

# The Market Place

Timber • Products • Equipment • Services

Winter 2009

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A service to Minnesota forestry industry.

## THE WINTER OF DISCONTENT

By Don Deckard,  
Forest Economist

The recession continues. Real economic activity fell sharply during fourth quarter 2008, producing a drop in employment, manufacturing output, and consumer spending. More than 1.5 million jobs were lost during the period and total hours worked plummeted at a 7.7 percent annual rate. The economy started 2009 on weak footing as Americans forced retailers to ring up fewer sales and factories to cut back production.

Sales of new homes tumbled at an estimated 40 percent annual rate and sales of existing homes declined at roughly a 25 percent rate. New home construction also plummeted, with further declines expected. Additionally, troubles in the domestic motor vehicle industry are a serious concern.

While the decline is significant and painful, it is not without precedent, nor is the magnitude of the decline, expected to be similar to the 1980-1982

recession. (See figure 1 on page 3.) The length of this downturn is a function of the time needed to alleviate excess build-up in housing inventory, stabilize financial services, and restore consumer confidence.

### Housing & Mortgage Markets

At the peak, housing starts were more than 2 million units per year, compared to less than 1 million starts in 2008. The housing starts are expected to bottom out in 2009 at about 800,000 with a slow rebound. No significant improvement can be anticipated until the backlog of foreclosed homes are resold.

Credit markets seem to be thawing out after months in a deep freeze. In an unprecedented move in December, the federal government decreased the discount rate between zero and 0.25 percent. It plans to keep rates in this range for most of this year. It also has pledged to use unconventional tools to revive the economy.

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## Statewide Average Stumpage Prices<sup>1</sup>

<b>Cord Products</b>	<b>Bolts \$/cord</b>	<b>Pulp and bolts \$/cord</b>	<b>Pulpwood \$/cord</b>
Aspen	—	—	25
Basswood	22	14	8
Birch	29	15	11
Maple	—	15	8
Oak	—	28	18
Jack pine	36	26	10
Spruce/fir	32	23	16
Tamarack	—	—	5

<b>Sawlogs</b>	<b>Grades 1 and 2 \$/MBF*</b>	<b>Grade 3 \$/MBF</b>	<b>Ungraded \$/MBF</b>
Basswood	98	35	—
Birch	114	41	—
Sugar Maple	318	111	—
Red Oak	294	103	—
White Oak	175	61	—
Pine**	—	—	126
Spruce	—	—	118



<sup>1</sup>: These figures are a compilation of data from the DNR and Cass and St Louis counties for the period July through December 2008.

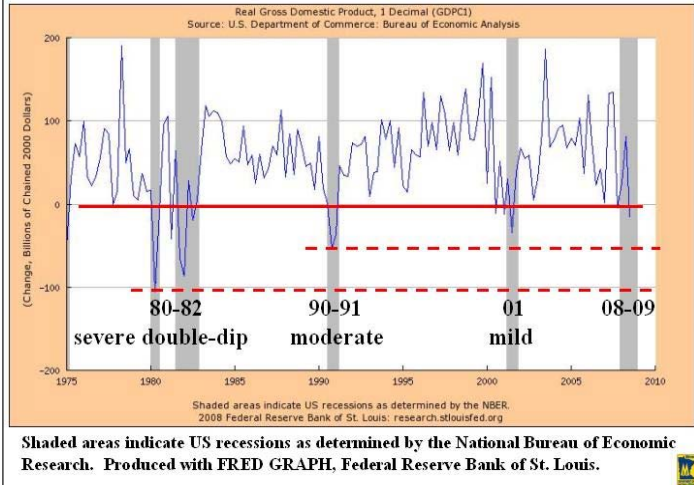
\*Scribner rule: minimum top diameter hardwood 10" and softwood 8"

\*\*Pine sawtimber minimum of 16" diameter at breast height add \$50 per thousand board feet (MBF)

Recent DNR timber auction results available at:

[www.mndnr.gov/forestry/timbersales/index.html](http://www.mndnr.gov/forestry/timbersales/index.html)

**Figure 1. Change in Real US GDP, Billions 2000 Dollars.**



**Lumber and Engineered Wood Panels**

*Prices:* Domestic softwood lumber and engineered wood panel prices plunged during the fourth quarter of 2008. For January, the reported price of random length kiln dried western spruce-pine-fir 2x4s was \$228 per thousand board feet (MBF), delivered to Chicago, compared to \$312 per MBF in July, a 27 percent decrease. In January, North Central 7/16 inch oriented strandboard (OSB) sheathing was reported at \$153 per thousand square feet (MSF), compared to \$195 per MSF in July, a 22 percent decrease.

