

National

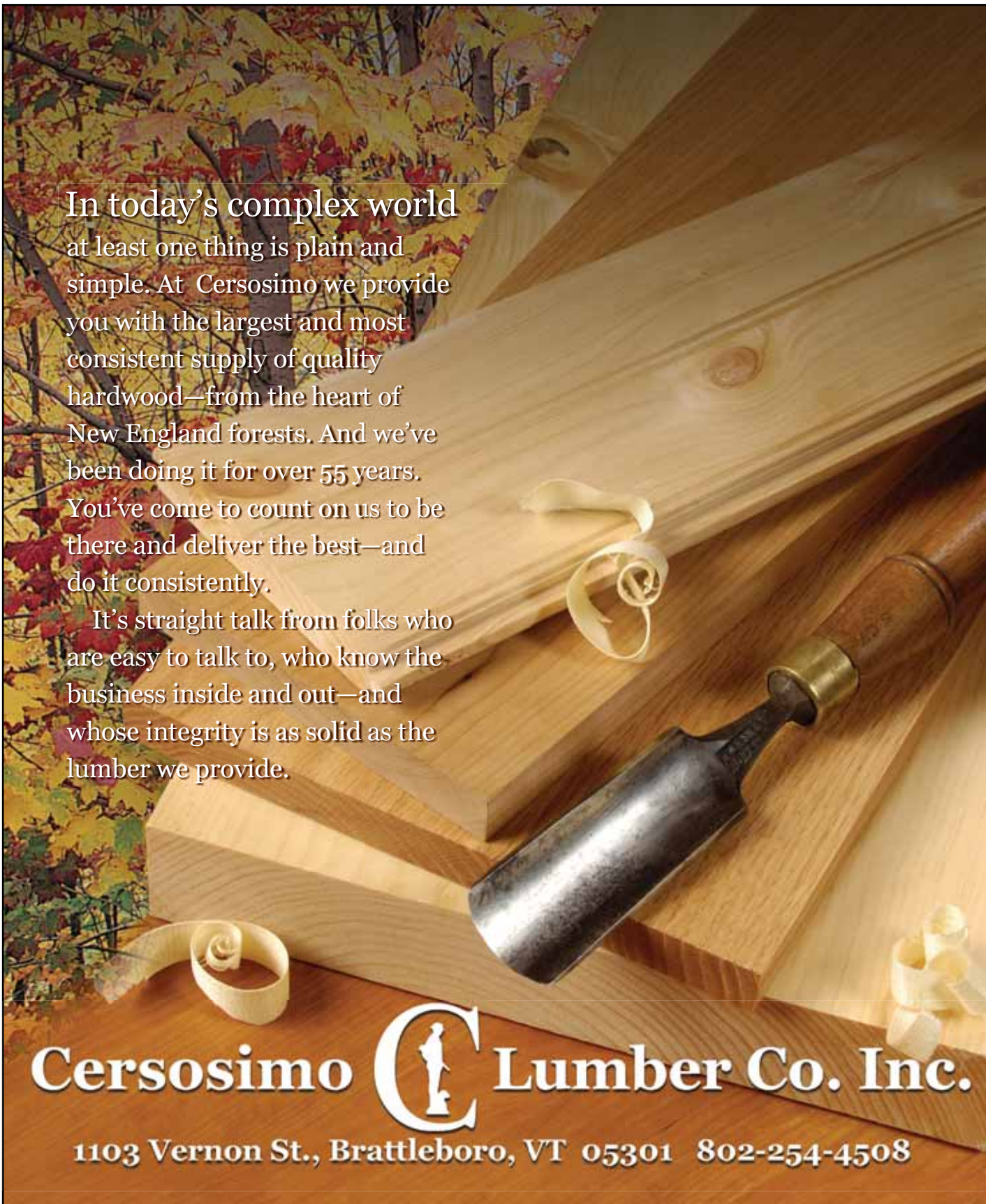
Established In 1927

November 2007

Hardwood

Magazine

"Read by North America's Major Hardwood Purchasing Agents"



In today's complex world at least one thing is plain and simple. At Cersosimo we provide you with the largest and most consistent supply of quality hardwood—from the heart of New England forests. And we've been doing it for over 55 years. You've come to count on us to be there and deliver the best—and do it consistently.

It's straight talk from folks who are easy to talk to, who know the business inside and out—and whose integrity is as solid as the lumber we provide.

Cersosimo  **Lumber Co. Inc.**

1103 Vernon St., Brattleboro, VT 05301 802-254-4508



Hughes Hardwoods a Division of Kretz Lumber Co. Inc.

A strong team to serve you.

Kretz Lumber Co., Inc. of Antigo, Wisconsin announces the acquisition of Hughes Hardwoods of Sacramento, California. Kretz Lumber offers northern hardwood products such as lumber, wood components and veneer. Hughes Hardwoods of Sacramento offers hardwood lumber (domestic & exotic), hardwood plywood, hardwood veneers, hardwood moulding, melamine, cabinet hardware and custom milling.



Together, we are a strong team.

