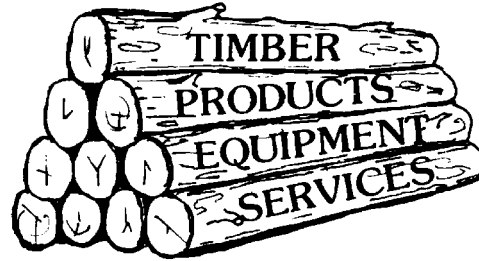




A Service to
Minnesota's
Forest Industry

The Market Place



Winter 2006

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Hope you enjoy it!

Keith Jacobson

Outlook for Minnesota Wood Products

The following roundup is based on the annual hardwood market outlook articles from the January 6 and 13 "Hardwood Review Weekly", and also on interviews with local wood business principals Bart Rajala of Rajala Companies, Chris Breuing of Viking Forest Products, Bruce Lee of Crystal Valley Hardwoods, Ted Fischer of IKE International, and John Fisher of Tri-State Lumber. Many thanks to the "Hardwood Review Weekly" for allowing us to reprint portions of their articles, and also to the local wood product company contributors who shared their insights with us. Thanks also to Lance Sorensen of our U&M staff for his assistance with the interviews.

****"Hardwood Review Weekly" comments are in plain font in the following article, with input and comments from our local wood industry contributors appearing in italics****

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.

Economic Growth Will Again Exceed Hardwood Industry Growth

We believe the contraction of the North American hardwood industry is nearing an end. Although a few more sawmills, concentration yards and end-users will likely close this year, we expect overall demand for North American hardwoods and hardwood products to slowly, steadily increase. The industry will see strong home building and remodeling markets as well as revived commercial activity. Two thousand and six will be a better year than 2005, and distribution yards will be the biggest beneficiaries.

2005 was not a great year for many hardwood sawmills in Minnesota. Profitability was a real issue, even though demand was good and prices were steady. Log and fuel costs were big factors in rising production costs. Log costs and availability for sawmills seem to have improved a bit in some species and locations recently.

Economic Activity Will Be Strong

Healthy expansion in the U.S. economy will continue in 2006. We expect U.S. Gross Domestic Product to increase 3.5% this year, which is just below the 2005 growth rate. A gradual decline in energy prices will help keep inflation in check at around 3%. The recent upswing in consumer confidence will carry over into 2006. The bright economic pic-

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ture—especially falling energy costs—should keep consumers in a positive mood all year. U.S. job growth will be strong in 2006, averaging about 210,000 per month. Total job creation will exceed 2.5 million by year end, slightly ahead of the 2005 total. The U.S. unemployment rate will average 4.8% in 2006. Finding qualified workers will be a serious problem for many businesses. Housing markets will still be very strong in 2006. New home starts and home sales will be slightly below 2005 levels, but slightly higher than 2004. Total new home starts will fall about 3% to 2.0 million units this year. While starts and sales will cool slightly, there will be no housing bust this year. Rather, in most areas, appreciation in home values will slow to more sustainable levels. Home remodeling expenditures will set another record this year. The Federal Reserve Open Market Committee will raise the federal funds rate ¼ point at its January 31, 2006 meeting, at which time Ben Bernanke will succeed Alan Greenspan as chairman. Another increase is possible later in the year, but the rate will stay below 5.0%. The idea that money supply is tightening is a myth. Low interest rates and continued record growth in the money supply will fuel robust capital spending by businesses.

Productivity and Sorting Will Increase

Increases in U.S. manufacturing productivity, which exceeded 3% per year during each of the past 3 years, will again be strong in 2006, resulting in higher manufacturing output. The hardwood lumber industry will increase its productivity significantly in order to stay competitive in domestic and international markets.

Timber Prices Will Decline

Now that the hardwood lumber industry realizes timber prices can be reduced, it will be reluctant to reverse direction. Loggers and sawmills will continue to bid down timber prices, and more mills will opt to temporarily close if timber prices preclude profitability. Sawmill owners have discovered that running extra hours to produce more lumber to sell at lower prices is not a recipe for success.

In Minnesota, the preceding paragraph is most likely to hold true for species without high demand from pulpwood-using mills, such as red oak and basswood, although there may be some stumpage price weakening in other species as well.

U.S. Hardwood Lumber Imports Will Level Off

U.S. hardwood lumber import volumes increased 7% in 2005; we expect imports to increase at less than half that rate in 2006. North American lumber will be readily available and prices will look more attractive as foreign woods rise in cost, thanks in part to the weak dollar. With the exception of some species used in architectural millwork, U.S. end-users will have less incentive to expand their overseas sourcing. Tighter restrictions on timber harvesting and lumber exports by several countries, along with challenging business conditions, will also curb growth in U.S. lumber imports. The International Tropical Timber Organization suggests that 70% of the 1,800 sawmills in Brazil may not be operational in 2006 due to harvesting restrictions and poor profitability. Demand for European Oak logs is strong and harvests are limited, which have driven log prices significantly higher. This will keep European Oak exports to the United States low, and it will make North American Oaks more competitive worldwide.

Wood Product Imports Will Grow

Imported flooring, stair parts, mouldings and cabinet doors will continue to gain market share in the U.S. in 2006, although volume *growth* in these products will slow. Flooring plants in China and Brazil will further expand shipments to the U.S., pushing hardwood flooring imports up by 20%, and adding an extra 70 million ft² to domestic markets in 2006. One Chinese stair parts manufacturer reportedly has 70+ acres of production facilities under roof, already has 20% of U.S. home center business, and aims to capture 60% of the market within a few years. More cabinet doors will be imported, although it will not result in a fundamental change in the cabinet industry in 2006, only a lower growth rate. The domestic cabinet industry, with its short lead times and wide variety of styles and finishes, is not nearly as vulnerable to imports as the furniture industry.

