

An update covering the latest news about Hardwood Suppliers.

and our commitment to build relationships worldwide.”

Dave Marshall, president of Emporium Hardwoods and Northern Hardwoods, will serve as chief operations officer. “I am proud to be a part of the formation of American Hardwood Industries and look forward to the exciting growth and opportunities ahead,” he said.

Maple Grove, Minn.—Midwest Hardwood Corp., based here, recently received a Multi-Site Chain-of-Custody Certificate from the Forest Stewardship Council (FSC).

The FSC is a non-profit organization that promotes the responsible management of the world’s working forests through the development of forest management standards, a voluntary certification system and trademarks that provide recognition and value to products in the marketplace. FSC standards have been applied on more than 170 million acres of actively managed forests in more than 60 countries.

Midwest Hardwood was one of the first companies in North America to receive FSC Chain-of-Custody (SW-COC-08) certification to offer FSC certified products to end-users. The multi-site certificate allows certified companies to expand FSC production capabilities across company sites. The firm plans to add more company sites to its chain of custody, add more certified products and increase production volumes.

Midwest Hardwood is a fully integrated Hardwood lumber and distribution company serving secondary wood products manufacturers and Hardwood distributors worldwide. The firm offers forest management services, logs, green and kiln dried domestic and imported Hardwood lumber, plywood and panel products, laminates and hardware.

Monticello, Ark.—Maxwell Hardwood Flooring, located here, recently hosted the West Side Hardwood Club annual meeting at the Lone Sassafras Hunting Lodge. During the meeting, approximately 70 members and guests received a tour of the Maxwell facility, the new Bio Wood pellet mill and a catered lunch of catfish and chicken.

A roundtable discussion for members was held during the afternoon. Following the discussion, a birthday cake was presented to Sieg Johnson of G.R. McSwine Lumber Co. in Pine Bluff, Ark. Door prizes were distributed and the meeting was adjourned.

Maxwell Hardwood Flooring, which was established in 1992 by Tommy Maxwell, manufactures a variety of 3/4-inch thick solid Oak unfinished strip flooring products for nail-down installation and 1/2-inch thick solid Oak unfinished strip flooring products for nail-down or glue-down installation.

The company supports sustainable forestry and the responsible stewardship of all natural resources. The firm’s wood products come from responsibly managed Hardwood forests in North America and only certified forest plantations in South America.



Tommy Maxwell

Millersburg, Ohio—Yoder Lumber Co., headquartered here, recently replaced all of the mechanical steam traps in its Buckhorn and Berlin

Please turn the page



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This is a view of our 50 bay sorter.

Information about our sawmill, planer mill and lumber inventory is below:

- 1.) Our three sawmills cut 15 million board feet a year of fine Appalachian Hardwood lumber in 4/4 through 8/4 thicknesses in mostly Red Oak, White Oak and Poplar as well as Ash and Maple. Our crosstie mill manufactures about 100,000 board feet per week of crosstie and tie sides in species such as Hickory, Sycamore, Beech, Gum and Elm. **In addition to the lumber we cut from our sawmill we also process another 12 to 15 million board feet of lumber per year through our Hardwood concentration yard business. We purchase and process all domestic species in all grades.**
- 2.) Our modern planer mill runs two shifts to ensure on time shipments of our lumber to customers. We deliver kiln dried or air dried lumber and offer export preparation and on site container loading.
- 3.) We offer 600,000 board feet of fan shed inventory at all times, to provide efficient service to our customers. Kepley-Frank maintains an air dried inventory of 5,000,000 plus board feet of all species, to ensure back up inventory for our customers.

*Through Jimmy Kepley acquiring Lexington Home Brands’ plant #2 in Lexington, N.C., and naming the operation Linwood Furniture, Inc., his company offers kiln dried lumber from Linwood’s eight dry kilns with a total dry kiln capacity of 600,000 board feet per charge. The furniture plant is also offering the service of contract furniture manufacturing and the manufacturing of wood components for other furniture manufacturers and other woodworking companies.

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TRADE TALK - Continued

facilities with permanent Enercon units. The new traps will provide more consistent heat in the kilns and have a "direct, positive impact on quality," said Trent Yoder, manager of the Buckhorn Woods mill.

