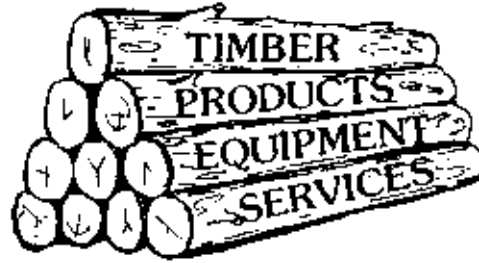




A Service to  
Minnesota's  
Forest Industry

# The Market Place



Fall 2007

## In This Issue:

### Page

- 1) Wood Products Innovators
- 3) Recent Auction Results
- 4) Governor's Task Force
- 6) Educational Opportunities  
Electronic Distribution Option
- 7) Stora Enso Sale
- Barzen Joins U&M Staff
- 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) 259-5270 or by email: [keith.jacobson@dnr.state.mn.us](mailto:keith.jacobson@dnr.state.mn.us).

## Minnesota Wood Products Innovators

One of the more rewarding parts of wood product utilization work is the chance to interact with Minnesota companies who are doing very innovative things with wood. One great opportunity for this happened last year at a conference for wood products companies at Giant's Ridge near Biwabik, where four winners in the new "Minnesota Wood Products Manufacturing Industry Achievement Awards" were announced. The award winners were so impressive that I wanted to share the following article about them that appeared in Business North. For more information and pictures of some of the products each company produces, you can go to the company websites listed in the article (the black and white format of the MarketPlace does not do them justice). The Minnesota Wood Campaign (website: <http://www.truenorthwoods.com/>) will continue the "Wood Industry Achievement" awards next year, so be thinking of companies that you may wish to nominate.

Reprinted with permission from Business North - August 2006 issue. **BusinessNorth**, Duluth, MN, Phone: 218-720-3060, Website: <http://www.businessnorth.com/>. By John Connelly.

On Aug. 16-17 2006, more than 100 corporate executives, customers,

Continued on Page 2

## CORRECTION

Incorrect base prices for biomass on DNR auction sales were reported in the Summer 2007 issue of the MarketPlace Bulletin. Correct biomass prices for DNR sales are:

### **Base prices for Auction sales:**

Standing green materials greater than 3" diameter: **\$ 0.90/ 1000 Pounds**  
Slash, dead and down materials: **\$ 0.40/ 1000 Pounds**

### **Base prices for Informal sales:**

Standing green materials greater than 3" diameter: **\$ 1.50/ 1000 Pounds**  
Slash, dead and down materials: **\$ 0.75/ 1000 Pounds**

*It should be noted that thus far, most biomass on DNR sales has been sold informally, as added timber. We regret the error.*

## Innovators.....Continued from Page 1

architects, foresters, builders and others convened at the Lodge at Giant's Ridge in Biwabik for a conference, "Building the Capacity of Minnesota's Wood Products Manufacturing Industry: Harnessing Innovation." During the conference, four winners in the new "Minnesota Wood Products Manufacturing Industry Achievement Awards" were announced. The achievement awards were designed to shine the light on creativity, design and innovation in the Minnesota wood industry. "We created these awards as a way to hold up and honor remarkable achievement in leadership, innovation and reinvention within the wood products industry," said Bernadine Joselyn, director of public policy and engagement at the Blandin Foundation. "Our goal was to honor leaders and companies for their willingness to embrace change and seize the future." Similar in size and focus, all four companies to be honored represent the secondary wood products industry: They design and produce value-added products, as opposed to initial commodities from raw wood, such as lumber, pulp and paper.

### Innovation Award - Wilkie-Sanderson

Marc Sanderson is president of Wilkie-Sanderson and winner of the Innovation Award. His company, based in Sauk Rapids, MN, just north of St. Cloud, developed one of the most innovative wood products around translucent veneer panels. "We were approached by an architect who wanted translucent veneer panels for use in a church," said Sanderson. "One weekend, I produced a small sample by using my Ford Explorer as a press. It took two years to perfect the 4 x 8 panels, but the product is now one of our most promising developments." The architectural woodworking firm builds custom-made paneling, cabinets, laminate and other products for architects. Sanderson believes continued development of products like the translucent veneer will help the company establish a national reputation. "I love it when another company says something can't be done," he said. "The goal for our company is to be a place where ideas can be turned into reality." The company was nominated for the Innovation Award by Jane Martinson, Sanderson's executive assistant. "It just seemed like a perfect fit," she said. "Marc developed the product in his garage, and then the whole company focused on it to bring it to life." Website: <http://www.wilkiesanderson.com/>

### Re-Invention Award - Hill Wood Products and Glacial Wood Products

Two other companies were honored during the conference with the Re-Invention Award. Each demonstrated initiation, success and creativity in changing company direction.