Exports of Lumber, Not Logs, Will Increase

North American hardwood lumber exports will increase 1-2% in 2006. Asian markets should improve during the next few months, as buyers work down inventory levels. Stronger economic activity and lower than normal supplies of European Oak will stimulate European demand for North American hardwoods, particularly White Oak and Ash. Mexican and Middle Eastern markets will be very good this year, while shipments to Canada will decline due to its difficult business climate. Log exports in 2006 will be no higher than in 2005, as Canadian buyers will reduce purchases. Chinese sawmills, many of which have found that they cannot profitably saw low-grade North American logs, will also curtail log purchases.

Rising Demand Won't Mean Rising Prices

With North American Oaks abundant and relatively cheap, domestic markets for these species will begin to rebound. Demand for Poplar will be strong, but heavy log purchasing by veneer plants will keep Poplar lumber production from rising. We expect Hard Maple to be the 'species of the year' in 2006, as long as prices don't get out of hand. While demand for many hardwood items will increase, intense global competition along the entire supply chain will limit price increases.

Adaptation Will Produce Modest Growth

North American hardwood companies will make great strides in adapting their production and marketing strategies to meet current and future customer demands, making 2006 a brighter year than 2005.

Following are the Hardwood Market Review analyses of individual species prospects, with comments by our local contributors in italics.

Ash Lumber: Ash markets were in the "doldrums" for much of 2005. Ash needs to maintain a big price differential with Red Oak to keep it hopping, and with falling Red Oak prices throughout 2005, it wasn't to be. Compounding the problem, the Emerald Ash Borer generated additional supplies in the North, while Ash slipped into "second-rate" status in several formerly strong Southeast and Texas markets. Ash prospects in 2006 similarly hinge on Red Oak demand and pricing trends. FAS/1F Ash will be a good mover, partly because of its niche in several European and Far Eastern markets, and partly because prices will stay well below the Oaks. The common grades will move to Asia, the largest remaining market, as long as prices stay 5-10% below Red Oak. Domestic markets for #1 Common Ash will remain quiet.

Several mills have chosen to stay out of ash markets due to the modest demand. Some mills have done well with what little ash they have processed by putting common grades into paneling and specialty products. Export demand for black ash is modest, with the Japanese market much smaller than in the past. Ash from other regions has provided stiff competition in export markets. Low grade markets are reported as excellent to slow, depending on the source.

Aspen Lumber: The big story for Aspen in 2005 was the pulpwood-driven escalation of log prices to levels higher than sawmills in some areas could feasibly pay. Demand for Aspen lumber was, thus, very good relative to supply, although producers indicated there wasn't much room for prices to grow. Aspen remains attractive principally for its price; it can make a good Poplar substitute for some applications, but only at the right price. Raise the price and demand will dry up. Far Eastern Aspen demand might improve in 2006 if Poplar prices stay high, and limited supplies will keep domestic demand strong. Until pulpwood demand subsides, however, we don't expect many Aspen lumber buyers will willingly pay big enough prices to get it away from other users.

It has been very difficult to compete with pulpwood using mills for supply in much of the state.

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Basswood Lumber: For many Basswood items, prices peaked about mid-2005, and have since been slowly eroding. Continued overseas migration of domestic blind and shutter manufacturing generated little if any additional Basswood exports. Far Eastern end-users seem to have leveraged supplies of several other woods against Basswood—both indigenous and imported—keeping higher prices at bay. While Basswood will be a poor domestic performer in 2006, it won't be overproduced simply because its limited demand will discourage its production.

Basswood markets are depressed. Still a bit of upper grade material that goes to window blind manufacturers, but its hard for Minnesota exporters to compete with east coast suppliers to overseas markets. Low grade markets are pretty good, but there is a general oversupply of basswood relative to the weak demand.

Paper Birch Lumber: *Very good markets for birch from the Arrowhead region since it is free of "fleck" defect. Several producers mentioned that they could sell more if they could get their hands on it. High quality Minnesota white birch from the Arrowhead region is highly sought for several excellent Minnesota specialty markets, and also for Asian export markets. Sorting the highest quality material for the right market can pay off in an improved bottom line for all. Birch from other parts of Minnesota can be a marketing challenge due to the presence of fleck.*

Hickory Lumber: *Markets are OK, but not hot. Ties are a good option from the log center.*

Oak Lumber: *Red oak markets continue to be soft overall. Lower grade markets continue to be O.K., with pallets and crossties leading the way. Markets in the common grades continue to be soft. Asian red oak export markets up and down, but are currently weak. Mills are trying to reduce stumpage prices to be more in line with product value. Some mills with Scragg systems (that allow them to efficiently saw smaller diameter logs for pallet parts and low grade markets) are running into a problem they never thought they would see: 13, 14 and 15 inch diameter oak logs being brought into their mills due to continued soft oak markets in the common grades.*

Walnut Lumber: *Walnut demand continues to be strong. The domestic veneer market is good. The export veneer market is also strong. Much walnut currently goes to China, where a significant portion gets used to manufacture products for the internal Chinese market.*

Hard Maple Lumber: *Rapid increases in Sel/Btr Hard Maple prices early in 2005 leveled off in May, while #1 Common climbed steadily, albeit more slowly, throughout the year. Hard Maple will remain one of the strongest selling species in 2006, thanks largely to the continued increase in demand for light-colored cabinets. The rustic craze, meanwhile, will bolster demand for Brown and Unselected Hard Maple, and could erode some of the price differentials between #1&2 White, Sap/Btr and Unselected stock. Despite solid demand, Hard Maple prices, at least for color-selected 4/4 items, will not increase much in 2006. Many buyers say they are prepared to switch to substitutes (European Beech, etc.) should prices become prohibitive, and 2005 demonstrated that there are, in fact, short-term limits to Hard Maple prices.*

Prices are staying firm, mostly because log inventories are lower. Very difficult to get much high grade material from hard maple grown in most of Minnesota.

