

COLLINS - Continued from page 23

jobs in the mill and in an economically depressed county, that becomes an important source of employment,” commented Mosby. He went on to say, “With the lumber industry suffering from the reduction in home building, mill jobs are being reduced and communities are being forced to cut back on essential services such as schools, police, and fire. It’s a ripple effect — mills close, which forces



These are samples of All Pacific Albus cabinet doors, a product of The Collins Cos.

local businesses to close and in turn the local tax base declines. By adding a substantial number of jobs in Morrow County that pay good wages, we can contribute to the overall health of the community, which is one of the three pillars of FSC certification.”

Part of the process of becoming FSC-certified is a substantive, independent, on the ground evaluation by a group of foresters, biologists and economists to determine if you are: maintaining the health of the total forest ecosystem; supporting the production of wood on a sustained, renewable basis; and providing social and economic benefits to the surrounding areas and communities. The Collins Companies was the first privately-owned forest product company in the United States to be comprehensively evaluated and independently certified by Scientific Certification Systems in accordance with the strict rules of the Forest Stewardship Council (FSC). All of the Collins’ softwood and Hardwood forests in Oregon, California and Pennsylvania are FSC-certified. “It’s why we care about the communities where we do business. We are in it together and we rise and fall together,” concluded Mosby.

Collins is also investing \$6.6 million to build a small diameter log mill adjacent to its Lakeview Sawmill in Lakeview, Ore. The mill will cut ponderosa pine, lodgepole pine, and white fir, and will be kiln-dried for use as framing and treated lumber, as well as cut stock applications. As the Associated Press reported, “The expansion was made possible by putting a biomass facility at the existing location. Biomass facilities produce energy by burning wood waste. The wood stream for the biomass facility will create enough small log volume to justify the addition of the mill.”



Dee Brown, a sawmill supervisor for Collins Companies’ other new mill in Lakeview, Ore., displays a small diameter log.

Collins and Marubeni Sustainable Energy Inc., formerly DG Energy, of San Diego, Calif., have entered into a 10-year stewardship project. The 13 megawatt Co-Generation Plant, owned by MS Energy, is located on the Collins Lakeview site. The combined project is scheduled for start up November 2007 and will create new jobs, in addition to their current mill on site.

Kulongoski applauded the project as “a model for collaborative work with industry, conservationists, and state government. This expansion is another example of the tremendous economic opportunity for rural Oregon with the expansion of renewable energy in this state,” Kulongoski said in a statement.

CLASSIC DESIGNS - Continued from page 21

this day and age, that is what sets us apart. Our reputation is for high-end products and service. We’ve hired the best people we can and have the finest staff you can put together. We have a superbly trained call center staff who bends over backwards to make sure people get



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.

Please turn the page

CLASSIC DESIGNS - Continued

great service when they call in. I like and respect each and every person in the company. By and large, we are all local, so we put effort into hiring the best.”

Being a mail-order company, Classic Designs works through catalogue and internet sales. “We have a very active and state-of-the-art website and we contact our customers. We introduce new designs early and often on the internet and then work them into the catalogues,” said Burak. “Our customers include furniture makers, cabinet makers, kitchen designers, architects, as well as a lot of hobbyist woodworkers seeking the very finest in furniture parts. With more than one-third of business generated through the internet, we have found the direct market and internet approach to be very cost efficient ways to reach our clientele. We will sell one or 100 turnings. It is our customer service and the design, proportion and balance of each turning that distances all [our] products from the competition.”

Some products are offered in softwood, such as pine. Locating pine vendors has proven to be challenging for turning, having only one vendor in New England that mills 4x4 squares. Lodgepole pine from the Pacific Northwest is also purchased. The turnings are manufactured with a moisture content of below 8 percent, which is forgiving and less apt to distort with squares and sold unfinished.

Growth seems certain for Classic Designs. Burak said, “We see our company doubling over the next six years. The growth is strong and we are still very active in that aspect. We are enthusiastically researching manufacturing lots and designing more efficient energy systems that will allow us to repurpose waste for regenerating heat. Currently all of Classic Designs’ shaving waste goes to local farmers for pasture beds.”

What started as a man seeking more of a challenge with woodworking has now become a reputable business-to-business furniture components company built on a high level of customer service, superior quality of materials, workmanship and ageless, principled design of Classic Designs by Matthew Burak.

For more information visit the company’s website: www.tablelegs.com.



BUCHANAN - Continued from page 32

Buchanan Lumber’s Hardwoods are used in flooring, pallet and railroad tie, millwork/moulding, cabinet and furniture manufacturing, as well as wholesale/distributor and export.

Consistent quality has been Buchanan Lumber’s key to success over the years. All export and domestic lumber is carefully inspected and measured after kiln drying. Painted ends, package tallies, heavy-duty straps and stiffeners are standard for each container or break bulk.

Through its strategically located sawmills, Buchanan Lumber is able to ensure a consistent flow of Hardwood timber from Alabama’s Tombigbee River Basin and the Appalachian Mountains, among other sources. The large size and continuity of the firm’s timber harvesting area allows Buchanan to fulfill any customer’s requirements.

Buchanan Lumber also owns and/or manages over 100,000 acres of timberland throughout the South. In addition, the company, which has a distribution facility in Granite Falls, N.C., purchases some 30 million board feet of quality lumber annually from producers across the Northern, Southern and Appalachian regions.

The Aliceville, Ala., facility, which runs a single shift and employs 69 people, houses such high-quality equipment as a Belloit ring debarker; Corley/Lewis linear positioner carriage with hydraulic controls and Ready Scan Optimization; Salem 7-foot conventional band headrig with Lewis camera scanner; Shurman 10-inch conventional gang with shifting center cant and a run around to horizontal HMC thin band saw; Irvington-Moore conventional trimmer; Salem conventional edger; Simonds auto-bench grinder and leveler; Morris grading system including a breakdown hoist, auto log loader, three grading stations, trimmer, sorter and a stacker/package maker; and a Newman planer.

