



Making Connections to Support Forest Markets

The Forest Product Marketing Unit (FPMU) is working closely with program delivery partners across the United States to support utilization and marketing of forest residues, small-diameter trees, and woody biomass—all generated through hazardous fuels reduction, forest management, and restoration. In this issue we focus on Patrick Rappold, a Wood Utilization and Marketing Specialist with Arizona State Forestry.

As part of the FPMU team, Patrick works to create opportunities that enable cost-effective methods of reducing hazardous forest fuel levels and identifies wood products markets for these forest resources. This work is accomplished collaboratively with federal partners, state agencies, and industry. With industry partners, Patrick facilitates wood technical and marketing assistance on wood materials, technology, and markets. By helping forest industries become more competitive, efficient, and profitable, outlets for forest materials become more available. These important benefits support land management and forest industry goals in the southwest.

During the past 24 months, Patrick has been involved with lumber grading workshops focused on improved use and quality, an innovative [juniper removal and utilization](#) demonstration project, and a wide range of technical and market assistance requests. A feature article on page 3 highlights his direct and successful involvement with the White Mountain Apache Forest Industries’ sawmill, located in Whiteriver, Arizona.



Patrick Rappold, Arizona Department of Forestry, has partnered with FPMU on activities in the southwestern region to support market development and utilization of woody biomass residues and high value forest products.

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Supporting the Forest to Market Supply Chain



Upcoming Classes, Events, Workshops

<u>Dates</u>	<u>Name</u>	<u>Web Link</u>
June 17–19	27th Annual Energy Fair, Custer, WI	EnergyFair.org
June 20–23	National Advanced Biofuels Conference and Expo, Milwaukee, WI	Advanced BioFuels Conference
June 23	Fire Resistance Design for Wood Construction (BCD220)—Webinar	awc.com
June 27–29	Forest Products Society International Convention, Portland, OR	forestprod.org
July 12–14	Wood Design Seminars: Mid-Rise and Beyond + Introducing CLT, Lunch Series Detroit, Lansing, Grand Rapids, MI	woodworks.org
September 7	Solid Wood: New Trends in Mass Timber Architecture, Technology and Design—Webinar	woodworks.org

Monthly UPDATE Links

HOUSING STATS

Virginia Tech, Forest Service Housing Commentary
[March 2016 Main Report](#) and [March 2016 Part B, Economics](#)

In the NEWS

Wood Design Award offered at WoodWorks.org, and their [wood building image gallery!](#)

[USDA announces more than \\$8 million](#) to support the production of advanced biofuel

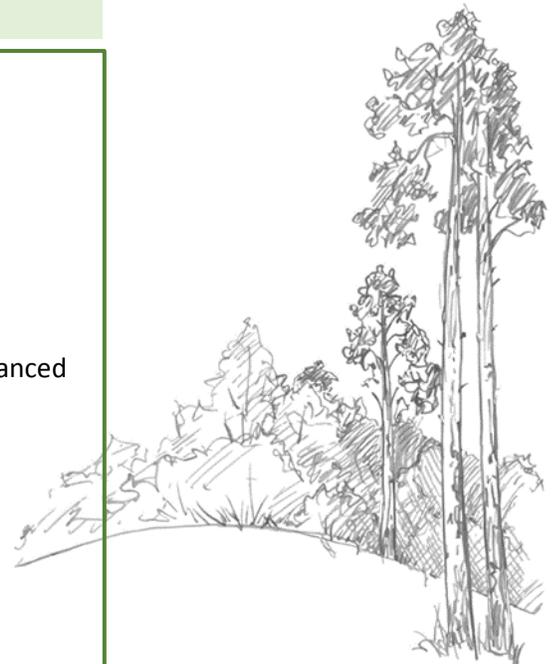
[Nano Cellulose Technology Explored for Yreka, CA](#)

[Living the High Life – Mid and Tall-Rise Timber - CBS News](#)