*Production:* For last year, North American structural wood panel (plywood and oriented strand board) production totaled an estimated

31.3 billion square feet, based on 3/8", down 19 percent from 2007 and 27 percent from the record 43.1 billion square feet produced in 2005, according to the Engineered Wood Association. Panel production is forecast to fall another 8 percent to 28.8 billion feet in 2009.

*Exports:* Although prices were down significantly, domestic OSB export volumes increased 89 percent in 2008 compared to 2007. However, domestic hardwood log and lumber exports declined 2 percent and 17 percent respectively. (See table 1.)

**Pulp & Paper**

*Regional Markets:* In the last quarter of 2008, Minnesota’s timber industry was feeling the impact as paper mills began to falter due to the decrease in demand for paper. Over the quarter, market prices for pulp and paper and prices paid for delivered timber dropped. Boise and Verso took market related downtime. Across the border, Abitibi-Bowater announced market related downtime at both the Thunder Bay and Fort Frances, Ontario mills. And, Domtar permanently shut its 150 metric ton per year Dryden, Ontario converting mill. Price declines and downtime were attributable to oversupply and weak demand. Uncertainty surrounds the potential impacts of slowdowns in paper demand, in addition to the Ainsworth OSB shutdowns with respect to statewide harvest levels through 2009-2010.

*Prices:* Pulp and paper contract prices continued the downward trend that started in July. Prices in 2009 opened 20 percent below

**Table 1. Selected U.S. Forest Product Exports, 5-Year History**

Forest Product	2004	2005	2006	2007	2008	2007/ 2008
	Quantities in cubic meters					Percent change
Hardwood logs	1,980,618	2,234,889	1,837,849	1,859,926	1,825,155	-1.9
Hardwood lumber	2,805,889	2,801,996	2,897,543	2,560,712	2,135,444	-16.6
Softwood logs	6,172,241	6,269,084	6,413,782	6,509,423	6,257,795	- 3.9
Softwood lumber	1,412,352	1,658,484	1,687,932	1,772,069	1,915,785	+8.1
OSB/ waferboard	159,916	131,655	150,094	205,737	388,798	+89.0

Source: U.S. Dept. of Commerce, Census Bureau, and Foreign Trade Statistics

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## Winter of Discontent Continued from page 3

those of the July 2008 peak with spot prices 30 percent below the peak. In January, benchmark northern bleached hardwood kraft slipped to \$565/ton range on a net delivered basis to the east coast, while southern bleached softwood kraft opened the year at \$562/ton, both off 22 percent from July 2008. Contract northern bleached softwood kraft fell to the \$640/ton range, down from \$805/ton in July. Southern bleached softwood kraft dropped to the \$612/ton range, down from \$766 in July. Prices may now be near the cash delivered costs of many North American producers (Resource Information Systems, Inc).

**Production:** The 2008 financial and economic problems had a negative effect on demand for printing and writing papers. U.S. shipments for these were down about 6.6 percent from 2007 (American Forest & Paper Association). The biggest impact has been on coated papers due to the link with magazines, catalogs, and retail inserts. Magazines are reeling from a sharp cut in ad spending, particularly from the automobile industry. Catalogs and retail inserts are finding that customers are down. These large declines will continue into at least the first half of 2009.

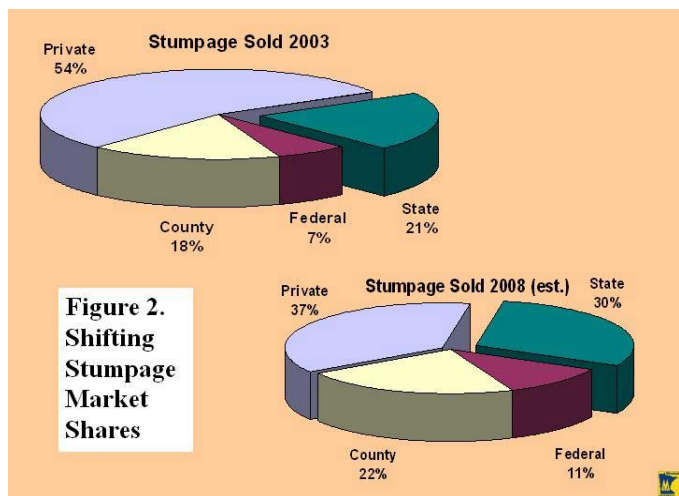
### Wood Fiber Prices & Availability

**Prices:** Many Lake States pulp mills went into the fourth quarter with plenty of inventory on hand and cut back on deliveries as the quarter progressed. In fourth quarter 2008, Lake States average delivered mixed hardwood pulpwood prices decreased \$12 per cord to \$81 per cord or 13 percent compared to third quarter 2008, while average delivered softwood pulpwood prices remained flat. In Minnesota, the delivered price of aspen pulpwood decreased by \$10 per cord to \$79 and Wisconsin delivered aspen decreased by \$14 per cord to \$80 (RISI, International Woodfiber Report, December 2008).