Cottonwood, Hackberry, Willow Lumber: *We expect domestic business in most 'minor' species to shrink marginally and exports to grow. Cottonwood is a cheap substitute for Poplar, and its fortunes will closely mirror that of Poplar, which means good business this year in Asia. Like Aspen, the demand for these species often depends on the prices of the species for which they can serve as surrogates. Much of the production of these species will end up in pallets or other lower-grade applications.*

Softwood Lumber: *Stud demand and prices have been good and should continue to be as long as building activity is strong. Some mills are producing softwood paneling, millwork and specialty products with good results. The softwood sawlog resource can be spendy, with limited availability, so profitability is an issue in many cases. It is often difficult for sawmills to compete with paper mills for balsam fir and spruce, and OSB mills for pine.*

OSB: *The housing market was terrific in 2005, and 2006 looks like it will be pretty good. OSB has largely replaced plywood in residential building applications. Some new North American OSB capacity coming online that will impact supplies this year. Demand should be very good in 2006. Positive North American market demand impacts from hurricane rebuilding will continue to be felt throughout 2006 and 2007.*

Portable Bridges Available Soon

By: Gregory Russell, CF

You may have heard a rumor that the DNR was looking at purchasing some portable bridges for forest management activities. Well it's not a rumor! Through a grant from the US Forest Service, State and Private Forestry's "Wood In Transportation" Program, five (5) portable bridges have been purchased. These bridges will become part of a pool of temporary stream & wetland crossing structures that will be available for lease through the Minnesota Logger Education Program (MLEP).

The Minnesota Forest Crossings Collaborative has overseen the project as a shared effort. Collaborative members include Minnesota DNR; St. Louis, Beltrami, Crow Wing, Koochiching and Clearwater County Land Departments; the University of Minnesota; Giziibii RC&D; Potlatch, Ainsworth, UPM-Blandin, and Boise Paper corporations; Minnesota Forest Industries; Minnesota Association of Contract Loggers & Truckers; Board of Water & Soil Resources; and forestry consultants John McCoy and Kathleen Preece. The DNR has purchased three (3) 32 foot, and two (2) 24 foot long bridges. Each bridge is designed such that four (4) full-length panels attach side by side to form a 16 foot wide bridge, with curbs. The bridges are constructed of wood, and designed to meet highway safety standard 20/44 (20 ton loads). The panels can be transported by conventional logging trucks, and installed utilizing standard logging equipment.

The objective of this project is to offer an alternative to crossing streams and wetlands that will have minimal impact to our water resources. The bridges are designed as temporary crossings, to be removed after management activity is completed, and then leased again to another user. They can be a good alternative to installing culverts, or having to wait for cold weather to construct ice bridges. They will also be one more tool for complying with the Minnesota water quality Forest Management guidelines. The bridges and wetland mats will be leased for forest management activities throughout the state. Bridges will be stationed in Virginia, Duluth, Aitkin, Bemidji and at a site near Lake City.

Once the legal framework is worked out, the bridges and mats will be available on a first come first served basis later this winter. A \$50.00/day lease fee will be assessed for the days the bridge is used for the management activity, not necessarily for the number of days it is located on a field site (ie.: if weather prohibits operations, the bridge will remain in place and the fee will not be charged for those days).

For further information on this project you can contact Greg Russell at: 320-231-0008 ext 139, or at greg.russell@dnr.state.mn.us To arrange for the use of a bridge or mat contact Dave Chura, MLEP, at: 218-722-5422, or dchura@mlep.org

Minnesota Wood Industry Web Directories Popular

The DNR internet support team recently sent us a report of web traffic for our online wood industry directories. We were pleased to learn that in November 2005 alone, the searchable web version of the Primary Directory received well over 11,000 “hits”. The Secondary Directory was close behind, with over 10,000 hits for the month. Since a “hit” is registered each time a user clicks on a link and it normally takes several clicks to find the information a user is looking for, this probably translates to **2,000 or so distinct visits to each of the directories every month**. So be aware that folks are out there using the directories, and they are producing inquiries & business for many companies.

Be sure to check your listing for accuracy when you have a chance. We want users to get your correct information. Corrections and updates are now very easy to make – We can normally have a company’s data changed within a week of receiving new information. Be sure to call, email or write to Keith Jacobson (contact information on page 15) if you have any corrections.

The searchable online Primary and Secondary Wood Product Directories are available at: <http://www.dnr.state.mn.us/forestry/um/index.html>. Printable PDF copies of the Primary Directory can also be downloaded from the web site.

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

Forest Pest Newsletter

The Minnesota DNR Forest Health Program publishes a periodic newsletter that is an excellent source of information about the status of important forest pests in Minnesota. In addition to the article on the common pine shoot beetle quarantine found on the next page, the most recent issue contains articles on ash decline, thin aspen crowns, jack pine budworm, larch beetle, spruce budworm, the emerald ash borer survey, oak tatters, and gypsy moth. Be sure to check it out when you get a chance. The newsletter can be accessed on the web at: <http://www.dnr.state.mn.us/fid/index.html>.