#### Hill Wood Products

"Hill Wood Products is a family business that has operated in Cook for more than 40 years," Joselyn said. "They're committed to continuous improvement, and they've developed significant new products and markets." The only Northeastern Minnesota company among the four award winners, Hill Wood Products is managed by Steve Hill, president, and Randy Rosandich, vice president. Working with scientists and engineers at the Natural Resources Research Institute (NRRI) in Duluth, the duo has led the company's product line transition from commodity dowels, biscuits and pallet lumber to value-added veneer, flooring and biofuels. "This is a long-standing company that has done an excellent job moving its product line and finding ways to maintain margin on old product lines," said NRRI's Brian Brashaw, who nominated Hill Wood Products with his colleague Pat Donahue.

Hill Wood Products boosted efficiency in producing old products through packaging operations and technology improvements. Veneer and engineered products are providing new business growth, and the biomass fuel division also has increased profits. The transformation is providing steady employment, and employee ownership is ensuring the future value of the company as a community asset. "When other family members retired from the business, Steve made the decision to make the company employee owned," said Rosandich. "That not only gave employees the opportunity to be owners, but also was a great way to create a more interactive management style." Website: <http://www.hillwoodproducts.com/>

## Glacial Wood Products

Glacial Wood Products, the second Re-Invention Award winner, also is singled out for its commitment to new products and change. The wood turning company in Brooten, MN, 50 miles west of St. Cloud, created MaxBats, a new line of maple baseball bats gaining acceptance in major, minor and youth leagues. “Our bats are used by teams like the Minnesota Twins, Los Angeles Dodgers and Baltimore Orioles,” said Paul Johnson, vice president and son of company owner Richard Johnson. “Players like the bats because they’re hard, and our customer service is outstanding,” he said. MaxBats hit the market in 2005, with about 10,000 bat sales. The company expects to near the 20,000 mark this year. “In combination with improved marketing and a focus on quality and customer service, MaxBats has indirectly played an important role in the turnaround of Glacial Wood Products,” Paul Johnson said. “The recognition of that line ties into benefits for the rest of the company.”  
Websites: <http://www.glacialwood.net/> ; <http://www.maxbats.com/>.

### Leadership Award - Gerald Grider, Ferche Millwork

Gerald Grider, winner of the Leadership Award, is president of Ferche Millwork, based in Rice, MN, 50 miles north of St. Cloud. Ferche produces nearly 6,000 types of hardwood and veneered moldings and sells them to dealers and distributors in the Upper Midwest. Grider was nominated for the Leadership Award by Keith Jacobson, Forest Products Program Leader with the Minnesota Department of Natural Resources. “Gerald is very busy within his own company, but he still finds time to put work into efforts that benefit the larger industry,” said Jacobson. “He has served on a number of committees relating to Vital Forest/Vital Communities, and he always provides excellent industry perspective in those roles.” Under Gerald’s leadership, Ferche has focused on several key issues, including product development, employee development, and lean manufacturing – working on the last item with staff from the Natural Resources Research Institute (NRRI) in Duluth. Website: <http://www.ferche.com/>.

“All the nominees for the awards were remarkable, but these particular individuals and companies stood out for their leadership, innovation and creativity,” said Joselyn of the Blandin Foundation.