**Supply/ Demand:** From a fiber supply

standpoint, Minnesota is in decent shape primarily due to the continuing availability of public land stumpage and the flexibility of public land managers to sell at current market prices. The total volume sold by Minnesota's public agencies increased from 1.5 million cords in 2003 to about 1.7 million cords in 2008. Over the same time period, in-state industrial consumption decreased because 1.1 million cords of manufacturing capacity was idled. As a result, harvest levels decreased from 3.6 million cords in 2003 to about 3 million cords in 2008 and net imports decreased from a peak 600,000 cords.

**Changing Market Shares:** As the stumpage market pie got smaller, private land sourced stumpage sold decreased from 54 percent in 2003 to an estimated 35 to 40 percent in 2008. Inversely, public land stumpage sold increased from 46 percent in 2003 to an estimated 60 to 65 percent in 2008. (See figure 2.) Although private stumpage remains an important segment of the industrial wood supply with an estimated 1.25 million cord harvest, public stumpage has now become the primary wood supply for Minnesota's forest industries with an estimated 1.75 million cord harvest.



*Note: This article contains forward-looking statements with respect to forest products and stumpage markets. They reflect the author's view and are subject to risks and uncertainties that could cause actual outcomes to differ substantially from those expressed or implied.*

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# Group Certification: The Next Wave?

By Mimi Barzen, Utilization and Marketing

Three Great Lake states, Minnesota, Wisconsin, and Michigan, have become a powerhouse of forest certification. Due to efforts by government natural resource management agencies, private industrial landowners, and non-profit organizations, the certified acres in these states account for 29 percent of all certified forestland in America. The Minnesota Wood Campaign is one non-profit organization that is working hard to increase this percentage by assisting small businesses and landowners in obtaining certification and its many benefits.

## Forest certification

While forest certification is still in its infancy, the concept of certification has been around for decades. A good example is organic products. Organic foods have blossomed from a tiny niche in the food industry to verifiable player due to increasing consumer demand. The same cannot yet be said about forest certification. Partially due to the lack of understanding about this process, consumers have been unwilling to pay the extra cost for certified products. Without the premium price attached to the product, there has been little incentive for small forest landowners and businesses to become certified, especially since the cost of doing so is high when compared to the resulting benefits. However, many government agencies and big businesses have been able to justify certification costs due, in part, to the non-financial benefits.

## Increasing demand

In recent years, the demand for certified forest products has risen rapidly. Much of the clamor in the marketplace is being led by architects, builders, and remodelers who are designing, constructing, and upgrading homes and buildings. While this increase is a positive sign for the future of forest certification, the supply of certified fiber has not kept up with the demand in many cases. Meeting this demand will require a more aggressive certification process that is geared toward smaller businesses and landowners, as well as be a conduit that matches the demand with the potential supply.

## Group certification

The Minnesota Wood Education Project and the Minnesota Wood Campaign are two

organizations with a plan to help small businesses and landowners overcome the challenges of becoming third party certified. Even though both of these organizations have been around for several years, the

ideas and initiatives fostered by them is just beginning to expand due to the rising demand of certified products.

The Minnesota Wood Education Project has several goals. Foremost is to educate the public about the value of sustainable forest harvesting and increase appreciation of the value of working forests. In addition, the project wants to improve the economies of communities through the use of sustainably harvested timber. It hopes to attain these

**“Minnesota, Wisconsin, and Michigan... account for 29 percent of all certified forestland in the United States.”**

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## Group Certification Continued from page 5

goals by providing educational programs and assistance to producers, consumers, and the general public.

The Minnesota Wood Campaign manages a joint certification marketing and branding venture called the True North Woods. Its ultimate goals are to add value to forest products and retain wood and forestry related businesses and jobs in northern Minnesota. It plans to do so through a two-prong approach that focuses on different aspects of certification.



### Builder assistance

One prong is the Local/Sustainable Supplier Consortium (LSSC). The purpose of this program is to increase the utilization of “green” products by builders that are either produced with a 500-mile radius of Minneapolis, or have Forest Stewardship Council (FSC) or True North Woods certification. (While some members of True North Woods are certified by the Sustainable Forestry Initiative, FSC was chosen as the initial partner for this certification project.)

Since it may be difficult to locate green products, the LSSC program assists builders and remodelers in locating and/or obtaining materials and products they need to complete building projects. This is accomplished by identifying suppliers of forest-based products, developing a database for managing the suppliers and their products, and matching products to inquiries for specific products. Promotion of this program is focused on builders, architects, consumers, and others interested in green building.

