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St. Johnsbury, Vt.—Deep within Vermont’s Northeast Kingdom lies one of the nation’s largest wood turning companies. Nine years ago the company only had three employees and now 40 employees strong, Classic Designs by Matthew Burak has definitely found a niche in the wood market.

Producing classic, high-quality, unfinished furniture parts has become Burak’s mainstay. Influenced by his grandfather, an accomplished English tradition woodworker, Burak has designed everything from boats to boat interiors, to a custom wood interior in a Jaguar before finally settling down to furniture and design. After creating a fruitful cabinet shop in rural Vermont, Burak decided to focus on the challenging wood turning business, thus Classic Designs was born.

“I started as a furniture maker and had a reproduction shop and retail showroom,” said Burak. Out of his shop grew the mail order business, which eventually became Classic Designs and is co-owned with Mark Derochers. “[I

began] developing turnings because I saw nothing in the market place and decided there might be a niche for it,” added Burak.

Classic Designs uses approximately 240,000 board feet annually of Hardwoods such as Soft Maple, Oak, Cherry, Walnut, and Alder. Utilizing regional suppliers from Pennsylvania and New York, Classic Designs chiefly purchases clear, FAS- grade, clear-defect grade lumber blanks from square vendors.

Constructing furniture legs, interior wood columns, bun feet, kitchen island legs and ready-to-assemble base kits

Classic Designs'

Niche Is Turning Production



BY ELISE BRATCHER

for tables and bathroom vanities in classic styles such as William and Mary, Shaker, Hepplewhite, Mission, and Queen Anne, Classic Designs offers endless options for the experienced cabinetmaker to the woodworking hobbyist.

"We have an inventory and ship 95 percent of our orders within 24 hours of being placed," said Burak. "We started with a base inventory and vendors and when we ran out of stock, the customer suffered having to wait for back orders. [The past four years,] we began to manufacture [ourselves] and could maintain our inventory supplies. This initially lowered our inventory costs by \$200,000 to \$300,000 and allowed us to reinvest this money into our company. We now have zero backorders and are able to fill orders within five days," added Burak.

Burak's company has found success utilizing just-in-time manufacturing and being able to focus more on the cus-

tomers. "The best thing is to embrace modern technology and utilize lean manufacturing principles and this is what our company has done," said Burak.

Burak attributes Classic Designs' success to exclusive designs and customer service. Almost all designs have been created and self-designed by Burak. "You can't get that anywhere else," he said. "It's an exclusive line and in

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Clockwise from top left: Classic Designs uses approximately 240,000 board feet annually of Hardwoods such as Soft Maple, Oak, Cherry, Walnut, and Alder.

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Producing classic, high-quality, unfinished furniture parts has become Burak's mainstay.

Matthew Burak began Classic Designs nine years ago in St. Johnsbury, Vt., with three employees.



All Pacific Albus agro-forestry operations owned by Collins Companies are certified under the Principles and Criteria of the Forest Stewardship Council.



The Collins Companies

Expands With Two Mills

Portland, Ore.— The Collins Companies recently announced they are building two new sawmills, one in Boardman, Ore., and the other in Lakeview, Ore. “This is an opportunity to capitalize on the changing lumber markets. As the sale of Forest Service timber has decreased, we have branched out to meet our customer’s needs,” said Wade Mosby, senior vice president of The Collins Companies.

One mill, located in Boardman, Ore., is the result of a strategic partnership between Collins Cos. and the GreenWood Tree Farm Fund (GTFF) of Portland, Ore. Previously owned by Potlatch, the Boardman Tree Farm was purchased by Collins and GTFF. Collins will build a \$35 million dollar state-of-the-art sawmill, while GTFF will manage the 17,000-acre sustainable FSC (Forest Stewardship Council) certified forest. The sawmill construction began July 2007 and is scheduled for completion June 2008. The new mill will produce 100 million board feet a year of appearance grade sus-

tainable Poplar lumber used in the high-end moulding and mill work, home centers and for the pallet market. The mill has been conveniently sited for rail, barge, and truck transportation. It’s located on Interstate 84, the main East-West freeway corridor, the Columbia River for barge traffic, and the Union Pacific railroad line.