### Recent DNR Timber Auction Results

Average prices\* per cord for several selected species and products are shown below for two recent auctions. For complete information on recent DNR timber auctions, go to: <http://www.dnr.state.mn.us/forestry/timbersales/index.html>

#### Park Rapids Area Regular Auction 9/18/07

Trembling aspen woodsrunk cordwood:	\$39.55
Jack pine woodsrunk cordwood:	\$41.74

#### Park Rapids/ Detroit Lakes Area Intermediate Auction 9/18/07

Trembling aspen woodsrunk cordwood:	\$35.97
Jack pine woodsrunk cordwood:	\$35.94

#### Warroad Area Regular Auction 9/27/07

Trembling aspen woodsrunk cordwood:	\$21.24
Aspen species woodsrunk cordwood:	\$19.11
Jack pine woodsrunk cordwood:	\$31.34

#### Warroad Area Intermediate Auction 9/27/07

Trembling aspen woodsrunk cordwood:	\$28.62
Aspen species woodsrunk cordwood:	\$19.01
Jack pine woodsrunk cordwood:	\$30.09

*\*Prices calculated for selected species and products using bid species volumes only. Readers should use caution when comparing prices shown with actual prices for any specific timber sale. Individual sale prices will vary considerably due to physical and market conditions.*

# Governor's Task Force on the Competitiveness of Minnesota's Primary Forest Products Industry

The Governor's Task Force on Primary Forest Products Industry Competitiveness issued their sixteen long-term recommendations to the Governor in July. As you may recall, the Task Force issued short-term recommendations in December 2006. The long term recommendations encompass the areas of forest sector policy, forest resources management, energy, transportation, and social investments. Following are very brief, edited summaries of the recommendations. A copy of the full report is available at:

<http://www.dnr.state.mn.us/forestry/taskforce/index.html>

## Forest Sector Policy

### Recommendation

**1.** Create a forestry economy sub-cabinet, similar in nature to the mining sub-cabinet, consisting of agencies that regulate or are direct stakeholders in Minnesota's forest products industry. This group should meet as needed to discuss challenges and opportunities related to forestry, to coordinate responses to emergency situations or to undertake actions that anticipate and help avert such emergencies.

## Forest Resources Management

Major issues addressed in this section are: Wood and Fiber Availability and Forest Productivity and Health, Maintenance of the Working Forestland Base, and Workforce Development.

### Wood and Fiber Availability and Forest Productivity and Health

#### **Recommendations**

**2.** Increase the statewide annual timber harvest for all ownerships to 5.5 million cords by 2012. To accomplish this goal:

**a.** Direct the DNR and encourage the counties and federal land managers to offer more wood for sale at optimum economic rotation ages. This should be developed to the extent that it does not preclude Extended Rotation Forestry (ERF) prescriptions. The DNR should immediately set an upper limit of 30 percent for extended rotation prescriptions utilizing normal rotation ages within its Sustainable Forest Resource Management Plans. Counties should limit allocation of acres to extended rotations.

**b.** Efficiently allocate resources to state and county agencies for forest management activities and forest inventory on public lands. Strengthen private landowner assistance and incentives.

**c.** Implement contemporary harvest scheduling/planning models for assessing productive and sustainable forest management options. Form a modeling/planning cooperative including the University of Minnesota and public and private landowners.

**3.** Provide funding to update portions of the Timber Harvesting GEIS to refine knowledge of conditions and practices, specifically addressing sustainable harvest levels.

### Maintenance of the Working Forestland Base

#### **Recommendations**

**4.** Increase state investments in working forest conservation easements, financed in partnership with other funding sources, and ensure that easements are compatible with the Sustainable Forestry Incentives Act.

**5.** To reduce the "checkerboard" forestland ownership pattern and increase management efficiency and access, develop a new state system to expedite public and private land exchanges.

**6.** Increase the contribution from well-managed family forestland to timber supply.

## Workforce Development

### Recommendations

7. Encourage employers and policy makers to support professional forestry education and more aggressive recruiting by forestry schools in the region, and by offering support through internships and scholarships.
8. To attract and train new entrants to the logging profession and provide continuing education to loggers, especially regarding logging cost analysis, develop a “logging program” in cooperation with the Minnesota Logger Education Program to be implemented at the state’s community and technical colleges.
9. Develop a loan program for the logging industry that offers no-interest loans, low-interest loans, or loan guarantees for new logging businesses and technology/equipment investments by existing logging businesses.

## Renewable Energy

### Recommendation

10. **Summary:** Several sub-recommendations were made related to insuring that state policy and incentives encourage development of renewable energy in the forest sector, while enhancing primary forest industry competitiveness.

