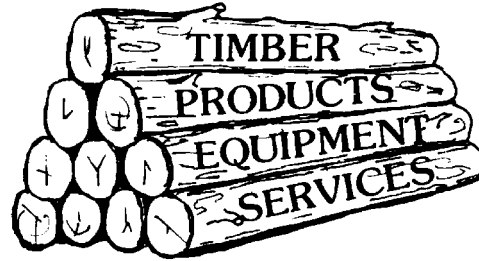




A Service to
Minnesota's
Forest Industry

The Market Place



Spring 2007

In This Issue:

Page

- 1) Public Attitudes on Forest Management and Products
- 5) DNR Stumpage Prices
- 6) Market Outlook
- 9) Residue Study Correction
-Don't Move Firewood
- 10) Educational Opportunities
- 11) DNR Timber Sales Program Notice
- Ad Listings

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.

Does Where You Live Impact Your Views on Forest Products and Management?

By Steve Hubbard and Scott Bowe

The authors are, respectively, Graduate Research Assistant in Wood Products; and Wood Products Extension Specialist and Professor at the University of Wisconsin, Madison.

Introduction

Public concern for the environment has grown in recent decades. Media coverage has brought topics such as global warming and tropical deforestation into the public eye, but it is not uncommon for information of this type to be delivered in biased or scientifically questionable ways. Understanding the current beliefs, perceptions, and opinions held by members of the general public is important for natural resource managers, since decisions about how forests are managed are greatly influenced by policy enacted with public input.

Consider the following. Standing timber volumes continue to increase throughout the United States as net forest growth outpaces current harvesting levels. Despite this, studies have found that many US residents believe forests in the United States are declining. Indeed, many people view forest harvesting as detrimental to the environment. This poses a barrier to forest management goals of controlling invasive insects, plant diseases, and excessive fuel loads while simultaneously increasing stand vigor and producing useful wood products. A second concern is the disconnect between people and their dependence on products made from wood. Some claim to avoid purchasing forest products in favor of alternative or substitute products made of plastic or steel, for example. Ironically, these choices are often less "environmentally friendly" than using a renewable resource such as wood.

The forest products industry in the United States provides jobs for more than 1.4 million people. In Minnesota alone 15 million acres of timberland support a forest products industry that uses about 3.6 million cords of wood from Minnesota lands in an average year. The industry has an annual value of shipments estimated at close to \$7 billion. The situation in neighboring Wisconsin is similar.

Wisconsin and Minnesota Study

The questions explored in this article include:

- *Are members of the general public who reside in rural communities more connected to, and more receptive of, forest management and wood utilization?*
- *On the other hand, do people living in urban communities appear more disconnected from the origins of the wood products they consume?*
- *Finally, does place of residence influence perceptions of raw material substitutes for wood?*

To understand these questions we surveyed rural and urban residents in Wisconsin and Minnesota to see if they viewed forests and forest products differently.

Results and Analysis

Forests and the products that come from them appear to be important topics to residents of Minnesota and Wisconsin, since greater than 61% of those asked to participate in the survey did so. The findings presented here are based on the statistical analysis of 1,148 completed surveys. The survey questionnaire contains grouped statements. Each statement addresses an element of forest management, forest products use or wood consumption. Respondents in each category (urban and rural) were asked to rate how much they agreed or disagreed with each statement on a scale of 1 to 5. A response of “1” means a respondent “strongly agrees” with the statement; a response of “5” means “strongly disagree.” Three major questions we examined were:

Do urban residents in Wisconsin and Minnesota differ significantly from rural residents in those states on views of forest management options and goals?

Do perceptual differences exist between urban and rural residents regarding wood products and wood products consumption?

Do residents in Wisconsin and Minnesota perceive raw material substitutes including plastic, steel, and concrete as environmentally favorable alternatives to using wood?

Question One

To answer the first question, (do urban residents in Wisconsin and Minnesota differ significantly from rural residents on views of forest management options and goals?) respondents rated their level of agreement with four statements about forest management. Each statement and its results appear in Table 1. Table 1 suggests that urban and rural residents generally share the same levels of agreement on these aspects of forestry. For example, consider the first statement, “Forest resources can be improved through human management.” 89% of urban respondents and 91% of rural respondents generally agreed.

Table 1: Results for statements to answer question one

Statement	Rural Response (averaged)	Urban Response (averaged)
Forest resources can be improved through human management.	1.61	1.65
The forestry industry is more important than preservation of wilderness.	3.54	3.53
Forest management should try to minimize impacts on recreational uses.	2.37	2.44
The majority of forests in the United States are renewable (grow back after harvesting).	2.29	2.46

1= strongly agree; 5 = strongly disagree

Similarly, for the second statement, “The forestry industry is more important than preservation of wilderness,” 65% and 63% of urban and rural respondents respectively voiced levels of disagreement. In fact, urban and

rural respondents only differed in a significant way on the statement, “The majority of forests in the United States are renewable (i.e. grow back after harvesting).” We were surprised that urban respondents agreed with the statement more than rural respondents.

The generalized conclusion was somewhat surprising to us. With one exception urban residents in Wisconsin and Minnesota did not differ significantly from rural residents in those states on views of forest management options and goals.