### Small owner assistance

The second prong is the True North Group Certification Program, which guides smaller players through the certification process

without excessive expense or documentation. It works to cut costs in a fashion similar to group health care programs, by providing easier access and lower administration fees. Although the expense for conducting the initial audits may be high, the cost of maintaining and expanding the program should be within the means of those who join the program.

### Requirements

Group certification has two parts. The first focuses on landowners with any size acreage. The second is geared toward wholesalers, retailers, and primary and secondary forest product producers and manufacturers. The producer/

manufacturer chain of custody program is available to smaller businesses, usually those with less than 15 employees. (Larger businesses need to apply for individual certification.)

The Group Certification Program and the Local/Sustainable Supplier Consortium appear to be separate entities. However, the emerging demand for certified forest-based products in the marketplace, partially led by architects, builders, and remodelers, requires not only a more aggressive certification process geared for smaller businesses, but also a conduit to match the demand with supply.

The True North Woods vision is to be recognized and appreciated by customers who desire quality made sustainable forest-based products. It plans to attain this by committing to sustainable forestry with emphasis on the unique characteristics of Minnesota wood, and the high quality and craftsmanship of the resulting forest products.

Other organizations that may be able to assist private landowners and/or small businesses with information or services related to certification include, but are not limited to: the Upper Mississippi Certified Forest Products Group, Dovetail Partners, Minnesota Logger Education Program — Master Logger

Certification, American Tree Farm System, and the Sustainable Forestry Initiative. The timing of these efforts couldn't better. With the shuttering of mills, rising

unemployment, and global market impacts on local economies, the forests of northern Minnesota provide an asset not necessarily found elsewhere. Promotion of these

assets can be the start of something big. True North Woods is one of the organizations on the ground floor.



## Group Certification Web sites:

Listed below is a sampling of Web sites that provide information on certification.

**True North Woods:** [www.truenorthwoods.com](http://www.truenorthwoods.com) A certification brand that promotes the natural qualities and sustainability of northern Minnesota forest-based products and the talents of the people who make them.

**Minnesota Logger Education Program:** [www.mlep.org/mmlc.htm](http://www.mlep.org/mmlc.htm) Minnesota Master Logger Certification is a performance-based program that recognizes both training and experience of loggers through voluntary, third-party audited certification of the logging operator's business and harvest practices.

**Dovetail Partners:** [www.dovetailinc.org](http://www.dovetailinc.org) It fosters sustainability and provides information about the impacts and trade-offs of environmental decisions, including consumption choices, land use, and policy alternatives.

**Upper Mississippi Certified Forest Products Group:** [www.mncertifiedwood.com](http://www.mncertifiedwood.com) A collection of independent, local companies that are FSC certified and dedicated to the well being of the forestland and wilderness of Minnesota.

**American Tree Farm System:** [www.treefarmssystem.org](http://www.treefarmssystem.org) It works to sustain forests, watershed, and healthy wildlife habitats by offering affordable forest certification for family forest landowners in the United States via the American Forest Foundation.

**Sustainable Forestry Initiative:** [www.sfiprogram.org](http://www.sfiprogram.org) An independent organization dedicated to promoting sustainable forest management through certification.

**Forest Stewardship Council:** [www.fscus.org](http://www.fscus.org) Its purpose is to coordinate the development of forest management standards throughout the United States and world and provide public information about certification.

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## Educational Opportunities

### Enhancing the Bottom Line Through Certified Forest Products

Those interested in learning more about certified wood products, logistics of wood product certification, and green product markets, have the opportunity to attend a workshop, *Enhancing the Bottom Line Through Certified Forest Products: A Primer for Wholesalers and Retailers*.

The workshop, scheduled for March 20, takes place at the Radisson Suite Hotel St Cloud. It is intended to provide information required to

successfully market certified wood and to better serve the growing green building market. In addition, the history of certification and current trends will be examined, along with the expertise and experience of a wholesaler that deals with certified products.

The current wave and that of the future is focused upon green building. Learning the requirements, standards, and trends will enhance businesses ability to join the leading edge of green demand.

The cost of this day-long workshop is \$200. For further information or to register, contact Susan Selz at 612-624-1293.



### Fueling for the Future

The use of woody and agricultural biomass for cooking and heating is nothing new, but interest in this source of heat has sky-rocketed in the past few years.

A workshop, *Fueling the Future: The Role and Use of Woody and Agriculture Biomass for Energy*, will teach participants the significant role biomass can play if utilized to its fullest potential while still maintaining ecological

integrity.

Workshops will take place across Minnesota over the course of the next several months. The first two have been scheduled for February 18 in Roosevelt and March 19 in Morris. Cost of the program, including lunch, handouts, and a tour of a biomass facility is \$20. Educational credits will also be available.

