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Hardwood each year from all over the world. They use 300,000 square feet of sheet goods to manufacture products in their 20,000 square foot mill shop. The planers, sanders, and moulders are busy, six days a week. Their fleet of trucks has grown to seven and they are constantly on the road, delivering high quality Hardwood products across the state. Dwight plans to add more equipment to the mill, including a chop saw defect system, a resaw, and a grinder that will turn the mill's waste wood into bedding for horse farms across the state. Centennial Wood Company has come a long way from its humble beginnings in a small, one car garage and it all started because Dwight Arithson came to the rescue and helped the woodworkers of Colorado who needed a few board feet of high quality lumber that they could not find anywhere else.



WASHINGTON REPORT -

Continued from page 24

tivity of the nation's forests and grasslands to meet the needs of present and future generations.

Such threats to the nation's forests and grasslands include the risk of loss from catastrophic wildland fire caused by hazardous fuel buildup; the introduction and spread of invasive species; the loss of open space and resulting fragmentation of forests and grasslands that impairs ecosystem function; and unmanaged recreation, particularly the unmanaged use of off-highway vehicles.

For more information, the Forest Service Strategic Plan can be found at www.fs.fed.us/publications/strategic/fs-sp-fy07-12.pdf.

WASHINGTON REPORT -

Continued

ITC SECTION 332 INVESTIGATION CONTINUES

Sen. Ron Wyden (D-Ore.) and Deb Hawkinson, executive director of the Washington, D.C.-based Hardwood Federation, recently testified to International Trade Commission (ITC) commissioners on the competitive conditions facing U.S. Hardwood flooring and Hardwood plywood industries.

The ITC began the investigation earlier this year, following a request from the Senate Finance Committee. Wyden was instrumental in securing the investigation, which will look for other countries who are supporting wood products manufacturing with grants and loans; providing low-priced resources; and offering tax benefits or other subsidies.

The U.S. has already filed a formal request to the World Trade Organization (WTO) to investigate manufacturing subsidies in China. Misclassification of Hardwood plywood and flooring imports in order to avoid paying duties is a continuing problem that the U.S. government is aware of and making an effort to address.

In many countries competing with the U.S., regulations that govern environmental emissions, workplace safety or labor equity are less stringent or not enforced. The U.S. cannot compete unless other countries are held to minimum international standards for labor, safety and environmental protection.

HOUSE DISCUSSES ILLEGAL LOGGING ACT

The House Natural Resources Subcommittee on Fisheries, Wildlife and Oceans recently held a public hearing on HR 1497, the Legal Timber Protection Act, sponsored

by Rep. Earl Blumenauer (D-Ore.). The bill would amend the Lacey Act amendments of 1981 to extend its protections to plants, including trees, illegally harvested outside of the United States.

Victor Barringer, president and chief executive officer of Coastal Lumber Co., based in Weldon, N.C., testified in support of the

legislation that mirrors SB 1930, the Combat Illegal Logging Act.

The Hardwood Federation, the American Forest and Paper Assoc. and the Environmental Investigation Agency were part of a broad-based coalition that worked closely together to address the global issues of illegal logging.

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Continued

NAHB OPPOSES FEDERAL BUILDING CODE

The National Assoc. of Home Builders (NAHB) recently voiced their criticism to Congress, regarding their attempts to federalize the state building code process. The Washington, D.C.-

based agency espouses a voluntary, market-driven approach as the best way to address the nation's residential energy concerns.

"Congress should be promoting voluntary energy efficiency programs, extending tax incentives for highly efficient new home construction and protecting housing affordability from arbitrary building code increases when adopting

new energy policy," said Frank Thompson, a Pennsylvania home builder, in a testimony before the House Small Business Committee.

NAHB members, who collectively build about 80 percent of all new homes in the U.S., have entered into several partnerships, including the U.S. Environmental Protection Agency and the Department of Energy's (DOE) Energy Star Home Program, to bring public awareness to residential energy efficiency.

The Energy Star Home Program has led in the construction of more than 500,000 homes built to standards that exceed the local building code. NAHB is also part of the DOE's Building America Program, which conducts systems engineering research to produce homes that consume 30 to 90 percent less energy on a community-wide basis; integrates Zero Energy Home technology and power systems; and boosts productivity with new, innovative energy-saving materials and technology.

Under current law, building codes must be approved and adopted at the state and local level. Thompson urged lawmakers to remove a provision in energy bill HR 3221 that would allow the DOE to write codes for states that fail to achieve significant benchmarks.

"Because the structural and efficiency needs vary greatly for homes built in Florida or New York, versus homes built in Oregon or New Mexico, for example, it is crucial that the code process remains open, is based entirely upon consensus and is protecting from overreaching encroachment by any federal agency," he said.

**KIMBRELL: WILDFIRES
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Continued

Kimbrell recently said more wildfires, similar to the ones that raged through Southern California earlier this year, could be expected as global climate change heats up the world's forests.

"Fires are burning hotter and bigger, becoming more damaging and dangerous to people and to poverty," Kimbrell said. "Each year, the fire season comes earlier and lasts longer."

Kimbrell said the fire threat in California and other states has become pressing as more homes are built near wilderness areas. "It's not just a natural resource issue," she said. "There's a huge social issue there."

Kimbrell said prevention is key, considering more than \$1.5 billion of a \$4 billion budget was spent during fiscal year 2006 combating wildfires. She noted that spending has forced cutbacks in other programs.

Drier, hotter forests also led to an influx of invasive species such as plants (knapweed and kudzu) and insects (the mountain pine beetle). "Nationwide, invasive plants cover an area greater than Oregon and Washington combined" and cost the nation \$138 billion a year, Kimbrell said.

LAWMAKERS DIVIDED ON ECOSYSTEM PROTECTION ACT

East Coast and Western lawmakers are divided on the Northern Rockies Ecosystem Protection Act, which has drawn heat from both sides of the political spectrum.

The act would designate as a wilderness nearly 7 million acres in Montana, 9.5 million acres in Idaho, 5 million acres in Wyoming, 750,000 acres in eastern Oregon and 500,000 acres in eastern

Washington. More than 3 million acres in Yellowstone, Glacier and Grand Teton national parks are included in those totals.

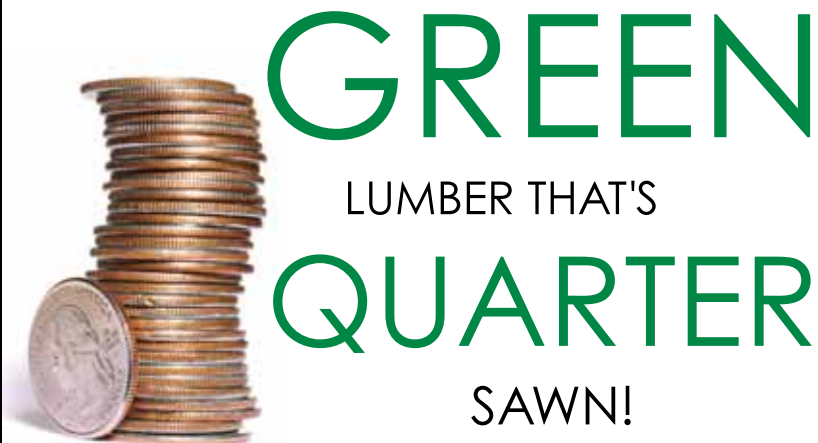
Supporters noted that the bill only affects public lands and protects vital wildlife corridors in the West. Opponents, however, suggest the bill doesn't allow for local input on the designated areas, and calls the act a "top-down federal

mandate" because no House members from the affected districts support the legislation.

Rep. Carolyn Maloney (D-N.Y.), a main sponsor along with Rep. Christopher Shays (R-Conn.), said the bill doesn't affect private land and, in fact, would protect an entire functioning ecosystem and

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WASHINGTON REPORT -

Continued

create more than 2,000 jobs to restore areas damaged by road building or logging.