Kretz
LUMBER CO., INC.
-an employee owned company-

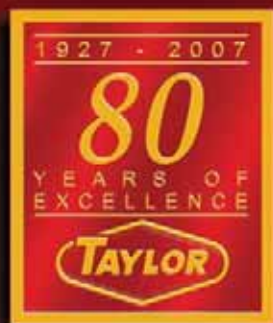
Kretz Lumber Co., Inc.: P.O. Box 160 • Antigo, WI 54409 • (715) 623-5410 • Fax: (715) 627-4399 • www.kretzlumber.com
Hughes Hardwoods: 11441 Sunrise Gold Circle • Rancho Cordova, CA 95747 • (916) 638-8658 • www.hugheshardwoods.com



TX and TXH SERIES

The new Taylor TX 24-in. L.C. and TXH 48-in. L.C. Series are newly designed and engineered with operator and service personnel in mind.

The heavy-duty TX and TXH Series are backed with 80 years of manufacturing and support experience.



You can depend on

"Big Red"



TAYLOR MACHINE WORKS, INC.

650 North Church Avenue • Louisville, MS 39339 • Phone (662) 773-3421 • Fax (662) 773-9146

taylorbigred.com



901 Second Street, P.O. Box 506
Marathon, WI 54448
Phone: 715-443-3317 Fax: 715-443-3581

CONTACT: Kerry Romsa or Russ Wendorf
kromsa@granitevalley.com
rwendorf@granitevalley.com

20 Acre Concentration Yard

**Establishing Strategic Alliances
With Lake States Sawmills**

**On-time Delivery Of
Small Through Truckload
And Container Quantities**

SERVICES:
Dry Kilns with 210,000' Capacity
S282 Newman Planer
Straight Line Ripsaw
2 Million Feet of Dry Storage

SPECIES:
Basswood
Maple (Hard & Soft)

Aspen
White Pine

Cherry
Hickory

White Birch
Various Other Hardwoods



Contents

Features:

Red Oak Is Foundation For Koetter's Longevity	30
Sustainable Forestry Equals 125 Years Of Success At J.D. Irving	32
IPS Enjoys Three Decades Of Consistent Growth	34
Babcock Lumber Adds Grading Line	36
Bruggeman Lumber Reopens Sawmill	38
A Gala Affair Greet's NHLA Convention Attendees	40
Industry Leaders Present Unified Message To Congress	50
Guests Enjoy Gutchess' Hospitality	54
Bioenergy Discussed At Kretz Forestry Field Day	55
Children Learn About Trees From HFF	56

Departments:

Hardwood Calendar	10
U.S.A. Trends	12
Canadian Trends	14
Eye On Technology	16
NHLA News	18
HMA - Hardwood Council	20
AHEC Update	22
NWFA - Flooring Report	24
Who's Who	84
Trade Talk	88
Obituary	99
Classified Opportunities	100
Advertisers Index	104

The publisher reserves the right to accept or reject editorial content and Ads at the staff's discretion.

The Cover

Cersosimo Lumber Company has grown to become the largest Hardwood producer in New England. With three sawmills, total kiln capacity of 5 million board feet and with extensive timber holdings, the potential for additional growth looks bright.

The company's team of dedicated and experienced employees, working closely with a customer base of professional wholesalers, has resulted in a real winning combination for both company and customer. This unique relationship between customer and supplier assures Cersosimo Lumber Company the ability to respond to the changing requirements of our industry both domestically and globally.



Founded in 1927 by:
O.L. MILLER
1894-1963

The **National Hardwood Magazine** is the product of a company and its affiliates that have been in the publishing business for 80 years.

Other publications edited for specialized markets and distributed worldwide include:
Forest Products Export Directory • Hardwood Purchasing Handbook • Dimension & Wood Components Buyer's Guide • Import/Export Wood Purchasing News • Classified Exchange • Imported Wood Purchasing Guide • Green Book's Hardwood Marketing Directory • Green Book's Softwood Marketing Directory • The Softwood Forest Products Buyer

Paul J. Miller.....	Publisher
Paul Miller, Jr.	President
Wayne Miller.....	Vice President
Gary Miller.....	Vice President - Editor
Terry Miller.....	Vice President
Doug Knowles.....	Canada/Lake States, Vice President - Editor
.....	Phone: (705) 750-1940 FAX: (705) 750-0677
.....	Email: dgkwood@yahoo.com
Carolyn Higginbotham.....	Marketing Director
Sue Putnam.....	Editor
David Owens.....	Associate Editor
John Gray, Jr.....	Art Director
Walter Lee.....	Asst. Art Director
Tammy Daugherty.....	Production Manager
Tammy Daugherty.....	Hardwood Handbook Manager
Lisa Carpenter.....	Circulation Manager

ADVERTISING OFFICES:

1235 Sycamore View, Memphis, TN 38134
901-372-8280 FAX 901-373-6180

Reach us via the Internet at: www.nationalhardwoodmag.com
e-mail addresses: ADVERTISING: tammy@millerpublishing.com
EDITORIAL: editor@millerpublishing.com
SUBSCRIPTIONS: circ@millerpublishing.com

EDITORIAL CORRESPONDENTS:

Chicago, Los Angeles, High Point, Grand Rapids, Portland, Toronto
Controlled circulation postage paid at Memphis, TN
(USPS #917-760)

The NATIONAL HARDWOOD MAGAZINE (ISSN 0194-0910) is published monthly, except for two issues in December, for \$55.00 per year and \$65.00 (U.S. dollars) per year for Canada by National Hardwood Magazine, Inc., 1235 Sycamore View, Memphis, TN 38134. Periodicals Postage paid at Memphis, TN. POSTMASTER: Send address changes to National Hardwood Magazine, P.O. Box 34908, Memphis, TN 38184. Publications mail agreement No. 40739074. Return undeliverable Canadian addresses to: P.O. Box 503, RPO W. Beaver Cre., Rich-Hill, ON L4B 4R6.