REPORTS and PUBLICATIONS

[Mass Timber 2016 conference videos available](#)

[Quality of Feedstock Produced from Sorted Forest Residues](#)





Partnering for Success

*By Patrick Rappold, Ph.D., Wood Utilization and
Marketing Specialist, Arizona State Forestry*

Like many other forest product businesses, the Fort Apache Timber Company in Whiteriver, Arizona, saw a significant decrease in sales as the national housing market slowed down. A lackluster market for high-grade ponderosa pine lumber forced tribal leaders to temporarily curtail operations at the tribally owned sawmill in late 2010. However, with identification of new markets and initiation of strategic partnerships, tribal leaders on the White Mountain Apache reservation now have a positive outlook for the future of the sawmill.

Before the sawmill came back online in February 2014, a large financial investment was made to improve the sawmill and increase processing efficiency. The infusion of capital into the newly named White Mountain Apache Forest Industries was made possible using the New Markets Tax Credit program. Capital expenditures included replacing several pieces of aging sawmill equipment with safer and more productive machines.



First truckload of finished lumber to market from White Mountain Apache Forest Industries. Photo Credit: Gary Cantrell

Before mill operations were curtailed in 2010, personnel from the Forest Products Marketing Unit at the USDA Forest Service's Forest Products Laboratory, Madison, Wisconsin, in cooperation with the Arizona State Forestry Division, had been providing technical expertise to tribal leaders on areas of log sorting and log merchandising, upgrading the small log mill, value-added manufacturing, and improving efficiencies in the sawmill. Many of the recommendations could not be implemented at the time due to declining sales. However, the New Market Tax Credit program provided an avenue to fund mill upgrades as the lumber market became more vibrant.

Coordination of equipment upgrades was done by Gary Cantrell of Affiliated Timber Investment Conversion Advisors, Inc. (ATICA), from Terrebonne, Oregon. He looked closely not only at the sawing machines, but also at how to improve safety at the tribally owned enterprise. Under Mr. Cantrell's leadership, sawmill employees have embraced the philosophy of putting safety first, followed by quality and then production. This mindset towards



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safety and quality is essential in creating a long-term sustainable forest product business that empowers employees to take ownership of their workplace.

Safety and quality before production is a concept that Gary Cantrell and ATICA also brought to Warm Springs Forest Products Industries in Warm Springs, Oregon. The mill in Warm Springs is also tribally owned and was facing the same difficult market dynamics that the White Mountain Apache were. For the operation in Warm Springs, Gary and the ATICA group partnered with Vanport International for lumber marketing services. The Ochoco Lumber Company in Oregon was chosen to handle all lumber sales from the White Mountain Apache Forest Industries sawmill.

Ninety-five percent of the 152-person workforce at White Mountain Apache Forest Industries is

composed of White Mountain Apache tribal members. Careers available to tribal members at the sawmill are highly skilled and in demand. Gary Cantrell and ATICA have placed a high emphasis on saw sharpening training and lumber inspection training. These skills are essential to profitability and productivity of the sawmill. Continuous training and safety enhancement courses parallel the training of these critical positions.

Production work at the Fort Apache Timber Company began on February 23, 2014. Members of the White Mountain Apache Tribe Veterans of Foreign Affairs were on hand to commemorate the special event. The sawing and planing machine centers are operating five days per week. Boiler and dry kiln operations are staffed around the clock seven days per week. Currently, the sawmill employs 265 personnel and operates seven days per week. Production rates at the sawmill are exceeding goals, and repeat orders have begun to flow into the offices. Overall, the sawmill has meant increased employment and an outlet for timber stand improvement activities being implemented by the White Mountain Apache tribal foresters.



White Mountain Apache Forest Industries employees at work on the sawmill site. Both White Mountain Apache and Navajo Nation tribal members are employed at the sawmill. Photo credit: Gary Cantrell

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