Question Two

Our second question was used to identify differences between urban and rural residents’ perceptions about wood products and wood products consumption. It was analyzed the same way as question one. Statements used to gauge the respondent’s views of wood products and their consumption included, 1) “I use forest products on a daily basis,” 2) “Wood use in the United States is declining,” 3) “I can think of 5 wood products that I use daily,” and 4) “The jobs created by the forest products industry are important to my state.”

Consider the statement, “I use forest products on a daily basis.” Eighty-one percent of the urban respondents agreed with it. Similarly, 78 percent of rural respondents agreed. In fact, as with the statements for forest management views, this trend was observed for all but the final statement. For that statement, “the jobs created by the forest products industry are important to my state,” 70% of the urban respondents and nearly 78% of the rural respondents agreed with it. The difference was found to be statistically significant (Table 2).

Table 2: Results for statements to answer question two

Statement	Rural Respondents (averaged)	Urban Respondents (averaged)
I use forest products on a daily basis.	1.93	1.98
Wood use in the United States is declining.	3.12	3.20
I can think of 5 wood products that I use daily.	2.19	2.29
The jobs created by the forest industry are important to my state.	1.96	2.13

1= strongly agree; 5 = strongly disagree

Anecdotally, there was mild evidence to suggest that rural respondents are more familiar with the broad array of forest products in use than urban respondents.

Based on the data, we cannot confidently conclude that differences exist between urban and rural residents’ perceptions regarding wood products and wood products consumption.

Question Three

Lastly, we wanted to know whether residents in Wisconsin and Minnesota perceive some raw material substitutes as environmentally favorable alternatives to using wood. For this we did not separate urban vs. rural respondents but instead looked at all responses in aggregate. The range of responses for each of the following statements was obtained: 1) “Using a material such as plastic will have a smaller environmental impact than using wood,” and 2) “Using a material such as steel will have a smaller environmental impact than using wood.”

Figure 1 on the following page shows the results for plastic. Many respondents felt that plastic poses greater environmental burdens than wood. We caution readers to consider that 32 percent of the respondents for this statement indicated a neutral level of agreement.

Responses for steel appear in figure 2 on the following page. Respondents appear equally split on the issue of steel. Results here vary slightly from those for plastic. Reasons for this difference are difficult to explain but may simply reflect recent industry efforts at promoting their respective materials.

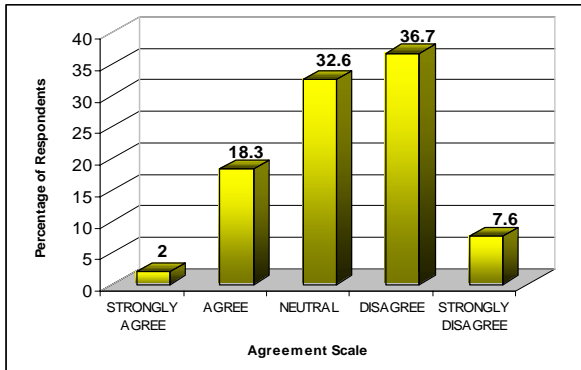


Figure 1: Respondent agreement levels with plastic having a smaller environmental impact than wood

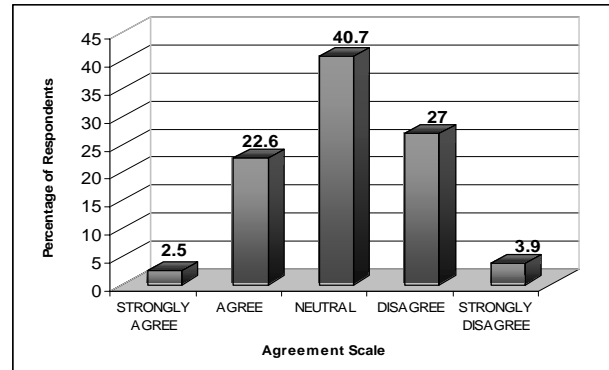


Figure 2: Respondent agreement levels with steel having a smaller environmental impact than wood

Examining perceptions of the environmental impact for two raw material substitutes (plastic and steel) for wood are both encouraging and surprising. Residents appear equally divided on the issue and no clear material emerges as “highly desirable.” The findings suggest that residents of Wisconsin and Minnesota do not strongly view raw material substitutes including plastic and steel as environmentally favorable alternatives to using wood.

Conclusion

Results are somewhat surprising. Our preliminary findings suggest residents in Wisconsin and Minnesota may be more connected to forest management and wood products than residents in some other regions of the country. It is reasonable to ask what might account for these discrepancies and the lack of clear trends among urban and rural respondents in this study.

Residents of Wisconsin and Minnesota may differ from those outside this region on issues of forestry and wood utilization due to the sheer abundance of forests and forest related industries that these states support. Exposure to aspects of forestry by these residents may be more widespread than previously thought. If this is the case, it would seem that the efforts of extension professionals, forest managers, government led forestry programs, forestry educators, and industry leaders in these states are having a positive affect.

Additionally, it is common in any survey for some respondents to answer questions in a way that may be seen as “the right thing to do” as opposed to indicating their true opinion. Questions on our survey are likely sensitive to these aspects.

All in all, when examined on the basis of rural versus urban place of residence, little evidence emerged to indicate that rural residents are more connected to the forest and forest industries than their urban counterparts. Instead, the data suggest that these two groups share similar levels of agreement on natural resource related topics. A majority of respondents indicated they agreed that forests could be improved with human intervention. This should come as encouraging news to forest managers and wood utilization specialists.