Maloney said local scientists, economists and activists in the affected states helped write the bill, but couldn't find any legislators with "enough vision" to introduce it. Rep. Denny Rehberg (R-Mont.), a leading opponent, called

the bill a "truly bad way" of managing the land. Officials of the Agriculture and Interior departments said they also oppose the bill because it would reduce their ability to pre-treat forests to reduce wildfire risks.

MARKET EXPECTED TO TURN AROUND IN 2008

According to economists during the annual National Assoc. of

Home Builders (NAHB) Fall Construction Forecast Conference, the industry is expected to bottom out and start turning around in 2008. NAHB Chief Economist David Seiders said housing should begin a modest recovery next year, despite a slump in starts, sales, prices and permits and problems in the subprime and Alt-A mortgage markets.

Seiders said housing should turn around next year for a number of reasons: the overall economy and job growth continue to move ahead at a decent pace, core inflation is under control, the late-summer credit crunch in mortgage markets is showing signs of easing since the Federal Reserve cut short-term interest rates, and the supply-demand equation will be better balanced as builders begin to whittle down excess inventories.

According to projections, total housing starts are expected to register 1.363 million in 2007 and 1.2 million next year, an 11.9 percent decline. Single-family starts are expected to show a 50 percent decline from their peak in the first quarter of 2006 to a trough in next year's second quarter.

"Home sales should bottom out by the end of the first quarter of 2008, and I have starts up in the third quarter of next year, assuming the inventory overhang stabilizes," Seiders said.

BLM PLAN TO LOG OLD- GROWTH FORESTS DRAWS CRITICISM

The U.S. Bureau of Land Management (BLM) recently announced plans to revise the Northwest Forest Plan (NWFP) to allow logging on nearly 1 million acres of old-growth forest area included in the plan that protect old-growth-dependent species such as Northern Spotted Owl and salmon.

Critics including the National Center for Conservation Science and Policy (NCCSP) say the revisions ignore scientific recommendations and could have been



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WASHINGTON REPORT -

Continued

manipulated by Bush administration officials. According to NCCSP, the U.S. Fish and Wildlife Service (FWS) drafted but never approved a recovery plan in the early '90s, and were later sued to force completion of a plan.

"Rather than send the draft recovery plan out for scientific peer review to resolve these disagreements, the draft recovery plan was rejected by high ranking officials within the Bush administration as not 'flexible' enough to allow the Forest Service and Bureau of Land Management to push through forest plan revisions that reduced old-growth protections," NCCSP representatives said.

Earlier this summer, BLM released for public comment a Draft Environmental Impact Statement (EIS) for the Western Oregon Plan Revisions, which include increased logging in western Oregon. Scientists and environmental groups argue that the plans will harm species dependent on old-growth areas for survival and threaten salmon stocks.

According to Oregon Heritage Forests (OHF), an association of conservation groups, the plan would also double the area of old-growth forests allowed to be logged, eliminate the forest reserve approach to protecting habitat and designate logging as the primary value of BLM land.

AHEC UPDATE -

Continued from page 30

tainability of the U.S. Hardwood resource are published in newspapers, magazines, and trade journals worldwide. Several times per year, AHEC publishes membership lists in major overseas publications that target buyers and end users of Hardwood.

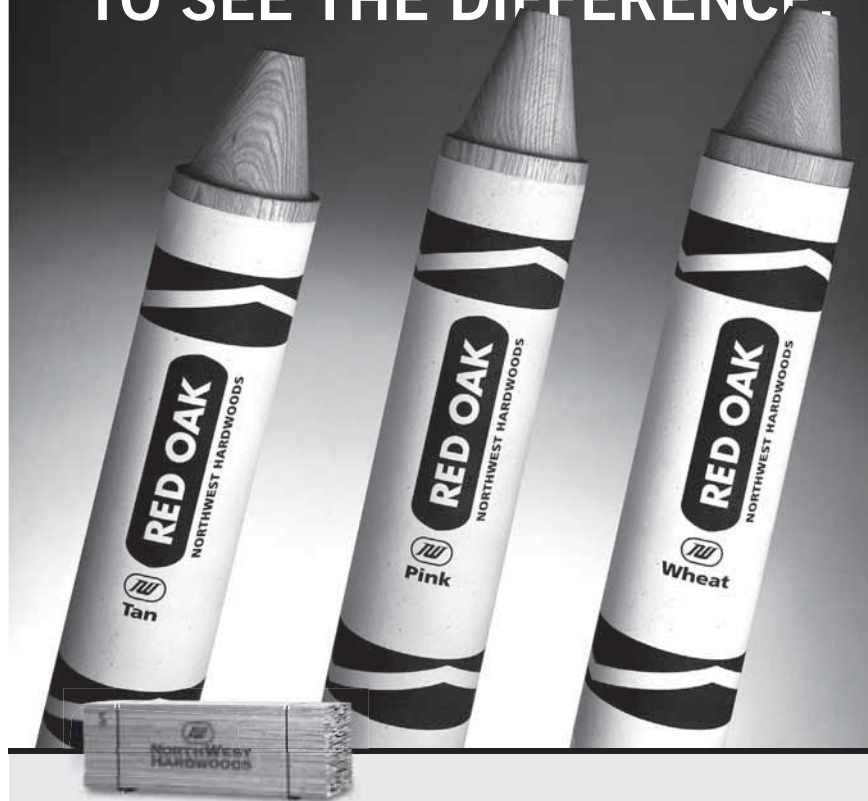
AHEC U.S. Hardwood Exporter Brochure: This publication lists all AHEC members, including complete contact information as well as the

species and product lines each member produces. Approximately 20,000 brochures are distributed annually in response to inquiries received by the AHEC overseas offices and at trade shows, seminars, and other AHEC activities abroad. The brochure is updated twice each year, and the newest edition will begin circulation in January.

AHEC maintains offices in Japan,

Europe, Southeast Asia, China, Korea and Mexico, in addition to its Washington, D.C. headquarters. If you would like additional information on our overseas promotional programs for U.S. Hardwoods, please contact AHEC by phone at 202/463-2720, by fax at 202/463-2787, or consult our web site at www.ahec.org

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L.A. LUMBERMEN -

Continued from page 50

Brad Saterfield, Rich Thomas, Mike Mactan, and Todd Boranski, Ganahl Lumber Co., Costa Mesa, Calif.

The mission of the LAHLC is to organize charitable endeavors and to promote practices by word and deed for the betterment of the Southern California Hardwood

lumber industry. Its membership consists of 65 industry leaders.

LAHLC was formed in 1969 with the goals of "friendship, fellowship and the promotion of wood products."

Founded in 1989, the Foundation, a 501c3 organization, has been involved in a variety of forest products educational programs and activities throughout

the United States and Canada. Since its creation, National Hardwood Lumber Association (NHLA) has supported its efforts and hosted its office in the NHLA headquarters, located in Memphis.

ATLANTA HARDWOOD -

Continued from page 48

50 species of premium Hardwood lumber. While Atlanta Hardwood specializes in Appalachian Hardwoods, today the company processes, distributes and exports more than 40 million board-feet of Hardwood lumber each year, including a variety of exotic and imported Hardwoods.

North Georgia Hardwood Corp. is a concentration drying yard that is a division of Atlanta Hardwood. This facility specializes in processing and drying premium Appalachian Hardwoods and Eastern white pine. The company's rough mill capabilities include planing, gang-ripping, straight-line ripping, moulding and finger-jointing. North Georgia Hardwood ships truckloads and containers worldwide.

White County Moulding was founded in 1989 and has been recognized as one of the fastest growing woodworking companies in the nation. The firm cuts its own knives and is continually adding to its collection of more than 1,000 patterns.

AHMI - Continued from page 44

Korczak said the mortgage industry crisis and tighter credit standards have combined to lead to the worst housing slump in 20 years.

"For the first time in two decades, wood flooring sales have dropped," he said, citing Floor Covering Weekly, which reports shipments in

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AHMI - Continued

2006, were 10.6 percent below 2005.