For more information, contact Diomy Zamora, 888-241-0720.



### Heat Treatment of Firewood

While Minnesota continues to be free of the Emerald ash borer (EAB) at this time, our neighbors to the east have not been as fortunate. Due to the potential risk of transporting EAB with the importation of ash firewood, interstate movement of all hardwood firewood is restricted under federal quarantine, in EAB infested states. *Heat Treatment of*

*Firewood* is a workshop designed to address procedures, implementation, and regulations of the heat treatment process.

The workshop will take place on February 25 in Madison, Wisconsin. The \$40 fee includes the indoor session, a catered lunch, and an on-site demonstration of heat treatment.

For more information contact Xiping Wang, 608-231-9461, or e-mail [xwang@fs.fed.us](mailto:xwang@fs.fed.us).



## DNR Timber Sales

The Division of Forestry has gathered all the timber sales information for fiscal year 2008, which ended on June 30, 2008. The table below shows the results of the many hours spent in the woods by field foresters.

Type	Number of permits	Volume Sold <sup>1</sup>	Volume harvested <sup>2</sup>
Timber sales	832	812,200 cds	814,700 cds
Biomass <sup>3</sup>	--	20,644 cds	22,837 cds
Fuelwood	1,041	9,825 cds	9,825 cds
Boughs	124	2,214 tons	2,214 tons
Decorative Tops	12	160,365 pieces	380,863 pieces

<sup>1</sup>This does not include 350 permits sold that encompasses 402,000 cords of re-offered timber from forfeited permits.

<sup>2</sup>Volume harvested includes harvests from timber sale and decorative tops permits sold during the current fiscal year and active permits purchased in previous years. Fuelwood and bough permits are harvested in the fiscal year purchased.

<sup>3</sup>Biomass volumes have been converted from 1,000 pound units to cords. Biomass volumes are also included in the timber sales volumes sold and harvested for reporting total volume purposes. Biomass is sold as a product on timber sale permits.

**The Market Place Bulletin is published quarterly by the Minnesota DNR Utilization and Marketing staff. It serves the wood industry of Minnesota by providing relevant information on forest industry and forest resources, and by listing forest products and equipment wanted and for sale, services provided, and employment opportunities. The Market Place Bulletin is also available on the internet at:**

**[www.mndnr.gov/publications/forestry/marketplace/index.html](http://www.mndnr.gov/publications/forestry/marketplace/index.html)**

**Anyone can begin or cancel a subscription by making a request by phone: 218-327-4119 or by email : [mimi.barzen@dnr.state.mn.us](mailto:mimi.barzen@dnr.state.mn.us). Electronic versions are also available.**



If you wish to list an ad in the spring issue of the MarketPlace Bulletin, please fill out and return this form by **April 15, 2009**. There is no cost for placing the ad.

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

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

Ad \_\_\_\_\_  
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Name: \_\_\_\_\_ Company: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

**Please Note: Due to limited space, not all ads will be printed in every issue. Limit your ads to one page or less. Ads will not carry over to the next issue so resubmit them for each issue.**

Mail ads to:  
 Mimi Barzen  
 DNR Forestry  
 1201 East Highway 2  
 Grand Rapids MN 55744  
 Phone (218) 327-4119; Fax: (218)327-4391  
 E-Mail: [mimi.barzen@dnr.state.mn.us](mailto:mimi.barzen@dnr.state.mn.us)

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



### FOREST PRODUCTS FOR SALE

- FOR SALE:** Re-sawn salvaged Douglas fir timbers, cut to your specifications, planing available; Contact: Ken Peter, Timber Ridge Woodworking, 3703 Hautala Road, Cloquet MN 55720; Phone and fax: 218-879-6665
- FOR SALE:** 20,000 yards of material to grind for mulch from softwood slabs and hardwood edgings from pallet mill; Contact: Dick Bahl, Root River Hardwoods, Box 624, Preston MN 55965; Phone: 507-765-3867; Fax: 507-765-4575
- FOR SALE:** Real log siding, thick profile, 8", 10", and 12" wide; Contact: Lyle Hietala, Hietala Lumber, Inc. 4565 Hult Road, Aurora MN 55705; Phone: 218-638-2848
- FOR SALE:** (1)American black walnut hardwood flooring  $\frac{3}{4}$ " thick, random width, (2)rough sawn American black walnut, random width, 8 to 14' length; Contact: Thomas Gosse, 511 2<sup>nd</sup> Street East, Wabasha MN 55981; Phone: 651-565-4597
- FOR SALE:** 30,000 bf cottonwood lumber, will custom saw to specifications; Contact: Loren Strei, 3835 121st Avenue, Ortonville MN 56278; Phone: 320-839-2057
- FOR SALE:** Small quantities of: ash, basswood, birch, butternut, hard and soft maple, red and white oak (some quarter sawn), poplar, red and white pine, spruce, walnut, and cherry; Contact: Jim Mielke, Mielke's Mill and Crafts, 37885 Park Trail, Center City MN 55012; Phone: 651-583-2813