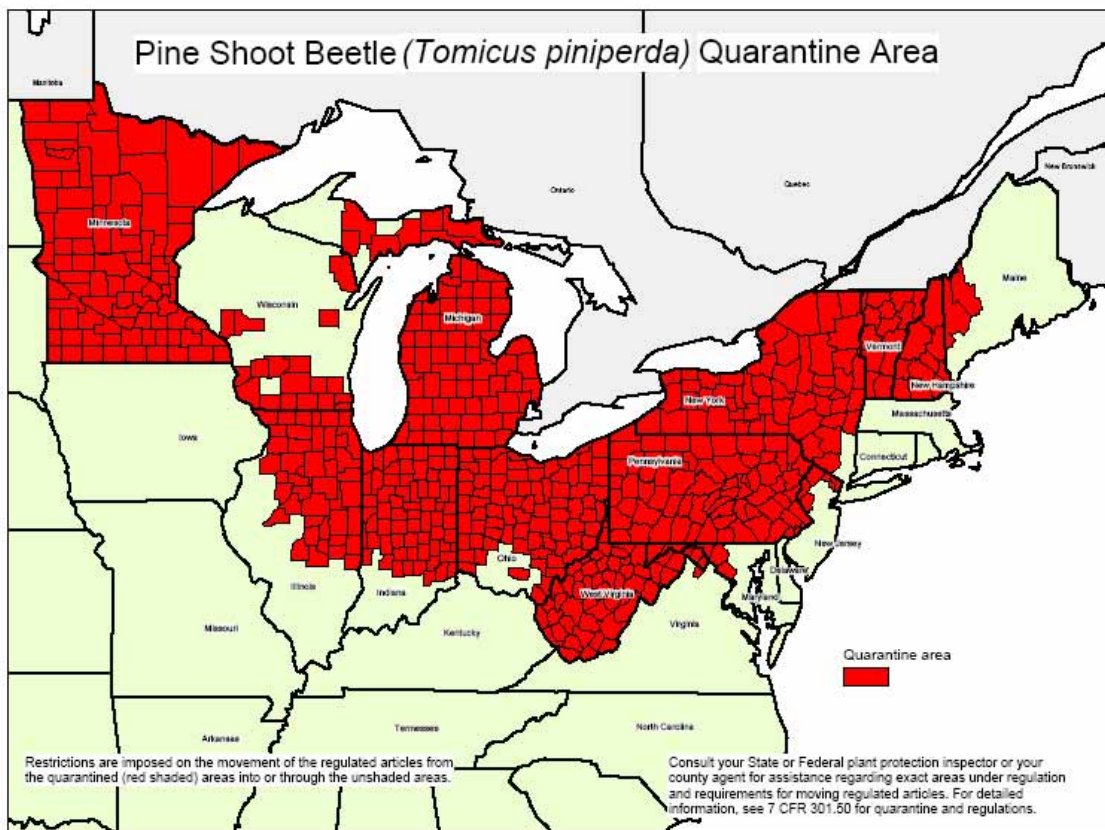
Common Pine Shoot Beetle Quarantine Announced

On September 16, 2005, a statewide quarantine of all counties in Minnesota was established by the USDA for pine shoot beetle, *Tomicus piniperda*. Pine shoot beetles were caught in traps in Anoka, Dakota and Ramsey Counties in 2004.

The statewide quarantine regulates movement from Minnesota of pine trees and pine products with bark attached to any other non-quarantined area. For example, all shipments of pine Christmas trees leaving Minnesota and going to non-quarantine areas must be certified free from pine shoot beetle. There are two ways to get a shipment certified. The first is to have a Plant Protection and Quarantine officer inspect the shipment and issue a certificate. The second way is for the grower or producer to attend annual training and to sign a compliance agreement. This allows the growers and producers to inspect the shipments themselves. For more information on the quarantine, inspections or compliance agreements please contact the USDA APHIS at 952-853-1904.

The pine shoot beetle is native to Europe and probably entered the US in solid wood packing materials such as pallets. It was first found in Ohio in 1992 and is now found in many northeastern and mid-western states.

Adult pine shoot beetles feed down the center of tree shoots creating hollow tunnels, hence its name. These shoots die and break off. Pine shoot beetles attack most pine species but seem to prefer Scotch pine. You can look for the beetles in your trees during the summer and autumn by splitting discolored or dead shoots lengthwise looking for black or reddish brown beetles inside the hollowed out shoot. Adult beetles overwinter in bark at the base of trees. In the spring, they lay eggs in recently cut or dying trees, logs or stumps. Pine shoot beetles are best managed by reducing the availability of egg laying sites. In Christmas tree plantations, chip or burn any culled or unsold trees by early next spring. Cut stumps as low to the ground as possible.



Hardwood Value Improvement Project Comes to Minnesota and Upper Midwest

By Angela S. Gupta, University of Minnesota Extension

The Hardwood Value Improvement Project is focused on enabling loggers to improve their hardwood log bucking skills by providing training that could significantly improve average log values.

This project is being implemented across the eastern United States via four regional coordinators. Angela Gupta of the University of Minnesota Extension Service has been awarded (the contract is still pending as of this writing) the Regional Coordinator position for the Midwest region including Minnesota, Wisconsin, Michigan, Iowa, Illinois, Indiana, Missouri, and Ohio.

Future logger training sessions held as part of the project are likely to make use of an interactive computer software program in a classroom setting, as well as hands-on bucking practice in the field.

In her duties as project coordinator, Angela will be responsible for designing an effective delivery system for the training. It is expected that a core of "bucking improvement instructors" will be trained in late 2006. It is expected that these trainers will then provide bucking improvement educational sessions for loggers and others in 2007.

The basic bucking improvement program has been designed by forestry professionals from Michigan Tech University and is administered through the Ohio Forestry Association, Inc. It has been well received by most loggers who have gone through training so far. If you are interested in more details please contact Angela Gupta directly: (507) 280-2869 or agupta@umn.edu.