S Sirianni Hardwoods, Inc.

912 Addison Road
Painted Post, New York 14870
Telephone: (607) 962-4688
Fax: (607) 936-6237
www.siriannihardwoods.com
shwds@stny.rr.com



Tom Armentano Keith McPherson Jim Sirianni

**Top Quality Kiln Dried
Hardwood Lumber
900m' Kiln Capacity**

**Mixed Railcars, Trucks
& Containers**

LUMBER FOR SALE

FROM

**HAROLD WHITE
LUMBER, INC.**

Manufacturers of Quality Appalachian Hardwood Lumber

Harold White Lumber, Inc. features:

- * Quality bandsawn lumber
 - * Excellent color and texture
 - * 500,000 bf of kiln capacity
 - * Planing mill facility
 - * Moulding facility specializing in paneling, flooring, casing, doors and fingerjoint
 - * Individual package tally and on-site container loading
- PROMPT WORLDWIDE SHIPMENTS
CONTACT MIKE WHITE
For Moulding and Millwork requests
CONTACT LEE WHITE

Harold White Lumber, Inc.

2920 Flemingsburg Road • Morehead, KY 40351
Phone (606) 784-7573 • Fax (606) 784-2624
Email: rwhite@haroldwhitelumber.com

"Month-end went from 15 to 5 days."

Gilles Boucher
Admin Manager,
Groupe Savoie



Software that delivers results!

- > **Wood-specific:** by design... effective and efficient for the last 15 years.
- > **Integrated:** every department using the same software - no rekeying and only one vendor.
- > **Quick payback guaranteed:** reliable and aligned with your business objectives.
- > **Supports growth:** keep the same software when you grow, just flip a few switches.

Scoopsoft

Management software
for the wood products industry

1 800 923-4229 ext. 3748 www.scoopsoft.com



Simply the Best



www.itlcorp.com

ITL Corporation

dba Industrial Timber and Lumber

23925 Commerce Park Road Beachwood, OH 44122 USA

Phone: (216) 831-3140 FAX: (216) 831-4734

Toll Free: (800) 829-WOOD (9663)

E-mail: sales@itlcorp.com



The FSC logo identifies products which contain wood from responsibly managed forests independently certified in accordance with the rules of the Forest Stewardship Council A.C.
FSC Trademark ©1996 Forest Stewardship Council A.C. SW-COC-293 © 2006 Industrial Timber & Lumber



SINCE 1947, SOME THINGS HAVEN'T CHANGED.



THEN AGAIN, SOME THINGS HAVE.

Fifty years ago, tough grading, state of the art equipment, just in time delivery – all were qualities for which Gilco Lumber became known.

The same high standards are found today at each of our facilities – although now, we also include computerized scanning and technologically sophisticated drying facilities. Our mills are all located within a 150 mile radius of our corporate headquarters – to ensure consistency in coloring, grading and quality of our wood products.

Because West Virginia is located totally within the heart of the Appalachian Hardwood region, we have access to some of the best timber in the world.



A division of International Lumber Inc.

As a resource based company, we manage 1.2 million acres of quality timber, so we can serve our customers for the long term.

Our commitment is to our people, our customers and the environment in which we live. It always has been. It always will be.

We recently acquired a new Hardwood lumber concentration yard in Marion, N.C., which will produce an additional 15,000,000 board feet of kiln dried lumber annually.

96 MacCorkle Avenue, SW P.O. Box 18370 South Charleston, WV 25303-8370
(304) 746-3160 Fax (304) 746-2999 www.gilcolumber.com

Sales Manager - Scott England
Sales - Hank Bishop, Samantha Mann, Rick Wheeler and Tony Love

For nearly a century, the most trusted names in the business.



www.corleymfg.com

www.lewiscontrols.com



P.O. Box 471 | Chattanooga, Tennessee 37401 | tel: 423-698-0284 | fax: 423-622-3258

One Success Story After Another...

"We've picked up some new accounts as a result of our advertising"

"Bruggeman Lumber, Inc./BTS Lumber Inc., started advertising in National Hardwood Magazine recently and we've already picked up a couple of new customers. With the advertising package we carry with your publishing company which consists of us running several 1/4 page Ads in black and white in your magazine and a full page Ad in your annual directory called the Dimension & Wood Components Buyer's Guide in four color we receive: 12 small complimentary Ads a year in the Classified Exchange; our Ads in the magazine and the Classified Exchange can be seen by buyers not only in the published version of these publications, but also on the internet by clicking onto www.nationalhardwoodmag.com and/or www.classifiedxchange.com; and we receive the use of



Steve, Ben and Tony Bruggeman of Bruggeman Lumber, Inc. located in Sand Springs, Iowa

your 'Hardwood Green Book' as well. So, we're happy with our Ad program in your publications and we would recommend to any Hardwood lumber company that's looking for new customers to advertise in your magazine to help them obtain new customers."