### EQUIPMENT FOR SALE

- FOR SALE:** (1)electric motors up to 100HP, (2)electric motor starter, solid axel shafts, steel wheels, heavy duty bearings; Contact Lyle Hietala, Hietala Lumber Inc, 4565 Hult Road, Aurora MN 55705; Phone: 218-638-2848
- FOR SALE:** American 3 head block, left hand mill on steel with two blades, Contact: Jim Koskovich, 18491 Texas Avenue, Prior Lake MN 55372; Phone: 612-221-2747

**FOR SALE:** (1)cable skidders:1970 JD 440A, TJ 240, TJ 350 (2)grapple skidders:1991 TJ 450B, Cummins engine, 1985 JD 548D, rebuilt tran.,1996 JD 548G, 2001 TJ 460 D, S.F., 380 TJ (3)Crawlers: 1997 D5M LGP, 1999 Daewoo DD801, 6 way blade LGP, EROPS, low hours,1977 D6D LGP (4)knuckleboom loaders: 2004 Barko 295ML, 1998 Prentice 210c, 1987 XL 175 Husky, mounted on truck (5)excavators:1996 Yanmar B6U mini excavator, 1999 Kobelco 50UR, 1999 Fiat Allis FX 140, low hours with auxiliary hydraulics (6)wheel loader: 1981 JD 644C (7)truck:1978 GMC 2-ton with hydraulic hoist, flatbed dump (8)delimbers:1984 JD 690B with Pro Pac delimeter, Siiro delimeter/slasher (9)feller-bunchers and shears: 775A Barko, sawhead, 2006 JD 643J, 1987 411B Hydro-Ax, 1986 511B Hydro-Ax 6BT Cummins, 1993 JD 590D with 18" roto saw, 1976 JD 544B with 20" shear, (10)Misc:1991 853 Bobcat, with forks and broom, 1999 MD2810 ASV Posi-track skidster with rubber tracks, 60" slasher with power unit, 60" Lemco slasher, new 60" and 72" Hanfab slashers; Contact: Northern Timberline Equipment, Inc., 6000 County Road 8, Littlefork MN 56653; Phone: 218-278-6203; Fax: 218-278-6716; E-mail: [nte@northlc.com](mailto:nte@northlc.com)

**FOR SALE:** (1)C-4 Tree Farmer gas skidder, (2)Soderham forwarder 353 Detroit, (3) Bobcat 2410 with Perkins engine and backhoe, (4)Bobcat 873 with Duetz engine, (5)1979 Pete Cat engine, hood loader and 42' trailer, (6)1979 IH 466 engine, Barko 80-yard truck, (7)Mobile Dimension tandem trailer with new gas engine, (8)Dixon portable 3 head block hydraulic mill, 471 Detroit Power unit, (9)Baker 2 head resaw, (10)Dixon Rausch notcher; Contact: Bernard Dahlvang, 25642 County Road 7, Staples MN 56479; Phone: 218-894-1927

**FOR SALE:** (1)tractor PTO, (2)skidsteer hydraulic winch, (3)chippers, (4) woodsplitters, (5)chains, (6)Logrite tools, (7)replacement bucket grapple and rotators, (8)log trailer and grapple; Contact: Jeff Smaby, Three Rivers Inc, N9241 Perkins Road, Mindoro WI 54644; Phone: 1-866-638-7885; Fax: 608-857-3957; Web site: [www.threeriversforestry.com](http://www.threeriversforestry.com)

**FOR SALE:** (1)used parts for skidders, small crawlers and excavators; (2)shipped daily — parts for Cat, JD, IHC, AC, MH, Athey, Bantam/Kohering, Bobcat, Case, Clark, Timber jack, Drott, Franklin, Hein-Warner, Insley, Leiberr, Michigan, Mitsubishi, New Holland, New Process, Pettibone, Taylor, Tree Farmer, and Trojan; (3)engines, transmissions, and tires; Contact: Deanna Harris, Schaffer Enterprises of Wolf Lake, Inc., P.O. Box 136, Wolf Lake IL 62998; Phone: 800-626-6046; Fax: 618-833-7765; E-mail: [parts@sewlparts.com](mailto:parts@sewlparts.com); Web site: [www.sewlparts.com](http://www.sewlparts.com)