Referenced Sources

Supporting sources for background information and claims made in this article are available from the authors. Steve Hubbard: shubbard@wisc.edu

Minnesota DNR Stumpage Prices

The 2006 Public Agency Price Review was not completed in time for this edition of the MarketPlace, since DNR timber sales staff have been heavily engaged with fulfilling other information requests. In its place, Gaylord Paulson of our Timber Sales Program has assembled some helpful DNR stumpage price figures. It is included in the following tables. Thanks to Gaylord and also Lillian Baker of DNR for supplying the information. We will publish the "Public-agency Stumpage Price Review (including price figures from other public agencies in Minnesota) in a future issue.

Species	Pulpwood (\$'s per cord)*	
	July 1 2005 – June 30 2006	July 1 2006 – March 31 2007
Aspen	\$57.95	\$27.00
Balm	\$22.19	\$11.22
Birch	\$10.71	\$ 7.23
Ash	\$ 2.32	\$ 2.00
Red Oak	\$ 7.05	\$ 5.45
Basswood	\$ 4.42	\$ 3.77
Red Maple	\$ 5.98	\$ 4.10
Hard Maple	\$ 5.24	\$ 3.97
Balsam Fir	\$15.03	\$11.87
W. Spruce	\$19.94	\$20.01
B. Spruce	\$31.20	\$20.11
Tamarack	\$ 5.90	\$ 3.38
W. Cedar	\$ 3.81	\$ 3.73
J. Pine	\$48.37	\$19.23
Red Pine	\$27.75	\$13.92

Species	Sold as Pulp & Bolts (\$'s per cord)*	
	July 1 2005 – June 30 2006	July 1 2006 – March 31 2007
Aspen	\$54.81	\$28.52
Balm	\$23.12	\$13.36
Birch	\$20.21	\$11.39
Ash	\$ 6.32	\$17.40
Red Oak	\$25.93	No Data
Basswood	\$16.83	\$13.93
Red Maple	No Data	No Data
Sugar Maple	\$12.84	\$12.90
Balsam Fir	\$30.81	\$21.79
W. Spruce	\$31.59	\$23.48
B. Spruce	\$23.86	\$22.43
Tamarack	\$11.05	\$ 7.24
W. Cedar	\$ 5.48	\$ 5.52
J. Pine	\$50.71	\$35.51
Red Pine	\$47.23	\$37.41

*Readers should use caution when comparing prices shown in these tables with actual prices on any specific timber sale. Individual sale prices will vary significantly from the averages shown in these tables due to variability in both economic and physical conditions. Figures compiled by Gaylord Paulson, Timber Sales Program Coordinator, DNR- Forestry. Average prices based on those reported by Minnesota DNR-Forestry.

It is evident that pulpwood prices of most species fell significantly in late 2006, continuing into early 2007. Average aspen pulpwood prices fell by over 57% from the period of July 2005 thru June 2006, as compared to the October 2006 thru March 2007 period. The reasons for the continuing stumpage price drop are a complex interaction of supply and demand factors. The most significant factor in the stumpage price drop was the closure of several Ainsworth OSB mills (the Cook mill, and one line in Bemidji are now back up and running), along with production slowdowns at several other large mills around the state.

Two major wood product market factors causing concern in the industry are the continuing slump in the housing market and increased OSB manufacturing capacity in Canada and the southeastern US. On the somewhat brighter side, paper prices for several grades and types of paper have seen steady to slightly rising prices due to fair market demand and some reduced manufacturing capacity.

The very late freeze-up compressed the winter harvest season but the eventual hard freeze, along with reduced demand, enabled most large mills to maintain at least adequate wood inventories.

Stumpage Price Bottom Line

With continuing weakness predicted for housing markets, it seems unlikely that pulpwood stumpage prices would see a significant, sustained rise in Minnesota in 2007.

Wood Product Market Outlook

Hardwood Lumber Species Analysis & Market Forecast

The hardwood lumber forecast on pages 4 and 5 is excerpted from the annual hardwood market outlook article from the January 19 "Hardwood Review Weekly". Many thanks to them for allowing us to reprint portions of their article, which details the outlook for the hardwood lumber sector of the wood products market.

Hardwood Review subscription information: Phone: 704.543.4408; U.S. & Canada: 800.638.7206 Web: www.hardwoodreview.com

Ash

Ash sales will be slightly less challenging than in 2006. Low prices relative to White Oak will stimulate FAS/1F Ash exports to the UK and Italy, and common grade Ash exports to China and Vietnam. Increased Ash use in the flooring industry will make sales of 4/4 #2&3A Common healthier than 4/4 #1 Common Ash. The spread of Emerald Ash Borer will cause headaches in a wider geographic area. Many domestic and overseas buyers will refuse Ash from quarantined areas.

Aspen

Falling pulpwood demand in the upper-Midwest will drive Aspen production down faster than that of other species. Domestic demand for Aspen will also slide, however, due to declining sales of unfinished furniture, which had been a major consumer of this species.

Basswood

Following a large contraction in domestic Basswood markets during the past several years, overseas markets will also shrink in 2007. Far Eastern window blind and shutter manufacturers will increasingly turn to cheaper Chinese/Russian species. Mexico will be one of few growing Basswood markets. Basswood production will be limited and its prices soft throughout the year.

White Birch

White Birch sales will be strong, but its limited production will prevent increased use.