## Transportation

### Recommendations

11. Increase weight limits on local, state, and federal roads to be equal to or greater than those available to manufacturers in competing jurisdictions, while protecting road and bridge infrastructure by adding axles and braking capability.
12. Support federal legislation to improve rail rates by:
  - a. Sending a letter to each member of Minnesota’s Congressional delegation urging co-sponsorship of Rail Competition and Rail Antitrust legislation;
  - b. Preparing and passing a National Governor’s Association resolution of support for Rail Competition and Rail Antitrust legislation pending in Congress.

## Social Investments

### Recommendations

13. Amend the Sustainable Forestry Incentives Act (SFIA) as follows:
  - a. Reduce or change the 4-year opt-out portion of the enrollment requirements,
  - b. Increase the amount of the incentive payment,
  - c. Increase the amount of marketing to forestland owners, and
  - d. Continue to monitor SFIA and look for opportunities to encourage participation.
14. To encourage forestland retention, adjust current property tax classifications/rates to make them comparable to agricultural lands.

## Environmental Review and Permitting

### Recommendation

15. Assign a liaison officer within the MPCA to work with companies applying for environmental permits and the MPCA permit engineer.

Public Attention/Knowledge

**Recommendation**

**16.** Conduct a comprehensive, long-term public information program including:

- a.** The Governor and state agency executives to highlight the forest products industry in major events that receive wide media coverage.
- b.** Create a DNR-led public awareness program, in cooperation with other state agencies, addressing forestry and the forest products industry issues.

Implementation

The forestry sub-cabinet, as proposed in recommendation #1, should be charged with monitoring the execution of the recommendations.

**EDUCATIONAL OPPORTUNITIES**

**Lumber & Building Materials Short Course**

**Annual Lumber & Building Materials Short Course** January 8-18, 2008 on the U of M campus, Saint Paul. This course offers comprehensive training for sales professionals and other employees in the retail building materials industry. For more info, contact Harlan Petersen at (612) 624-3407, fax (612) 625-6286, email [harlan@umn.edu](mailto:harlan@umn.edu), or visit <http://www.bbe.umn.edu/extens/shortcourses/lbm.html>

**North Woods Workshop Series: 2007**

A program of the Minnesota Wood Education Project and Minnesota Wood Campaign. Topics & Dates. For more information on these workshops, contact the Minnesota Wood Campaign at: Tel 1-888-223-5629 / Fax +1-651-222-5263 / Email [MnWoodCampaign@aol.com](mailto:MnWoodCampaign@aol.com) or [MwWoodEducation@aol.com](mailto:MwWoodEducation@aol.com).

**Salesmanship & Sustainability: becoming more effective at selling sustainability.** Dates: October 9 and 10. Virginia, Grand Rapids, Bemidji, Brainerd.

**Product Branding & Promotion: breaking into high-value, niche markets.** Dates: October 16 and 17. Virginia, Grand Rapids, Bemidji, Brainerd.

**Getting a Return from Trade Shows: strategic thinking for trade show marketers.** Dates: October 23 and 24. Virginia, Grand Rapids, Bemidji, Brainerd.

**Building a Selling Web Site: just do it.** Dates: October 30 and 31. Virginia, Grand Rapids, Bemidji, Brainerd.

**Issues in Sustainable Management & Harvesting: maintaining quality and quantity over time.** Dates: November 20 and 21. Virginia, Grand Rapids, Bemidji, Brainerd.

**Notice: Electronic Distribution Option**

In order to reduce printing and mailing costs, the MarketPlace Bulletin will be developing an electronic distribution list for subscribers who do not need a hard copy mailed to them. Subscribers who prefer to receive each issue of the Bulletin as an emailed pdf file should email the following information to [keith.jacobson@dnr.state.mn.us](mailto:keith.jacobson@dnr.state.mn.us). DNR-Forestry employees will automatically be switched to this option. The electronic distribution option will begin next issue.

Name \_\_\_\_\_ Company Name \_\_\_\_\_  
 Mailing Address \_\_\_\_\_ City, State, ZIP \_\_\_\_\_  
 Email address \_\_\_\_\_

## Stora Enso Duluth Pulp & Paper Mill Sale Announced

Stora Enso has announced its intention to sell its North American manufacturing operations, including its Duluth mill to an Ohio-based company owned by Cerberus Capital, a private equity firm. It is unclear at this time how the sale might impact operations at the Duluth mill.