This project has been endorsed by Governor Ted Kulongoski, who is an advocate of environmentally sustainable practices. “His office, the Oregon Economic and Development Office, and Morrow County were involved in the project’s development,” reported The Oregonian newspaper.

“There will be 100 new family-wage

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Wade Mosby, senior vice president of The Collins Companies, noted that the firm’s new Boardman, Ore., sawmill provides 100 new family-wage jobs, an important source of employment in an economically challenged region.

“We doubled the size of our grading building and we increased the length of our grading chain from a 40-foot to a 120-foot long chain. This upgrade helps us offer more lumber separations for our customers, and it helps tremendously with our production flow.”

—John Beard, president, Beard Hardwoods

BEARD HARDWOOD

Focuses On Efficiency

BY GARY MILLER

Greensboro, N.C.— When an economist refers to a situation as inefficient, he is claiming that the desired result could be achieved with less means, or that the means employed could produce more of the desired results. At Beard Hardwoods, located here, becoming more efficient is a priority.

“Last summer we doubled the size of our grading building and we increased the length of our grading chain from a 40-foot to a 120-foot long chain,” said John Beard, president of the company. “This upgrade helps us offer more lumber separations for our customers, and it helps tremendously with our production flow.”

The company, which specializes in Poplar, can now better accommodate increased customer requests for width sorts.

Additionally, a new 400-horsepower woodwaste boiler was added earlier this year that replaced a 150 horsepower unit.

“The new boiler will run our entire plant and we will not have to rely on natural gas, which will save us on our utility bills,” Beard said. “It is also a big enough boiler to allow us to expand in the future.”

A third project that the company assumed was the installation of a new Progressive Solutions computer system to help Beard Hardwoods become more efficient in the inventory and accounting aspects of their company.

“That’s been a real boost for us as well,” Beard said. “There has been a learning curve, but we’re finally figuring it out and what abilities the system has. We have a lot of positive things happening and have spent a considerable amount of money for obtaining ‘top notch’ computer software systems from Progressive Solutions; so the systems should help us for many more years to come.”

Top Left: Beard Hardwoods sales and support staff are, from left, Derick Shular, export director; John Beard, president; David Wilson, executive vice president; Dianna Anderson, controller; and Aaron Fouts, procurement director.

Top Right: This is a view of Beard’s new 400-horsepower woodwaste boiler plant.

Center Left: Poplar lumber is ready for shipment.

Center Right: Appalachian No. 1 Common White Oak lumber sits ready for export shipment.

Bottom: This is a view of Beard Hardwoods’ dry lumber grading facility in Greensboro, N.C.

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CLA Sets 100th Anniversary Gala

BY DOUG KNOWLES

Washington, D.C.—

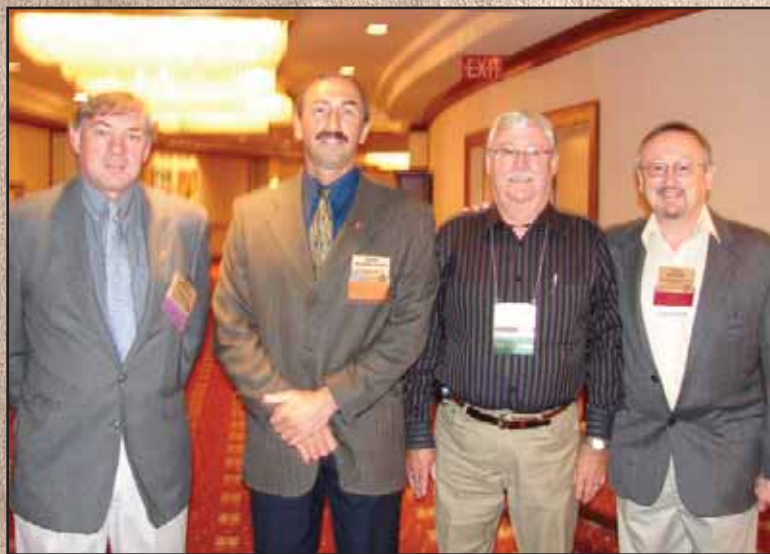
Members of the Canadian Lumbermen's Association (CLA) met here recently for the organization's Hardwood Bureau meeting, held in conjunction with the 110th Annual National Hardwood Lumber Association's (NHLA) Annual Convention.