Cherry

The growing consumer preference for darker, redder finishes will keep Cherry use steady in 2007 even though domestic cabinet, furniture and flooring production will be down. Sawmills will increase Cherry production during the first few months of the year, however, as they attempt to avoid Red Oak and Hard Maple, putting extra supply into the market at a time when distributors and end-users already have sizeable Cherry inventories. Expanded sorting of upper-grade Cherry will dilute price premiums on color-selected stock. Several more Cherry producers will look into steaming, as color specifications become almost unattainable.

Cottonwood, Hackberry

Cottonwood will continue to occupy a very small niche in domestic shutter and cabinet markets and a somewhat larger one in the Far East. Only a handful of end-users will show interest in Hackberry, and only when prices increase for other species they would prefer to use, such as Soft Maple. Much of the production of these species will end up in pallets or other low grade applications.

Hickory

Vibrant markets for rustic flooring and cabinetry will mean strong demand for 4/4 common-grade Hickory in 2007. Historically high green prices will fuel increased production of Hickory grade lumber instead of cants, ties and frame stock. Markets for 4/4 upper-grade Hickory will be oversupplied, and the gap between the upper-grade and #1 Common price will narrow.

Hard Maple

Domestic cabinet, flooring, furniture and wood component plants, as well as overseas buyers, will be very guarded in their Hard Maple purchases until prices begin to level off late in the first quarter. Even then, they won't buy as much as in 2006. Many sawmills have found it unprofitable to saw Hard Maple logs, so production will fall below 2006 levels. Reduced production will only stabilize Hard Maple prices, not stimulate them. In fact, we expect only limited rebounds in Hard Maple prices in 2007, at best. Some Hard Maple end-users will liberalize their color requirements in order to further reduce costs.

Soft Maple

With millwork and cabinet sector demand off, Soft Maple price trends will follow Hard Maple through the first half of 2007. Markets for #1 and #2 Common Soft Maple will be quiet, before new Soft Maple cabinet offerings pull demand off the floor in the latter half of the year. Sap/Btr Soft Maple prices will hold up better than Unselected prices in the upper-grades, but not in the commons. Buyers in Mexico and the Far East will find common-grade WHAD and #2/Btr WHND Soft Maple prices increasingly attractive.

Red Oak

Challenging upper-grade markets and slower #1 Common sales will discourage runaway Red Oak production, although supplies of every item will consistently exceed demand in the short-term. The slump in upper-grade Red Oak markets will start to subside around mid-year, but prices won't firm until excess inventories are washed out of the system several months later. Strip-flooring plants will rein in 4/4 #1 Common Red Oak purchases, and they'll lower prices on 4/4 #2&3A Common Red Oak. We expect Red Oak exports to climb 10-15% in 2007, with European, Far Eastern and Mexican buyers all purchasing more. Red Oak producers will be pleasantly surprised by improved upper-grade Red Oak exports. Ongoing domestic consumer indifference toward "generic" Oak cabinets, furniture and millwork will stimulate production of quartersawn and color-sorted plainsawn Red Oak.

White Oak

White Oak will remain the preferred species for European markets and domestic pre-finished flooring plants in 2007. Green 4/4 #2&3A Common White Oak prices will drop only marginally, and the gap between flooring-grade Red Oak and White Oak prices will narrow. European buyers will leverage European Oak against North American White Oak to drive prices down, first on the 6/4 and thicker sizes, then on 4/4. Buyers throughout Southeast Asia will purchase large volumes of White Oak, partly due to quality problems with Russian Oak.

Walnut

Walnut demand will remain high and prices firm through the first half of 2007. Some sawmills have become reluctant to sell Walnut logs when they can be processed profitably, so Walnut log exports may slow. Walnut has been on an extended run, and the trend toward darker finishes certainly seems to favor more of the same. However, Walnut has also gotten very expensive, which usually spells trouble for any species dependent on export markets. A correction in Walnut prices may be coming in late 2007.

Softwood Lumber

The following analysis of softwood lumber mill margins is provided by Dr. Henry Spelter, USDA Forest Service, Forest Products Laboratory economist. Dr. Spelter puts out an excellent monthly newsletter on softwood lumber trends called the "Lumber Market Status & Trends" A free subscription to the newsletter can be obtained by emailing Dr. Spelter at: hspelter@wisc.edu.

Gross softwood mill margins continued to be negative in March. The outlook for demand remains bleak. Yet two factors make a moderate strengthening in prices possible over the next 4-to-6 weeks. First the level of field inventories is relatively low. As temperatures warm up and fields dry out, end use will rise relative to inventories in the pipeline. An increased buying pace appears likely for that reason. Second, the loss making level of prices, combined with the renewed strengthening of the Canadian dollar, is forcing tough decisions on Canadian suppliers. Two recent major curtailment announcements are indicative that the mounting losses on sawmill operations are becoming harder to sustain. Reemerging disputes over details in the 2006 Softwood Lumber Agreement are also adding an element of uncertainty. Thus a modest near term recovery in prices is a possibility. Sustaining it will require continued supply discipline, something that has been historically difficult in the industry.

The opinions expressed above are based on research and analysis by the author and do not represent positions of his employer. Some data presented here are derived by statistical techniques and do not represent the situation of any specific facility or company. The future is uncertain and statements about it are inevitably speculative.

OSB/ Engineered Wood

The April 20, 2007 issue of Random Lengths, the weekly forest products market report lists 7/16" OSB from north central mills at \$153/ thousand square feet (MSF). This compares to a price of \$260/ MSF a year ago, and prices well over \$300/ MSF for much of 2004 and 2005.