Forest Products Wanted

- WANTED (1) Fresh cut red & white pine logs up to 20'. (2) Fresh cut jack, red & white pine bolts. Contact: Jay Dauner, Cass Forest Products, Cass Lake, MN; Phone: (218) 335-2694; Email: cass@paulbunyan.net
- WANTED (1) 50 – 500 lb. of small (1/2" - 1") hardwood wood chips. (2) 50–500 lb. of hardwood sawdust. Must not have pine or other confers intermixed. Will pick up. Contact: Ben Jordan, University of Minnesota, 305 Alderman Hall, 1970 Folwell, St. Paul, MN 55108; Phone: (952) 232-0782; Email: bjordan555@gmail.com.
- WANTED High quality saw logs. Contact: Blake Cazier, Cazier Horse Logging Services, 4757 Datka Rd, Duluth, MN 55803; Phone: (218) 428-5990; Email: info@energy-youth.com.
- WANTED Saw logs 10" & larger, any species. City logs ok. Will pick up. Contact: Dave Siwek, Siwek Lumber, 350 Valley View Drive, Jordan, MN 55352; Phone: (952) 492-6666; Fax: (952) 492-6676; Email: djslbr@hotmail.com.

WANTED (1) Cedar logs, any size or length, soft or hollow center OK. Small or large loads. Contact: Del Weis, Box 53, Fullerton, ND 58441; Phone: (701) 375-6029.

Equipment Wanted

WANTED (1) Log cabin tooling for Pendu saw (2) Late model pallet mfg, wooden stake, shavings, bagging & equipment. (3) Wagner or Ro-Jo gang saw. Contact: Bob Montgomery; Phone: (610) 621-2893; Email: ramco@juno.com.

WANTED (1) International S8A skidder, running or for parts. (2) MF 220 skidder, running or for parts. Contact: Dave Westergren, Northern Timber, 7115 237th Ave NE, Stacy, MN 55079; Phone: (651) 462-6076.

WANTED Wood pup trailer, prefer DOT'd or ready for DOT; Contact: Terry Fjosne, 2791 NE Townline Rd, Barnum, MN 55707; Phone: (218) 389-6931; Email: teresafj@peoplepc.com

WANTED Tandem rear load log truck w/boom, & pup, 1990 or newer preferred. Contact: Dave Siwek, Siwek Lumber, 350 Valley View Dr, Jordan, MN 55352; Phone: (952) 492-6666; Fax: (952) 492-6676; Email: djslbr@hotmail.com.

WANTED (1) Sawmill - 2 or 3 head block. (2) Shingle mill. (3) Lathe mill. (4) Edger. All flat belt powered for threshing show. Contact: Al Roehlke, 17014 St. Francis Blvd, Ramsey, MN 55303; Phone: (763) 753-9569.

WANTED (1) Headblock for Enterprise sawmill. (2) Pelletizing machine. (3) Shingle mill, older model. Contact: Louis Job, Lou's Sawmill, 511 Park Street, Anoka, MN 55303; Phone: (763) 422-9198; Email: louiejob@msn.com.

WANTED Used Cornell slab saw for automatically processing slabwood off of a headrig into firewood lengths. Contact: Eric Almquist, ERA Forest Products, 5303 Boyo Rd., Arcata, CA 95521. Phone: (707) 826-9663; Fax: (707) 826-7363; Email: eraforest@reninet.com.



Forest Products For Sale

FOR SALE (1) Cottwood, black walnut & ash lumber, full cut dimensions. Contact: Loren Strei, 3835 121st Ave, Ortonville, MN 56278; Phone: (320) 839-2057.

FOR SALE (1) Dowels, rods, poles, 3/4"-2 1/2" dia, lengths up to 16" with no splicing, will splice poles longer. (2) Factory cart truck stakes & replacement parts. (3) Wheelbarrow handles, core plugs, rewinding plugs, plywood shipping circles, pry bars, lifting sticks, paddles, plugs,

cutting sticks, other custom made wood products. 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 Hardwoods – kiln dried: Walnut – 808 bf, \$1.50/bf; Red elm – 736 bf, \$1.25/bf; Hickory – 160 bf, \$1.00/bf; White oak – 348 bf, \$1.50/bf; Hackberry, small volume, \$1.00/bf. Contact: Derold Quast, 29839 128th St, Waseca, MN 56093; Phone: (507) 835-9196; Cell: (612) 270-5566.
- FOR SALE Surplus log home materials: (1) 2”x6”x8’ shiplap siding. (2) 2”x8”x8’ shiplap siding, faux corners. (3) 6x8 x Random Length T&G logs. Contact: Bob: Phone: (610) 621-2893; Email: ramco@comcast.net
- FOR SALE (1) Hard maple grade lumber, white select 4/4, S2S, kiln dried, \$3.30/ bf. (2) # 1 white, \$2.70/ bf. (3) Unselected hard maple, \$2.10/ bf. (4) # 2 red oak grade lumber, 4/4, S2S, kiln dried, \$.85/ bf or best offer. Contact: Dave Westergren, Northern Timber, 7115 237th Ave NE, Stacy, MN 55079; Phone: (651) 462-6076.
- FOR SALE Oak, pine, maple, walnut & cedar rough cut lumber – mostly 1” random width. Contact: Don Schirmer, SPS & L, 63912 Hay Cr. Rd, Sandstone, MN 55072; Phone: (320) 292-3333.
- FOR SALE Maple tree limbs; lengths; 80”, 87”, 60” 112”, 90”, 22”, 30”, 12”, 21” & 14”. Contact: Ray Erdman, Erdman & Associates, Rt 1, Box 192, Wykoff, MN 55990; Phone: (507) 352-5121; Fax: (507) 352-5121.
- FOR SALE For the crafter, small quantities: ash, birch, basswood, butternut, hard maple, red oak, white oak, poplar, spruce, red pine, white pine. Contact: Jim Mielke, Mielke’s Mill & Crafts, 37885 Park Trail, Center City, MN 55012; Phone: (651) 583-2813; Email: jimiel@ties2net.
- FOR SALE (1) Cedar posts-machine peeled utility grade: 5”x10’, \$3.50 ea. 4”x7’, \$1.50 ea.; 4”x8’, \$1.75 ea.; 3”x7’, \$.75 ea. (5) Rough northern white cedar boards; shorts 2’-6’ lengths, 3”-10” widths, \$450 per M. Contact: Richard Hufnagle, Page & Hill Forest Products, PO Box 7, Big Falls, MN 56627; Phone: (218) 276-2251; Fax: (218) 276-2352; Email: pagehill@citlink.net.
- FOR SALE Cedar products: (1) Chips, bark, mulch & sawdust. (2) Tops for furniture and related products. (3) House logs (4) Mantles. Contact: William Nordlund, Green Forest Inc, Box 25, Littlefork, MN 56653. Phone: (218) 278-6691.
- FOR SALE 50-100 cds red pine. 10 to 12” diameter and smaller logs, Cannon Falls area. Can deliver. Price negotiable. Contact: Mark VanNorman, Johnson Sawmill, 7539 Maple Way, Cannon Falls, MN 55009. Phone: (507) 254-0073.
- FOR SALE Custom wood products, log siding, hardwood & softwood moldings. Contact: John K. Baumann, Bemidji Millworks Inc., Bemidji MN 56601; Phone: (218) 751-0084; Email: jbaumann@paulbunyan.net, or web at: www.BemidjiMillworks.com