Steve, Ben and Tony Bruggeman
Bruggeman Lumber, Inc./BTS Lumber, Inc.
Sand Springs, Iowa

Current Ad program:

Five 1/4 pages in *National Hardwood Magazine*
One full page in the *Dimension & Wood Components Buyer's Guide*

With two companies we are able to serve your Hardwood lumber, Dimension, flooring blanks and Custom Walnut Steaming needs, as well as furnishing you with pallets, pallet parts and/or export grade Hardwood logs.

At Bruggeman Lumber, Inc.'s sawmill operation we have: a six foot band mill with a five foot resaw; a planer mill; a straight line rip saw; a double end trimmer; 200,000 board feet per charge of dry kiln capacity; two dry storage sheds; and our own trucks. We cut 4/4 through 8/4 lumber (green or kiln dried) in species like Walnut, White Oak, Red Oak, Hard Maple, Soft Maple, Cherry and Hickory. Furthermore, we make pallets and sell pallet parts. We also sell export grade logs in quantity.

For your Hardwood lumber needs, contact us at: Bruggeman Lumber, Inc. • 3113 Willow Road • Sand Springs, IA 52237 • Cell (319) 480-2328 • Office (319) 465-7083 • FAX (319) 465-7084 • Sales: Randy Kiburz

BTS Lumber, Inc. is our wholesale lumber operation. For those in need, we manufacture flooring blanks and wood components for various applications in the woodworking industry. From our own modern plant, we have state-of-the-art equipment and make quality wood components to our customers' specifications.

For Dimension or to get in touch with our wholesale lumber company, contact us at: BTS Lumber, Inc. • 108 W. Hardwood St. • Manchester, IA 52057 • Phone and FAX (563) 543-8293 • Sales: Ben Bruggeman

NATIONAL HARDWOOD MAGAZINE

P.O. BOX 34908 • Memphis, TN 38184-0908 • Toll Free: 800-844-1280 • FAX (901) 373-6180

Web site: www.nationalhardwoodmag.com

E-mail address: tammy@millerpublishing.com

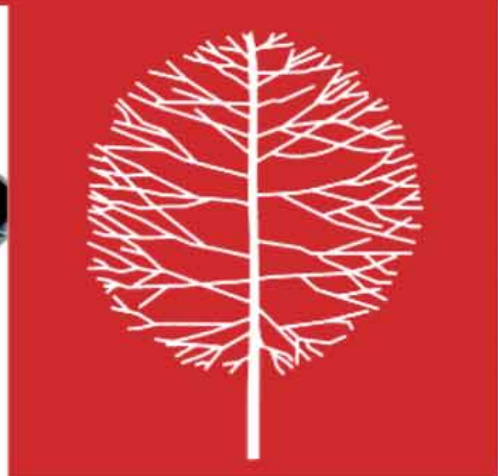
SII

DRY KILNS



TRADITION
REPUTATION
INNOVATION

800
KILN
DRY



www.siidrykilns.com



WOLF RIVER LUMBER

The Wolf River, because its amber water, flows through the heart of some of the finest timber country in the world. The name has become synonymous with the highest quality hardwoods available today. It's not enough to just harvest wood, Wolf River Lumber has won acclaim for its consistent quality, exceptionally tight grain, and superb color & uniformity. So when it's time to buy the finest quality hardwood available, the choice is a natural one.

- Wolf River Lumber is under its 7th generation of leadership
- 150 team members dedicated to excellence in meeting your changing demands
- 55-acre site; 375,000 sq. ft. under roof
- 40 SII dry kilns on site drying up to 5,000,000 bft./month
- 10,000,000 bd. ft. of inventory in our humidity-controlled warehouse
- We offer knife and abrasive planing of northern hardwoods
- We offer color, width & length sorts to your specification utilizing 100 sorts behind our planer
- Gang ripping capabilities on our two Mereen-Johnson 441 rip saws

WOLF RIVER LUMBER, INC. (920) 982-2542 www.wolfriverlumber.com

HARDWOOD CALENDAR

NOVEMBER

Wood Component Manufacturers Assoc., Fall Conference and Plant Tour, Grand Rapids, Mich. **Contact:** 770-565-6660. **Nov. 5-7.**

Midwest Industrial Woodworking Expo, DeVos Place, Grand Rapids, Mich. **Contact:** 828-459-9894. **Nov. 8-9.**

Penn-York Lumbermen's Club Meeting, hosted by Coastal Lumber, Uniontown, Pa. **Contact:** 607-594-3321. **Nov. 19.**

DECEMBER

Lake States Lumber Assoc., Board of Director's Meeting, Best Western Midway, Wausau, Wis. **Contact:** 906-774-6767. **Dec. 5.**

Canadian Lumbermen's Association Hardwood Bureau Meeting in conjunction with the Wholesale Lumber Dealers Associations' Christmas Festivities. Doubletree International Plaza Hotel, Toronto Airport. **Contact:** 613-233-6205 or www.cla-ca.ca. **Dec. 5.**