“The wood flooring industry is adjusting by listening to changing consumer demands and customization,” Korczak said. “Today’s consumers aren’t looking to duplicate their neighbors; they want something totally unique.”

One industry trend is wider plank flooring, which allows for a variety of decorating styles, from elegant to comfortable, he said. Borders continue to grow in use and give a custom look at minimal expense.

Multiple species are also gaining in popularity and the combinations are endless. Korczak said the green movement is only going to increase the attention and market for wood flooring especially internationally.

“Everyone realizes the down cycle we are in now and we received valuable information about things that are happening that are encouraging,” said Tom Inman, AHMI president. “We are hearing more and more about ‘green’ products and are working closely with NWFA to help promote Hardwood flooring.”

The association is expecting results of its Life Cycle Analysis of solid Hardwood floors. The report will provide a detailed analysis of the impact wood flooring has on the environment from a seedling in the forest to wood flooring and is expected this year.

The Inter-Industry tours began at Mullican Flooring’s finishing operation. Participants learned about Mullican’s factory finishing process, research into new products and use of AHMI Verified Sustainable promotion. The tour included the finishing area, testing laboratory and hand-sculpting.

ABS Truss is owned by AHMI

member John Graybeal, who also owns McCloud Lumber. The truss plant manufactures walls and trusses for residential and commercial building.

“The tours were well-received and everyone enjoyed learning what each company did and seeing the process,” Inman said. “It is extremely informative to see Hardwood lumber manufactured

into a finished good and most appreciated the attention to detail required at the truss plant.”

The AHMI Board of Trustees met recently and received an update on the plan of work for 2007 and financials. The board named Mark Vollinger to replace Ed Ramsey as the AHMI representative on the Hardwood

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AHMI - Continued

Federation and also approved a contribution to the Great Smoky Mountains Heritage Center.

The next meeting for AHMI is the 2008 Annual Convention on Feb. 20-24 at the Marco Island Marriott, Marco Island, Fla. For more information about the meetings and tours, please contact Inman at the AHMI office at (336)

885-8315.

TRINITY - Continued from page 43

into Louisiana and up into Oklahoma.”

With a multi-drop truck itinerary, Trinity includes protective packaging for its inventory of high-grade lumber products. “If we don’t hear anything back from

the customer (about quality after shipment), that’s good – that’s our goal,” said Cortez.

Twenty-five employees operate Trinity Forest’s two facilities. In Hurst, nine employees keep the yard and mill rolling with seasonal assistance from temporary staff. Office personnel include five sales people and two work in the administrative office.

Three staff members in Albuquerque, New Mexico complete the crew.

In addition to Cortez, key personnel at Trinity include Greg Ryback, president and owner; Jerry “Dirty Red” Anderson, yard supervisor; Scott Morris, salesman and buyer; Antonio Para, mill supervisor; Dion Ingersol, assistant mill supervisor; and Scott Howe, assistant mill supervisor. Adam Morris, Scott Morris’ son, was also recently added to the sales staff. Joe Cortez still comes in one day a week so as not to interfere with his golf.

When you add up the experience, Trinity’s core staff boasts well over 100 years of know-how in the lumber industry – yet another reason for the company’s continued prosperity.

Trinity Forest Industries holds a variety of memberships in several lumber associations, including Western Wood Products Assoc. (WWPA), the North American Wholesale Lumber Assoc. (NAWLA) and the Fort Worth Lumbermen’s Assoc. The company’s new Web site is trinityforest.com. For more information, call Keith Cortez or any of the sales staff at 817-268-2441.

WM OHS - Continued from page 35

“mortise and tenon” joinery of the cabinet doors, Wm Ohs adds dowels. Center panels “float” within

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Kathryn, Christie, Tommy and Caroline Stiles

WM OHS - Continued

the mortised cabinet door frames and are allowed to expand and contract, as wood will do, with changes in humidity.

To manufacture its cabinets Wm Ohs utilizes about 2 million board feet of Hardwoods annually. The company buys Alder, Cherry, Oak, Mahogany, Walnut, Maple and pine.

"The darker stains are very popular right now, so we are not buying as much Maple because it does not stain as well as the other species," Cilli said. "We mostly purchase from wholesalers."

Wm Ohs manufactures four different styles of cabinets. Theme Stylings is the Wm Ohs original and flagship cabinet program. It is a multiple-style collection of artfully detailed kitchens inspired by timeless furniture traditions from Europe and America.

Renaissance, the company's most refined cabinet program, is the genesis of classic new ideas and aesthetic detail in traditional kitchen styling. Renaissance is expressly designed with specific classic details that compliment especially elegant traditional homes.

The Architectural series is an attractively priced, made-to-order cabinet program that allows the kitchen designer to create a multitude of individualized door stylings in several wood species. Wm Ohs Architectural Series offers a wide selection of hand glazed finishes including customized finishes. This is the Wm Ohs 'style-your-own-door' program of generally simpler and more economical details.

And finally, Transitions is the newest Wm Ohs cabinetry program. It represents a departure for a company previously known only for its traditional design specialty. Transitions is a venture into the soft contemporary side of

clean, but beautifully crafted and finished wood cabinetry.

When Bill Ohs started designing traditional kitchens, he thoughtfully studied the manner in which people use their kitchens today. And as he studied, he developed the concept of four basic kitchen furniture elements that anchor the classic kitchen room: the

hearth, table island, pantry and hutch. Of course, each element is designed and manufactured at the plant.

William Ohs founded the company in 1972 in a three-car garage shop. He began his business hand-crafting custom built-in libraries and casework for residential cus-

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WM OHS - Continued

tomers. Over the years, this residential product focus shifted to manufacturing premium theme-styled kitchens.

As an industry pioneer, Ohs developed a unique method of casework construction using European, frameless 32mm system techniques to create traditional furniture appearances without

the unsightly aspects of modularity.

He also sought to infuse his work with the appearance of antique furnishings, and quickly became known for techniques for aging woods and for applying glazed furniture finishes.

Ohs combines the quest for product perfection with a persistent creative energy. This enthusiasm

translates into the company's foundational vision: "To provide customers with the most elegant, classic kitchens made in America."

And that vision allows for slow steady growth.

"We aim for about a 10 percent to 15 percent growth per year," Cilli said. "Also, new products are always being evaluated and launched."

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Darker stains in kitchen cabinetry are very popular now, according to the president of Wm Ohs Inc., Denver, Colo., manufacturers of four different styles of quality kitchen cabinets.

For example, the company recently launched a new custom closet line that features the company's exceptional quality of workmanship and hand-crafted design. Responding to customers' requests for custom closets, Wm Ohs now offers closet cabinetry to complement the styling of the company's existing kitchen, bathroom, and vanity cabinetry.

The new Wm Ohs closet line is available in every wood, finish, and design that the company currently offers, including their popular Tuscan, English, and French Country styles.

As kitchens continue to be the most important room in the home, and Wm Ohs Inc. keeps quality handcrafted products as its backbone, the company should enjoy many more years in the industry.

FORECASTS - Continued from page 67

ensuring a healthy timber resource for future generations. Other issues regarding unfair trading practices, illegal logging, and LEED Building Standards are beyond the reach of individual companies. With the help of the Hardwood Federation our collective concerns are being addressed on Capitol Hill.

When I started working in this industry I was told, "The Hardwood lumber business is not for those with a weak stomach." Those words have a lot more meaning to me today than they did 15 years ago!"

Scott Whittington
Dixie Plywood & Lumber Co.
Duluth, Ga.

We anticipate improved market conditions in 2008 and have been challenged this past year by the downturn in the housing industry. Our solution will be to build onto our existing customer base and concentrate on continued quality customer service.

Jim Johnson
Hughes Hardwood
International Inc.
Collinwood, Tenn.

Due to high fuel costs and a depressed housing market, I look for a slow beginning in 2008, with moderate second/third quarters, followed by a strengthening fourth quarter.

Our customers' forecasts are not any more optimistic for the same reasons.

