. Think about where you can have the most impact by getting word out about your product. Do you make paneling in northern Minnesota? How about sending your brochure to resorts, local builders and lake associations?

4) Follow-Through is Critical. If you do not consistently deliver what you promise (and a little more), no amount of promotion will help.

5) Never Stop Promoting. Even if business is great at the moment, good promoters have the philosophy that

Continued on Page 4

Promotion.....Continued from Page 3

"not advertising in good times would be like taking my foot off the gas while driving - eventually, I will coast to a stop".

Listed Below are some simple methods to promote your business or product:

Phone or Personal Contacts. There is really no substitute for these. An owner of a sawmill that makes pallet parts once told me that the mill he bought was struggling for orders until he took over. He spent a few hours on the phone with pallet makers, and soon had all the business he could handle. He happened to be really good at phone contacts, so he spent most of his promotion time and effort there, but you need to decide what is most effective for you.

Brochures. Probably the simplest promotion alternative is to have a really nice, color brochure for your company and product(s). There are many printing companies out there that can help with layout and printing. There is also excellent computer software that allows you do-it-yourselfers to lay out attractive brochures and do high-quality color printing. Take the time to do a nice brochure, and then think about where best to target its distribution. I suggest that this is becoming a must for any logger working with private landowners.

Newspaper or Radio Ads. Often worthwhile, but if you are going to advertise in the newspaper or on radio, remember to design a good ad and target it in publications or stations with the audience and coverage that you need to hit. Monitor effectiveness by asking new customers where they heard about you.

Referrals. Do you belong to local community groups or associations? If appropriate for the group, make it known that you would appreciate any business referrals or ideas for leads that group members may have. How about referrals from former customers? Word of mouth is a tremendously important promotional tool.

"Roadside" Promotion. I realize that there can be restrictions imposed by various road authorities, but as I drive across Minnesota, I am still surprised at the number of small to medium sized wood product companies located near busy highways that don't have a nice sign that shows off their product(s) or briefly tells their story! There are lots of companies that make attractive signs, and many of these companies will help with design. A nice sign would probably a very good investment for most folks. Think about how many people drive by your business each day. What message would you like to have them see?

Internet. I have already seen a number of nice web sites for medium-sized Minnesota wood businesses. It is really pretty easy and cheap to set up a web site these days, and there are probably folks in your town who can help you do this for a modest fee. But if your business is really small, you don't necessarily need to go to the time and expense of setting up your own site to enjoy some benefits from the internet. Has anyone tried "EBAY" (online auction service), to sell any wood products? This would probably lend itself well to more unusual (non-commodity) products. If you do try EBAY, remember that you will need to ship the products by mail. For non-timber Special Forest Products, there is already a web site already set up to help with your marketing. The site is called specialforestproducts.com, and you can list products that you have, or those you would like to buy.

Directories. Minnesota DNR publishes directories of primary (sawmills and pulp mills, lumber wholesalers and veneer log buyers) and secondary (cabinet, furniture, pallet, etc) manufacturing businesses. If you have a wood manufacturing business and would like to be listed, call or email me. A listing is free of charge, only requires a short phone or mail survey of some basic information, and has resulted in additional business for many of the companies listed. Hard copies of the directories are available free of charge by request to Sharon Schmitz at: sharon.schmitz@dnr.state.mn.us. Directories are also available on the internet in searchable format at: http://www.dnr.state.mn.us/forestry/um/index.html.

Ads in Free or Low-Cost Publications. How many of you have put an ad in the Marketplace Bulletin? They are easy to put in, free of charge, and a good way to get your product in front of quite a few eyes. We have a mailing list of over 3,200 individuals and businesses, and another 800 or so people look at each issue on the internet. We publish ads for Minnesota companies in every issue, and try to fit in ads from out of state businesses as often as we can. Try one. Wisconsin DNR has a similar publication called the "Wisconsin Wood Marketing Bulletin". The address to send in requests to be on their mailing list or to place an ad is: Forest Products Specialist, 3911 Fish Hatchery Road, Fitchburg, WI 53711, Phone (608)231-9333 FAX (608) 275-3338. Local "shoppers" are another place to put in very low-cost ads. I have heard of several folks having success with these.

Minnesota Wood Campaign. For a minimal membership fee, you can join an effort to both promote northern Minnesota wood-based businesses as a whole and improve your ability to market your individual business. The Minnesota Wood Campaign is a joint marketing effort and home to the emerging True North Woods™ brand. There can be strength in numbers. I'd recommend checking them out either at www.TrueNorthWoods.com or by calling 1-888-223-5629.