Equipment For Sale

- FOR SALE Commercial wood chipper, electric start, Ford industrial engine, top discharge, 12-14” throat, ball hitch & jack, newly sharpened blades, \$2,400 (located in Ottertail County). Contact: J. Stenseth; Phone: (612) 721-5206.

- FOR SALE (1) 5 pcs – Miner brand new inserted tooth saw blades, 20” dia x 8 ga x 3½ bore x 18T style F, PHS 3-9 16-4½ Corley machine specs. (2) Used FAS Trac model #307, left hand band saw blade sharpener, sharpens 2½” to 7” wide blades, 20’ lengths & under, \$4,500. (3) Used inserted tooth saw blades. (4) Authorized dealer for: Simonds, Pacific/Moe, IKS, Piper, Euro, Corley, Helle, Hanchett, Cornell, Meadows, Miner Edger, Frickco, Oleson. Contact: Harry R. Schell, Schell Sawmill Sales & Supplies, Inc, 601 W Park St, Blue River, WI, 53518; Phone: (608) 537-2987; Order Line: (1-800) 462-5807; Fax: (608) 537-2032.
- FOR SALE (1) Bark processing plant; conveyor & hopper in-feed, first 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. (2) Dixon line of sawmill & logging equipment, three different sizes of circular sawmills, two sizes of edgers. (3) Log turners, belt & chain conveyors, roll-cases, log turners, hydra-dogs, pallet notchers, slab edgers, debarkers, multiple saw trimmers, custom built decks, small & medium size hydraulic loaders & trailers. Contact: Dixon-Rusch Co, LLC, 400 Rusch Rd, Antigo, WI 54409; Phone: (715) 627-4361; Fax: (715) 627-4375.
- FOR SALE (1) Three Bell 4a dowel machines w/extra blades & setups up to 2½” dia. (2) Large table saw, 30 blades, most carbide tipped, 12”-16” dia. 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) Arasmith salvager hog. (2) Brewer gang saws. (3) Hempstead low speed grinder. (4) Morbark Stac-Trac, late model. (5) Morbark waste- recycle. (6) Williams hog. (7) Wood power grinder. (8) Prentice model 150 loader. (9) Cornell cant sizer. (10) Cornell double arbor gang. (11) Cornel remote trim. (12) Keystone stake pointers. (13) Lauderdale Hamilton super chop. (14) Newman chamfering machine. (15) Newman KM-16. (16) Pendu gang saws & complete systems. (17) Pendu board stackers. (18) Rip-Jac over & under dismantler. (19) Rogers un-nailer. (20) Waechter band re-saws. (21) Wilson board unscrambler. Contact: Bob Montgomery; Phone: (610) 621-2893. Email: ramco@comcast.net.
- FOR SALE Jackson hydraulic log turner with stinger type arm, with pusher. Contact: Jackson Lumber Harvester Co, Inc, 830 N State Rd 37, Mondovi, WI 54755; Phone: (715) 926-3816; Fax: (715) 926-4545; Web: www.jacksonlbrharvester.com.
- FOR SALE 26’ extended boom reach-all loader, dual hydraulic cylinder, main & jib, mounted on 1972 Ford L800 tandem, 25,000 original miles, \$8,000. Contact: Eric Mayranen, Mayranen Logging, 3547 Wolf Lake Rd, Ely, MN 55731; Phone: (218) 365-5848.
- FOR SALE 4 head Diehl molding machine, model # DSC 6, heads included, all electrical controls, \$5,000 or best offer. Contact: Todd Williams, Hennepin Tech College, 13100 College View Dr, Eden Prairie, MN 55347; Phone: (952) 995-1476; Fax: (952) 995-1382; Email: todd.williams@hennepintech.edu.
- FOR SALE (1) Two skidder tires, 23.1-26, galaxy brand, 90% good rubber, \$500 each. (2) MF 220 skidder for parts; Contact: Dave Westergren, Northern Timber, 7115 237th Ave NE, Stacy, MN 55079; Phone: (651) 462-6076.
- FOR SALE Woodmizer LT 30 HD portable bandsaw, 580 hrs, cuts 16’6”x28” wide, 35 hp motor. Contact: Don Schirmer, SPS & L, 63912 Hay Cr Rd, Sandstone, MN 55072; Phone: (320) 292-3333.