A continuing market share rise for OSB vs. plywood is the good news in OSB markets, but the weakness in housing markets and excess OSB production capacity will continue to severely challenge OSB producers.

Pulp/ Paper

Profitability continues to be challenging in the domestic pulp & paper industry, however most types of pulp and paper markets are in better condition than than forest product sectors that rely largely on housing for their markets.

Energy

The wood energy sector in Minnesota continues to grow as several facilities have either begin to use woody biomass, or have ramped up their use. It is almost certain that the woody biomass energy sector will see substantial growth over the next several years. Many projects around the state are currently examining feasibility.



Logging Residue Study Corrections

Several of the residue volume tables on pages 8 and 9 in the original report had errors in per acre cord conversions. Corrections to the tables appear in the updated version, which is now available online at: <http://www.dnr.state.mn.us/forestry/um/index.html>

Minnesota Logged Area Residue Analysis



Minnesota Department of Natural Resources
Division of Forestry
Utilization & Marketing Program
August 2008. *Corrected April 2009*



**The friendly folks of the DNR Forest Health Program remind us to Protect
Minnesota's forests and urban trees**

DON'T MOVE FIREWOOD!

Pests can be in, on, or under the bark of the wood.

For more information on EAB: www.emeraldashborer.info

As of this writing, legislation to restrict firewood from being brought onto DNR lands is pending, but was not yet passed into law. For more information on how firewood restrictions are affecting state parks and recreation areas: MNDNR Information Center (651) 296-6157 or Toll Free at 1-888-MINNDNR

www.dnr.state.mn.us/firewood/index.html. *Thanks for doing your part to save Minnesota's trees by leaving firewood at home.*

Emerald ash borer

The *emerald ash borer* (EAB) is a tiny bug that is devastating forests and neighborhood trees in Canada and several of Minnesota's neighboring states. To date, EAB has killed more than 15 million ash trees and infested over 40,000 square miles in Michigan, Ohio, Illinois and parts of Canada. Our state forests and neighborhood trees are at particular risk from EAB. Minnesota has the third largest volume of ash timber in the nation and ash trees were also used extensively as street trees to replace elms lost to Dutch elm disease in the '70s and '80s.

Movement of firewood has been closely associated with the spread of several very damaging forest pests, including the emerald ash borer, European wood wasp, gypsy moth, Asian long-horned beetle, and a number of other wood-boring insects, plus decay and wood-stain fungi as well as the pathogens that cause Dutch elm disease, oak wilt, and sudden oak death. Approximately 50 percent of overnight visitors typically bring firewood to Minnesota state parks and state forest campgrounds annually, putting state lands at risk for pest infestations.

What can I do to help slow the spread?

- When camping or picnicking, purchase your firewood from the park or a local vendor. Don't bring firewood from home.
- Check with the state park or state forest campground before you leave home to make sure you know the latest recommendations and regulations on firewood movement to and within Minnesota.
- Don't transport wood from your home area to your lake cabin or other recreation sites around the state. Buy your firewood locally from someone who harvests Minnesota-grown trees.

University of Minnesota

Department Of Bioproducts & Biosystems Engineering

If you are interested in sales, marketing and management of “green” products made from renewable bio-resources consider a major in ... BIOPRODUCTS MARKETING & MANAGEMENT.

Career Opportunities: Graduates of this program find employment in these areas and more: Building materials; Paper industry; Alternative energy; Renewable plastics; Fiber and chemical-based industries.

Or if you are interested in buildings, energy efficiency, architecture, and new technologies, consider a major in ... RESIDENTIAL BUILDING SCIENCE AND TECHNOLOGY.

Career Opportunities: Graduates of this program find employment with: Builders and Remodelers; Building Material Manufacturers; Design and Consulting Firms; Code Agencies; Home Inspection Companies; Trade and Industry Associations; Residential Energy Firms; Architects, and many others...

We offer small classes and interaction with faculty on a personal basis and opportunities for scholarships and paid internships, as well as education on the cutting edge of technology. For more information visit www.bbe.umn.edu or call (612)-624-1293 to schedule a visit.

Kiln Drying Short Course

The 30th Annual Kiln Drying Short Course will be held August 13-16, 2007 at the University of Minnesota, St. Paul. This course is designed to provide basic training for dry kiln operators and supervisors, but it is also open to anyone interested in kiln construction, kiln operation and wood-moisture relations. For more information, contact Harlan Petersen at (612) 624-3407, fax (612) 625-6286, email harlan@umn.edu.

Great Lakes Kiln Drying Association Meeting

Great Lakes Kiln Drying Association fall meeting, September 29-30, 2005, Minocqua, WI. Contact Harlan Petersen, University of Minnesota, Dept of Bio-based Products, 2004 Folwell Ave, StPaul, MN 55108. Phone: 612-624-3407. E-mail: harlan@umn.edu

Minnesota Wood Campaign Offers Educational and Marketing Opportunities

The Minnesota Wood Campaign (MWC) is a joint, member-owned marketing and branding venture of wood and forest product manufacturers in northern Minnesota. The Campaign will be sponsoring a number of excellent workshops, educational and marketing opportunities in the coming months, including:

- Minneapolis Farmer's Market, Minneapolis. Saturdays & Sundays April 28 through October 28. For more info, Allison at: 1-612-961-9155.
- MWC Annual Membership Meeting, Grand Rapids. August 6. Sandy at: 1-888-223-5629.
- Goods From the Woods, Grand Rapids. September 15-16. The largest showcase of unique forest-based products and services of regional producers in the Midwest. Allison at: 1-612-961-9155.
- North Woods Workshop Series 2007, Virginia, Grand Rapids, Bemidji, Brainerd. Seven marketing and salesmanship workshops with a focus on selling sustainability. Tuesdays and Wednesdays, September 25 through November 21. Sandy at: 1-888-223-5629.
- AIA Minnesota Product Expo, Minneapolis. November 13-15. A unique opportunity to introduce products to the region's architects. Gary at: 1-888-223-5629.