Yellow Pages. Lots of people still find businesses this way. Ads can be worth the expense, but you will need to monitor effectiveness over time to know for sure. Where did new customers find out about you?

County Fairs and Trade Shows. What does a booth at the county fair cost? Not much, in many cases. If having a presence in a booth full-time is not a possiblity, design an attractive "stand-alone" display and have a stack of brochures or handouts. This type of thing works well if you have a unique product that will attract some attention, or a visually pleasing product, such as paneling, flooring or cabinets. People *love* to look at wood. Play up the "local wood used" angle (if you use local wood).

Let's share some ideas and success stories in a future issue. Anyone out there have a promotion or marketing success story to share? Or perhaps a disaster that others might want to avoid? Call, write or email. If we get some good tips, I will share them in a future issue.

New Primary Directories to be Available in Mid-November

Printed copies of the new Minnesota Primary Wood Product Producer Directories should be available upon request by mid-November. You can receive a copy free of charge upon request by emailing Sharon Schmitz, DNR Cooperative Programs Office Manager, at: sharon.schmitz@dnr.state.mn.us or by phoning her at: (651) 297-7298.

Changes to DNR Timber Auction Schedule

Readers interested in bidding on DNR timber auctions should be aware that the Department has made some changes to its auction schedule. An upgrade to its electronic timber sale system, originally scheduled for this fall through early winter is now expected to take place the following winter 2006/2007. Auctions are now scheduled through fall of 2006. However, no DNR auctions will be scheduled from December 18, 2006 through February 7, 2007 to allow time for this system upgrade. Additionally, timber buyers should be aware that there will be no transactions (over the counter sales, payments, assignments, etc.) taking place Dec 18, 2006 through January 2, 2007. Timber volumes offered by DNR will not be affected by these changes.

Lillian Baker, DNR Timber Sales Program Coordinator

Lean Manufacturing for the Wood Products Industry

A 3-day January Workshop

Brian Brashaw, Natural Resources Research Institute, University of Minnesota Duluth
Earl Kline and Dan Cumbo, Virginia Technological University

Lean manufacturing, simply defined, is a method of doing more with less. Specifically, lean manufacturing can produce high quality products with half the effort, space, inventory, and product development time compared with traditional mass production. Lean manufacturing principles encompass a systematic approach to identify and eliminate all production steps that do not add value to the final customer. The full capability of the lean philosophy involves creating a culture of observing and learning and an ability to implement, to innovate, and to continuously improve.

5th Lean Manufacturing Workshop Series.
Dates: January 9-11, 2005 Location: Minneapolis/St. Paul area

Who Should Attend?
This course is designed for upper and mid-level production managers who want to learn how to successfully implement Lean Manufacturing concepts in their business. Participants should possess knowledge of value flow through their operations from supplier to customer and have identified a particular product and/or group of similar products (products which travel through similar value streams) to be value stream mapped.

Topics Covered Include
Principles of Lean Manufacturing – Live simulation of an actual wood manufacturing process to illustrate understanding and implementation of lean concepts.
Identifying waste – Participants will learn how to see critical forms of waste in wood products manufacturing, which result in increased production costs.
Value Stream Mapping – Each participant will map the value stream for a product family to identify opportunities for waste reduction and decreased production costs.
"Push" vs. "Pull" production – Methods will be given for transitioning operations from a batch or "push" production system to a customer demand-based "pull" system.
Smoothing production and creating continuous flow– Participants will learn how to reduce production variation and move toward continuous product fl ow through their own manufacturing system.
Standard work – The concept of standard work, which is a key component in reducing variation and sustaining continuous flow through manufacturing cells, will be demonstrated.
Implementation of Lean Manufacturing – A Lean Manufacturing implementation plan will be presented with emphasis on wood products manufacturing.

How do I get more information on the workshop? Contact Brian Brashaw at the NRRI in Duluth to get a detailed program agenda and location at: (218) 720-4248 or via e-mail at bbrashaw@nrri.umn.edu.

Forest Products Wanted

WANTED We buy old timbers (we re-process them into beams and flooring). Contact: Jim Rice, Manomin Resawn Timbers; Phone: (651) 646-1771; Email: jim@mrtimber.com; Website: MRTIMBERS.COM.

WANTED (1) Black ash & black walnut veneer logs. (2) Standing timber. Contact: Ed Allen, 1402 Wilkinson Ct, St. Peter, MN 56082: Phone: (507) 931-5724: Cell Phone: (612) 850-4873; Fax: (507) 931-5740. E-mail: allen8354@earthlink.net.