The one-day meeting began early with a buffet breakfast and included a presentation by George Barrett, chief editor of Hardwood Review Weekly. He offered his analysis of, and forecast for, the Hardwood industry in North America. His address also addressed growth opportunities for Canadian lumber producers and product manufacturers.

Also, Peter Van Amelsfoort welcomed the association to the meeting, followed by Joel Greenberg, who announced approval of the organization's financial statements and 2008 budget.

Mark Barford with the National Hardwood Lumber Assoc. addressed the group and pro-

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Peter McDonald, GMC Hardwoods Inc., Goderidge, Ont.; Peter Van Amelsfoort, Quality Hardwoods Ltd., Powassan, Ont.; Flo Cote, Lauzon Distinctive Hardwood Flooring, Papineauville, Que.; and Doug Knowles, National Hardwood Magazine, Peterborough, Ont.



Martin Deschenes, Lauzon Distinctive Hardwood Flooring, Papineauville, Que.; Dennis Johnston and Tim Peterman, Peterman Lumber Inc., Fontana, Calif.; and Wayne Miller, National Hardwood Magazine, Memphis, Tenn.



Dennis Cuffley, J.D. Irving Ltd., Clair, N.B.; Sam Glidden, GMC Hardwoods Inc., Dover, Mass.; Daniel Couturier, J.D. Irving Ltd., St. John, N.B.; and Chris Castano, Champlain Hardwoods Inc., Essex Junction, Vt.



Yvon Millette and Eric Vigneault, Vexco Inc., Plessisville, Que.; Chantal Houde, Export Development Canada, Ottawa, Ont.; Mark Horne, National Hardwood Lumber Assoc., Raleigh, N.C.; and Eric Porter, Abenaki Timber Corp., Kingston, N.H.



Greg Devine, Abenaki Timber Corp., Kingston, N.H.; Mark Mah, UCS Forest Group, Mississauga, Ont.; Bob Pope, USNR, Woodland, Wash.; Mark Barford, National Hardwood Lumber Assoc., Memphis, Tenn.; and Orn Gudmundsson Sr., Northland Corp., LaGrange, Ky.



Loren Voyer, Champlain Hardwoods Inc., Essex Junction, Vt.; Pierre Drolet, Exact Modus Inc., Quebec City, Que.; and Mike Bartlett, Wesont Lumber, Burlington, Ont.



Joel Greenberg, Canadian Lumbermen's Assoc., Ottawa, Ont.; Nelson Levens, Lafferty & Co. Inc., Lemoyne, Pa.; Glen Peacock, Peacock Lumber Ltd., Oshawa, Ont.; Chad Johnson, Baillie Lumber Co., Hamburg, N.Y.; Dave Williams, Champlain Hardwoods Inc., Essex Junction, Vt.; and Earl Wangler, Salem Hardwoods Inc., Adamsville, Pa.



Mark Barford, National Hardwood Lumber Assoc., Memphis, Tenn.; Skip Heidler, Heidler Hardwood Lumber Co., Chicago, Ill.; Scott Anderson, St. Croix Valley Hardwoods Inc., Luck, Wis.; and Jean Francois Dion, Scierie Dion et Fils Inc., St-Raymond, Que.



David Hubbard, GMC Hardwoods Inc., Norwich, Vt.; Richard Keeso, J.H. Keeso & Sons Ltd., Listowel, Ont.; Greg Patenaude, Peladeau Lumber Inc., Laval, Que.; and Charley Fiala, GMC Hardwoods Inc., Long Beach, Calif.



Ed Brindley, Industrial Reporting Inc., Ashland, Va.; Jeff McBee, Pallet Enterprise, Ashland, Va.; Richard Lavallee, Husky Lumber, Ste. Therese, Que.; and Chuck Beatty, Gutches Lumber, Cortland, N.Y.