Buchanan Lumber has over 2.4 million board feet of kiln capacity, and constructed several modern T-sheds with an air-drying capacity of over 4 million board feet. The Granite Falls, N.C., yard provides a custom kiln drying and surfacing service for the area’s furniture manufacturers. Each facility is able to ship by rail, truck or container.

In 1999, the company started Buchanan’s Flooring, which runs two shifts and employs 170 people. The division consumes 33 million board feet of green, air dried and kiln-dried Hardwood annually, and produces Red and White Oak unfinished flooring in a variety of widths.

The features of Buchanan’s Elite Brand Flooring include straighter solid flooring, immediate inventory, consistent quality, and custom delivery. The flooring plant houses a Wagner moisture detector with drop out capabilities before the rip line; Hasko gang resaw; Hasko high-speed sidematcher and endmatcher; a 600 horsepower Hurst boiler with 550 kilowatt cogeneration; and Morris stacker and inspection station.

Buchanan Lumber is also focused on conservation, planting between 500,000 and two million seedlings each year. Many staff members have also served as past chairmen of the Alabama Forestry Commission that prescribes Alabama’s Best Management Practices for Forestry. The company is also involved in the National Oak Flooring Manufacturers Assoc. (NOFMA), National Hardwood Lumber Assoc. (NHLA), Hardwood Manufacturers Assoc. (HMA), National Lumber Exporters Assoc., Alabama Forestry Assoc., Southwestern Hardwood Manufacturers Club and the Appalachian Lumbermen’s Club.

Key executives include Bill Buchanan Jr., president; Doug Fikes, flooring general manager; Butch Ousley, sales manager; Jim Bailey, lumber/flooring sales; Linda Wright,

BUCHANAN - Continued

flooring sales; Harold Bryant, superintendent; Melissa Clark, office manager/controller; Donald Bryant, mill foreman; and Debbie Sawyer, credit manager and international documents.

Buchanan Lumber recently began construction on a new boiler system, which will use green waste from the sawmill. The firm will also sell its dry waste to a nearby pellet manufacturer.

For more information on Buchanan Lumber, visit www.buchananhardwoods.com, call 205-373-8710 or write P.O. Box 424, Aliceville, Ala., 35442-0424.

BEARD - Continued from page 24

About three years ago a new stacker for green lumber was added to Beard's Hardwood lumber concentration yard, so the firm could grade and stack lumber more efficiently.

"Basically our yard has taken on a different look over the past several years. The machinery has been completely upgraded and, hopefully, it'll carry us through for the next 20 or 25 years before we feel like we'll have to do something else," Beard said.

Beard Hardwoods is one of America's leading wholesale Hardwood lumber merchants. The home office is in Greensboro, N.C.

The firm has a field office in Moss, Tenn., under the direction of Pete Green. Pete travels in the states of Tennessee, Kentucky, Illinois and Indiana. The company also has a field office in Uniontown, Pa., under the direction of Jay Cindric. Jay travels in the states of Ohio, Pennsylvania and West Virginia.

John Beard said, "We have customers in Mexico and Canada and actually we're starting to do some business in Scandinavia. We still ship a lot of lumber to overseas customers located in the Far East, Southeast Asia, Italy and Southern Spain too."

Beard Hardwoods is headquartered in Greensboro, N.C., where they have modern lumber handling equipment, dry kilns, dry storage sheds and a boiler. This yard is located near the junction of U.S. I-85 and I-40 and is only a short distance from the ports of Wilmington, N.C., Norfolk, Va., and Charleston, S.C. The company also has a Hardwood lumber yard in Pleasant Garden, N.C., which is only a short distance from Greensboro.

The company carries a vast inventory of Ash, Basswood, Cherry, Poplar, Soft Maple, Red and White Oak and Walnut.

In the blackest year of the Depression—1932—Neil Beard braved all odds and opened his own wholesale business, the

E.N. Beard Lumber Co., to serve the North Carolina and Virginia territory. He was highly influenced by Tom Broyhill, founder of Broyhill Furniture, and Bill Bassett of Bassett Furniture Industries Inc.

In 1956, Thomas "Tom" Beard entered the business with his father after serving in the Army Finance Corps in France. In 1968, he persuaded his father to help him start what is now Piedmont Hardwood Dry Kiln Co. to serve the furniture and millwork people, both domestically as well as shipping to foreign markets.

Later the E.N. Beard Lumber Co. was purchased by Tom Beard, Fred Sievers and Henry Sienkiewicz and the name was slightly changed to E.N. Beard Hardwood Lumber Inc., and was built as one of the finest wholesale Hardwood firms in America. Sienkiewicz passed away in 1990 and Sievers retired due to poor health in 1996. At that time, John Beard from E.N. Beard's Kentucky office stepped in to help run the business along with David Wilson, who has 30 years experience with the company.

Later, in 1998, John Beard was named president of the company and Wilson became executive vice president. Tom Beard serves as chief executive officer and chairman of the board.

In 2002, Derick Shular, with a background in international business, joined the operation as director of exports.

"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."

—John Beard, president, Beard Hardwoods

and Aaron Fouts. Schular and Fouts work out of the Greensboro, N.C., office, with Tom Beard, John Beard and David Wilson.

With this team of Hardwood specialists and its new efficient operation, Beard Hardwoods looks forward to working with the finest producers and end users far into the new millennium.

Other experienced sales people with Beard Hardwoods include a couple of individuals that have already been mentioned (Pete Green and Jay Cindric)

CLA MEETING - Continued from page 26

vided an update on the activities and issues currently being addressed by that organization.

The CLA announced its Dec. 5, fall meeting in conjunction with the Wholesale Lumber Distributors Assoc.