Too much production for current market conditions will cause more sawmill closures, which should have a positive effect with supply/demand. Consumer confidence will affect the domestic market. I feel the White Oak demand for export will slow the first of the year, but depending on the weather, will firm back up by March if the dollar doesn't strengthen. I look for consistent demand for export White Oak strips.

Moving Red Oak will be a big challenge for many people. We learned that quality drying, good color and on grade lumber will help ensure our Red Oak customers keep coming

back for more.

Like so many others, our largest dimension customers have outsourced the majority of their business to China. In order to help offset these losses, we recently added new machinery to our dimension facility that allows us to focus on the needs of the smaller kitchen cabinet manufacturers. With increased marketing, we hope to substantially increase our cabinet door/component production by early 2008.

Jeff Leonard
Leonard Lumber Co.
Durham, Conn.

We're optimistic in the Northeast due to amount of construction underway. Our customers indicate they expect business to be about the same in 2008 as 2007. They've all seen a drought this year, but they are still selling lumber even though there has been considerable nega-

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 **MERRY CHRISTMAS** 
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for a Prosperous Year 2008!

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FORECASTS - Continued

tive publicity regarding our industry.

In 2008, the major challenge will be keeping sales up. We'll need to work harder and remember it's important to not take any customers for granted. We're not able to raise product prices in this market and we'll continue to control costs.

We've constantly tried to upgrade our equipment and facilities in order to better serve our customers and we're very modernized. We finished up a new branch in 2006, as well as a planing mill, and we had planned to bring in new equipment next year, but we are considering putting a hold on that.

Daniel L. Bohannon
Bohannon Lumber Co. Inc.
Orange, Calif.

In 2008, we anticipate working very hard to maintain our business. In our area, the slowdown in construction has forced our business into the situation we now face. We'll be proactive in regard to our customers' needs in order to retain their business.

Customers indicate that their business is down, but it's difficult to pinpoint exactly how much.

We'll expand our product line in 2008 to counter the industry slump by offering Teak from Panama.

Skipper Beal
Beal Lumber Co. Inc.
Little Mountain, S.C.

Lack of demand from customers has been the overriding challenge of 2007, and unless our production falls, 2008 should be flat to down.

Our customers have given up forecasting our market and we may be in uncharted territory now. In 2008, we will look hard at credit, our costs and efficiencies of our operation.

Due to the current market situation, we have no plans for expansion at this time, only capital improvements.

FORECASTS - Continued



Peter Solberg
Coulee Region
Hardwoods Inc.
Bangor, Wis.

We forecast a steady to 2 percent up market. Through the "slow period" we have maintained our sales position and have seen some increased demand.

Midwest customers are showing a steady to increasing market position and forecasting this to continue. The West Coast customer base remains a little more pessimistic.

The struggle of manufacturers with imports will continue to be a major challenge. The lower value of the dollar may start to have a more significant impact if it becomes viewed as a long-term position.

We are starting to experience a need for additional capacity and are considering options for 2008-2009.



Wendell M. Cramer
W.M. Cramer
Lumber Company
Hickory, N.C.

As we wrap up this year, many of us would like to view the approaching year with optimism. In my opinion, the year 2008 will start out slowly. Most likely, by September we will see some improvement. The decrease in Hardwood production will ease the effects from currently slow business conditions. Home building should start rebounding somewhat after 2008 elections. Previously during big election years, our business has been somewhat flat. We have been through these slow times before, but it seems more difficult each time. Throughout each downturn, we expect more bankruptcies and closings, but fortunately, the Hardwood people have persevered. Hopefully everyone will survive these very tough times.



Tommy Maxwell
Maxwell Hardwood
Flooring Inc.
Monticello, Ark.

Due to a soft market and stiff foreign competition, the Winter will be slow, but there should be a slight pick-up in business in the Spring.

Most of our customers feel like their business will be fair in 2008 and that they will be able to gain market share

Please turn the page

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FORECASTS - Continued

during the Winter and Spring.

The major issues we face are a fair to poor market. We will respond to this challenge by continuing to make quality products and provide excellent service to our customers while keeping the lines of communication open. We will also continue improvements in manufacturing operations while keeping costs at a minimum.

We plan to search the market for new product lines that our will benefit our customers.



Tim Kassis
Kretz Lumber Co.
Antigo, Wis.

I believe that 2008 will be a very challenging year for anyone in the wood products industry. I do not see things improving in the housing industry at least until the second half of the year and that is being optimistic. Our industry will be curtailing supply in some cases, not by choice, but because of the lack of logs and lumber availability.

Our customers are telling us that they do not see much improvement in 2008 due to the slow housing market. We feel that markets in the domestic sales will remain slow. We do see that because of the value of the dollar that our opportunities offshore might give us better markets.



David Mayfield
Mayfield Lumber Co.
McMinnville, Tenn.

The first words that come to my mind is: "GOD bless the flooring industry." These last few years have seen dramatic and unsettling changes in the lumber industry. My mind automatically thinks about the flooring industry because they have taken up much of the slack in the No. 1 Common Red Oak. I cannot remember a time when most flooring manufacturing companies have taken so much of the No. 1 Common. It has benefitted all of us in one way or another. Mayfield Lumber is primarily an FAS user in the Red Oak and decent volume markets for No. 1 Common are hard to find. Most mills in our Appalachian Forests have about 30 to 50 percent of their production burdened with Red Oak. Without flooring mills purchasing the 4/4 No. 1 Common, there would have been chaos. By receiving so much 4/4 No. 1 Common Red Oak, the flooring mills have sustained the mills to the point they could produce 5/4, 6/4, 8/4, FAS for us and many others. So, a big thanks to the flooring industry.

Next on my mind is the increased cost of doing business! Everything we purchase has gone up in price. These increases have had a serious impact on everyone's bottom

FORECASTS - Continued

line. Freight, fuel, parts, utilities, maintenance supplies, office supplies, labor, healthcare, the list seems endless. But, in survival mode everything must be accounted and figured. It seems that some just don't get it...a cost is a cost is a cost! In this era of lumber, everyone's margin for error is narrow. Instead of having a double digit margin, the margin in today's market is tilted toward the smaller, single digit number. This is a frightening and challenging aspect of remaining competitive and profitable. When you have reduced and reduced your cost and still seem upside down, it is time to re-access everything. You hear weekly of mills that are closing and will not reopen. Will there be enough production to go around? One thing that has always been constant is the fact that supply will find demand. Always has, always will.

Who will be prosperous in 2008? Mayfield Lumber I hope. We are in the same situation as everybody else. Watch cost, listen to customers' needs, buy quality lumber, process lumber properly, and sell at a level to make a profit AND sell to someone that will pay. Accounts receivable are a big worry and justifiably so. You see and hear of companies that are good one month and gone the next month. Everyone has a limit to the depth of their pockets. I have said it before many times in this publication, "the survivors will be the quality conscience companies."

The ones that will not prosper are the companies that choose to do business without eyeing quality. Shipping your problem to someone else for them to deal with, it is just plain wrong. Whether it is miscut lumber, poor edging, poor trimming, stain, poor color, wrong moisture content, wrong lengths, wrong widths....all of these add up to an unsatisfied customer. Think about it, the times have changed when the domestic furniture industry would cover a multitude of errors...NO MORE...they are mostly gone. Everyone must get on the same page and realize that their quality is the only hope they have to surviving.

Our customers tell us that they expect a 7 to 15 percent slowing in 2008. The exports to the Far East will continue with more attention paid to quality. Blending grades are vanishing and that is good. Russia is implementing new regulations for their forest products exporting...good news for the USA. The Euro is at an all time high, which bodes well for exports. Canadian rates are at an all time high, again good for exports. Without our exports, we could be extinct! Our export percentage has increased every year since 2003. There is nothing we can do to change this trend.

Attrition is happening with the loggers, the sawmills, the yards, the endusers and it is all about supply and demand. Will there be enough lumber to satisfy everyone? Yes! Supply will find demand somewhere...be it logs, be it lumber, be it flooring, be it millworks, be it homebuilding. We are going to lose some good companies that circumstances dictated. We are going to see some consolidation...some that made a good fit and some that were a must. We acknowledge no one is beyond reach.