The project, including system evaluation, technical assistance and follow-up, was handled by MARCL Inc., distributor of Enercon orifice steam traps throughout the U.S. and Canada. The Buckhorn facility operates two band-saw mills, a pre-dryer with over 700,000 board feet capacity, dry kilns, a Walnut steamer and a 45-bay bin sorter.

Yoder Lumber is a family owned company, founded in 1944 and managed by third-generation Yoder family members. The company



The Enercon assembly used by Yoder includes permanent condensate removal unit, Y-strainer, blowdown valve and nipple.

has more than 160 full-time workers, three manufacturing facilities and a satellite log yard near Parkersburg, W.Va., that specializes in veneer logs for domestic and international sales. The main office is also the location of a state-of-the-art dimension lumber facility and kilns capable of drying nearly 250,000 board feet of lumber.

Federal Way, Wash.—Weyerhaeuser, based here, recently became the first North American forest products company on the Dow Sustainability Index, a service that tracks the financial performance of the leading sustainability-driven companies worldwide.

The sustainability index conducts an annual assessment of corporations and their impact on economic, environmental and social issues. According to the companies, the goal is to show how sustainability "is being defined in the global marketplace," while helping asset managers track sustainability-driven investment portfolios. Selection to the sustainability index is based on third party assessment.

Weyerhaeuser is an international forest products company with annual sales of \$21.9 billion. The firm was founded in 1900 and currently employs about 41,000 people in 18 countries. The company has been ranked in the Fortune 200 since 1956.

Hearst, Ont.—Columbia Forest Products, a leading North American plywood distributor, recently announced it will invest \$3 mil-

TRADE TALK - Continued

lion to upgrade its Hardwood plywood plant here.

Columbia will purchase an automatic wood-patching line that will improve Hardwood plywood production, and help the company be more competitive in the market by offering more flexible products.

The patching line investment was made possible by a grant from the Ontario Ministry of Natural Resources Prosperity Fund, and wage reductions taken by all employees associated with the Hearst site. The reductions exemplified the plant workers' commitment to the long-term success of the operation.

Founded in 1957, Columbia Forest Products is North America's largest manufacturer of Hardwood plywood and Hardwood veneer. The firm's decorative interior veneers and panels are used in high-end cabinetry, fine furniture, architectural millwork and commercial fixtures.

In 2005, Columbia Forest Products converted all of its Hardwood plywood plants to formaldehyde-free manufacturing processes and introduced PureBond, the industry's first cost-neutral, formaldehyde-free, decorative Hardwood plywood panel. The employee-owned company, based in Portland, Ore., employs more than 4,000 workers and operates facilities in locations throughout the United States and Canada.

Dallas, Texas—East Teak Hardwoods Inc., headquartered here, recently added Dan Grieco as regional sales manager for the Central United States.

Grieco has an extensive sales background, representing specialty Hardwood floor contractors and manufacturers in different areas around the Southwest. He will work to more cohesively align East Teak's sales efforts



Dan Grieco

with the company's branding and marketing strategies, and spearhead the growth of premium residential clientele.

"Dan brings remarkable experience and enthusiasm to the sales team," said Don Daseke, chairman and chief executive officer. "He will be essential in helping East Teak broaden its sales reach with architects, designers and builders looking for the beauty and durability of exotic Hardwoods."

Founded in 1972, East Teak Fine Hardwoods Inc. is a leading importer of high grade Teak lumber, and other fine Hardwood products used as decking, flooring and cabinetry in the construction of yachts, hotels, resorts, office buildings and luxury homes. For more information, visit www.eastteak.com.

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WEST COAST TRENDS - Continued from page 53

Single-family home sales fell 3.8 percent to a seasonally adjusted annual rate of 4.81 million, 13.0 percent below the 5.53 million-unit level in 2006. The median existing single-family home price was \$223,900, which is essentially even with a year ago.

HOUSING STARTS FALL IN WEST COAST

According to a report by the Commerce Department, housing starts recently declined 10.1 percent in the West Coast, and a 23.3 percent drop in building permits.

Housing starts fell 10.2 percent nationwide to a seasonally adjusted annual rate of 1.19 million units, the slowest rate since 1993. Starts of new single-family homes were down 1.7 percent for the month to a seasonally adjusted annual rate of 963,000 units. Multifamily housing starts decreased 34.3 percent to a seasonally adjusted annual rate of 228,000 units for the month.