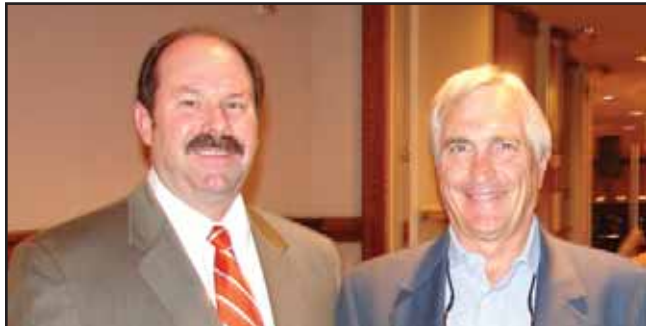
The CLA will soon celebrate its 100th anniversary as an organization. A gala to honor the milestone has been scheduled for Feb. 20-21, 2008 at the Fairmont the Queen Elizabeth Hotel in Montreal.



Jean Desilets and Claude Cadrin, C.A. Spencer Inc., Laval, Que.



Daniel Dumoulin, Les Bois Maron Ltee, St-Eustache, Que.; and Julie Gowan and Joel Greenberg, Canadian Lumbermen's Assoc., Ottawa, Ont.



Judd Johnson, Hardwood Market Report, Memphis, Tenn. and Raymond Langelier, Bois Langelier Ltee, Town of Mount Royal, Que.



Paul Brooks and Peter Van Amelsfoort, Quality Hardwoods Ltd., Powassan, Ont.; and Martin Deschenes, Lauzon Distinctive Hardwood Flooring, Papineauville, Que.

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Left to Right: Al Weston, buyer; Moe Hart, office manager; James Walter, operations manager; Jack Williams, president; and Bo Miller, truck driver



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Jeff Herman, Tanner Lumber Co., Wilmore, Pa.; Sharon Clevenger, Coastal Lumber Co., Spartansburg, Pa.; Tom Johel, secretary/treasurer, Penn-York Lumbermen's Club, U•C Coatings Corp, Buffalo, N.Y.; and Rusty Rose, Northern Neck Lumber Co., Warsaw, Va.



Jason Masenheimer, Stacey Shrader and Russell McIlvain, TBM Hardwoods, Hanover, Pa.



Nathaniel Gutchess, NPG Hardwoods, Locke, N.Y.; Gary Canfield, Great Lakes Veneer, Oswego, N.Y.; Kennon Morris, Northern Neck Lumber Co., Warsaw, Va.; and David Kay, Forest Products Inc., Conover, N.C.



Tom Smink and Bob Smith, Thompson Mahogany Co., Philadelphia, Pa.; Daniel Lalonde-Renyee, Thurso, Que.; and Jerry Barben, Wood-Mode Inc., Kreamer, Pa.



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WOOD-MIZER -

Continued from page 36

Center, N.Y. A larger industrial model, the LT40, was released in 1984.

Wood-Mizer began as a company after Donald Laskowski and Daniel Tekulve partnered together on one of Don's inventions: a three-dimensional carving machine. Later, they designed their pinnacle product: a portable sawmill.

By 2002, Wood-Mizer Products Inc. had experienced many significant milestones. The company grew from a partnership of two friends and their families to nearly 600 employees worldwide.

Serving customers has not been Wood-Mizer's only focus. Because of the founders' deep faith and the Christian stance of the company from its beginnings, the company began an equipment donation pro-

gram in 1983. Through this program, the firm sends sawmills and other equipment to missions and other charitable organizations around the world to help change lives and circumstances.

Wood-Mizer broadened its product line in 1984 when company leaders recognized that a sawmill was only the beginning of processing wood. The company developed and introduced the Wood-Mizer Model 1000 Vacuum Dry Kiln, and has since been upgraded through the years. The company has refined and updated a variety of other products as well as the firm has grown into an international presence.

C.B. GOODMAN AND SONS -

Continued from page 37

bath and sleeps up to seven people. Downstairs, the lodge has two separate bedrooms and two bathrooms. A wooden sign hanging by the front door says, "Welcome to Clial Hunting Lodge." The lodge has beautiful Red Oak prefinished floors and the wooden walls are Poplar, Sassafras and Coffee Bean. The cabinets and bar are Cherry and the cabin is trimmed out in Walnut.

Casey Goodman said, "We rent our lodge not only to hunters during the various hunting seasons, but also to other groups like individuals who want to hold business meetings here, or to people who just want to get away into the country for a few days. Also, weddings take place at our lodge and sometimes members of the wedding party stay at our lodge for a few days. Clial Lodge is a great place to hold board meetings and it offers a centralized location in the United States to bring people together. The Barkley Regional Airport in Paducah, Ky., offers link service from both Memphis and St. Louis."

You can see pictures of the lodge and read about hunting and social packages at www.clial.com. You can book reservations for Clial by contacting Michelle at 270-556-3527 or by e-mail at info@clial.com.

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PARTNER PA Sustainable Forest Initiative

HIGH POINT - Continued from page 33

they were shopping “for something new” in bedroom furnishings and price was not an issue.

However, Canadian vendors in attendance did state that shifting currency rates have impacted their business recently. Canadian furniture used to be a relative bargain for retailers in the United States when Canada’s looney was much weaker than the U.S. dollar. But since both

This Frank Lloyd Wright Prairie Era design quarter-sawn White Oak or Cherry bed—available in four finishes—was among the displays at the recent High Point Market. Dark finishes proved popular among buyers. Also pictured is a Cherry Coonley nesting end table, designed by Wright.



Textured Elm adds a rustic antique feel to the top surface of this Asian-inspired chest, Dynasty from Hooker Furniture. This piece, as well as others in the collection, displayed at High Point.



This elegant oval desk from Stanley Furniture's Sunset Key collection has a warm Cherry top and double pineapple carved pedestal base. It was among thousands of home furnishings featured at High Point Market.

Please turn the page



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Weston Forest Group

HIGH POINT - Continued

currencies have recently reached near parity, that Canadian advantage has basically dissipated. The overall mood at the High Point Market was optimistic and upbeat, thanks to strong orders from dealers.

High Point's spring furniture market is scheduled for April 7-13, 2008.

AHEC - Continued from page 38

"We (the United States) are by far the leading exporter of Hardwood lumber in the world, both tropical and temperate," he said. "Over 25 percent of graded lumber is now being exported. The real market worth watching right now is Vietnam."