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FORECASTS - Continued

I appreciate this space that *National Hardwood Magazine* has given to me. I am not trying to cure all the ills of the lumber. I am just trying to raise the awareness of issues that I hold to be of highest priorities. I wish success to everyone and hope for you a great 2008. I want to make you aware that several of our industry organizations are fighting for our cause in Washington, D.C. I challenge you to look at them and especially the Hardwood Federation as your friend. Please get involved for the future of us all.

Wishing you the very best of the holidays.



Fred Blackmon
Heritage Forest Products Inc.
Deland, Fla.

As I begin this 2008 forecast for our industry, I am torn between optimism and pessimism as they fight for the right to be dominant in my thoughts. Given the absence of any earth changing events, I think it will be a real struggle, but similar to the year we are concluding. At the wholesale distribution level, the orders are smaller than a year ago and require more selection for widths and lengths than I can recall in my 34 years of being in this business. I don't see anything on the horizon that would change things dramatically to the positive, but with hard work I see a slower paced recovery than most of us would like.

Our customer base is seeing similar erosion of the better year they encountered in 2006 with all of them hoping for a better 2008. That being said, there are many instances of cutting back in work force size and playing it "close to the vest" for the near term. For most of them, 2008 seems very uncertain based off of the deterioration of their order files and all the poor housing news they see and hear.

Uncertainty for 2008 runs the gamut of rising fuel costs, lack of experienced labor, shrinking margins and erratic world events.

Even in the face of all that negativism, we remain optimistic that 2008 will still be a good year, not necessarily a great year. We still see plenty of opportunities out there in all areas of our business—Hardwoods, softwoods, flooring and sheet goods.

We are exploring other locations for expansion as the year begins. If the right people become available, I believe the timing might be right before the year is over.

That being said, no matter what size we are, our goal, as it was when we began 22 years ago, is to be the very best that we can be and let others worry about being the biggest!

FORECASTS - Continued



Tom Inman
Appalachian Hardwood
Manufacturers, Inc.
High Point, N.C.

Appalachian Hardwood Manufacturers, Inc. embarked on an exciting promotion in 2007 that we believe will pay dividends to members in 2008.

The "Appalachian Hardwood Verified Sustainable" program is educating consumers of wood that the Hardwood timber resource in the Appalachian Region as defined by AHMI is sustainable – meeting the demands of today without compromising the needs of the future. The determination is based on research from the U.S. Forest Service, which finds that the timber growth to removals ratio in the 344 counties of Appalachian is 2.3 to 1. The area has more than 65.4 million acres of timberland, an increase from 10 years ago, and the volume of timber stands at more than 115 billion cubic feet of trees.

That message is being received by manufacturers who are joining the "green" or "sustainable" movement. Many are seeking proof that the lumber resource they are using is sustainable so they can pass that information on to their consumers.

The AHMI program enables them to understand that Appalachian Hardwood lumber is sustainable. We believe that questions about green sourcing will continue to rise in 2008 and the Appalachian Hardwood Verified Sustainable program will keep AHMI members in the marketplace for sustainable Hardwood lumber products.

The overall forecast for American Hardwood lumber in 2008 is maintenance, many producers and distributors believe. As market conditions for U.S. housing and wood products are projected as flat for the year, Hardwood lumber producers are preparing for at least two quarters of production and sales matching the final quarters of 2007.

Many producers of Appalachian Hardwood lumber reported slight declines in production in 2007 while sales for the quarters were mixed. A common report was sales gains one month, sales losses the second month and a stabilization the third month.

That is forecast to continue into 2008 until the housing market turns the corner and the inventory of homes for sale is reduced. Hardwood flooring, cabinets, millwork and furniture inventories are high and new home construction has declined.

A bright spot for Appalachian Hardwood lumber is exports. Sales of Appalachian Hardwood lumber into export markets have seen slight gains in the past 18 months. As furniture manufacturing has moved to off-shore locations, the demand for Appalachian Hardwood species has transferred to these locations in China, Vietnam and Indonesia.

Please turn the page



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FORECASTS - Continued

It is believed that the economies of these countries will continue to improve and exporters of Appalachian Hardwoods will find emerging markets here. Exporters are learning from their trading partners that an increasing number of products are being built for markets within these countries.

The desire for the beauty of Appalachian Cherry, Appalachian White Oak and new looks for Appalachian Red Oak is increasing as the wealth of these new consumers increases. This should lead to increases in export sales in 2008.

The chief issue facing Appalachian Hardwood lumber manufacturers in 2008 will be production. In the last six months of 2007, a handful of sawmill companies ceased operation. While difficult for these companies, the loss of this production capacity should enable the supply to move closer to the demand and improve the profitability for others.

The American wood industry, however, will face greater competition than ever before from international species of wood. The industry must remain focused on the promotion of the sustainability, beauty and working characteristics of American Hardwoods to compete and win against this onslaught of species.

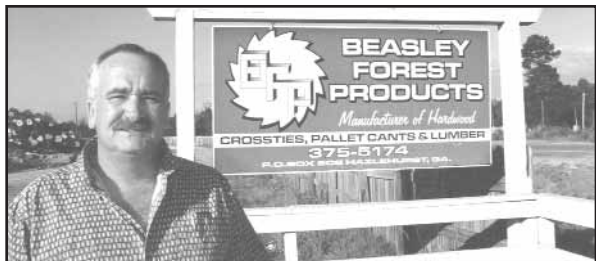


Mark Barford, CAE
Executive Director
National Hardwood
Lumber Association
Memphis, Tenn.

First and foremost, 2008 is an election year, and just in case the industry has not noticed, politics both in the United States and Canada in a large part determine how successful our industry will be. The government's impact on profitability keeps increasing with every new regulation. In the U.S. we had felt assured, wrongly as it turns out, that with a pro-business congress and a pro-business president, our interests would be protected. Now with what is perceived to be an anti-business congress in place, and a change in the presidency seeming likely, involvement with what is going on in our centers of government becomes even more important.

Normally, there might be economic stimulation in the run-up to the election, but with a lame duck president and no one in the current administration seeking higher office, what will be the incentive? We know that housing and business trends are heading downward, but we are not going to be able to count on the government's intervention.

The industry will continue to be in a consolidation phase in 2008. With the primary growth market for Hardwoods being exports, many operations cannot participate in that market and will find current domestic markets flat at



Linwood Truitt, who is in charge of sales at Beasley, is standing by his company's sign that proudly displays their logo.

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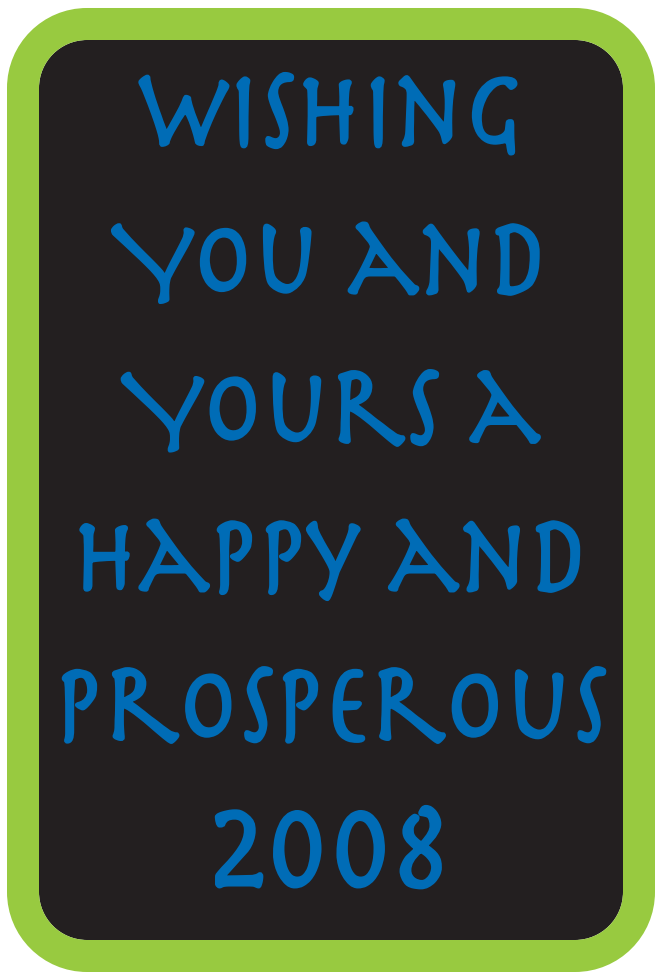
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FORECASTS - Continued

best. Wood is good, and will still be used in abundance, but more of that wood in 2008 will come from sources other than North America. Distributor and yard members of NHLA note an increase in demand for imported woods. Statistics indicate more furniture and flooring is coming in from overseas every day, and that trend will continue for 2008 and beyond.