- FOR SALE Model GE Dewalt 16" radial arm saw, includes two 16" carbide blades, \$450. Contact: Keith Hacker, 15295 240th St N, Scandia, MN 55073; Email: khacker@usfamily.net.
- FOR SALE Terrco 8 spindle copy router, \$5,000. Contact Robert Wenzel, Wenzel's Violins, 33197 Co Rd 5, Warroad, MN 56763; Phone: (218) 386-1742; Email: zach@wiktel.com.
- FOR SALE (1) Cable skidders: 1991 JD 640E, new tires, \$35,500. (2) TJ 240, P.O.R. (3) TJ 350, \$9,500. (4) 1970 JD 440A, \$10,500. Grapple skidders; (5) 1991 TJ 450B Cummins eng, \$18,000. (6) 1998 JD 648G II, single function, enclosed cab, a/c, \$55,000. (7) 1998 JD 648G dual function, P.O.R. (8) 2001 JD 648GIII, single function, new 28.1x26 tires, \$96,000. (9) 2001 JD 648GIII, dual function, \$102,000. Crawlers: (10) 1997 D5MLGP, P.O.R. (11) 1990 650 G 6-way blade, \$32,000. (12) 1977 D6D LGP, \$27,000. (13) 1987 D4H LGP, 6-way blade, enclosed cab, \$27,000. Knuckleboom Loaders: (14) 1998 Barko 160D, 6 cyl Cummins, mounted on trailer, \$44,000. (15) 1998 210 E Prentice, \$45,000. (16) 1995 1000B Morbark self-prop, carrier, pull through delimeter, 60" circular slasher, \$55,000. Excavators: (17) JD 490D, \$24,000. (18) 1996 Yanmar B6U mini excavator, \$13,750. Delimiters: (19) Siiro delimeter/slasher, \$7,000. Trucks: (20) 1978 GMC 2-ton w/hydr hoist, flatbed dump, \$4,500. Feller-Bunchers & Shears: (21) 755A Barko, P.O.R. (22) 2004 570 Hydro-ax, 1800 hrs, 22" sawhead, \$130,000. (23) 1978 Drott 40, JD engine, \$13,000. (24) 1993 JD 590D w/18' roto saw, \$27,000. (25) 1993 Risley black magic w/Risley sawhead, \$65,000. (26) 1998 JD 653E, reconditioned, \$113,000. (27) 1976 JD 544B, 20" shear, \$21,000. (28) 1988 Cat 910, 17" shearhead, rebuilt trans, \$32,000. (29) 1984 411B Hydro-ax, \$15,000. (30) 1986 511B Hydro-ax, 6BT Cummins, \$27,000. Wheel loaders: (31) JD 410 Backhoe, cab, \$13,000. (32) 410B JD rubber tire, 4x4, cab, P.O.R. (33) 1984 JD 544C, new JD engine, \$23,000. Miscellaneous: (34) 1988 534B Grandall, 8,000 # lift, \$24,000. (35) 1991 853 Bobcat w/forks & broom, \$8,500. (36) 1999 ASV posi-track skidsteer, rubber tracks, \$21,000. (37) Cat V80D 8,000# forklift, \$6,500. (38) 60" slasher w/power unit \$14,500. (39) 20" Koehring sawhead to fit 643 JD, \$9,000. (40) New 60" & 72" Hanfab slashers, P.O.R. (41) 1995 546 Valmet forwarder, 6 wheel, P.O.R. Contact: Northern Timberline Equipment, Inc, 6000 County Rd 8, Littlefork, MN 56653-9132; Phone: (218) 278-6203; Fax: (218) 278-6716; Email: ntel@frontiernet.net.
- FOR SALE Used parts for skidders, small crawlers & excavators. Parts for CAT, JD, IHC, AC, MH, TJ, Athey, Bantam/Koehring, Bobcat, Case, Clark, Drott, Franklin, Hein-Warner, Insley, Leiberr, Michigan, Mitsubishi, New Holland, New Process, Pettibone, Taylor, TF & Trojan. Contact: Schaefer Enterprises of Wolf Lake, Inc, PO Box 136, 4535 State Rt 3 N, Wolf Lake, IL 62998. Phone: (800) 626-6046 or (618) 833-5498; Fax: (618) 833-7765; Email: parts@sewlparts.com; Website: www.sewlparts.com.
- FOR SALE 99 SK70 Kobelco processor, Hahn head, CTL, forestry package, new undercarriage, front push blade, heat & a.c. Contact; Seth Johnson, Split Fire, 21510 Darson Ave, Hampton, MN 55031, Phone: (651) 775-9676.
- FOR SALE 1978 Hahn shortwood processor, 2 man, 353 engine, bypass bucket. Contact: Alex Bildeaux, Bildeaux Services, 21473 Manning Trail, Scandia, MN 55073; Phone: (612) 819-9465; Fax: (651) 433-2121; Email: bildeauxservices@frontiernet.net
- FOR SALE 1989 Morbark Wolverine feller-buncher, 4 BTA Cummins engine, Bear Paw chains, 2200 hrs, bar saw head – 36" bar w/11BC ¾" pitch chain, will fell up to 24" timber. \$26,000. Contact: John Benson; 27643 Partridge Ave., Aitkin, MN 56431. Phone: (218) 678-3031 or (218) 821-8719; Fax: (218) 678-3572.

FOR SALE (1) TF forwarder, new 100 hp motor, 23.1x26 tires, Hood 418 loader by- pass bucket. (2) Four Firestone tires & rims, 43" floats, 75%. (3) 1997 Wabash 48' aluminum combo step deck trailer, spread axle, air ride, tool box. Contact: Bill Madsen, Madsen Logging, Box 75, Royalton, MN 56373; Phone: (320) 584-8256.