Southwest Club, Windsor Court Hotel, New Orleans, La. **Contact:** 601-765-8892. **Dec. 10.**

CALENDAR - Continued

Kentucky Forest Industries Assoc., Kentucky Master Logger, Carter Caves State Resort Park. **Contact: 800-859-6006. Dec. 12.**

West Side Hardwood Club Annual Christmas Luncheon, Eden Park Country Club, Pine Bluff, Ark. **Contact: 870-367-2436. Dec. 13.**

JANUARY

Appalachian Lumbermen's Club meeting, Holiday Inn Select, Hickory, N.C. **Contact: 828-397-7481. Jan. 8.**

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, SK. **Go to website www.ckca.ca. Jan. 30-Feb. 3.**

FEBRUARY

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

Appalachian Hardwood Manufacturers Inc. Annual Meeting, Marco Island Marriott, Marco Island, Fla. **Contact: 336-885-8315. Feb. 20-24.**

WHAT ARE YOU UP TO NOW?

Expanding your facilities, adding personnel or equipment, holding a meeting or convention?

The National Hardwood Magazine would like to know so that we can publish your announcement.

Send news items to:
editor@millerpublishing.com

Lumber Track Software for Hardwood Operations

Lumber Track is the best-selling business software in the hardwood industry.

That's because Progressive Solutions understands that hardwood operations have special demands. We've designed our software to support random measures, bundle splitting, custom millwork, end- and load-tallies, and detailed costing and margin analysis. Our customers say Lumber Track has improved their customer satisfaction, and made them more efficient ... and more profitable. Read more about how Lumber Track has helped our customers:



"Lumber Track was the best fit for us. It addressed a lot of the hardwood issues that you can't find in most packaged software – random widths, specified lengths, the way we tally things."
**Carter Rothrock, President,
MacBeath Hardwood Company**



"Their strong history and leadership made Progressive Solutions an easy choice. Lumber Track has enabled us to process almost 20% more lumber daily without administrative costs."
**Charlie Craig, VP & Treasurer,
Craig Lumber Corporation**



"Lumber Track and Fiber Track together have easily captured and synthesized our processes. As a result, we are faster, more efficient and more competitive."
**Terry Stockdale,
BWP Hardwoods**



"The biggest improvement is accurate costing, without which we wouldn't have attempted international sales. We look at our costs daily, by grade and species, and can catch problems early."
**Mike Stumm, IT & Admin Manager
Webster Hardwoods**



Our software powers their business. Maybe it should power yours.

info@progressive-solutions.com • 1-877-746-4774 • www.progressive-solutions.com

Come see how Progressive Solutions can power your business
WCMA Wood Technology Expo, Grand Rapids, MI, Nov 5-7



SOUTHEAST

White Oak continues to be the shining star for lumber producers contacted in the Southeast. While the housing market continues to falter, the remaining species — including Red Oak, Poplar and Ash — are struggling.

"It's hard for me to understand," said an Alabama lumber manufacturer. "FAS Red Oak is dead in the water, while White Oak is real hot. I don't know what's causing it. We have an election year coming up, and I don't see much improvement for another year and a half."

The source said the housing market might not be the deciding factor in the overall fate of the forest products market.

"Housing starts are not affecting it as much as some folks think," he said. "In our area, there's still a world of building going on, both commercial and residential. It's hard to put a finger on it. Not any one thing is telling you what caused this predicament with Red Oak."

An Arkansas lumber manufacturer said the market in general has not been good, but appears to be leveling out.

"White Oak is doing well, but the rest of the species are slow," he said. "We can move them, but it's not at a good price. It's got to be the housing market. Everything was going along pretty well until the housing market started slowing down."

On the other hand, the Arkansas source said the Hardwood flooring

Please turn to page 92

LAKE STATES

Those contacted in the Lake States region said selling anything other than White Oak and Walnut has been a struggle as of late. While White Oak and Walnut are quickly selling out, other items "can't be moved no matter what the price," said a source at an Indiana distribution/concentration yard.

"Our challenge is to go out and find the items that are at least moving and get the best price you can," the contact said. "In this market, you're not going to get the price that you want."

Some sources blame the media coverage of the struggling housing market, which they say are causing problems in consumer confidence.

"If consumers can gain confidence, that would make a difference," said the Indiana contact. "Our ideal customers are end users — kitchen cabinet, flooring, moulding, millwork and door manufacturers. But, if there's somebody buying Hardwood lumber, we're going to talk to them."

A Michigan wholesaler said he considered the current market "status quo," noting depletion in the amount of Hard Maple available.

"Hard Maple has not been sawed and it's starting to get quite tight," he said. "Soft Maple's been doing good for quite some time, while the green and kiln-dried (markets) seem to be coming out of their funk. I think it will stay pretty much status quo for the rest of the year."

Please turn to page 94

WEST COAST

Sources contacted on the West Coast credit the downturn of the housing market as the main factor behind a similar slowdown in the lumber industry.

A California wholesaler said the forest products market has "slowed down considerably" in the last several months, despite a fairly profitable start to 2007.

"I think everybody's reading the same newspapers," he said. "The housing market is definitely a factor. You can drive around and see a lot of houses for sale. That wasn't the case a year or a year and a half ago."

Despite there being a lot of houses for sale, the source said there is still business to be had — albeit not at the numbers they once were.