The start of the New Year will be very challenging for Hardwood lumber producers, and may not show significant change during the year. There will always be spikes in demand for certain grades and certain species that no one can predict, and those spikes may be enough to carry us through to the next economic upswing that the wood industry will enjoy.

As the industry knows, success comes to those companies that can produce a consistent quality product, can deliver what they promise, and can stay agile enough to jump on the hot markets when they are hot. Versatility and adaptability will be important attributes to survive the year ahead.



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TRADE TALK

Spokane, Wash.—Michael J. Covey, chairman, president and chief executive officer of Potlatch Corp., based here, recently presented an overview of the company's organizational structure at the UBS Global Paper and Forest Products Conference in New York City. Covey and Eric J. Cremers, vice president of finance and chief financial officer, discussed land and timber holdings, manufacturing facilities, financial performance and growth strategy.

Potlatch is a real estate investment trust (REIT) with 1.5 million acres of timberland in Arkansas, Idaho, Minnesota and Wisconsin. Through its taxable REIT subsidiary, the company also operates 13 manufacturing facilities that produce lumber and panel products and bleached pulp product, including paperboard and tissue.

The firm also conducts a real estate sales and development business through its taxable REIT subsidiary. Potlatch, a verified forest practices leader, is committed to providing superior returns to stockholders through long-term stewardship of its resources.

Charm, Ohio—Keim Lumber Co., headquartered here, recently completed a 256,000-square-foot addition to its building materials supply facility. Located in the heart of Amish country, Keim Lumber services much of the entire state of Ohio, offering free delivery within 150 miles. The company's delivery fleet makes weekly trips to the Columbus and Cleveland areas as well as a number of other communities.

Keim Lumber's facilities are located on nearly 40 acres with over 635,000 square feet of manufacturing space under one roof. The firm has its own dry kilns and sawmill to maintain top quality in its millwork products. The company stocks over 1.5 million lineal feet of trim in over 150 profiles, and can manufacture most designs.

Cologne, Germany—Danzer Group, based here, recently introduced Vinterio, the first product on the global market to combine the qualities of real wooden surfaces and the properties of foil-type surfaces.

Vinterio, which is based on many years of intensive research and development, is Danzer Group's response to the increasingly high demands of the market for wooden surfaces.

Vinterio is available in two product lines, "Stratus" and "Nimbus." "Stratus" is made from a single wood species, and is ideal for applications requiring a high-value consistent wooden surface with a uniform look. "Nimbus" combines various wood species, and allows customers to create individual and exclusive designs.

Vinterio is user friendly to work with and easy to process. Danzer Group uses state-of-the-art technology and equipment to manufacture Vinterio products with consistently high quality. The wooden surface comes in standard dimensions, and its significantly stronger glue joints make it suited

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Danzer Group operates six veneer factories and five sawmills in Europe, North America and Africa. These facilities primarily process regional timber to produce high-quality veneers and lumber. A total of 30 sales outlets worldwide take care of customer needs. Danzer Group employs a workforce of some 4,800 staff and posted a turnover of approximately 410 million euros in 2006. For more information, visit www.danzergroup.com.

Vancouver, B.C.—Dinny Waters recently joined Progressive Solutions Inc., located here, handling the sales and account management for the bisTrack product line in the Northeast. In the '80s, Waters pioneered the use of Dataline software on the West Coast, and has continued serving the building materials industry.

"I look forward to getting to know the impressive group of pro-dealers in the Northeast, and helping them achieve the superior business performance possible with bisTrack software," Waters said.

Randy Faris, bisTrack sales manager, said Waters is a "very well-respected and well-known professional, versed in many of the industry's legacy software solutions. His decision to join our team reinforces our belief that bisTrack is destined to be the market leader in business software in our industry."

Progressive Solutions was founded in 1989 to create software solutions for the wood products industry. From the beginning, the company established a tradition of strong research and development coupled with customer input when creating its products. The firm has achieved steady annual growth and earned a leading position for business software in the wood products industry.

Springfield, Ore.—Timber Products Co., headquartered here, recently joined with other leading Hardwood plywood manufacturers in an appeal to U.S. government leaders investigating unfair trade practices by China.

In his testimony, Joe Gonyea III, chief operating officer for Timber Products, noted that Chinese Hardwood plywood imports have grown more than 1,000 percent in the last four years, and represent 54 percent of all U.S. imports.

Gonyea said many of China's practices "fly in the face of international trade rules," such as substandard environmental and quality oversights, lack of controls on wood sourcing and manufacturing processes, and fraudulently labeled products.

Approximately 70 percent of all Hardwood plywood manufacturers in North America are headquartered in Oregon,



Dinny Waters



An aerial view of Robert S. Coleman Lumber Co., Inc.'s band mill operation with dry kilns.

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TRADE TALK - Continued

accounting for an estimated 2,600 employees. According to Gonyea, underregulated Chinese imports hurt local companies that work to provide a strong market for the sustainable wood products industry and sound environmental practices to protect forest health.

Escanaba, Mich.—Chad Miskovich of Wakefield, Mich., recently claimed an eighth victory in his quest to win the Prentice Loader Championship 10 years in a row. Miskovich won the Lake States Logging Congress, held here recently, operating a Prentice 2124 A-frame self-loader supplied by Schultz Equipment in Iron Mountain, Mich.

The contest raised \$950 for Log a Load for Kids through voluntary contest registration fees and the company's matching contribution. Through Log a Load, the forestry industry contributes money to children's hospitals across the United States to treat critically ill and injured children.

First, second and third place winners received trophies and Prentice jackets. In addition, the top 10 all received cash prizes. First introduced at a loggers' show in 1972, the Prentice Loader Championship is a contest in which operators demonstrate their skill with the loader by picking up and moving stumps between two checkerboards.

The Forestry Division of Blount Inc., headquartered in Zebulon, N.C. is a leading manufacturer and worldwide marketer of timber harvesting equipment and industrial tractors and attachments including the Prentice and CTR brand names. Products are marketed through a dealer network to customers in the timber harvesting, materials handling, land reclamation, pulp, paper and lumber mills and utility businesses.

Sparta, Wis.— MacDonal & Owen Lumber Co., based here, recently made this year's *Inc. 5000* list of the 5,000 fastest growing private companies in America.

The *Inc. 5000* rankings are based on a percentage of growth in sales from the previous year by private companies that have been active for a minimum of four years.

MacDonal & Owen services the secondary wood products industry throughout the United States and abroad. The company, which is Forest Stewardship Council (FSC) certified, offers dimensional wood parts, sheet goods, custom sanding, custom chopping and ripped to width material.