Snow said there has been a decrease in exports to such coun-

tries as Japan and South Korea, which have experienced structural changes similar to the decreasing U.S. furniture market. Vietnam, meanwhile, has grown exponentially — from roughly \$5 million in U.S. logs and lumber exports in 2001 to over \$50 million in 2006.

Snow said Mexico remains the top global market for U.S. Hardwood dimension products, at just over \$27 million. "Mexico remains an extremely important market for U.S. Hardwoods because it's our market," he said. "Any new increase in consumption in Mexico is going to translate into direct sales for U.S. exporters."

Snow also noted future growth in Brazil and India. "A lot of markets are demanding temperate Hardwoods," he said. "The numbers are still relatively small but the growth trend is very clear."

NHLA NEWS - Continued from page 10

agencies, are quickly being adopted across the country as construction and design standards, especially in publicly-funded construction projects. LEED standards award more points to denote more environmentally friendly designs, yet these standards have yet to properly recognize the value of wood, especially locally-sourced wood. Higher points are given for FSC wood and, believe it or not, bamboo.

With LEED quickly becoming the industry standard for government approved development, from schools to offices to homes, it is imperative that LEED recognize the sustainable and renewable aspects of North American Hardwoods. NHLA is an active member of USGBC where it is working to safeguard the interests of the industry.

Despite increasing attention being given to green policies, traditional issues haven't gone away. The current political climate in Washington, D.C., may not be conducive to changes in the Endangered Species Act or of policies regarding the national forests, but estate tax, immigration, and trade policy are



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NHLA NEWS - Continued

still in play.

What is definitely occurring is an evolution in all aspects of public policy to reflect this increasing interest in the environment. Our industry has nothing to fear from that. We have a great story to tell, with a long history of sound land management and the ultimate renewable, sustainable resource. We have to tell that story and not let others define our message for us. The message of the environmentally friendly aspects of our Hardwood should come through loud and clear, regardless of the venue. Just as in the general media, our work in government policy is becoming more focused on our own very genuine green message.

The world's largest and oldest Hardwood industry association, NHLA is comprised of 1,700 companies and individuals that produce, use and sell North American Hardwood lumber, or provide equipment, supplies or services to the Hardwood industry. It was founded in 1898 to establish a uniform system of grading rules for the measurement and inspection of Hardwood lumber. Today, its members represent all sectors of the industry.

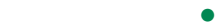
To contact NHLA, please visit its website at www.nhla.com or call 901-377-1818.

THE HARDWOOD COUNCIL -

Continued from page 12

provide fuel for heating, wood for building materials, mulch for gardens, habitat for wildlife, birds and bees which pollinate gardens and crops, and provide recreational opportunities. Representatives at the American Hardwood Information Center booth fielded questions about Hardwood growth, harvesting and sustainability. Some visitors were surprised to learn that more than 70 percent of domestic forests were privately owned and managed, and predominantly harvested by single selection, and that the majority of Hardwoods were grown in the Eastern U.S.

Next year's SEJ conference will be held in October at Virginia Tech in Blacksburg, Virginia. The Hardwood Council plans to sponsor a forest-to-finished-products day tour for interested journalists.



AHEC UPDATE - Continued from page 14

The pieces will be displayed through December 11 at a prominent forum for products and infor-

mation in the design field in Tokyo, the OZONE Living Design Center. Here, both the consumers and designers who frequent the center will be able to see and touch these pieces first-hand, thereby increasing their familiarity with both American Hardwoods and its character marks.

AHEC would like to thank its members, who have generously supported this project with donations of

Please turn the page

"WE RECENTLY PURCHASED OUR 2ND CARRIAGE AND BANDMILL FROM McDONOUGH. AFTER THE SUCCESSFUL START UP AT OUR PRESTON, GA MILL WE SAW NO REASON TO CHANGE WHEN WE MADE ANOTHER PURCHASE AT OUR PERRY, GA LOCATION. THE DESIGN, PERFORMANCE, AND RUGGED CONSTRUCTION HAVE BEEN OUTSTANDING. COUPLED WITH 3-D OPTIMIZATION, THE ACCURACY OF THE McDONOUGH CARRIAGE AND BANDMILL HAS EXCEEDED OUR EXPECTATIONS"

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AHEC UPDATE - Continued

American Hardwoods.

The American Hardwood Export Council (AHEC) is the leading international trade association for the U.S. Hardwood industry, representing the committed exporters among U.S. Hardwood companies and all major U.S. Hardwood product trade associations. AHEC's member companies service the growing global demand for U.S. Hardwood and rep-

resent the full range of Hardwood products. AHEC maintains offices in Japan, Europe, Southeast Asia, China, Korea and Mexico, in addition to its Washington, D.C. headquarters, to serve the needs of the global community. For additional information please contact AHEC by phone at 202/463-2720, by fax at 202/463-2787 or consult our web site at www.ahec.org

NOFMA NOTES -

Continued from page 16

The overwhelming answer to that question by the manufacturers in the room was, "yes." It was also overwhelmingly clear that the members in the room that day felt the cost of NOFMA at the time was higher than the value they felt they were receiving.

Some 15 months and lots of brain-noodling later, a new NOFMA is emerging that will be well-positioned to serve the wood flooring manufacturing industry of the future.

LOWER COST, HIGHER VALUE

NOFMA will continue to provide marketplace technical support, as well as advocacy on behalf of U.S. based wood flooring producers, while also continuing to establish and maintain a standard of quality for the wood flooring industry. But first we knew we had to look at the cost side of the cost vs. value equation. By thinking a bit more out of the box about how we provide the services we offer, NOFMA was able to add significant efficiency to its operations. As a result, beginning January 1, 2008, NOFMA dues will be tremendously lower than they were – **40-50% lower for most members**. If you had considered NOFMA before but thought it was just too expensive, now might be a good time to have another look.