## Mimi Barzen To Join DNR Forest Products Utilization Staff

As of October 31, Mimi Barzen will be joining the Minnesota DNR Utilization & Marketing Program staff. Mimi will cover the DNR Northeast and Northwest Regions for the Utilization Program, allowing Jeff Edmonds, Doug Tillma and Lynn Mizner to give up their part-time Utilization & Marketing Program responsibilities. Mimi is a 27 year veteran with the DNR Forestry Division. We are pleased to have her join the DNR Utilization & Marketing team.



### Forest Products For Sale

**FOR SALE** (1) White pine logs, 6” to 16” diameter, cut to your length. Call for prices. Contact: Doug Ploof, 16363 70<sup>th</sup> Ave, Little Falls, MN 56345; Phone: 320-632-3412.

**FOR SALE** (1) Christmas trees, Colorado blue spruce, mostly blue shiners, 8-10 Ft. (2) Hardwood lumber, assorted species but mainly red oak, 8 Ft random width. Contact: Gale Gabriel, Gabriel Tree Farms, W20102 Irvins Coulee Rd, Whitehall, WI 54773; Phone: 715-985-3342 or 715-538-2379; E-mail: [gabriel@triwest.net](mailto:gabriel@triwest.net).

**FOR SALE** (1) Real log siding, available in 8”, 10” & 12” widths. Contact: Lyle Hietala, Hietala Lumber, 4565 Hult Rd, Aurora, MN 55705; Phone: 218-638-2848.

**FOR SALE** (1) Northern white cedar logs of various sizes, posts, fireplace mantles and bed material, all winter cut and hand limbed. Contact: Jim Parson, Parson Logging, Big Falls, MN 56627; Phone: 218-276-2321; E-mail: [jparson@citlink.net](mailto:jparson@citlink.net).

**FOR SALE** (1) Cottonwood lumber 8’-26’ lengths, 2x6, 2x8, 2x10, 2x12. Also 1” boards, full cut dimensions. Contact: Loren Strei, 3835 121<sup>st</sup> Ave, Ortonville, MN 56278; Phone: 320-839-2057.

### Equipment For Sale

**FOR SALE** (1) Newman KM-16 end trimmer. Contact: Lyle Hietala, Hietala Lumber, 4565 Hult Rd, Aurora, MN 55705; Phone: 218-638-2848.

FOR SALE (1) Tanguay 221B feller buncher with Gilbert hot saw. (2) 1984 CAT 215 with Denis 2000 stroke delimeter, rebuilt motor. (3) 1989 JD 648-D single arch grapple skidder, all winterized with chains and Esbar engine heaters, and extra parts. \$18,000 each. (4) 4-202 CU. JD diesel engine block, \$300, fits 2510 diesel tractor head, crank \$300.00, shaft \$100.00, cam shaft \$100, balancer shafts \$50 ea. (5) 1 Dual arch cylinder for 640-648-D JD skidder, \$400 (6) Diesel Espar engine heater, \$750. (7) New charge pump, fits JD 640-648D, \$500. (8) JD 540 B winch, needs repair, \$250. (9) JD 640-D power steering valve, \$400. (10) JD 648-D double piston hydraulic pump, \$1,000.00. (11) 649-D JD single arch grapple clam with cylinder, 640-D JD dual arch grapple clam, \$500 ea. (12) 2 tires and 4 rims, 30.5-32 for JD 648- D skidder, \$1,500. (13) Complete head for a 4-276 JD, \$1,000. (14) Turbo Chargers for 60-68-T & 6-414, \$500. ea. (15) Injection pump for a 4-276 JD engine, \$500. (16) Commercial shearing D 50 hydraulic stack valves, \$200. ea. (17) JD 6-414 block, needs repair, \$250. (18) 4 new Clevite liners with seals for a 3304 Cat, \$100. (19) New turbo pistons, pins and rings with rods for a DI 3304 Cat, \$100. (20) 3304 DI injection pump core, \$500. (21) New injectors, \$100.00 ea. (22) 3304 DI Cat head, needs repair, \$400. (23) 3304 Cat block, with crank, needs reground,\$500. (24)11-38 Vickers Double vane pump, \$800. (25) 2 Lindi final drive planetaries, one in poor condition, \$250., one in very good condition, \$2,500 (from Tanguay 211 B feller buncher). Contact: Gerald Carr; Gerald Carr Logging, Box 219, Barwick, ONT; Phone:807-487-2548.