"Cherry, Walnut and Genuine Mahogany are just as active as they were," he said. "Oak and Maple have slowed down some, but houses are still going up here. We're looking for a fairly decent year, and so far, it's steady."

A Washington-based Alder manufacturer said he hasn't experienced any setbacks from a slowing housing market.

"For everything to be going along as good as it is, we're pretty happy about it," he said. "It's not the manic pace it has been, but everything's available that people need. There's a balance between supply and demand which is healthy."

The source said the Alder lumber

Please turn to page 95



Yoder Lumber
COMPANY INC.

*Quality.
Service.
Dependability.*



The Tradition Continues.

(330) 893-3121 - Phone (330) 893-3031 - Fax

Manufacturers of Fine Quality Appalachian Hardwoods (Kiln-Dried and Green)

4515 TR 367, Millersburg, OH 44654
www.yoderlumber.com





Canadian Trends

News from suppliers about prices, trends, sales and inventories.

QUEBEC

Ash demand is far from overwhelming, however, supplies are limited, resulting in a relative balance with the market's interest. Green Number 2A and Better Aspen on the other hand is described as stable. Supplies match the demand for green stocks, with prices being kept steady.

Area suppliers advise, that increased interest in Birch, along with limited production, have tightened supplies of green Yellow Birch. Prices have firmed, particularly from the low side. Demand for kiln dried Yellow Birch has also improved.

Some forecasted reports on the Eastern Canadian Hardwood industry predict that the strengthening dollar will keep a lot of Canadian lumber out of the U.S. markets, thus limiting Canadian production. Hard Maple and Yellow Birch shortages may cause production increases to fill the demand. The strong Canadian housing market should provide outlets for lost sales to the U.S., and exports overseas may be challenging.

Statistics Canada reported that Canadian lumber production has continued its downward spiral since June. Signs on both sides of the border indicate that an end to the slump is nowhere in sight. Summer production was at its lowest level for most months in five years as forestry companies continued to adjust to decreasing demand from the U.S. home construction market. Sawmills produced 6.1 million cubic meters of lumber in June, down 2.4 percent from May and 8.4 percent from June 2006. In the first six months of this year, production was down by 9.5 percent to 38.6 million cubic meters. With housing starts not expected to increase until late 2008 or early 2009, the bottom won't be reached for a while, say some economists.

The Statistics Canada results didn't fully reflect market conditions, according to some economists, considering that U.S. housing starts were down 20 percent recently to 1.45 million units. That's primarily because producers have been running at capacity to feed a hot pulp market.

Canada's two leading lumber producing provinces – British Columbia and Quebec – both recorded lower pro-

ONTARIO

While reductions in sawmill production have led to more consistency in markets for key species and grades of green lumber, kiln dried stocks are still subject to downward pressure. This is particularly so for ample inventories of kiln dried No. 1 and 2 while Hard Maple combined with lackluster demand are keeping prices unsettled. Reports on log decks are varied. Some sawmills are running hand-to-mouth with supplies, while others indicate their log inventories are sufficient for the time being. Those short on logs cite either recent wet weather conditions, lack of qualified loggers, or unfavorable economic lumber markets.

Activity surrounding Basswood stems from longstanding buyer/seller agreements. Finding new business is described as difficult for wholesalers. Similar results are noted for kiln dried Basswood.

Production for the regionally important species, Hard Maple, remains controlled and is generally in line with demand. With the ample supply on inventory this causes stiff competition for available business. Prices have responded to the pressure by trending downward in recent activity. Supplies of both green and kiln dried Soft Maple are sufficient to meet demand, resulting in mixed pricing.

Red Oak suppliers say it's a challenge to move the full run of developing kiln dried 4/4 Select and Better production. Although demand for green Select and Better almost matches with sawmill output, the availability of kiln dried stocks is running ahead of market demand. Sales operations have a portion of their kiln dried 4/4 Select and Better production reserved for established customers at stable pricing. However, developing markets for extra volumes is difficult, and often involves incentive pricing. Concessionary prices, it is reported, only capture existing business from other suppliers, but have generated much-needed cash. These prices have also increased downward pressure on Select and Better pricing in general.

Oak strip flooring manufacturing is sufficient to meet market demand for most items, even though housing

Please turn to page 97

Please turn to page 98

Tradition of excellence.

Canadian icon.

Historical roots.



Because nothing says Canadian like Quality Hardwoods.

With a large inventory base of Canadian Kiln Dried White Hard Maple, Yellow Birch, White Birch, Red Oak, Ash, Cherry, Aspen, Basswood and Soft Maple, Quality Hardwoods Ltd. is ready to meet your demands. Our knowledgeable sales team has more than 60 years of experience and will quickly process your order. We will have your exact shipment to you on time, wherever you are in the world.

Call us today or visit our Web site for more information.

Quality 
Hardwoods

DOWNES & READER HARDWOOD CO., INC.

Wholesale Distributors
of Hardwood,
Softwood Lumber,
Mahogany and Plywood

Direct Exporters

Ash, Basswood,
Beech, Birch, Cherry,
Cypress, Hickory,
Hard Maple,
Soft Maple,
Poplar,
Walnut,
Red Oak,
White Oak,
Aromatic Cedar,
Sugar Pine,
SYP



Providing the following services:

4,000,000 BF Kiln Dried Inventory,
Planing Mill, Straight Line Ripping,
Gang Ripping, Mixed Container
Shipments, and Rail Siding

Your Inquiries Are Welcome!