WARRANTY REPLACES "COMPLIANCE"

To address the value side of the equation, we first surveyed the industry to learn more about what was needed. What we learned is that NOFMA's core competency revolves around standard setting and providing technical services to the market on behalf of manufacturers. We also learned that wood flooring manufacturers in the U.S. felt the need for stronger advocacy. We learned that the idea of NOFMA certification did not mean as much as it once did.

In an effort to address all of that,

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NOFMA NOTES - Continued

we are changing what it means to be a NOFMA member. In the past, NOFMA membership meant that NOFMA would “certify” a mill’s production by virtue of quarterly plant inspections, during which a producer was checked for compliance. Going forward, NOFMA certification will come in the form of a warranty on the product, enforceable by the purchaser. NOFMA membership will be essentially a pledge to make the flooring according to NOFMA standards and agreement to live by the terms of the warranty on the product.

At the outset this warranty will apply to NOFMA-certified unfinished solid flooring, the product that still represents more than half the market and with which NOFMA is most commonly associated. As things evolve, it could well be applied to NOFMA standards for factory finished flooring as well as engineered.

With the resources saved by changing how we go about the business of certification, NOFMA will continue to provide technical expertise, product use literature, advice columns and technical training, and we will seek ways to broaden the scope of this member service. At the same time NOFMA will continue to expand its advocacy efforts. Over the past few years, those efforts have resulted in stepped up enforcement of wood flooring tariffs that had netted some \$35 million in previously uncollected tariffs. We have also been successful in focusing Congressional attention on unfair trade practices that are giving imported flooring an unfair advantage in the marketplace. The Section 332 investigation currently underway by the International Trade Commission will shine much needed light on those practices and provide us the means necessary to have many of them reversed.

The new NOFMA is working hard to dispel some of the negative perceptions that plagued what I’m now

calling the old NOFMA. We’ve made significant strides to become a stronger, more applicable organization and we have come to realize the importance of evolution that paces the changes that are occurring in the industry we represent. To have really significant impact, though, we need participation from a larger segment of the industry than we currently have as members. I under-

stand that in order to gain that broader participation we need to show greater value. I think we’ve taken some significant steps toward that. When I come knocking on your door to tell you about it, I hope you’ll take my call, listen to what I have to say and share your thoughts.



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SOUTHEAST TRENDS -

Continued from page 5

LOUISIANA, MISSISSIPPI SEE MULTIFAMILY CONSTRUCTION BOOST

According to a recent survey by the U.S. Census Bureau, Louisiana and Mississippi, both still suffering from the effects of Hurricane Katrina,

lead the Southeast in multifamily construction permits. The two states posted an increase of 30 percent to over 200 percent respectively in multifamily construction permits in 2006. This year's permit volumes are over two times higher than those in 2004.

The metropolitan areas of New Orleans and Gulfport-Biloxi are see-

ing an even more pronounced increase, from 460 to 580 percent respectively. Several wood products industry associations have partnered together to form the Wood Products Council (WPC), and are working to bring wood construction solutions to the damaged areas.

The WPC's Gulf Coast program consists of several components including consumer promotion of raised wood floors for mitigating storm water damage; training of builders on raised floor and hurricane-resistant wood wall and roof construction systems; and collaboration with code officials and building inspectors to help assure proper wood product specification and application.

MORTGAGE MARKET SHOWS SIGNS OF GROWTH

According to a recent forecast by the National Assoc. of Realtors (NAR), conditions in the mortgage market are improving for consumers, which should boost home sales into 2008. Lawrence Yun, NAR senior economist, said widening credit availability will likely help real estate in all regions, including the Southeast.

"There are still a lot of people buying homes," he said. "Markets like Raleigh (N.C.) have been outperforming recently and will continue to do well next year. Other areas will likely move up in the price growth rankings due to very positive local economic developments."

Existing-home sales are expected to total 5.78 million this year and then rise to 6.12 million in 2008, a decrease from the 6.48 million reported in 2006. New-home sales are forecast to close 2007 at 804,000 and 752,000 next year, well below the 1.05 million in 2006. Housing starts, including multifamily units, are likely to total 1.37 million in 2007 and 1.24 million next year, down from 1.8 million in 2006.

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SOUTHEAST TRENDS - Continued

BUILDER CONFIDENCE SLIPS IN SOUTHEAST

According to the National Assoc. of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), builder confidence took another hit recently thanks to substantial inventories of unsold units and the perceived effect negative media coverage is having on potential buyers.

The nationwide HMI dropped two points to 18, its lowest point since the series began in January 1985. The Southeast region fell one point to 21.

The NAHB/Wells Fargo HMI gauges builder perceptions of current single-family home sales and sales expectations for the next six months as either "good," "fair" or "poor." The survey also asks builders to rate traffic of prospective buyers as either "high to very high," "average" or "low to very low." Scores for each component are then used to calculate a seasonally adjusted index where any number over 50 indicates that more builders view sales conditions as good than poor.

The index gauging current single-family home sales and the index gauging traffic of prospective buyers each declined to two points, to 18 and 15, respectively. The index gauging sales expectations for the next six months, meanwhile, remained unchanged at 26.

LAKE STATES TRENDS -

Continued from page 5

it right and do it right on a consistent basis, you'll continue to do business in the Hardwood market now as well as in the future."

NEW HOME SALES BOOM IN LAKE STATES

According to a report by the U.S. Commerce Department, turmoil in

the mortgage finance system recently caused an 8.3 percent decline in national new home sales. Sales stand at a seasonally adjusted rate of 795,000, 21.2 percent below last year's rate. The Lake States region, however, posted a 20.5 percent gain in the sales pace, which is still behind 2006 figures.

David Seiders, chief economist of the National Assoc. of Home

Builders (NAHB), said the report shows the supply-demand imbalance in the single-family housing market is still "quite serious."

"NAHB's forecast shows a trough for home sales in the early part of 2008, assuming that the Fed keeps overall employment and income growth going and that order is restored to key parts of the housing

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LAKE STATES TRENDS -

Continued

finance system," he said.