For information on becoming a member of MWC, call 1-888-223-5629, or email:

Info@TrueNorthWoods.com. Website: www.TrueNorthWoods.com

Changes to DNR Timber Sales Program

1) All harvesting on State lands after May 31, 2007 will require an on site supervisor considered current by MLEP or FISTA educational standards. Additionally, permit holders must meet mandatory Worker Compensation insurance requirements. Questions may be directed to their Area Forestry staff or the St Paul Timber Sales Unit.

2) Minnesota DNR is in the process of implementing a new software system which will interface with field operations as well as the Department accounting system. It replaces the current Timber Sales System, which is 25 years old. Field activity will continue but administrative functions, such as issuing new permits, will be reduced through May 21st while all records are converted to the new system.

Field staff and Central Office staff are working hard to make the transition relatively seamless for our customers. Permit holders may notice some immediate changes such as more detailed information on new permits. Other changes, such as going from an annual billing system to a quarterly billing system, will be implemented later this summer.



Forest Products For Sale

- FOR SALE (1) Black cherry firewood- great for smoking/flavoring meat. 100 inch or cut/split available. (2) Hardwood burls- Red oak, cherry, & hard maple. Contact: Alex Bildeaux Jr., Bildeaux Services 21473 Manning Tr. Scandia, MN 55073; Phone: (612) 819-9465; Fax: (651)-433-2121; E-mail: bildeauxservices@frontiernet.net
- FOR SALE (1) Plywood. (2) OSB. (3) Particleboard, and or MDF cut to size or shape according to your specifications. (4) Plywood blocks for pallets. Contact: Joe Campbell, Steel City Lumber Company, P.O. Box 36189 Birmingham, AL 35236; Phone: (800) 733-1907; Fax: (205) 733-1709; E-mail: joecampbell@bellsouth.net
- FOR SALE (1) Red & white pine timbers up to 36'. (2) Cedar and pine furniture material. (3) Fireplace mantles. (4) White oak lumber. Contact: Don Wille, Wille Lumber and Timber Inc., 24370 Pleasant Valley Rd NW Puposky, MN 56667; Phone: (218)-766-7748; Fax: (218) 243-2412; E-mail: ddwille@paulbunyan.net
- FOR SALE (1) Cedar logs for cabins. (2) White cedar posts, peeled and seasoned. Various sizes. Also mantles and other products. Contact: Jim Parson, Jim Parson Logging, P.O. Box 140 Big Falls, MN 56627; Phone: (218)-276-2321; E-mail: jparson@citlink.net
- FOR SALE Northern White cedar products: (1) Log furniture material. (2) Round & sawn log home timbers. (3) Lumber. (4) Fence posts. Contact Richard Hufnagle, Page & Hill Forest Products, Inc, 7556 County Rd 31, Big Falls, MN 56627; Phone: (218)-276-2251; Fax: (218)-276-2352; E-mail: pagehill@citlink.net
- FOR SALE (1) Firewood, Oak & Ash wind throw, you can cut, \$35/cd. (2) Woody biomass, aspen oak & ash tops. (3) East Ottertail Co. Small logging equip. preferred; Contact: David Lindroth 8150 137th St. W, Apple Valley, MN 55124; Phone (952) 432-7066.

- FOR SALE (1) 200 cords of cut & split hardwood firewood, will sell on any amounts. (2) Kiln dried lumber, oak, ash, maple, poplar, basswood. (3) We also make flooring & paneling; Contact: David Sonnenberg, S&S Wood Products, 50447 West Lake 7 Rd. Frazee, MN 56544; Phone: (218) 342-2094
- FOR SALE (1) 6+ walnut logs 12" small end and 12-16' Long. Contact: Greg Welcome, 1848 86th Lane NE, Blaine, MN 55449; Phone: (763) 784-1627; E-mail: gwelcome@dahlke
- FOR SALE (1) 1200 bf walnut – 1" random widths; FSC certified. Contact: Paul Wotzka, 13226 Hwy 74, Altura, MN 55910; Phone (507) 767-3225; E-mail: pjwotzka@aol.com.
- FOR SALE (1) Large amount of cottonwood lumber, 2x6, 2x8, 2x10, 2x12, lengths 8' to 26'. (2) Black walnut lumber. Will saw to your specs. Contact: Loren Strei, 3835 121st Ave., Ortonville, MN 56278; Phone: (320) 839-2057.
- FOR SALE (1) Real half log siding in 8", 10", 12" widths and 12' and 16' lengths. Contact: Lyle Hietala, Hietala Lumber Inc., 4565 Hult Rd., Aurora, MN 55705; Phone: (218) 638-2848.