Riley Smith and Rob Kittle, T.S. Manufacturing Co., Lindsay, Ont.; and Peter Ross, Ontario Hardwood Products Ltd., Toronto, Ont.

Additional photos on page 42

O'Shea Hosts Penn-York Members

PHOTOS BY SUSAN GLUNT

York, Pa.—Heritage Hills Golf Resort & Conference Center, located here, was the recent sight of the monthly Penn-York Lumbermen's Club meeting, which was hosted by O'Shea Lumber Co., located in Glen Rock, Pa. Approximately 90 members and guests attended.

The meeting served as a social gathering as well as an opportunity to network with fellow association members.

O'Shea Lumber Co. is located 35 miles from the Port of Baltimore and maintains a Hardwood inventory that averages 3.5 million board feet. The firm has six dry kilns with 325,000 board foot capacity.

The Penn-York Lumbermen's Club can trace its roots back to 1952. Its area comprises a large rural and mountainous section of Northern Pennsylvania and Southern New York State. Its members include a cross section of the lumbering industry from the growing trees to the finished product.



Randy Flament, president, Penn-York Lumbermen's Club, Emporium Hardwoods, Emporium, Pa.; Perry Wallin, Brooks Lumber Co., Ralston, Pa.; and Paul Kephart, Industrial Timber & Lumber Corp., Beachwood, Ohio



Jim Reichart, Bally Block Co., Bally, Pa.; Mike O'Shea, O'Shea Lumber Co., Glen Rock, Pa.; and Mel Miller and Phil Hoffman, Bally Block Co.



Pat Anton, Jeff Thomas and Jim Anton, O'Shea Lumber Co., Glen Rock, Pa.



Deb Moran and Becky Shearer, O'Shea Lumber Co., Glen Rock, Pa.



Joy Silk, O'Shea Lumber Co., Glen Rock, Pa.; Charles Bishop, Bishop Trucking, South Otselic, N.Y.; and Garry Drawbaugh, O'Shea Lumber Co.



Bob Pope, USNR Irvington Moore, Montpelier, Vt.; Bill Rosenberry, Carl L. Rosenberry & Sons Lumber Inc., Fort Loudon, Pa.; and Fred Coffrin, Forestry Systems Inc., Summerfield, N.C.



Mike O' Shea, O'Shea Lumber Co., Glen Rock, Pa.; Paul Johnson, Johnson Brothers Lumber Co., Cazenovia, N.Y.; Joe Kasper, Yale Industrial Trucks PGH Inc., Monroeville, Pa.; and Yves Lapointe, Prolam, Cap-Saint-Ignace, Que.



James Taylor, O'Shea Lumber Co., Glen Rock, Pa.; Rick Rufo, Elk Creek Lumber Co., York, Pa.; Bob Riegner, Bally Block Co., Bally, Pa.; and Derek Wheeland, Wheeland Lumber Co. Inc., Liberty, Pa.



James Walter, R.J. Williams Inc., Apalachin, N.Y.; Mike Henry, O'Shea Lumber Co., Glen Rock, Pa.; Charlie Taylor, Yorktowne Cabinetry, Mifflinburg, Pa.; Jack Williams, R.J. Williams Inc.; and Don Fetzer, Yorktowne Cabinetry



Jay Ward, Blue Triangle Hardwoods, Everett, Pa.; Bob MacKenzie, Matson Lumber Co., Brookville, Pa.; and Cam Koons and Skeeter Helwig, Catawissa Lumber Co., Catawissa, Pa.



Greg Devine, Abenaki Timber Corp., Kingston, N.H.; Corey and Sandra Brumbaugh, Brumbaugh Lumber LLC, Shirleysburg, Pa.; and Cleatus Fussell, Tanner Lumber Co., Elkins, W.Va.



Harlow Flory, Pennsylvania Forest Products Assoc., Hershey, Pa.; Mark Kuhns, Lumbermen's Underwriting Alliance, Edison, N.J.; and Kelly and Doug Weiderhold, O'Shea Lumber Co., Glen Rock, Pa.

Additional photos on page 43

HDA Announces New Directors

Washington, D.C.—

Members of the Hardwood Distributor's Assoc. (HDA) recently gathered for an annual meeting in conjunction with the National Hardwood Lumber Association's Annual Convention & Exhibit Showcase, held at the Washington Hilton.