The inventory of new homes for sale nationally edged down 1.5 percent to 529,000 and the equivalent months supply was 8.2 months, a 30-day increase of 0.6. Completed homes for sale were 34 percent of the inventory, while units still under

construction represented 50 percent of the market. Permitted units for sale make up 16 percent of the inventory level.

PENDING HOME SALES INDEX DROPS

According to the NAR Pending Home Sales Index (PHSI), existing-home sales are likely to decline in coming months as mortgage disrup-

tions work their way through the housing market. The PHSI, a forward-looking indicator based on contracts signed, fell 6.5 percent to a reading of 85.5, down 21.5 percent from 2006's index of 108.9. The index in the Lake States dropped 2.9 percent to 78.1, 18 percent below a year ago.

A sale is listed as pending when the contract has been signed but the transaction has not closed, though the sale usually is finalized within one or two months of signing. An index of 100 is equal to the average level of contract activity during 2001, which was the first year to be examined and the first of five consecutive record years for existing-home sales.

EASEMENT WILL PROTECT 51,000 ACRES IN MINNESOTA

The Minnesota Dept. of Natural Resources (DNR) recently partnered with several conservation groups to protect more than 51,000 acres of forestland in northern Minnesota from development. The conservation project, which is the largest in a decade, will establish a working forest conservation easement to maintain nearly 80 square miles in Itasca and Koochiching counties for public use and timber harvesting.

The state and conservation groups will pay Forest Capital Partners, who purchased the property from Boise Cascade, \$12 million for the easement, which prevents the company from subdividing the land holdings for development. The firm will retain ownership and be allowed to continue to harvest timber.

This is the second and largest project for the Minnesota Forest Legacy Partnership, a public-private coalition created by the Nature Conservancy and the Blandin Foundation to help conserve Minnesota's forests. Partners include the Trust for Public Land, DNR, the Conservation Fund, Grand Rapids Chamber of



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LAKE STATES TRENDS -

Continued

Commerce, Minnesota Forest Resources Council and the Minnesota Deer Hunters Assoc.

WEST COAST TRENDS -

Continued from page 5

FORECLOSING FILINGS ON DECLINE

According to RealtyTrac, a California-based online market of foreclosure properties, U.S. foreclosure filings recently decreased 8 percent to 223,538, but are still nearly double year-ago levels. California posted the highest foreclosure rates even though overall levels declined.

The level of foreclosure filings, approximately one in every 557 households, has climbed 99 percent this year as the housing slump continues to hurt homeowners and investors. Some 39 states saw a monthly decrease thanks to consumers buying discounted foreclosure properties, RealtyTrac said.

The U.S. Treasury recently formed a coalition to help curb foreclosures. Mortgage servicers are also being encouraged to change existing loans to prevent foreclosures, which are more costly for lenders and investors.

EXISTING-HOMES SALES DECREASE

Due to problems with mortgage availability, existing-home sales recently fell 9.8 percent in the West Coast to 1.01 million, 21.7 percent below a year ago. The decline more than doubled the drop reported nationwide by the National Assoc. of Realtors (NAR). Total existing-home sales decreased 4.3 percent to a seasonally adjusted annual rate of 5.50 million units, 12.8 percent below the 6.31 million-unit pace in 2006.

"The unusual disruptions in the mortgage market, including a significant rise in jumbo loan rates,

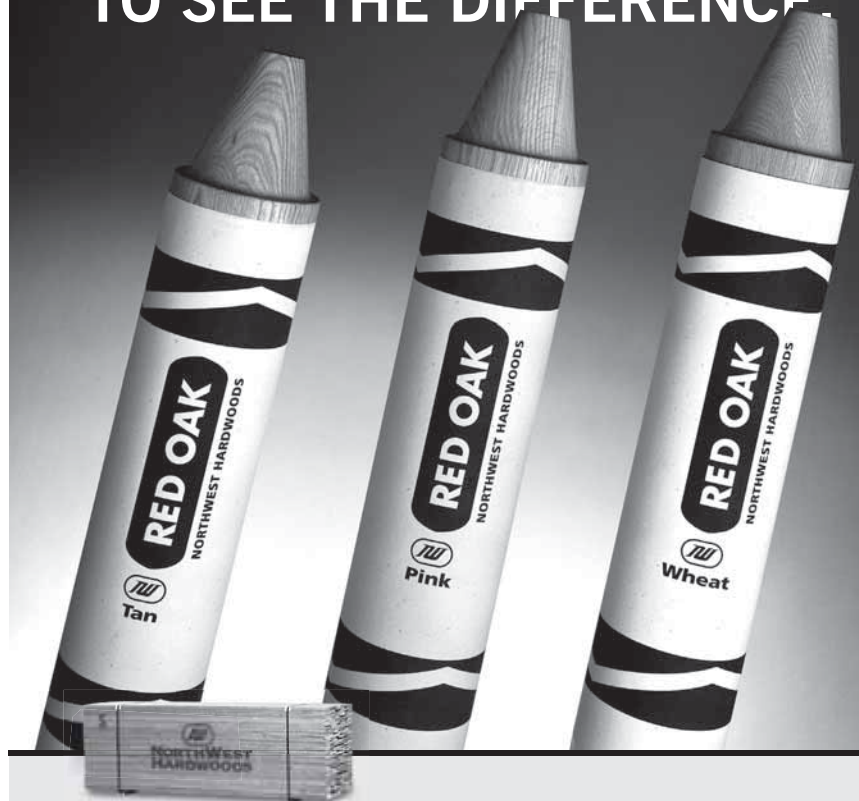
resulted in a fairly high number of postponed or cancelled sales, with many buyers having to search for other financing when loan commitments fell through," said Lawrence Yun, NAR senior economist. "Lower sales contributed to a buildup of unsold inventory."

Total housing inventory rose 0.4 percent nationwide to 4.58 million existing homes available for sale,

which represents a 10-month supply at the current sales pace. The national median existing-home price for all housing types was \$224,500, up 0.3 percent from 2006 when the median was \$224,000. The median price for homes in the Southeast is \$183,500, which is 0.7 percent below a year ago.