FOR SALE (1) 5 pcs. - New inserted tooth saw blades, 20" Dia. x 8 GA. X 3-1/2 Bore X 18T, style F PHS 3-9/6 -16-4-1/2 - Corley machine specs., Miner brand. (2) Slightly used FAS TRAC model #307 left hand band saw blade sharpener, \$4,500. Sharpen 2-1/2" to 7" wide bands- for blades 20' length and under. (3) Used inserted saw blades. Also authorized dealer for: Simonds, Pacific/Hoe, Piper, Euro, Corley, Hanchett, Meadows, Frickco. Contact: Harry R. Schell Sawmill Sales & Supplies, Inc. 601 West Park St., P.O. Box 127, Blue River, WI 53518; Phone: 608-537-2987 or 800-462-5807; FAX: 608-537-2032.

FOR SALE (1) Portable 3-14" trim saws mounted on steel frame, 12' long and 5 1/2' wide with board feed chain, Wisc. heavy duty air cooled motor, \$3,500. Contact: Al Rhoda, Bemidji, MN 56619-0696; Phone: 218- 444-1855.

FOR SALE (1) Woods 502 M flooring machine. (2) Yates A 20 DMD. (3) Yates A 62 DMD. (4) Peerless chip bins. (5) Diamond Z tub grinder 1463. (6) W.H.O 10' tub grinder. (7) Montgomery horizontal feed hog. (8) West Salem Horizontal feed hog. (9) Arasmith salvager hog. (10) Hempstead low speed grinder. (11) Morbark Stac-Trac model 1000. (12) Morbark waste recycler. (13) Williams hog. (14) Wood power model. T-72 Whole pallet grinder. (15) Schutte horizontal feed grinder. (16) Prentice mod 150 loader. (17) Prentice mod 310 E loader. (18) Cornell cant sizer. (19) Cornell double arbor gang. (20) Cornel remote trim. (21) Hanna chamferer. (22) Lauderdale Hamilton super chop. (23) Newman KM-16. (24) Newman KM-16HD. (25) Hemco air lift trimmer. (26) Newman 500 & 501 planers. (27) Pendu gang saws & complete systems. (28) Pendu board stackers. (29) RoJo gang saw. (30) Wood mizer 2 head band resaw w/return. (31) Wagner Gang saw. (32) Wilson board unscrambler. (33) Hazelthorn double notcher. (34) Hazelthorn gang. (35) West Plains DH notcher. (36) Brewco 1600 Grade Resaw system. (37) Brewco Big band 4 hd. (38) Cornell 621. (39) Viking Duomatic. (40) Nailing machines. Contact: Bob Montgomery; Phone:610-621-2893; E-mail:[ramco@Comcast.net](mailto:ramco@Comcast.net).

FOR SALE (1)Three Bell 4a dowel machines with extra blades & setups, up to 2 1/2" dia. (2) Large table saw, 30 blades, most carbide tipped, 12" to 16" diameter. Contact: Mark Slade, Mark Slade Manufacturing, 110 South Mill Street, Seymour, WI 54165-1250; Phone:920-833-6557;E-mail: [drhandles@new.rr.com](mailto:drhandles@new.rr.com), pictures available by E-mail.

FOR SALE (1) 1985 JD 770A road grader, \$24,000. (2) 1973 Caterpillar 140 road grader with plow, \$12,000. (3) 1973 JD 540A skidder with grapple, \$15,000. (4) 1080 Bobcat with feller buncher, \$15,000. Contact: Harvey Freyholtz, 21481 Sprucewood Ln NE, Hines, MN 56647; Phone: 218-835-4770; E-mail: [mlfrey@arvig.net](mailto:mlfrey@arvig.net).