During the HDA's meetings here, the association elected new officers for the coming year. They include: Chris Mongrain, Emerson Hardwood Co., Portland, Ore., president; Eric Burchett, Huntersville Hardwoods Inc., Huntersville, N.C., first vice president; Tom Heard, Dixie Plywood & Lumber Co. of Tampa, second vice president; and Craig Forester, Rex Lumber Co., Englishtown, N.J., secretary/treasurer.

The Hardwood Distributor's Association consists of distribution yards operating over 200 warehouses throughout North America.



Chris Mongrain, Emerson Hardwood Co., Portland, Ore.; Chuck Bice, Sweeney Hardwoods, Fort Worth, Texas; and Eric Burchett, Huntersville Hardwoods Inc., Huntersville, N.C.



Skip Holmes, Thomas & Proetz Lumber Co., St. Louis, Mo.; Russell McIlvain, TBM Hardwoods Inc., Hanover, Pa.; and Chantal Houde, Export Development Canada, Ottawa, Ont.



Tom Heard, Dixie Plywood & Lumber Co., Savannah, Ga.; Chip Spellman, Spellman Hardwoods Inc., Phoenix, Ariz.; and Chris Miller, R.A. Miller Hardwood Co. Inc., North Tonawanda, N.Y.



Tim Peterman, Dennis Johnston and Pete Peterman, Peterman Lumber Inc., Fontana, Calif.



David Hopper, Hardwoods Inc. of Alabama Inc., Alabaster, Ala.; Craig Brouette, Pike Lumber Co. Inc., Akron, Ind.; Randy Wisner, Lumber Products, Tualatin, Ore.; and Jeff Irwin, Pike Lumber Co. Inc.



Ben Forester, Rex Lumber Co., Englishtown, N.J.; Norman Roberts, Roberts Plywood Co., Deer Park, N.Y.; and Jack Griede, Lane Stanton Vance Lumber Co., El Cajon, Calif.



Kim Vollinger, W.M. Cramer Lumber Co., Hickory, N.C.; Brian Potter, Pike Lumber Co. Inc., Akron, Ind.; and Larry Knox, J. E. Higgins Lumber Co., Livermore, Calif.



William Crowley, Crowley Hardwoods, Ennis, Ireland; and Neil Boston and Jeremy Bristoe, Timbmet Ltd., Oxford, England



Nancy Arend and Ken Gindroz, Weyerhaeuser Hardwoods & Industrial Products, Federal Way, Wash.; Joseph Phaneuf, Northeastern Loggers' Assoc., Old Forge, N.Y.; and Orn Gudmundsson Jr., Northland Corp., LaGrange, Ky.

Buchanan Continues Growth

BY WAYNE MILLER

Aliceville, Ala.—

Buchanan Lumber Birmingham Inc., headquartered here, recently received the spotlight during the annual Hardwood Manufacturers Assoc. (HMA) Mississippi Valley Regional Meeting. Buchanan Lumber, which has been doing business for 40 years, was one of four sites visited during the two-day event.

Established in 1967 in Aliceville, Buchanan Lumber produces over 40 million board feet of Hardwood lumber and flooring annually including Red and White Oak, Poplar and Ash. The company's average inventory includes over 5 million board feet of air-dried lumber and over 3 million board feet of kiln-dried lumber.

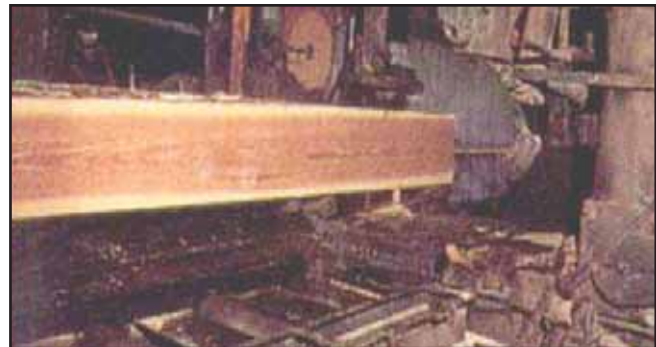
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G.L. "Butch" Ousley, sales manager; Linda Wright, flooring sales; Jim Bailey, lumber/flooring sales; and Doug Fikes, flooring general manager (seated), are pictured in front of packages of Elite Brand Flooring.