WANTED White or bur oak logs, can be pallet grade or better, $125-$170 per cord, delivered or can be picked up, near Little Falls, MN. Contact: Greg Pont, Pont's Timber & Lumber; Phone: (320) 584-5573.

WANTED Low grade, 6/4 - hardwood lumber for stake manufacturing, 6" & 8" widths. Contact: Bob Montgomery, RA Montgomery & Co; Phone: (610) 621-2893; Email: ramco@juno.com.

WANTED Wood by-products in the midwest – sawdust, bark & woodchips; Contact: Joe Wolfram, Westwind Logistics, PO Box 96, Randall, IA 50231; Phone: (866) 455-1089; Fax: (515) 328-3304; Email: joe.wolfgram@westwindlogistics.net.

WANTED 3"-4" diameter red cedar logs/branches, any lengths down to 10" long, could possibly also use white cedar. Contact: Nathan Theuringer, NLT Enterprises, 21636 Lake Hook Rd, Hutchinson, MN 55350; Phone: (320) 587-7054; Email: nltent@hutchtel.net.

WANTED Supplier of rail cars of firewood to Montana. Oak firewood either 8' or cut & split cordwood, prefer dry wood, but could age here if needed. Start-up slated for 2006, & expect usage to exceed 1000 cords per year in 5 years or less. A long-term commitment for the right party. Contact: Charles Raches, Big Sky Firewood, 6600 Tepee Ridge Rd, Bozeman, MT 59715; Phone: (406) 587-8427; Fax: (406) 587-4578; Email: tepeeridge@aol.com.

WANTED (1) Birch & maple branches. (2) Birch bark & other natural forest products from Minnesota. Contact: Tom Finley; Phone: (503) 781-9376.

WANTED Any variety, 90" & 100" length, logs or scragg bolts. Call for prices. Contact: Mark Schmidtke, Whipper Swamp Logging, 405 Pine Mnt. Lake Rd. NW, Backus, MN 56435; Phone: (218) 947-3071.

Equipment Wanted

WANTED 1) Shingle mill, smaller version, in good condition or rebuildable. 2) Head block for older Enterprise sawmill. 3) I.H. Cub, good condition. Contact: Louie Job, Louie's Saw Mill, 511 Park St, Anoka, MN 55303; Phone: (763) 422-9198; Email: louiejob2@msn.com.

WANTED Radiator (cooling) for older model rubber tire Case loader, W-7-series E. Contact: C.H. Dohse, Hank Dohse & Sons, 6702 12th Ave, Murray, NE 68409; Phone: (402) 235-3436.

FOR SALE: FOREST PRODUCTS AND EQUIPMENT

Forest Products For Sale

FOR SALE (1) Dowels, Rods, Poles, ¾" to 2 ½" diameter, lengths up to 16' long w/no splicing. (2) Factory cart truck stakes & replacement parts. (3) Wheelbarrow handles, core plugs,

rewinding plugs, plywood shipping circles, pry bars, lifting sticks, paddles various types of plugs, cutting sticks & various types of custom made wood products. Contact: Mark Slade, Mark Slade Mfg, 110 Sough Mill St, Seymour, WI 54165-1250; Phone: (920) 833-6557; Email; DRHANDLES@NEW.RR.COM.

FOR SALE Red pine, utility pole & home building sized logs; Washington County, you cut & transport. Contact: John Lampe, John Lampe Design, 262 Griggs St, St. Paul, MN 55105; Phone: (651) 699-4963; Email: jl@usinternet.com.

FOR SALE (1) RO lumber 2-3A $.45/ bd. ft, air-dried. (2) Butternut, $1.00/ bd ft. (3) Softwood 2x4s, $.20/ lineal ft. (4) Custom-cut specialty products. Contact: Greg Pont, Pont's Timber & Lumber, 12655 80th St., Little Falls, MN 56345; Phone: (320) 584-5573.

FOR SALE (1) Plywood, OSB, particleboard, and/or MDF cut to size or shape according to your specs. (2) Plywood blocks for pallets. Contact: Joe Campbell, Steel City Lumber Co, PO Box 36189, Birmingham, AL 35236; Phone: (800) 733-1907; Fax: (205) 733-1709; Email: joecampbell@bellsouth.net.

FOR SALE 6'-10' blue spruce, balsam & fraser fir Christmas trees. Contact: Bud, Gabriel Christmas Tree Farms, Whitehall, WI 54773; Phone: (715) 538-2379.