FOR SALE (1) Dixon sawmills, conveyors, log turners, hydra-dogs, pallet notchers, de-barkers, slab edgers, trim saws, decks, roll cases, small hydraulic loaders & trailers, trailers w/loaders for 4 wheelers. (2) Cornell blowers, edgers, trimmers, notchers, slab saws, log cleaners, un-scrambler. (3) Valby wood chippers. (4) Farmi – skidding winches. (5) Hitachi power tools & chains. (6) Patz conveyors & belts. (7) Lacey Harmer laser lights. (8) Danco rip saws. (9) Webster vibrating conveyors. (8) Safe-T-Shelters & storm shelters. (10) Used electric motors & electrical equipment, used sawmill machinery & bark processing equipment. (11) Dixon line of sawmill & logging equipment. (12) Circular sawmills, & edgers. (13) Mills & edgers made both stationary & portable. (14) Custom built decks, small & medium size hydraulic loaders & trailers. Contact: Dixon-Rusch Co, 400 Rusch Rd, Antigo, WI 54409; Phone: (715) 627-4361; Fax: (715)- 627-4375.

FOR SALE (1) 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](http://www.jacksonlbrharvester.com).

FOR SALE (1) MF-4 Pinheiro- planer-moulder timber machine, 6” & 8” D-log knives, v joint paneling, 6” & 8” log siding, flooring, plus more. Bought new in 89’ - excellent condition, \$30,000; Contact: Darrell Chase, Chase Lumber Co., Box 278, Cook, MN 55723; Phone: 218-666-5281.

FOR SALE (1) Used parts for skidders, small crawlers & excavators. Parts for CAT, JD, IHC, AC, MH, Athey, Bantam/Kohering, Bobcat, Case, Clark, TJ, Drott, Franklin, Hein-Warner, Insley, Leiberr, Michigan, Mitsubishi, New Holland, New Process, Pettibone, Taylor, TF & Trojan. (2) Engines, transmissions & tires. Contact: Deanna Harris; Schaefer Enterprises of Wolf Lake, Inc, Box 136, 4535 State Rt. 3 N., Wolf Lake, IL 62998. Phone: 800-626-6046 or 618-833-5498; Fax: 618-33-7765; Email: [parts@sewlparts.com](mailto:parts@sewlparts.com); Web: [www.sewlparts.com](http://www.sewlparts.com).

FOR SALE (1) American resaw, tilt rolls. (2) 2 Mattison wood lathes (3) 10- spindle wood sander (4) Long belt sander, motor & table. (5) Dry kiln. (6) 8 patented wood shavers for packing, mulch or animal bedding. (7) 2 circular sawmills. (8) American-Yates 24” wood planer. (9) 5” moulder & knives. (10) Several chain sawmills (11) Dowel machine & cutters. (12) 16” belt drive jointer. Contact: Harvey Severson, Severson R & D Corp, 8418 Dupont Ave, Bloomington, MN 55420; Phone: 952-881-8378.

FOR SALE 3-Point Whitfield tree planter, Model 605, adjustable hydraulic hillside controls & sod scalper, \$3,800. Located Winona area. Contact: Mike Malin; Phone: (507) 450-7383.



### Forest Products Wanted

WANTED (1) Black ash veneer logs, 14” & up, 8’6”, 9’6” & 10’6” lengths, 3 clear sides & btr, no ring shake. Contact: High Island Export Co., Isle, MN 56342; Phone: 320-676-8546; E-mail: [hiisle@frontiernet.net](mailto:hiisle@frontiernet.net).

WANTED (1) Veneer logs for domestic manufacturing and exporting. Basswood, butternut, red & white oak, ash, yellow birch, white birch (no fleck), hard & soft maple, walnut, cherry. Contact Scott Seemann, IKE International Corp., 500 E. Maple St., Stanley, WI 54768; Phone: 715-644-5777; Fax: 715-644-5786.

## Equipment Wanted

WANTED (1) Late model pallet & wooden stake manufacturing equipment, band resaws, edgers, trim saws, horizontal grinders, KM-16, RoJo or Wagner gangsaw. Contact: Bob Montgomery; Phone: 610-621-2893; E-mail: [ramco@comcast.net](mailto:ramco@comcast.net).



## Services and Miscellaneous

SERVICES (1) Structural engineering, timber frame and round log homes; difficult foundations; registered Minnesota professional engineer. Contact: John F. Wilkinson P.E., Consultant, 604 2nd Ave N, Sartell, MN 56377; Phone:(320)-253-1019.

SERVICES (1) Custom sawing with Woodmizer sawmill & lathemizer, central Minnesota area; Contact: Donald Simon, Don's Portable Sawmill, P. O. Box 157, Rockville MN 56369; Phone: 320-250-9674; Email: [don.simon48@msn.com](mailto:don.simon48@msn.com).