Please turn to page 62

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- market approximately 12 million board feet a year of mostly #1 and #2 Common lumber as well as flooring grade lumber.

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At the new Hardwood concentration yard in West Jefferson, NC, owned by Gus Newton, Brian Becker, and David Blair, the firm installed new lumber handling equipment. Shown here is the new stacker line with the tilt hoist shown towards the top of the picture.



This is a view of Elk Creek Lumber Company's new planer line. The tilt hoist is shown in the top right hand side of the picture.

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Who's Who

IN HARDWOOD PURCHASING

Charles W. Bice has served as vice president and general manager of **Sweeney Hardwoods** in Fort Worth, Texas, for four years. He has been with the company for 18 years, and began his career in 1978 as a truck driver.



Sweeney Hardwoods manufactures Hardwood plywood and lumber byproducts in Ash, Walnut and other species (No. 1 Common and Better, KD, Rough). The firm has two planers, two gang rips, straight line rip, three moulders and a resaw, and operates 13 trucks that cover a 350-mile radius of Texas, Oklahoma and Louisiana. The company is a member of the National Hardwood Lumber Assoc. (NHLA), Hardwood Distributors Assoc. (HDA), Lumbermen's Club of Memphis, Fort Worth Lumbermen's Club and the Lumbermen's Assoc. of Texas.

Bice is a graduate of Eastern Hills High School in Fort Worth, Texas, Tyler Junior College and the University of Texas at Austin. He is a past president of the HDA and the Fort Worth Lumbermen's Club, and a member of the board of directors of the NHLA, Fort Worth Lumbermen's Club and Lumbermen's Assoc. of Texas.

He and his wife of five years, Lindsey, have four children and four grandchildren. He enjoys hunting and golf.



David J. Geier started as a general manager and is currently vice president of operations for **Menominee River Lumber & Dimension LLC** in Menominee, Mich., for the last nine years. In his position, Geier does all of the dimension and lumber sales and purchasing. He also oversees all of the day-to-day activities at the plant. His first job in the forest products industry was in 1986, catching behind the gang-rip.



Menominee River Lumber offers all Northern Hardwood species in all grades and thicknesses up to 8/4, as well as common imports. The company specializes in edge-glued panels, cut-to-size blanks, custom Hardwood dimension and laminated veneer products. The firm offers three-day lead time (or less) on small custom and full truckload orders, and purchases 1.5 million board feet of lumber annually.

Geier is a graduate of Cashton (Wis.) High School and received an associate's degree in accounting/business from the University of Wisconsin in Reedsburg. He graduated third in his class at the National Hardwood Lumber Assoc. (NHLA) Inspection School in Memphis, Tenn.

Menominee River Lumber is a member of the Wood Component Manufacturers Assoc. (WCMA) and the Wood Products Manufacturers Assoc. (WPMA). Geier is currently on the WCMA board of directors.

A brief sketch of the leading purchasing executives in the Hardwood Industry

Geier and his wife of 13 years, Sandi, have three children. He enjoys hunting, camping, boating, snowmobiling and Green Bay Packer football games.

●

Scott Meyers formed **Westcoast Hardwoods LLC** in Grass Valley, Ore., in May 2007. As president of the company, Meyers handles sales and distribution and has 25 years of sales experience in the Alder industry. He began his career in 1982, starting in outside sales and delivery of Hardwood products for a local distributor.

Westcoast Hardwoods specializes in kiln-dried Pacific Coast Alder, Maple and Birch lumber (all grades, 4/4 through 12/4), purchasing 8 million board feet of lumber annually. The firm offers custom surfacing and ripping services, dimension products such as edge-glued panels, cut-stock, drawer sides, door stiles and other custom products. The company exports its products worldwide, and is a member of the Western Hardwood Assoc. (WHA).

Meyers and his wife of 22 years, Leslie, have two children. He is a member of the Oregon Assoc. of Hunting Preserves, serves as commissioner of the local planning commission, and enjoys dirt track racing, rodeo, hunting, fishing and golfing.



●

Jim L. Post started **Freedom Forest Products** in Zeeland, Mich., three years ago with a business partner and is president/owner. In his position, Post purchases lumber and handles sales and day-to-day operations. He began his forest products industry career in 1987 as a timber/log buyer and forester. Post has also handled lumber sales and was vice president for a concentration yard in Michigan.

Freedom Forest Products manufactures all Northern and Appalachian Hardwoods (green, KD), and offers moulder blanks and imported lumber from its warehouse. The company purchases 7 to 8 million board feet of lumber annually. The firm is a member of the Lake States Lumber Assoc., Indiana Hardwood Lumber Assoc. (IHLA) and the National Hardwood Lumber Assoc. (NHLA).

Post is a graduate of Zeeland (Mich.) High School and received a bachelor's degree in forestry from Michigan Technological University in Houghton, Mich. He is a past board member of the IHLA and NHLA.



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WHO'S WHO - Continued

Post and his wife of 23 years, Dawn, have four children. He enjoys restoration of old Chris Craft boats and wood-working.

Chris Strang has been a lumber buyer for **TBM Hardwoods Inc.** in Hanover, Pa., for two years. His first forest products industry job was in 1992 as assistant mill manager at Rex Lumber Co. Strang was also a lumber buyer for 11 years at a distribution yard.

TBM Hardwoods manufactures Red and White Oak, Hard and Soft Maple, Poplar, Walnut, Cherry and other domestic and imported species. The company offers such services as rough, domestically sorted, surfacing, R2E, moulding and priming line. The firm purchases 18 million board feet of lumber annually.

TBM Hardwoods is a member of the National Hardwood Lumber Assoc. (NHLA), International Wood Products Assoc. (IWPA), Forest Stewardship Council (FSC) and Penn-York Lumbermen's Club. The firm has also been listed as one of the top 100 businesses in central Pennsylvania.

Strang received a bachelor's degree in science from the University of Massachusetts in Amherst, Mass. He and his wife of nine years, Kerry, have two children. He enjoys hunting, fishing, snowmobiling and spending time with his family.