FOR SALE Red pine stumpage, suitable for building logs or utility poles, located near Duluth. Contact: Stan Maleska, 3608 Koivula Rd, Hibbing, MN 55746; Phone: (218) 263-9403 (evenings).

FOR SALE 15 MBF Air-dried red oak, basswood, butternut & maple lumber. Call for price. Contact: Arlan Henderson, 37494 Henderson Dr., Houston, MN 55943; Phone: (507) 896-2205.

Equipment For Sale

FOR SALE Yanmar 155D diesel tractor, 4x4, 2 speed PTO–3pt, 48" woods belly-mount mower. Contact Robert Sawinski, R1, Box 145A, Zumbro Falls, MN 55991; Phone: (507) 753-2880 (evenings).

FOR SALE 1996 Serco 10000 loader & pump w/o grapple. Contact: Tim Ryan or Todd Jarason, Larex, Inc, PO Box 336, Cohasset, MN 55721; Phone: (218) 328-5870; Fax: (218) 328-5882; Email: tryan@larex.com.

FOR SALE 540B JD grapple skidder, $18,000. Contact: Mike Johnson, 13564 Dodge Rd NW, Pinewood, MN 56676; Phone: (218) 243-2843 or (218) 766-8584; Fax: (218) 243-2843.

FOR SALE D7F 94N, PS, S/B tilt, ripper, orps, screens & sweeps, $22,000. Contact: Jack Larshbough, 16268 Grange Rd NW, Pinewood, MN 56676; Phone: (218) 243-2825; Fax: (218) 243-2167.

FOR SALE (1)Morbark Stac-Trac. (2) Norcot pavement grinder. (3) Newman KM-16 trim saw. (4) Arasmith salvager hog w/50x50 opening. (5) Prentice model 150 stationary loader w/5th wheel. (6) Rodgers un-nailer w/10" blades. (7) Rip-Jac over & under pallet dismantler. (8) Waechter band resaw. (9) Williams C-32 No-Nife hog. (10) Lauderdale Hamilton super chop pop up trimmer. (11) Newman chamfering machine. (12) Cornell double arbor resaw w/cut-up system. (13) Cornell remote trim saw. (14) Cornell cant sizer. (15) Pendu diesel powered M5000 gang saw w/log cabin tooling. (16) Pendu diesel powered A5000 double arbor resaw system. (17) Pendu A4000 w/cutoff. (18) Brewer gang saws. Contact: Bob Montgomery, RA

Montgomery & Co; Phone: (610) 621-2893; Email: ramco@juno.com.

FOR SALE (1) Used inserted tooth saw blades. (2) Used FAS trac model #307, left hand bandsaw blade sharpener. Sharpens 21/2" – 7" wide bands, for blades 20' length & under. $4,500. (3) 5-pcs, new inserted tooth saw blades, 20"dia x 8 ga x 31/2 bore x 18T style F, PHS 39/16 - 41/2 Corley machine specs, Miner brand. (4) Authorized dealer for: Simonds, Pacific/Hoe, IKS, Piper, Euro, Corley, Helle, Hanchett, Cornell, Meadows, Miner Edger, Frickso & Olson. Contact Harry R. Schell Sawmill Sales & Supplies, Inc, Blue River, WI 53518; Phone: (608) 537-2987; Order line: (800) 462-5807; Fax: (608) 532-2032.

FOR SALE (1) 2002 JD 648GIII. (2) 2000 JD 648GIII dual arch. (3) 2000 JD 548GII. (4) 2000 JD 648GII. (5) 1998 JD 548G. (6) 1996 TJ 240B cable. (7) 1990 JD 640D cable. (8) 1985 TJ 230 cable. (9) 1982 JD 440C. (10) 2002 Prentice 280 w/CTR 400 delimber. (11) 1999 Prentice 310E w/CTR 400 delimber. (12) 1998 Prentice 210E. (13) 1995 Prentice 210D. (14) 1999 Hydra Ax 411 EX. (15) 1999 JD 843G w/22" Koehring saw-head. (16) 1998 JD 643D w/20" Koehring saw-head. (17) 1995 JD 544GLL w/fork & bucket. (18) 1994 JD 544G w/ 28L skidder tires. (19) 1990 JD 444E. (20) Hurdle portable saw mill. (21) Helle modular saw mill w/vertical edger. (22) Meadows automatic & handset sawmills. (23) Morbark 48" chip-pac. (24) Percision 58" chip-pac. Contact: Weber Forest Machinery; Phone: (615) 373-8809.