Equipment For Sale

- FOR SALE (1) Cat D333T power unit, 6 Cyl. Turbocharged 177HP, complete w/ radiator, governor, clutch and pulley, 1200 hours. Price reduced to \$7500. Contact: Bud Peters, Howard A. Peters Enterprises 31360 Long Lake Rd, Mellen, WI 54546; Phone (715) 274-2925; Fax (715) 274-2925.
- FOR SALE (1) Heavy duty portable 21" chop saw on 2- wheel trailer, 2 – 16" x 56" in and out feed roller, Onan gas motor, electric start, \$4,000. Contact: Al Rhoda, P.O. Box 695, Bemidji, MN 56619; Phone:(218) 444-5064 (leave message).
- FOR SALE (1) Arasmith salvager hog. (2) Baker deduster. (3) Baker double head notcher. (4) Brewco Big Band 3 head band resaw w/runaround. (5) Hempstead low speed grinder. (6) Morbark stac-trac, late model. (7) Morbark waste recycler. (8) Norcot pavement grinder. (9) Williams hog. (10) Woodpower model T-72 whole pallet grinder. (11) Prentice mod. 150 loader. (12) Cornell cant sizer. (13) Cornell double arbor gang. (14) Cornell remote trim. (15) Keystone stake pointers. (16) Keystone double end trim. (17) Lauderdale Hamilton super chop. (18) Meadows #2 automatic. (19) Newman KM-16. (20) Newman 500 & 510 planers. (21) Pendu gang saws & complete systems. (22) Pendu board stackers. (23) Rip-Jac over & under dismantler. (24) Rogers un-nailer. (25) RoJo gang saw. (26) Timber Harvester band resaw w/runaround. (27) TimberKing band sawmill. (28) Waechter band resaws. (29) Wagner gang saw. (30) Wilson board unscrambler. (31) Complete sawmill, Salem carriage w/ silva tech set. (32) Fulghum debarker. (33) Yates A 20 DMD. (34) Peerless chip bins. (35) Hanna Chamferer. (36) Newman KM-16H. (37) Roger un-nailer. (38) Hazelthorn double notcher. (39) Hazelthorn gang. Contact: Bob Montgomery; Phone: (610) 621-2893; Email: ramco@comcast.net.
- FOR SALE (1) 1995 JD 648 G dual arch grapple, 30.5 x 32 tires, 80 %, engine 3160 hours, \$32,000. (2) 18" & 22" Roto saw heads \$3500 & \$4900. 3) Used skidder parts and new tire chains. Contact: Carl Huber, Huber Logging, Box 31, Mine Center Ontario; Phone (807) 599-2835; Fax: (807) 599-2822.

- FOR SALE (1) 1991 TJ 450 front & back rear ends, 24 bolt hubs. (2) Blade and grapple off TJ 450. (3) 2, 30.5 x 32 skidder tires on 24 bolt rim. (4) 2, 28L x 26 skidder tires on JD rims. (5) 1080 Bobcat with shear head. (6) 2002 550 Ford crew cab, 7.3 diesel, 11' bed with 5th wheel hookup. (7) 2001 Big Tex gooseneck trailer, 26' bed with 5' beaver tail, 10,000 lbs. heavy-duty axels, also extra brake parts. Contact: Don Wille, Wille Logging 24370 Pleasant Valley Rd, Puposky, MN 56667; Phone: (218) 243-2368; Fax:(218) 243-2412; E-mail: ddwille@paulbunyan.net.
- FOR SALE (1) White diesel truck with loader, picture can be seen at: http://huismanwoodworking.com/gallery/album12/loader_1. Contact: John Huisman, 2027 Haapala Rd Ely, MN 55731; Phone:(218) 365-4699; E-mail: john@huismanwoodworking.com
- FOR SALE (1) 2001 Hahn Timber Harvester, J.D. power, feed rollers, bolt sorters, many extras. Contact: Kelly Kimball; Kimball Logging Inc. 24516 Brill Ave, Park Rapids, MN 56470; Phone (218) 573-3454.
- FOR SALE (1) Used sawmill, 2 Simmons 40" insert tooth circular blades, 30 HP single phase electric motor, 32' track, 9 foot carriage, 2 hydraulic head block & hydraulic carriage, will take 12' – 14' logs. (2) Banding tool. (3) Sharpener for inserts. (4) Sawdust blower. (5) Electrical board for power. (6) Super 6 Pettibone with forks and carry lift, runs good, tires very good. Will sell together or separate. Contact Don Kverno, 48974 Spring Water Lane NE, Kelliher, MN 56650; Phone: (218) 647-8820.
- FOR SALE DIXON (1) Sawmills. (2) Edgers. (3) Conveyors. (4) Log turners. (5) Hydra – dogs. (6) Pallet notchers. (7) Debarkers. (8) Slab edgers. (9) Trim saws. (10) Decks. (11) Roll cases. (12) Small Hydraulic loaders & trailers. (13) Trailers with loaders for 4 wheelers; CORNELL- (14) Blowers. (15) Edgers. (16) Trimmers. (17) Notchers. (18) Slab saws. (19) Log cleaners. (20) Unscrambler Decks; VALBY- (21) Wood chippers; FARMI – (22) Skidding winches; HITACHI –(23) Power tools & chains; PATZ - (24) Conveyors; (25) SAFE T- SHELTERS -Storm shelters. (26) Over 100 used electric motors & electrical equipment. (27) Used sawmill machinery. (28) Bark processing equipment. Contact: Dixon-Rusch Co. LLC, 400 Rusch Rd Antigo, WI 54409; Phone: (715) 627-4361; Fax: (715) 627-4375.
- FOR SALE 3-Point Whitfield tree planter, Model 605, adjustable hydraulic hillside controls and sod scalper, \$ 3,900. Located in Winona area. Contact: Mike Malin; Phone: (507) 450-7383.
- FOR SALE: Newman KM16 4 saw end trimmer. Contact: Lyle Hietala, Hietala Lumber Inc. 4565 Hult Rd Aurora, MN 55705; Phone: (218) 638-2848.