FOR SALE Band saw & circular saw. Contact: Loren Strei, 3835 121st Ave, Ortonville, MN 56278; Phone: (320) 839-2057.



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 Horse logging; one or two horse team, minimal impact. Will do small amounts of stumpage. Itasca County and surrounding areas preferred. Contact: Jason Waldron, Waldron Logging, 30882 Co Rd 525, Effie, MN 56639; Phone: (218) 743-6447; Email: moomooyanker@yahoo.com.

SERVICES Manufacture wood items to customer specifications: 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.

SERVICES Circular, band & carbide saw blade repair. Contact: Harry R. Schell, Inc, 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 Timber Stand Improvement (TSI) services, pine thinning, and selective cutting. Contact: Blake Cazier, Cazier Horse Logging Services, 4757 Datka Rd, Duluth, MN 55803; Phone: (218) 428-5990.

SERVICES Professional forest consultation and technical assistance. Services include: forest management planning, timber sales administration, timber damage appraisals, reforestation planning, and property line marking. Contact: Stan Grossman, Itasca Woodland Services, Inc, 17292 209th Ave, Park Rapids, MN 56470; Phone: (218) 252-8572; Email: iws@wcta.net.

SERVICES On site log sawing. Contact: Steve Scheftel, Scheftel Construction, 3220 Snelling Ave S, Mpls, MN 55406; Phone: (612) 724-9731.

SERVICES Complete reman. plant available to custom cut your stock. Gang rips up to 12x12", multiple rips, planes, resaw. Contact: Dave Siwek, Siwek Lumber, 350 Valley View Drive, Jordan, MN 55352; Phone: (952) 492-6666; Fax: (952) 259-5301; Email: djslbr@hotmail.com.

SERVICES Custom drying – dehumidification kiln – 600 bd ft capacity. Contact: Jim Mielke, Mielke's Mill & Crafts, 37885 Park Trail, Center City, MN 55012; Phone: (651) 583-2813; Email: jimiel@ties2.net.

SERVICES Will saw to your specs: windbreak fencing, scaffolding, pallet parts, trailer floors, blocking. Contact: Loren Strei, 3835 121st Ave, Ortonville, MN 56278; Phone: (320) 839-2057.

SERVICES Manufacture custom wood products. On site knife grinding & template service to duplicate special patterns. Specialize in log siding, hardwood & softwood moldings. Contact: John K. Baumann, Bemidji Millworks Inc., Bemidji MN 56601; Phone: (218) 751-0084; Email: jbaumann@paulbunyan.net, or web at: www.BemidjiMillworks.com

MISCELLANEOUS

FOR SALE (1) Anchorseal end sealer for green logs and lumber, available in clear & colors; free sample available. (2) Log Savers & Flitch Savers, plastic "s-irons" for logs & veneer flitches, can be sawn or sliced through without damaging equipment. Contact: U-C Coatings, Corp, PO Box 1066M, Buffalo, NY 14216; Phone: (716) 833-9366; Fax: (716) 833-0120; Email: mnmkt@ucoatings.com; Website: www.uccoatings.com.

EMPLOYMENT Weekes Forest Products is seeking a top performer with 3+ years of industrial lumber sales experience for our St. Paul, MN office. This opening offers a top compensation plan and fringe benefits. Light travel only. To apply call Ken Boehmer in complete confidence at (651) 644-9807 or (800) 328-2890, fax resume (651) 644-9520; or email kenb@weekesforest.com.

EMPLOYMENT Duluth based trade associations seek individual to implement new, multi-faceted external relations program. Bachelors degree and five years of experience in communications, outreach, organizational activities or sales. Ability and willingness to travel extensively within Minnesota required. Interest in natural resource related activities and issues preferred. Highly competitive salary and benefits package. Send resume and cover letter to: Search Committee, MFI-TPA, 324 W. Superior St., Suite 903, Duluth, MN 55802.



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

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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

DNR Forestry Timber Auction Sales

Date	Auction Type	Sale Name	Location
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
Feb 15	Regular	Cambridge Area	Cambridge Area DNR Forestry Office
Mar 23	Regular	Houston and Fillmore Counties	Rushford Fire Hall
Mar 31	Regular	Goodhue/Wabasha/Winona Counties	Lake City Area DNR Forestry Office
May 05	Regular	Houston and Fillmore Counties	Rushford Fire Hall
May 15	Regular	Aitkin Area	Long Lake Cons. Center, Palisade, MN
May 15	Intermediate	Aitkin Area	Long Lake Cons. Center, Palisade, MN
May 16	Intermediate	Park Rapids/Detroit Lakes Area	Park Rapids Env. Ed. Building
May 16	Regular	Park Rapids Area	Park Rapids Env. Ed. Building
May 26	Regular	Hibbing Area	Ironworld, Chisholm, MN
May 26	Intermediate	Hibbing Area	Ironworld, Chisholm, MN
May 31	Regular	Bemidji Area	Bagley DNR Field Station
May 31	Intermediate	Bemidji Area	Bagley DNR Field Station
Jun 01	Intermediate	Littlefork Area	Big Falls Community Building
Jun 01	Regular	Littlefork Area	Big Falls Community Building
Jun 02	Regular	Backus Area	Pequot Lakes City Hall
Jun 02	Intermediate	Backus Area	Pequot Lakes City Hall
Jun 06	Regular	Baudette Area	Baudette Area DNR Forestry Office
Jun 06	Intermediate	Baudette Area	Baudette Area DNR Forestry Office
Jun 06	Regular	Deer River Area	Big Fork Community Building
Jun 06	Intermediate	Deer River Area	Big Fork Community Building
Jun 07	Regular	Orr and Tower Area	Orr American Legion
Jun 07	Intermediate	Orr and Tower Area	Orr American Legion



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