FOR SALE (1) 3 – Bell 4a dowel machines w/extra blades & setups up to 2 1/2" diameter. (2) Large table saw, 30 blades – most carbide tipped, 12"-16" diameter. Contact: Mark Slade, Mark Slade Mfg, 110 S Mill St, Seymour, WI 54165-1250; Phone: (920) 833-6557; Email: DRHANDLES@NEW.RR.COM.

FOR SALE (1) Cornell – blowers, edgers, trimmers, notchers, slabsaws, log cleaners, unscrambler & decks. (2) Farmi – skidding winches. (3) Hitachi – power tools & chains. (4) Patz – conveyors & belts. (5) Lacey Harmer – laser lights. (6) Danco rip saws. (7) Jonsered – chainsaws. (8) Webster – vibrating conveyors. (9) Dixon – sawmills, edgers, conveyors, log turners, hydra-dogs, pallet notchers, debarkers, slab edgers, trimsaws, decks, rollcases, small hydraulic loaders & trailers, trailers w/loaders for 4 wheelers. (10) Safe-T-Shelters – storm shelters. (11) Used electric motors & electrical equipment, used sawmill machinery. (12) Bark processing plant; conveyor & hopper on-feed, big roller screen, Patz chain conveyor under screen, Patz inclined chain conveyor, second roller screen w/conveyor transfer, 40' Patz inclined chain conveyor, nugget conveyor. (13) Dixon – line of sawmill & logging equipment, circular sawmills, two sizes of edgers (mills & edgers both stationary & portable). Contact: Dixon-Rusch Co, 400 Rusch Rd, Antigo, WI 54409; Phone: (715) 627-4361; Fax: (715) 627-4375.

FOR SALE (1) Timbco 2518 Feller-Buncher, 20" shear & 20" saw attachment, long track w/30" pads, new turn table, extra motor & boom. (2) 450A TJ grapple skidder, new 6BT Cummings, new 4 speed tran., new tires, double arch & big winch. (3) 648D JD grapple skidder, single arch winch, 60% tires. (4) Hahn processor, one man, 353 engine, by-pass 1/3 cd. bucket. (5) 1991 Western Star, 400 Cummings, 13 speed. (6) LowBoy trailer, beaver tail, new deck. (7) 2 - flatbed trailers, 40 & 42 ft. Contact: Roy Housey, 9727 Hwy 1, Isabella, MN 55607; Phone: (218) 323-7647; Cell Phone: (218) 343-4787.

FOR SALE Jackson Scragg Mill. Contact: Jackson Lumber Harvester Co, Inc, 830 N State Rd 37, Mondovi, WI 54755; Phone: (715) 926-3816; Fax: (715) 926-4545; Website: 222.jacksonlbrharvester.com.

FOR SALE Portable Wisconsin wood chip mill. Contact: Robin Kuckyr; Phone: (504) 846-4442; Email: brokerage@businessservicesofneworleans.com

FOR SALE 160 Barko, mounted on 1976 Chev. tandem. Contact: Jerry Schuster, 11613 Willow River Rd., Gheen, MN 55771; Phone: (218) 787-2264 (evenings).

SERVICES AND MISCELLANEOUS

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 (563) 547-1078.

SERVICES We re-process salvaged Douglas fir into beams, fireplace mantels & wide plank flooring - 6”-16” wide. We specialize in wide plank flooring. Contact: Jim Rice, Manomin Resawn Timbers; Phone: (651) 646-1771; Email: jim@mrtimbers.com; Website: MRTIMBERS.COM.

SERVICES Circular, band & carbide saw blade repair. Contact Harry R. Schell Sawmill Sales & Suppliers, Inc, 601 W Park St, Blue River, WI 53518; Phone: (608) 537-2987; Fax: (608) 537-2032; Order line: (800) 462-5807.

SERVICES (1) Recondition Montgomery hog teeth, anvils, rings, Zeno grinding machine cutter. (2) Hydraulic repair, pumps, cylinders & Dayco hose. Contact: G & G, 2525 Westbrook SE, Magnolia, OH 44643; Phone: (330) 866-9764; Fax: (330) 866-5225; Email: hgg9407@aol.com; Website: http//www.GGRepair.com.

SERVICES Manufacture wood items to customer specification: dowels, plugs, wedges, blocks, handles, knobs, legs, molding, balls, cases, rollers, spools & shaping. Contact: Ed Koelbl, American Wood Working Co, Inc, Montello, WI 53949; Phone: (608) 297-2131; Fax: (608) 297-7124; Website: www.americanwoodworkingco.com.