"While there's no question that the housing downswing continues to be played out in markets across the country, today's numbers show that builders are pulling back on production until sales improve," said David Seiders, chief economist of the National Assoc. of Home Builders (NAHB).

Total building permits fell 7.3 percent to a seasonally adjusted annual pace of 1.23 million units. Single-family permit issuance was down 7.1 percent to a pace of 868,000 units for the month. The rate of multifamily permit issuance decreased 7.7 percent to 358,000 units.



QUEBEC TRENDS - Continued from page 6

Common and No. 2A. Shortages are reported in certain areas of green FAS and 1F.

Consumers still desire Cherry in manufactured goods. However, buying volumes have declined compared to two years ago. Production declined as demand for finished goods fell, but at a slower rate.

The cabinet, solid wood flooring and other Hardwood products sectors are down, due to slowing housing markets both in Canada and the U.S.

On the housing front, it was reported that through July 2007, housing starts in Canada continued to surprise with their resiliency. On average, they were down only -6 percent versus last year, which compared quite favourably with the -26 percent drop recorded year to date in the United States.

The weakest regions for actual starts in Canada this year have been Ontario (-16 percent) and the Atlantic region (-11 percent overall). Several provinces have recorded increases, led by Saskatchewan (+69 percent), Manitoba (+24 percent) and Quebec (+6 percent).

QUEBEC TRENDS - Continued

Canada Mortgage and Housing Corporation (CMHC) announced the seasonally adjusted annual rate of housing starts was 278,200 units in September, up 19.6 percent from 232,700 units in August.

"The rise in housing starts reflects a strong multiple starts segment," said the Chief Economist at CMHC's Market Analysis Centre. "In particular, the robust results achieved this month can be mostly attributed to increased condominium starts, which reflect strong condo sales over the past 12 to 24 months. Despite this sizeable growth in September, we continue to expect that housing starts will decrease gradually between now and the end of 2008."

The seasonally adjusted annual rate of urban starts increased 22.9 percent to 244,400 in September, compared to August. Urban singles were down 4.3 percent to 90,300 units in September, while multiple starts increased 47.5 percent to 154,100 units.

Recently, the seasonally adjusted annual rate of urban starts increased 46.0 percent in Quebec, and 23.6 percent in Ontario. Urban single starts were down in all regions except Quebec, where single starts were unchanged at 16,400 units. All regions saw double-digit increases in urban multiple starts with Quebec leading the way with a 75.2 percent increase.

Rural starts were estimated at a seasonally adjusted annual rate of 33,800 units.

Actual starts, in rural and urban areas combined, were up an estimated 0.2 percent in the first nine months of 2007 compared to the same period in 2006. In urban areas, actual total starts grew by an estimated 1.2 percent year-to-date. Single starts growth was -4.7 percent while multiple starts grew by approximately 7.0 percent.



ONTARIO TRENDS - Continued from page 6

materials and finished goods are causing ongoing competition for Basswood. Prices are, however, remaining steady.

Market conditions are challenging for Red Oak Select and Better grades. Demand for green Select and Better is keeping pace with availability, leading to stable prices. Kiln dried Select and Better, on the other hand, has seen limited markets, ample supplies and stiff competition has led to a wide range of prices for these grades, resulting in deep price concessions.

Many flooring producers are concerned with the excess inventories, as well as facing cash flow constraints. Oak strip flooring sales have been sluggish. Many manufacturers experimented with various options in an attempt to reach short term goals, including drastic price reductions.

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ONTARIO TRENDS - Continued

It is reported that sales of Oak strip flooring is declining, due to the slow-down in new housing construction as well as that of future starts. Demand for cabinets, furniture, moulding and other products are all predicted to decline.

According to a roundup of second-quarter earnings compiled by PricewaterhouseCoopers, the Canadian forestry industry continues to sustain heavy losses. The report, released recently shows that industry-wide earnings dropped by \$509 million from the previous year's profitable second quarter to a loss of \$45 million. Losses in eastern Canada totalled \$16.7 million. These losses are due to slow U.S. housing starts, weak demand for North American building materials and the strong Canadian dollar, which reached parity with the U.S. currency in early October. "Prices for structural lumber, panel products and pulp showed improvement compared to the previous quarter, but any gains in U.S. dollar pricing were more than offset by the strengthening dollar," the report said.