SERVICES (1) Custom sawing with band and circular sawmills. Contact: Loren Strei, 3835 121<sup>st</sup> Ave, Ortonville, MN 56278; Phone: 320-839-2057.

AVAILABLE ANCHORSEAL end sealer for green logs and lumber, a wax emulsion end sealer which reduces end checking in logs and lumber; free sample available. Also, LogSavers and FlichSavers – plastic “siron” for logs and veneer fitches; can be sawn or sliced through without damaging equipment. UC Coatings Corp., P.O. Box 1066M, Buffalo, NY 14215; 7 168339366, fax 7168330120, email: [mnmkt@ucoatings.com](mailto:mnmkt@ucoatings.com), web: [www.ucoatings.com](http://www.ucoatings.com).



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

Keith Jacobson, U&M Program Leader, St. Paul, 651-259-5270 Email: [keith.jacobson@dnr.state.mn.us](mailto:keith.jacobson@dnr.state.mn.us)

Rick Dahlman, U&M Staff, St. Paul, 651-259-5257 Email: [rick.dahlman@dnr.state.mn.us](mailto:rick.dahlman@dnr.state.mn.us)

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

Doug Tillma, Northeast Region U&M Staff, Grand Rapids, 218-999-7843 Email: [doug.tillma@dnr.state.mn.us](mailto:doug.tillma@dnr.state.mn.us)

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

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

VACANT, RC&D Forestry Coordinator



## DNR Forestry Timber Auction Sales

<b>Date</b>	<b>Auction Type</b>	<b>Sale Name</b>	<b>Location</b>
Oct 23	Regular	Orr/Tower/Littlefork Areas	Orr American Legion
Oct 23	Intermediate	Orr/Tower/Littlefork Areas	Orr American Legion
Oct 24	Regular	Deer River/Hibbing Areas	Balsam Township Memorial Hall
Oct 24	Intermediate	Deer River/Hibbing Areas	Balsam Township Memorial Hall
Oct 25	Regular	Two Harbors/Cloquet Areas	DNR Area Office
Oct 25	Intermediate	Two Harbors/Cloquet Areas	DNR Area Office
Oct 29	Regular	Aitkin Area Regular – Sealed Bid	Long Lake Conservation Center
Oct 29	Intermediate	Aitkin Area Intermediate – Sealed Bid	Long Lake Conservation Center
Oct 31	Regular	Blackduck Area	Blackduck Senior Center
Oct 31	Intermediate	Blackduck Area	Blackduck Senior Center
Nov 14	Regular	Sandstone Area	Rutledge Community Center
Nov 14	Intermediate	Sandstone Area	Rutledge Community Center
Nov 28	Regular	Cambridge Area	DNR Area Forestry Office
Dec 3	Regular	Aitkin Area	Long Lake Conservation Center
Dec 3	Intermediate	Aitkin Area	Long Lake Conservation Center
Dec 4	Regular	Rochester Area	Rushford Fire Hall
Dec 4	Regular	Baudette Area	DNR Forestry Office
Dec 4	Intermediate	Baudette Area	DNR Forestry Office
Dec 6	Regular	Orr/Tower	Orr American Legion
Dec 6	Intermediate	Orr/Tower	Orr American Legion
Dec 10	Intermediate	Littlefork	Littlefork Community Building
Dec 10	Regular	Littlefork	Littlefork Community Building
Dec 11	Regular	Deer River Area	Big Fork Community Center
Dec 11	Intermediate	Deer River Area	Big Fork Community Center
Dec 12	Regular	Warroad Area	DNR Forestry Office
Dec 12	Intermediate	Warroad Area	DNR Forestry Office
Dec 12	Regular	Cloquet	DNR Forestry Office
Dec 12	Intermediate	Cloquet	DNR Forestry Office
Dec 13	Regular	Blackduck Area	Blackduck Senior Center
Dec 13	Intermediate	Blackduck Area	Blackduck Senior Center
Dec 13	Regular	Two Harbors Area	Silver Bay Reunion Hall
Dec 13	Intermediate	Two Harbors Area	Silver Bay Reunion Hall
Dec 14	Regular	Hibbing Area	Ironworld
Dec 14	Intermediate	Hibbing Area	Ironworld



**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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**Change Service Requested**