Grand Rapids, Mich.—The Business and Institutional Furniture Manufacturers Assoc. (BIFMA) International, headquartered here, recently announced formal American National Standard Institute (ANSI) approval and release of the following two standards for volatile organic compound (VOC) emissions from office furniture:

- ANSI/BIFMA M7.1-2007 Standard Test Method for Determining VOC Emissions from Office Furniture Systems, Components and Seating
- ANSI/BIFMA X7.1-2007 Standard for Formaldehyde and TVOC Emissions of Low-emitting Office Furniture Systems and Seating

The voluntary national standards provide manufacturers, specifiers and users with a basis for characterizing the initial release of various airborne chemicals emitted from a furniture workstation and seating. The standards have been adopted by the U.S. Green Building Council (USGBC) as part of the LEED for Commercial Interiors rating system, the Scientific Certification Systems Indoor Advantage program, the NSF International indoor air quality certification program, and partially adopted by the Greenguard Environmental Institute.

TRADE TALK - Continued

M7.1 contains detailed information regarding product sample selection and handling, the testing methods and air sample collection, while X7.1 includes the conformance criteria defining "low-emitting" products. The M7.1 test method has been adopted by the states of California and Minnesota as part of their state office purchase criteria for office furniture, and is currently being considered for inclusion within the Collaborative for High Performance Schools (CHPS) Low Emitting Materials requirements.

BIFMA is a not-for-profit organization that provides an effective forum for members to cooperate and collaborate on appropriate industry issues. As an ANSI accredited standards developer, BIFMA develops voluntary product and industry standards that support safe, healthy and sustainable work environments.

Forest Park, Ga.—The Southeastern Lumber Manufacturers Assoc. (SLMA), located here, recently joined the Essential Worker Immigration Coalition (EWIC), a broad-based group of national business and trade associations concerned with the shortage of semi-skilled and unskilled labor.



Hank Scott, Collum's Lumber Products LLC, Allendale, S.C., 2006-2007 SLMA Chairman, presents Bryant Beadles with the chairman's gavel at the 2007 SLMA Conference in Lansdowne, Va.

EWIC supports policies that facilitate the employment of essential workers by U.S. companies that are unable to find American workers. "Immigration reform is a growing concern of our members, so it is a high priority issue for SLMA," said Steve Rountree, SLMA president. For more information, visit www.ewic.org.

In other news, Bryant Beadles of Balfour Lumber was recently elected SLMA chairman. Richard Elliott Jr., president of Elliott Sawmilling Co., received the association's Beal Award.

Augusta, Ga.—Mike Fleming recently joined the sales staff of Highland Hardwood Sales, headquartered here.

"I am looking forward to the challenges of the Hardwood wholesale business," said Fleming, who began his career in 1978 with J.P. Hamer Lumber Co., based in Kenova, W.Va.

At Hamer, Fleming inspected Oak flooring at locations in Burnside, Ky., Kenova and Ronceverte, W.Va. He managed the lumberyard and worked as a kiln operator for Hammermill Hardwoods, based in Monterey, Tenn., beginning in 1980.

In 1984, Fleming moved back to his hometown of Red

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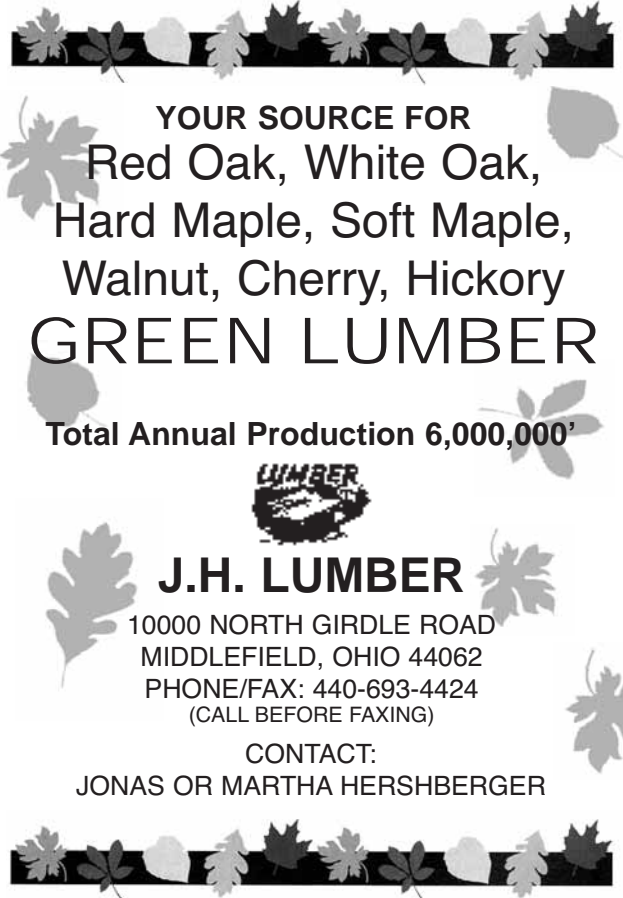
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TRADE TALK - Continued

Boiling Springs, Tenn., and spent 23 years at Macon Hardwood Lumber Co., which is owned by his wife's family.



Mike Fleming

Fleming and his wife, Fonda, have one daughter, Maranda, who is a senior at Tennessee Technological University in Cookeville, Tenn. He is a graduate of the National Hardwood Lumber Assoc. (NHLA) Inspection School in Memphis, Tenn.

Highland Hardwood Sales was started in 1986 by Robert L. Moore, C.L.

Markland, Dave Redmond and others who made a commitment to form a wholesale Hardwood lumber company that would separate itself from the industry norm.

Drummondville, Que.—Tom Collet and Jean-Paul Lupien recently joined Foresbec Inc., located here, as territory managers/sales representatives. Collet, based in Eugene, Ore.,



Tom Collet

will handle sales for the Pacific Northwest, while Lupien, based in Drummondville, Que., will work as a salesman for the American market.



Jean-Paul Lupien

Both men will be responsible for developing the lines of North American

and exotics Hardwood lumber. Collet will also supervise and fuel the development of Foresbec's sales in east and south-east Asia. Lupien, who will supervise the company's team of sales representatives, will oversee the development of U.S. sales of Hardwood lumber.

Collet and Lupien are both veterans of the Hardwood lumber industry. Foresbec Inc. manufactures high-quality Hardwood lumber since 1979 and sells its products over 45 countries. The company produces Red and White Oak, Black Cherry, Black Walnut, Grey and Red Elm, Hard Maple, White Ash and Yellow Birch (4/4 through 12/4, KD).

Foresbec keeps a 3 million board feet kiln dried Hardwood lumber inventory, and has a drying capacity of 2.2 million board feet in Drummondville. The firm distributes a wide array of kiln dried exotic Hardwood lumber including African and Santos Mahogany, Sapele, Spanish cedar, Merbau, Kempas, Baltic Birch, European Beech, Jatoba and Ipe.

Starkville, Miss.—Mississippi State University's Forest and Wildlife Research Center, based here, recently received an endowment to help develop eco-friendly wood preservatives. The endowment, funded by a land gift from Harold C. and Claire Lucas, was used to establish the Lucas Laboratory for Advanced Biodeterioration Research.

Approximately 10 percent of forest products in Mississippi, which contribute \$4.3 million to the state's economy annually, are lost to weather, insects and other destructive elements. Wood preservatives are used to protect against losses, but there are environmental issues and toxicity problems involved.

"The vision for the laboratory is to be a leading force in the

TRADE TALK - Continued

development of environmentally friendly methods for understanding and controlling the biodeterioration of wood products," said Darrel Nicholas, co-director and professor in forest products. "The Lucas Laboratory will use a team approach involving other MSU departments, industry, universities and federal labs to improve methods for preserving wood."

The lab will also study the positive side of wood decay processes, which include converting biomass to fuel and bio-treatment for contaminated wastewater, air and other emissions. Harold Lucas worked in the wood-preserving industry for many years, and was executive vice president for the American Creosote Co.

Wisconsin Rapids, Wis.—The Lake States Lumber Assoc. (LSLA) will host its annual meeting Jan. 17-18 at the Hotel Mead & Conference Center located here. Terry Bowden, ABC college football analyst, will serve as guest speaker for the Thursday banquet.