The Conservative government delivered its throne speech recently, the possibility of "broad-based tax relief", details of which are expected to be contained in the fall economic statement, a mini-budget that's due next month, according to several reports. The promise made during the electoral campaign was reiterated to reduce the Goods and Services Tax (GST) by one percent during its mandate. A non-Kyoto approach to climate change could become the opening volley in an election campaign. Opposition leaders vowed to oppose the speech, leaving it up to the Liberals to either join with the government or vote to bring it down and force an election. At time of writing, a second vote was being conducted on the throne speech. The government said it will not take action to combat climate change and cut greenhouse gases, it reiterated its view that "Canada's emissions cannot be brought to the level required under the Kyoto Protocol."

According to the Royal Bank of Canada, headquartered in Toronto, Ontario, increases in house prices, mortgage rates, utilities and property taxes delivered a hit to housing affordability recently. However, in Toronto and throughout Ontario, housing affordability is still well below levels reached in the late 1980s.

Economists at the Royal Bank said bigger risks to affordability would likely come in 2008, when the current freeze on property value assessments is lifted. The combination of higher city taxes and a jump in property assessment levels could pose a significant challenge.

Canada's capital city of Ottawa, Ontario, saw a sharp drop in affordability during the second quarter, after three fairly stable quarters. Though they have experienced healthy growth in 2007, price gains are still in line with income levels. Slightly tighter demand conditions will probably coincide with continued price gains well into next year, the Royal Bank reported.

CALENDAR - Continued from page 4

National Hardwood Lumber Assoc. (NHLA), 14-week Hardwood Lumber Grading Class (NHLA Inspection School), Memphis, Tenn., **Contact:** m.bartee@nhla.com. **Jan. 9-Apr. 11.**

Canadian Kitchen Cabinet Assoc. 14th National Forum, Saskatoon, Sask. **Go to website** www.ckca.ca. **Jan. 30-Feb. 3**

FEBRUARY '08

American Hardwood Export Council's American Hardwood Pavilion at the Dubai Woodshow 2008. Dubai Airport Expo. **Contact:** +971 4 28 29 299. **Feb. 5-7.**

Indiana Hardwood Lumbermen's Assoc. Convention and Exposition, Hyatt Regency, Indianapolis, Ind. **Contact:** 317-875-3660. **Feb. 6-7.**

OBITUARY

Drexal G. Lee

Drexal G. (D.G.) Lee, a 44-year lumber industry veteran, passed away recently after a lengthy illness. The Huntland, Tenn., resident is survived by his wife, Lavonia, as well as his daughter and grandson, Pam and David Malto.

Lee began his career serving a 33-month stint as a Supply Sergeant in the U.S. Army Coast Artillery during World War II, seeing ground combat on Iwo Jima.

From 1945 through 1953, Lee was a farmer in the Huntland, Tenn., area. He began his lumber career with Ray M. Johnson Co. in Huntland in 1953 and remained with the firm until 1972. He began as a retail clerk for Johnson, and later worked in various positions, including log scaler and bookkeeper. When the owner of the company became ill and was no longer able to manage the company, Lee supervised the entire sawmill facility manufacturing 3 million board feet and purchasing 2 million board feet of lumber annually.

His extensive career in the lumber industry included manager of concentration yard and dry kilns for Coffee County Lumber Co., located in Tullahoma, Tenn., as well as working in sales for: W.M. Cramer Lumber Co., Hickory, N.C.; Associated Forest Resources (formerly Whitewater Inc. and Fibreboard Inc.), Pulaski, Tenn.; and Hammermill Hardwoods (later known as Highland Hardwood Sales), Augusta, Ga.

In recent years, Lee worked as a territorial sales representative for Highland Hardwood Sales Inc., headquartered in Augusta, Ga. He was responsible for buying and selling Hardwood lumber for the firm from 1986 through 2000.

"D.G. Lee was an invaluable salesman for Hammermill Hardwoods and Highland Hardwood Sales Inc.," said Dave B. Redmond, President and Chief Operating Officer of Highland Hardwood Sales Inc. "His work ethic, loyalty, industry knowledge and integrity is seldom found in salespersons today."

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