J. Adam Taylor has handled lumber sales for **Ralph Taylor Lumber Co. Inc./T&S Sawmill Co.** in Memphis, Tenn., for seven years. He began working for T&S Sawmill in Clarendon, Ark., in 1998.

Ralph Taylor Lumber offers Red and White Oak, Ash, Cottonwood, Pecan, Hickory, Sap Gum, Sycamore and Hackberry (all grades, 4/4 and 5/4, green and KD, S2S and rough). The company has 3 million board feet of covered air-drying space for Red and White Oak; 400,000 board feet of sheds for soft species; a Newman 387 planer; and 350,000 board feet per charge of dry kiln capacity.

Ralph Taylor Lumber is a member of the National Hardwood Lumber Assoc. (NHLA), Hardwood Manufacturers Assoc. (HMA) and the West Side Hardwood Club. The firm purchases 20 million board feet of lumber annually.

Taylor is a graduate of Dardanelle (Ark.) High School and received a bachelor's degree in finance/real estate from the University of Arkansas at Fayetteville. He was class president at the NHLA Inspection School in Memphis, Tenn., and is a past director of the Lumbermen's Club of Memphis.

Taylor and his wife of five years, Mary, have two children. He enjoys mountain biking, duck hunting and fishing.



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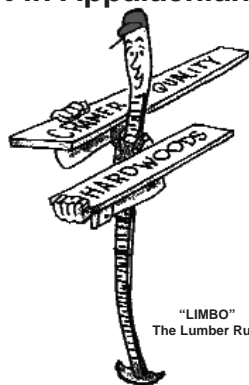
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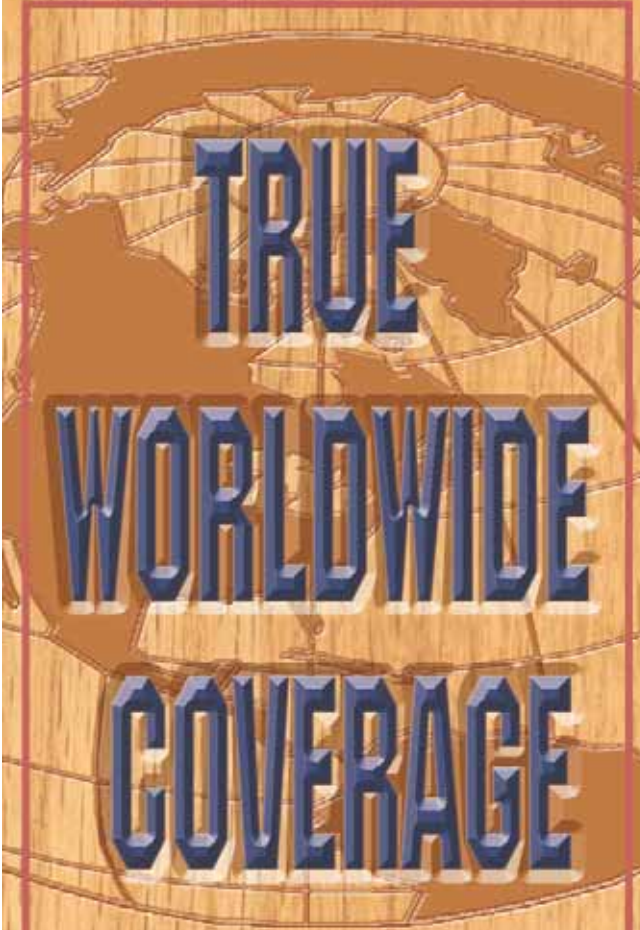


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TRADE TALK

Cortland, N.Y.—Trudy Burdge recently joined the domestic sales staff of Gutchess Lumber, headquartered here. In her position, Burdge handles lumber sales for the Midwest, covering such states as Indiana, Illinois, Michigan, Kansas, Iowa and Nebraska.

Gutchess Lumber manufactures various lumber products in Red and White Oak, Hard and Soft Maple and Cherry (4/4 through 16/4). The firm operates a sawmill in Cortland, N.Y., and a concentration yard in Latrobe, Pa. The company has a dry kiln capacity of 5 million board feet, and keeps an average inventory of 30 million board feet of lumber.



Trudy Burdge

Prior to joining Gutchess Lumber, Burdge spent 20 years with Interforest Lumber, located in Shade Gap, Pa. "When I had the opportunity to come on board with Gutchess, I thought it was a great opportunity," she said.

"Good service, quality wood and continued relationships are very important to Gutchess Lumber," Burdge said. "If you need a certain item and we have it on the shelf, you can pick it up the same day. We keep an average inventory of 25 to 30 million board feet of lumber for just-in-time shipments."

Gutchess Lumber is a member of the National Hardwood Lumber Assoc. (NHLA), Hardwood Manufacturers Assoc. (HMA), the American Hardwood Export Council (AHEC) and Appalachian Hardwood Manufacturers Inc. (AHMI).

Burdge enjoys hunting, archery, rifle, camping with her family, attending her son's sporting events and spending time with her family.

Cromwell, Conn.—American Hardwood Industries formed here recently through a merger of Rossi American Hardwoods, Hardwood Lumber Manufacturing, Blue Triangle Hardwoods, Graham Lumber, Emporium Hardwoods, Northern Hardwoods and Cross Creek Sales. The group will be one of the leading Hardwood platforms in the industry.



Ted Rossi

Senior management and financial partner H.I.G. Capital will own and operate American Hardwood Industries, which will have production facilities throughout the eastern United States and a capacity of over 150 million board feet of lumber.



Dave Marshall

"We continue to greatly value the strong relationships we have fostered with our customers and suppliers worldwide," said Ted Rossi, chairman and chief executive officer of the company. "Over 500 dedicated employees are committed to maintaining the same high standards of quality and service, which for years have been the trademark of our platform companies."

"As we look to the future, we will be keenly focused on continuing our growth through well planned strategic acquisitions," Rossi added. "With the strong financial resources of H.I.G., we will be actively seeking opportunities with partners that share our basic business strategy