**FOR SALE:** (1)Bellsaw sharper saw blades (2) Bellsaw gang rip 220 volt (3)Bellsaw 12' planer with electric motor (4)Menards 15' planer with electric motor (5)Dewalt 12' radio arm saw 110 volt (6)Dewalt 14' radio arm saw 110 volt (7)chip and sawdust blower with pipe (7)2-stake pointers 220 volt (8) lath mill 220 volt (9)4-sided planer for parts (10)misc flat belts (11) lumber – walnut, oak, cherry, maple, rough sawn; all items to be sold on estate auction, March 8 at Van D Camp, Newport MN; Pictures available upon request; E-mail: [bjarousek@yahoo.com](mailto:bjarousek@yahoo.com)

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Equipment continued

**FOR SALE:** (1)Hurdle portable sawmill (2)Meadows #1 portable sawmill (3)700 HP high tech electric motor (4) Alden gang saw, wide arbor (5)Baker A band resaw (6)Baker 6 head resaw with runaround (7)Brewco EZ cut band resaw with return (8) Brewco EZ Cut 2 head band resaw with return (9) Brewco 4 head resaw with return (10)Brewer Twin Select cutoff system (11)Brewer band saw system, 5 head with cab and controls, cut-off, runaround (12) Fastline 2 head band resaw with return (13) Keystone automatic stake pointer (14)Woods 502 M flooring machine (15)Yates E1 end matchers (16)Yates A 20-12 DMD (17)double profile for A20 or A25 (18)Yates A 62 DMD (19)Pendul gang saws (20)Peerless chip bins (21)Diamond Z tub grinder 1463 (22)W.H.O 10' tub grinder (23)Rotochopper MC 166 (24)Bandit Beast 3680 (25)Challenger CG 500 grinder (26)Montgomery horizontal feed hog (27)Arasmith salvager hog, 50" opening (28)Morbark waste recycler (29)Williams Hog (30)Prentice mod 150 loader (31)Prentice mod 210E (32)Taylor forklift - 18,000# (33)Taylor forklift- 15,000#, dual tire (34)Clark forklift- 15,000#, dual tire (35)Cat 950 loader (36)Cornell cant sizer (37)Cornell remote trim (38)Cornell 6x36 edger (39)Crosby 8x36 top arbor bull edger (40)Hanna chamferer (41)Lauderdale Hamilton super chop (42)Newman KM-16 completely refurnished (43)Newman KM-16HD (44) Newman KN020 (45)Hemco air lift trimmer (46)Newman 5500 & 501 planers (47) Newman SS30 shaving machine (48)Pendul double head notcher (49)Pendul remote trim saw (50) Pendul 5 saw trimmer (52) Pendul board stackers (53)RoJo gang saw (54)Timberland remote trim saw (55)Wilson Board Unscrambler (56) Hazelthorn gang (57)Cornell 621 (58) Viking duomatic with recent upgrades (59)Viking Champion, 4 stringer, LH (60)All kinds of nailing machines; Contact: Bob Montgomery; Phone: 610-621-2893; E-mail: ramco@comcast.net

**FOR SALE:** Nordfab wood waste burning system with Ladig unloader, silo, and support equipment. Boiler is rated 200 boiler HP with a pressure rating of 150 PSIG (high pressure steam) at 6,900 lbs of steam/hr. System with all components and support equipment installed in fall 1993 and is in excellent condition. Operating permits are up to date and the system had last yearly maintenance in September 2008. Water treatment records are available for inspection. The 480 volt 3 phase boiler support equipment includes: Ladig Silo, 18' diameter and 40' tall (9462 cu. ft.) with explosion doors installed; Milltronics level control device that shows product level in the silo; Joy Twistair compressor 1985 screw type, 25 H.P.; Ingersoll Rand refrigerated dryer 1994 model DXR140; 1993 boiler injection pump type chemical tanks 100 volt single phase; Culligan water softener dual tank unit, 100 volt single phase. Can be started and demonstrated. Contact: Al Ladd, Walnut Hollow, 1409 State Road 23, Dodgeville WI 53533; Phone: 608-935-2341; Fax: 608-935-3713; E-mail: ladda@walnuthollow.com

**FOR SALE:** Scragg Mill with unique innovative features; Contact: Jackson Lumber Harvester Company, Inc.; 830 North State Road 37, Mondovi WI 54755; Phone: 715-926-3816, Fax: 715-926-4545; Web site: www.jacksonlbrharvester.com