Bowden, who hosts "The Terry Bowden Show" on ESPN Florida Radio, also serves as college football writer for YahooSports.com. He will discuss having what it takes to be "No. 1 in your field of endeavor, and learn what it takes to stay on top of the game."


During his 15-year coaching career, Bowden compiled an impressive winning percentage of 68 percent, leading Auburn University, Salem College and Samford University to banner seasons.

LSLA will also co-present a seminar, entitled "The Nuts and Bolts of Chain of Custody Forest Products Certification," with the Wisconsin Department of Natural Resources Division of Forestry Feb. 13 in Rothschild, Wis.


The seminar, which will be held at the Lodge at Cedar Creek, will cover what companies have to do to be chain of custody certified, what the cost would be and what it might mean to the bottom line. For more information, call 906-774-6767. Registration must be received by Jan. 10.

Cleveland, Ohio—According to a recent study by Freedom Group Inc., headquartered here, U.S. demand for

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TRADE TALK - Continued

cabinets is expected to expand 3.1 percent per year through 2010 to \$16.4 billion. Greater cabinet use per residence will elevate residential cabinet demand despite a loss in single-family housing completions, the agency said.

Residential construction is the primary market for cabinets and will continue to dominate the industry through 2010, as renovation remains solid. The non-residential market is expected to outpace the residential market through 2010, bolstered by more and higher end amenities in recreational vehicles and boats. For more information, visit www.freedoniagroup.com.

Washington, D.C.—According to the National Assoc. of Home Builders, based here, residential builders are expecting modest year-over-year gains for 2008. Single-family starts, which were predicted to fall 23 percent this year, will likely rise 2 percent in 2008.

Multi-family starts are predicted to post a decline of 2 percent next year, following a drop of 16 percent in 2007. Manufactured home shipments will post a 10 percent recovery in 2008, after falling 19 percent this year.

Residential remodeling is forecast to fall 2 percent in 2008, thanks to a 5 percent drop in home improvements. Residential fixed investment was expected to go down 14 percent in 2007, but will improve by 1 percent next year.

High Point, N.C.—Appalachian Hardwood Manufacturers Inc., based here, recently launched a Verified Sustainable campaign to help AHMI members educate customers about the standing timber inventories and growth to removal ratio in the region.

AHMI has distributed almost 8,000 Verified Sustainable certificates to 52 companies in its effort to promote the sustainability of the Appalachian Hardwood resource. The certificate verifies membership in AHMI and states each company is producing, distributing or manufacturing products from Appalachian Hardwood timber from a sustainable forest as defined by AHMI.

These letters and certificates are customized for each member company and include an AHMI membership number. For more information, call 336-885-8315 or visit www.appalachianhardwood.info.

TRADE TALK - Continued

Pittsburgh, Pa.—According to the American Hardwood Information Center (AHIC), based here, many homeowners are looking past initial purchase price and installation when considering flooring options.

The study, conducted by interior designer Sue Tartaglio, suggests Hardwood flooring is the favored option based on maintenance and life cycle costs of frequently used synthetic and natural flooring products.

In facilities with a lifetime use of more than 15 years, such as the average home, Hardwood flooring has significantly lower life-cycle costs than other options, Tartaglio said.

The study showed that average installation costs for common types of flooring range from \$1.45 per square foot for vinyl composition tile to \$12 per square foot for bamboo and Hardwood. However, some products with the lowest initial costs wind up having the highest total life-cycle costs (i.e., product life, replacement, cleaning, labor). Hardwood, rubber and bamboo flooring have the lowest total costs at 15 years.

Wilkesboro, N.C.—Elk Creek Lumber Co., headquartered here, recently added Stacey Treat to its sales staff. Treat, who has 16 years of working experience in the Hardwood lumber industry, will be assisting in domestic lumber sales, and will help his company to develop new business.



Stacey Treat

Treat said, "My first job was with Conestoga Wood Specialties Inc., located in Mountain View, Ark., when I joined them in 1991. Initially, I pulled lumber on the green chain. Later, I ran a cut off saw. From there, I ran a glue press machine, and next I got into shipping. Then for two years, I graded Hardwood lumber for Conestoga."

In 1995, Treat went to work for Northwest Hardwoods, which is a division of Weyerhaeuser, at their band mill operation with dry kilns in Little Rock, Ark. He initially graded lumber for them but later Treat was the quality control manager for Northwest's Little Rock, Ark., facility.

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TRADE TALK - Continued

Treat explained, "In 2004, Northwest Hardwoods closed their Hardwood concentration yard in Little Rock, and I continued to still live in that city with my wife, Tammy, and three children." His three children are Shelton, 15, Mason, 12, and Alyssa, the only girl, who is 14 years old.

Interestingly enough, Stacey's wife has been a member of the Army National Guard for 16 years as a Sgt. 1st Class. She is still a member of the Guard and may be deployed to Iraq in May 2008.

"Basically, I started buying Hardwood lumber for Northwest Hardwoods in most of the Southeastern states, as well as in West Virginia, Missouri and Kentucky for shipping to overseas customers of my company," Treat said. "I bought lumber for Northwest Hardwoods for the last two years and then, just recently, I started working for Elk Creek Lumber Co."

Elk Creek Lumber Co. is owned by David Blair, Brian Becker and A.L. "Gus" Newton. The company has a Hardwood concentration yard in West Jefferson, N.C., that has eight steam dry kilns with a combined dry kiln capacity of 600,000 board feet per charge, along with a modern stacker and planer line. In Thomasville, N.C., the firm has another operation that includes modern lumber handling equipment and an additional 400,000 board feet per charge of dry kiln capacity.

The firm sells 4/4 thicknesses of Hardwood lumber in Appalachian species like Cherry, Soft Maple, Red and White Oak, as well as thick eastern white pine lumber in 5/4 thicknesses which is dressed to 1 5/16 for the window and door industry.

The sales people of Elk Creek Lumber Co. include: Gus Newton, Brian Becker, Larry Randall and Stacey Treat who work out of the Wilkesboro, N.C., headquarters; as well as Joe Spangler, who works from his home in Brookville, Pa.; Bob Schauer, who works from his home in Tidioute, Pa.; and Rick Renfro, who works from his home in York, Pa.

Blainville, Que.—Autolog Inc., based here, recently celebrated 20 years as a high-tech automation business serving the sawmill industry. Today, the firm, which was founded by Daniel Ethier, Sylvain Magnan and André Nadeau, counts close to 100

TRADE TALK - Continued

employees and sells its products all over the world.

Autolog designs, manufactures, installs and supports a variety of products from the simple PLC automation system to the most sophisticated optimizer for the Hardwood and softwood industries.

Autolog prides itself on customer satisfaction, personalized service, simple easy-to-use equipment and software with top-of-the-line technology. The firm puts a lot of effort and energy into research and development.

Rhineland, Wis.—Whether to keep the logger at the center of attention when determining certification is an issue that continues to grow in importance among many in the industry.

As reported by Henry Schienebeck, president of the board for The Great Lakes Timber Professionals Association (GLTPA), "The choice being made between SFI (Sustainable Forest Initiative) and FSC (Forest Stewardship Council) certification may very well change the destiny of the logging community. While SFI includes the logger as part of the training standard, FSC certifies the land.

Schienebeck noted that apparent public opinion is fueling the demand for FSC certified fiber to new levels. Wisconsin and Michigan are dual certified. Thus, he reported, the fiber supplied from public lands meets the requirements for selling more products to the end user.

Schienebeck asked, "Does the public really understand what they are asking for?"

Under the FSC banner, he added, the land is certified, but the logger is not. So it's possible to "take a prime piece of timberland, hire a fly-by-night logging crew to harvest it, totally destroy the landscape and still call it certified fiber, because the land is certified and not the logger."

Schienebeck concluded in his report, "The worst thing that can happen after the harvest is that the land may not be re-certified, but who cares? Because of poor logging techniques and near-sightedness for the future, there won't be another harvest on the land for 100 years or more. Can this really be what the general public is asking for?"

In the end, GLTPA's board president penned his support of SFI as "the most comprehensive certification in use."



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