The end feed table for the Hasco sidematcher is pictured.



A Red Oak log is sent through Buchanan Hardwoods' head band mill. The company is headquartered in Aliceville, Ala.



A grading table for nesting 3 1/4-inch Red Oak flooring is shown.



The Buchanan Group operates a distribution facility, Granite Hardwoods, which is located in Granite Falls, N.C.

Record Sales, Attitude Upbeat At High Point

High Point, N.C.—

Known as the “largest wholesale home furnishings event in the world,” the High Point Market, held twice yearly in the Piedmont hotel here, in High Point and nearby Thomasville, consumes 188 buildings and 12 million square feet of space. It typically attracts an average of 85,000 attendees, and the recent fall show was no exception.

Exhibitors stated that orders were up, even though customer traffic during the weeklong market was lighter than in past years. Approximately 2,600 exhibitors from more than 100 countries took advantage of the recent Market and some reported “record sales,” particularly in the casual dining showrooms. Furnishings with dark finishes proved popular, and many exhibitors admitted they targeted new customers and new retailers at this show with many of their product items.

Traffic through showrooms for bedroom furnishings was down slightly, some exhibitors said. However, they added that orders were strong despite the lighter foot-traffic. Many noted that customers and dealers repeatedly noted

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Cherry comprises the work surface of this office piece from Broyhill at High Point.



This Walnut writing desk from Lane, and on display at High Point, is inspired by the architectural motifs of ancient Greece and Rome.



Master woodwright Eddie Hamrick crafted this Grayson Hall Console Table of quarter-sawn White Oak.

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SAWMILL TOUR WRAPS UP FOR WOOD-MIZER

Indianapolis, Ind.—

Wood-Mizer Products Inc., manufacturers of portable sawmills, recently concluded a North American tour that focused on the firm's 25 years of service to the lumber industry.

Since February of this year, Wood-Mizer hosted 17 separate events across the United States and Canada in order to make direct contact with customers across the continent.

The company outfitted a 53-foot semi-trailer that served as a traveling stage and museum, through which attendees walked and learned the history of Wood-Mizer.

The first 16 events were held in areas where Wood-Mizer branches and authorized sales centers are located. Each event included: educational workshops; present and past Wood-Mizer products; sneak peeks of future products; mill demonstrations; live 'how-to' projects; project plans for attendees to take home and use; food fellowship, live music and skits.

Wood-Mizer's world headquarters, located here, served as the site of the final event. Dave Mann, vice president-portable sawmill division, noted that this last stop was "a full day to get hands-on, advance your Wood-Mizer knowledge, rub shoulders with some fellow sawmill enthusiasts and just have some fun."

Several key vendors served as sponsors to show support of Wood-Mizer's milestone. They included Chicago Tube and Iron, Goodyear, Logrite, Monarch Hydraulics and Husqvarna.

The invention of the portable sawmill appealed to the antiquated circular sawmill market and made converting logs to lumber a safe, one-person job. The new sawmill, christened the Wood-Mizer, appeared in 1982 and integrated a traveling bandsaw carriage with a unitized track and an optional trailer. The new invention was granted a patent in 1985.

The features that set Wood-Mizer sawmills apart from the traditional circular mills, both then and now, were the portability and thin-kerf cut.

The original model was dubbed the LT30 and the first one was sold in 1982 to Joe Bistrovich of Lee



Wood-Mizer co-founder, Don Laskowski, visits with attendees and talked about his invention during the company's recent 25th anniversary celebration.



With a large crowd watching, Wood-Mizer's chief executive officer, Jeff Laskowski, attempts to log roll with the 2008 World Champion, Jenny Atkinson.



Aaron Miller was the winner of the LT40 Hydraulic sawmill that Wood-Mizer gave away during an evening program.