DOWNES & READER HARDWOOD CO., INC.

Headquarters:

P.O. Box 456 - Evans Drive
Stoughton, MA USA 02072
Phone: 781-341-4092
Fax: 781-344-7110
Inside U.S.A.: 800-788-5568

Distribution Yard

P.O. Box 634
Commercial Blvd.
Blakeslee, PA USA 18610
Phone: 570-646-6724
Fax: 570-646-6628

Web Site: www.downesandreader.com

North Carolina Office:
William von der Goltz
Steve Arnett
Tel: 336-323-7502
Fax: 336-323-2848



Eye On Technology

AWMV INTRODUCES SINGLE HEAD RESAW FOR E430 EDGER

AWMV Industrial Products, a division of Wood-Mizer Products Inc. based in Indianapolis, Ind., recently introduced the Single Head Resaw and Setworks for the E430 Edger. The new products are designed to increase production and profitability for commercial lumber operations.



AWMV Industrial Products
E430 Edger

The Single Head Resaw (SHR) is a utility saw that remanufactures boards and cants, and reclaims slabs to convert them into finished products such as pallet stock, fencing, flooring blanks, cabinet and furniture parts. The compact machine has a heavy-duty saw head that tilts eight degrees to allow angle cuts for lap siding and moulder blanks.

The SHR features a steel feed track, the same thin-kerf technology featured on all AWMV and Wood-Mizer band-mills to ensure maximum yield and productivity. The equipment is designed for both small and large sawmill operations.

The E430 Edger also carries a setworks option, which consists of a six-button control panel, LED display board readable up to 100-feet, and a six-button wireless remote. AWMV Industrial Products supplies narrow-band, thin-kerf sawing technology and related equipment to the commercial lumber industry.

For more information, call 1-800-522-5705, or visit www.awmv.com.

MCDONOUGH LAUNCHES NEW EDGER DIVISION

McDonough Manufacturing Co., located in Eau Claire, Wis., recently launched a new line of edgers and gangs to better serve its customers' complete log breakdown needs. McDonough will build both optimized and conventional

Installation, Products and Services

edgers and gangs to compliment its existing line of resaws, bandmills and carriages.

Hugh Hawley and Steve Mockler have been pegged to run the new division, with Mockler handling edger design as senior engineer. Hawley, vice president of engineering and design, has over a decade of experience on the sawmill floor and in the edger design and manufacturing shop. Mockler has spent nearly that long as an edger and gang design engineer.

McDonough Manufacturing delivered its first optimized transverse edger system, which features a high-speed infeed table, optimized three saw edger and short-coupled wing style outfeed, to Allegheny Wood Products, located in Princeton, W.Va. The system also features COE Newnes McGehee scanning and optimization and will be upgradeable to utilize BIOSCAN technology, a proprietary technology from CNM that uses vision technology to enhance edging decisions based on visual defects. Concept Systems of Albany, Ore., provided the controls for the system.

USNR ANNOUNCES SEVERAL NEW INSTALLATIONS

USNR, a world leader in sawmill equipment headquartered in Woodland, Wash., recently delivered its cutting edge technology to several Hardwood sawmills.

Beasley Forest Products, based in Hazlehurst, Ga., ordered a USNR 3D LASAR scanning and optimization system to be installed on a Cone Machinery carriage. The company is strategically located within five miles of three major rivers, which provides them with an abundant supply of Hardwood.

Hawkeye Forest Products purchased a USNR YieldMaster G3 carriage optimizer for the existing carriage at its mill in Trempealeau, Wis. The second-generation family run business manufactures various Hardwood lumber.

Rex Lumber invested in a new USNR Triple Length Continuous (TLC) dry kiln system complete with a green fuel burner for its Graceville, Fla., plant. The mill is also extending the length of an existing USNR dry kiln to convert it to a second TLC kiln at the same site. The company is adding extra drying capacity to handle the additional production expected from implementing a second shift.

Summit Forest Products, located in Markleysburg, Pa., recently purchased a 3D Smart TriCam optimizer system to use with their new lineal edger/gang from T.S. Manufacturing.

Weyerhaeuser, based in Wright City, Okla., ordered a USNR 3D Smart TriCam scanning and optimization upgrade on an existing double length infeed. High-performance computer hardware with faster operating speeds will permit the mill to realize the benefits of the latest version of MillExpert optimization software.



High Quality Northern Hardwoods

**Green and Kiln-Dried Lumber
Cut to size and Railroad Ties**

General Production

Specializing in Hard Maple and Birch

Capacity:

62 Million MBF-Production

11 Million MBF kiln-dry annually

Certified sustainable products

Lumber 4/4 Thru 8/4



J.D. Irving, Limited
Hardwood Division

Dennis Cuffley, Sales & Marketing Manager
cuffley.dennis@jdirving.com

Denis Dubé, Sales representative
dube.denis@jdirving.com

Hardwood Division



J.D. Irving, Limited

Mill sites:

- Clair, N.B. • Saint-Léonard, N.B. Canada
- Strong, Maine USA

Tel.: (506) 992-9020 Fax: (506) 992-9021

It's a
Jungle
Out There

Track down a reliable source.