### FOREST PRODUCTS

- WANTED:** (1) black ash veneer logs 14" diameter and up in 8', 9', 10' lengths with 6"-8" trim  
(2) green ash (often called white ash) veneer logs 14" diameter and up and random lengths 7' and longer with 8" trim; Contact: Ross Hebeisen, 37013 Hwy 47 or Box 346, Isle MN 56342; Phone: 320-676-8546; E-mail: hiisle@frontiernet.net
- WANTED:** Standing timber or cut logs for hand-crafted log homes — red or white pine, spruce, balsam fir; Contact: Michael Davis, Eternal Life Hand-Crafted Log Homes and Cabins, 14340 Glacier Road, Clearbrook MN 56634; Phone: 218-776-2117
- WANTED:** Barrel stave logs – white and burr oak, butt cuts, 12" diameter and up, random lengths; Contact: Robert Staggemeier, Staggemeier Stave Company, 18318 State 76, Caledonia MN 55921; Phone: 507-724-3395; Cell: 608-792-7598



### SERVICES AND MISCELLANEOUS

- SERVICES:** Custom tub grinding service available on-site, full service with new 2007 1,000 horsepower Vermeer TG 7000, complete with loader; Contact: S&S Tree Specialists, 405 Hardman Avenue, South St Paul MN 55075; Phone: 651-552-2922; Fax: 651-451-1787
- SERVICES:** Structural engineering, timber frame and round log homes, difficult foundations; registered Minnesota professional engineer; Contact: John E. Wilkinson P.E., 604 2<sup>nd</sup> Avenue North, Sartell, MN 56377; Phone: 320-253-1019
- SERVICES:** Timber framing - trusses and/or entire home, mainly use salvaged Douglas fir; Contact: Ken Peter, Timber Ridge WoodWorking, 3703 Hautala Road, Cloquet, MN 55720; Phone and fax: 218-879-6665; E-mail: kimbah4@msn.com
- SERVICES:** Looking for person to do custom sawing in Cambridge or Princeton area, could also involve some logging; Contact: Tom Trevorow, 1694 23<sup>rd</sup> Avenue NW, New Brighton MN 55112; Phone: 651-631-8359; E-mail: tomtrevor@hotmail.com
- SERVICES:** Custom drying with dehumidification kiln, 600 bf capacity; Contact: Jim Mielke, Mielke's Mill and Crafts, 37885 Park Trail, Center City MN 55012; Phone: 651-583-2813

## New Editor

The Utilization and Marketing staff has experienced several changes in personnel over the past two years.

One of those changes was the passing of the Marketplace Bulletin editing job to Mimi Barzen, effective July 2008. While Keith Jacobson is still an integral part of the newsletter process, the day to day needs have

been handed to Mimi.


You may have noticed some changes in design, but our goal, to continue to provide timely and informative news to our readers, remains the same.



As in the past, contact the editor or anyone on staff if you have questions,

comments, or concerns regarding wood utilization and marketing or the newsletter.

We are eager to hear from small and large business owners, especially those with a unique market niche. We hope to begin writing profiles in future issues. If anyone would like to have their business highlighted, or knows a candidate, please contact the editor. No writing is required!



“Many people, other than the authors, contribute to the making of a book, from the first person who had the bright idea of alphabetic writing through the inventor of movable type to the lumberjacks who felled the trees that were pulped for its printing. It is not customary to acknowledge the trees themselves, though their commitment is total.”

Rada and Forsyth, *Machine Learning*

### Utilization and Marketing staff:

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Mimi Barzen, U&M, Grand Rapids, 218-327-4119, E-mail: mimi.barzen@dnr.state.mn.us

## Upcoming DNR Forestry Auctions

<b>Date</b>	<b>Auction</b>	<b>Area</b>	<b>Location</b>
April 3	Intermediate	Lake City Area sealed bid	Lake City Area Office
May 11	Regular/Intermediate	Aitkin Area	Long Lake Cons Center
May 19	Regular/Intermediate	Park Rapids Area	Park Rapids Env Ed Bldg
May 19	Regular	Rochester Area	Rushford Fire Hall
May 27	Regular/Intermediate	Baudette Area	Baudette Area Office
June 2	Regular/Intermediate	Deer River Area	Bigfork Community Ctr
June 3	Regular/Intermediate	Hibbing Area	Ironworld Chisholm
June 4	Regular/Intermediate	Littlefork Area	Littlefork Comm Bldg
June 4	Regular/Intermediate	Warroad Area	Warroad Area Office
June 8	Regular/Intermediate	Sandstone Area	Rutledge City Hall
June 9	Regular/Intermediate	Blackduck Area	Blackduck Sr Center
June 9	Regular/Intermediate	Orr/Tower areas	Orr American Legion
June 10	Regular/Intermediate	Cloquet Area	Cloquet Area Office
June 10	Regular/Intermediate	Bemidji Area sealed bid	Bemidji Area Office
June 11	Regular/Intermediate	Two Harbors Area sealed bid	Silver Bay - Americinn
June 11	Regular/Intermediate	Brainerd Area	Pequot Lakes City Hall

The MarketPlace  
DNR Forestry  
500 Lafayette Road  
St Paul, MN 55155-4044

Change Service Requested



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