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The Goodman Family: Lumbermen and Hunting Guides

BY GARY MILLER

Hickory, Ky.—

Casey and Ryan Goodman of C.B. Goodman and Sons Lumber Inc. not only work at their family's band mill operation with dry kilns on the outskirts of Hickory, Ky., but they also earn some extra money by taking individuals on guided duck hunts, as well as on turkey and deer hunts throughout the hunting season.

These two Goodman brothers and the rest of the Goodman family have a nice hunting lodge located within a mile of their sawmill operation called Clial Hunting Lodge named after the late Clint and Alida Goodman who founded Goodman Lumber. Hunters pay a fee to stay at Clial and Casey and/or Ryan Goodman (or other guides) take them hunting.

The Goodman family's band mill manufactures Red and White Oak, Ash, Cherry, Poplar, Hickory and Hard Maple lumber. Clint Goodman and his son, Casey, handle Hardwood lumber sales for the firm.

Duck hunting season starts at the end of November (around Thanksgiving) and it runs through



The Goodman "Clan" is in front of the Clial Hunting Lodge in Kaler, Ky.

Jan. 27 of the following year. Casey and Ryan usually take the duck hunters over to hunt on land adjacent to the Ballard Co. National Wildlife Refuge and call the ducks in for their clients. The drive to the refuge is only about 40 minutes from their hunting lodge.

Clial Hunting Lodge is approximately 3,400 square feet and it sits seven feet off the ground on 9x15 railroad bridge timbers near the Clarks River. Most of the living area is downstairs, but the lodge does have a loft upstairs which has a 1/2

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Tony Honeycutt, Mullican Flooring, Johnson City, Tenn.; Bob Hughes, Coastal Lumber Co., Stevenson, Ala.; Chuck Underwood, Millett Hardwoods Inc., Louisville, Ky.; and Howell White, Bluegrass Specialty Flooring Inc., Bowling Green, Ky.



Damon Bevins, Columbia Flooring, McMinnville, Tenn.; Jeremy Flowers, guest, Hickory, Ky.; Mike Cardin, Cardin Forest Products, South Pittsburg, Tenn.; Chuck Underwood (squatting), Millett Hardwoods Inc., Louisville, Ky.; Jarrod Cardin, Cardin Forest Products; and Ryan Goodman, C.B. Goodman and Sons Lumber Inc., Hickory, Ky.

Vietnam Makes Waves On Hardwood Scene

Washington, D.C.—

Though Europe has been a long-time leader in United States Hardwood lumber exports, Vietnam is quickly becoming a country to watch. “Vietnam has come from almost nowhere to now being the largest single market in Southeast Asia,” said Michael Snow, executive director of the American Hardwood Export Council (AHEC).

The comments came during an AHEC membership meeting during the 2007 National Hardwood Lumber Assoc. (NHLA) Annual Convention and Exhibit Showcase held here recently. Snow said U.S. Hardwood exports have been increasing “very, very steadily,” especially kiln-dried and veneer lumber.

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Luis Zertuche and Maritza Haro, American Hardwood Export Council (AHEC), Mexico City, Mexico; Alex Zamora, Lumber de Mexico, Mexico City, Mexico; and Michael Snow, AHEC, Washington, D.C.



Victor Barringer, Coastal Lumber Co., Weldon, N.C.; Pem Jenkins, Turn Bull Lumber Co., Elizabethtown, N.C.; and Paul Miller Jr., National Hardwood Magazine, Memphis, Tenn.



Tom Inman, Appalachian Hardwood Manufacturers Inc., High Point, N.C.; Michael Snow, AHEC, Washington, D.C.; and Craig Forester, Rex Lumber Co., Acton, Mass.



Andy Middleton, Gutchess Lumber, Cortland, N.Y.; Joyce Miller, Frank Miller Lumber Co. Inc., Union City, Ind.; and Eric Lacey, Blue Water Lumber Co., Daphne, Ala.



Steve Lawser, Wood Component Manufacturers Assoc., Marietta, Ga.; Lawson Maury, Hermitage Hardwood Lumber Sales Inc., Cookeville, Tenn.; Dorothy Tong, AHEC, Hong Kong; and Adam Moran, Hermitage Hardwood Lumber Sales Inc.