Utilization & Marketing Staff: All staff other than Keith Jacobson are part-time on U&M.

Keith Jacobson, U&M Program Leader, St. Paul, 651-296-6491 Email: keith.jacobson@dnr.state.mn.us

Rick Dahlman, U&M Staff, St. Paul, 651-296-6502 Email: rick.dahlman@dnr.state.mn.us

Jeff Edmonds, Northwest Region U&M Staff, Bemidji, 218-755-2894 Email: jeff.edmonds@dnr.state.mn.us

Doug Tillma, Northeast Region U&M Staff, Grand Rapids, 218-327-4108 Email: doug.tillma@dnr.state.mn.us

Lynn Mizner, Northeast Region U&M Staff, Aitkin, 218-927-7511 Email: lynn.mizner@dnr.state.mn.us

Jean Mouelle, Central Region U&M Staff, Warner Road, St. Paul, 651-772-7567, Email: jean.mouelle@dnr.state.mn.us

Lance Sorensen, Southern Region U&M Staff, Lake City, 651-345-3216 Email: lance.sorensen@dnr.state.mn.us

Greg Russell, RC&D Forestry Coordinator, Willmar; Phone: 320-231-0008; Email: greg.russell@dnr.state.mn.us

If you wish to list an ad in the winter issue of the Market Place bulletin, please fill out and return this form by January 2, 2006. There is no cost for placing the ad.

Forest Products:	☐ Wanted	☐ For Sale			
Equipment:	☐ Wanted	☐ For Sale			
Services/ Misc.:	☐ Wanted	☐ For Sale	☐ Available	☐ Services	☐ Notice

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

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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. <u>Ads will not carried-over from one issue to the next, please resubmit them once for each issue.</u>

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
Nov 03	Regular	Park Rapids Area Pine Salvage Auction	Environmental Ed. Bldg, Park Rapids
Nov 17	Regular	Winona, Houston and Fillmore Counties	Rushford Fire Hall
Dec 01	Intermediate	Littlefork Area	Littlefork Community Building
Dec 01	Regular	Littlefork Area	Littlefork Community Building
Dec 05	Regular	Aitkin Area	Long Lake Conservation Center, Palisade
Dec 05	Intermediate	Aitkin Area	Long Lake Conservation Center, Palisade
Dec 06	Regular	Baudette Area	Baudette Area DNR Forestry Office
Dec 06	Intermediate	Baudette Area	Baudette Area DNR Forestry Office
Dec 06	Regular	Orr-Tower Area	Orr American Legion
Dec 06	Intermediate	Orr-Tower Area	Orr American Legion
Dec 07	Regular	Cloquet Area	Cloquet Area Forestry Office
Dec 07	Intermediate	Cloquet Area	Cloquet Area Forestry Office
Dec 13	Regular	Two Harbors Area	Silver Bay City Hall
Dec 13	Intermediate	Two Harbors Area	Silver Bay City Hall
Dec 13	Regular	Blackduck Area	Blackduck Senior Center
Dec 13	Intermediate	Blackduck Area	Blackduck Senior Center
Dec 14	Regular	Deer River/Effie Area	Big Fork Community Building
Dec 14	Intermediate	Deer River/Effie Area	Big Fork Community Building
Dec 15	Regular	Hibbing Area	Ironworld, Chisholm
Dec 15	Intermediate	Hibbing Area	Ironworld, Chisholm
Dec 15	Regular	Warroad/Wannaska Area	Warroad Area DNR Forestry Office
Dec 15	Intermediate	Warroad/Wannaska Area	Warroad Area DNR Forestry Office
Jan 10	Regular	Cambridge Area	Cambridge Area DNR Forestry Office
Jan 10	Intermediate	Cambridge Area	Cambridge Area DNR Forestry Office
Feb 07	Regular	Backus Area	Pequot Lakes City Hall
Feb 07	Intermediate	Backus Area	Pequot Lakes City Hall
Feb 08	Intermediate	Bemidji Area	Bemidji Area DNR Forestry Office
Feb 08	Regular	Sandstone Area	Rutledge Comm. Center
Feb 08	Intermediate	Sandstone Area	Rutledge Comm. Center

The Market Place

The Market Place
DNR Forestry
500 Lafayette Rd
St. Paul, MN 55155-4044
Website: http://www.dnr.state.mn.us/publications/forestry/marketplace/index.html

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