Forest Products Wanted

- WANTED Bark Products and ground wood material for landscaping. Can pick up. Contact: Larry Dubbe, Pine Products Inc., 11780 Co. Rd. 32, Waconia, MN 55387; Phone: (952) 442-5988. Email: pineprolarry@earthlink.net.

WANTED Large tree length cedar. Contact: Roger Anderson, 22636 Everts Rd. NE, Tenstrike, MN 56683; Phone: (218) 586-2053

WANTED Pine cabin logs near Red Wing, MN. 60 logs, 30 foot length, average diameter of 13" to 14" with minimum taper. Logs to be delivered and offloaded to Hager City, WI. First delivery needed ASAP. Call for price. Contact: Jon Anderson; Phone: (651) 388-7927; Email: jonscotandeerson@yahoo.com.

Equipment Wanted

WANTED Late model pallet & wooden stake manufacturing equipment, band saws, trim saws. Need a nice KM-16, RoJo or Wagner gangsaw; Contact: Bob Montgomery; Phone:(610) 621-2893; E-mail: ramco@juno.com



Services and Miscellaneous

SERVICES Civil & Structural engineering. Foundations, timber construction. Registered Minnesota professional engineer. Contact: John F. Wilkinson P.E., Consultant, 604 2nd Ave N, Sartell, MN 56377; Phone:(320)-253-1019 or (563) 547-1078.

SERVICES Will saw your logs or mine to your specs, also re-saw salvaged timbers. Band saw mill & circular sawmills run daily. Contact: Loren Strei, 3835 121st Ave., Ortonville, MN 56278; Phone: (320) 839-2057.

MISC. ANCHORSEAL end sealer for green logs and lumber, available in clear and colors; free sample available. Also LogSavers and FitchSavers – Plastic “s-irons” for logs and veneer flitches; can be sawn or sliced through without damaging equipment. Contact: U-C Coatings Corp., P.O. Box 1066M, Buffalo, NY 14215; Phone: (716) 833-9366; Fax: (716) 833-0120; E-mail: mnmkt@uccoatings.com; or visit our website at: www.uccoatings.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

Rick Dahlman, U&M Staff, St. Paul, 651-259-5257 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, 218-999-7843 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

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

Vacant, RC&D Forestry Coordinator.

DNR Forestry Timber Auction Sales

Date	Auction Type	Sale Name	Location
May 10	Regular	Rochester Area	Rushford Fire Hall
May 14	Regular	Aitkin Area	Long Lake Conservation Center
May 14	Intermediate	Aitkin Area	Long Lake Conservation Center
May 22	Intermediate	Park Rapids/Detroit Lakes Area	Park Rapids Environmental Ed. Building
May 22	Regular	Park Rapids Area	Park Rapids Environmental Ed. Building
May 23	Regular	Blackduck Area	Blackduck Senior Center
May 23	Intermediate	Blackduck Area	Blackduck Senior Center
May 24	Regular	Bemidji Area	Bagley DNR Forestry Office
May 24	Intermediate	Bemidji Area	Bagley DNR Forestry Office
May 25	Regular	Brainerd Area	Pequot Lakes City Hall
May 25	Intermediate	Brainerd Area	Pequot Lakes City Hall
May 30	Regular	Sandstone Area	Rutledge Community Center
May 30	Intermediate	Sandstone Area	Rutledge Community Center
May 30	Regular	Baudette Area	Baudette Area DNR Forestry Office
May 30	Intermediate	Baudette Area	Baudette Area DNR Forestry Office
May 30	Intermediate	Littlefork Area	Big Falls Community Building
May 30	Regular	Littlefork Area	Big Falls Community Building
May 31	Regular	Warroad Area	Warroad Area DNR Forestry Office
May 31	Intermediate	Warroad Area	Warroad Area DNR Forestry Office
June 1	Regular	Hibbing Area	Ironworld - Chisholm
June 1	Intermediate	Hibbing Area	Ironworld - Chisholm
June 5	Regular	Orr/Tower Area	Orr American Legion
June 5	Intermediate	Orr/Tower Area	Orr American Legion
June 7	Regular	Two Harbors Area	Silver Bay Reunion Hall
June 7	Intermediate	Two Harbors Area	Silver Bay Reunion Hall
June 13	Regular	Aitkin Area	McGrath Fire Hall
June 14	Regular	Deer River Area	Big Fork Community Center
June 14	Intermediate	Deer River Area	Big Fork Community Center
June 15	Regular	Cloquet Area	Cloquet Area DNR Forestry Office
June 15	Intermediate	Cloquet Area	Cloquet Area DNR Forestry Office



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>

PRSR.T. STD. US POSTAGE PAID ST PAUL, MN PERMIT NO. 171
--

Change Service Requested