MACBEATH HARDWOOD

COMPANY

A 50 Year Tradition of Excellence

Serving architectural woodworkers, cabinet and fixture manufacturers with vast inventories of premium quality, domestic and imported hardwoods, from Alder to Zebrawood, 4/4 through 16/4 in many species. When you need **Hardwood**, think **MacBeath**...a name synonymous with fine quality and prompt, reliable service.

Distribution Yards:	Concentration Yard:
Southern California	Edinburgh, Indiana
Perris: 800-325-2170	800-322-9743
Northern California	Accounting Office:
San Francisco: 800-233-0782	San Francisco, California
Berkeley: 800-479-9907	415-401-7046
Utah	
Salt Lake City: 800-225-3749	www.macbeath.com

GILBERT HARDWOODS, INC.

P.O. Box 129 • Trinity, NC 27370
Phone (336) 431-2127
Web site: www.gilberthardwood.com

Attention to detail is what helps us stand out as a supplier of quality Appalachian Hardwood lumber. We work hard to make sure you receive the best lumber yield for your investment.



Subsidiaries at:

North Carolina

Gilbert Hardwood Centers, Inc.
P.O. Box 129, Trinity, NC 27370
Tel. (336) 431-2127
Fax (336) 861-1939
Outside NC 1-800-334-2808
Inside NC 1-800-422-8295
E-mail: gilberthc@northstate.net

President/Co-owner:
John Henderson
Sales Contacts:
Gary Hill
Ed White
Scott Jarrett
Regina Henderson

Tennessee

Gilbert Hardwood Centers, Inc. of TN
P.O. Box 130, Huntland, TN 37345
Tel. (931) 469-7508
Fax (931) 469-7583
1-800-624-3551
E-mail: ghctn@tnns.net

President/Co-owner:
John Henderson
Vice President/General Manager:
Steve Turner
Sales Contacts:
Roger Keith
Stanley Trentham
Jeff Brothers
Holly Stewart

At each location, we have 300,000 BF of Dry Kiln capacity and 2,000,000 BF of KD inventory. We offer our customers surfacing on 2 sides with our Yates American B-24 Planers and/or straight line ripping. We make your delivery of quality lumber in our Roll-Tite covered trucks which keeps your lumber clean and consistently dry while in transit.

Call us when we can be of service.



NHLA News

Plan Ahead For Next Hardwood Event Of The Year



by MARK BARFORD
Executive Director
National Hardwood Lumber Assoc.
Memphis, Tenn.

Did you miss the Hardwood event of the year? You did if you weren't at NHLA's Annual Convention & Exhibit

Showcase in Washington, D.C., recently.

Often called "the family reunion of the Hardwood industry," NHLA's Annual Convention is an opportunity to reconnect with old friends, make new friends, new customers and new vendors, and discuss the future of the industry. Without a doubt, this has been a tough year for the industry, but the changes and challenges are not going away. The Convention touched on the same major forces affecting the industry: globalization, sustainability, and modernization.

Our two keynote speakers were not only experts in globalization but drivers of the process. Gen. Colin L. Powell, USA (Ret.) enthralled the crowd of more than 800 at Opening Session with his personal views on a rapidly changing world. He assured the crowd that the Hardwood industry is not immune to the rapid changes occurring in the world's economic landscape. It can succeed, however, by embracing change. The U.S. and Canada, as welcoming, open societies which encourage and reward excellence and innovation, are uniquely situated to compete and prosper in the economy. Shying away from change, a tactic embraced by the long-gone Soviet Union, is damaging in a world where adaptability is essential.

Colonel Oliver North echoed many of the same themes. Col. North has spent much time overseas with the young men and women serving in the military; he urged the industry to hire these returning servicemen. In an industry where finding a qualified workforce is a constant challenge, what a great idea it is to hire an employee whose idea of "on the job stress" goes well beyond what the rest of us deal with on a daily basis.

The current buzzword in the worldwide Hardwood industry is sustainability. Governments and consumers, especially overseas, are increasingly demanding wood that is sustainable and legal. North American Hardwood is a model of both, but proving it according to conventional certification processes is a challenge. NHLA, along with the rest of the industry, must continue to find ways to

Please turn to page 82



IT'S A STAIRCASE. IT'S A DINING SET. IT'S A
MANTEL. IT'S A BOOKCASE. IT'S A HAMMER.



IT'S A BEDROOM SUITE. IT'S A GUITAR. IT'S
A HOPE CHEST. IT'S A BASEBALL BAT. IT'S A
TOYBOX. IT'S HARDWOOD FLOORING. IT'S A



DESK. IT'S CROWN MOLDING. IT'S A CABINET.



IT'S WINDOW FRAMING. IT'S A BALLROOM
FLOOR. IT'S A PICTURE FRAME. IT'S A CHAIR.



IT'S A TABLE. IT'S A FENCE. IT'S A CLOCK.

IT'S WHATEVER YOU WANT.

When it comes to quality hardwood, Rives & Reynolds is everywhere you look. Since 1972, they have provided Red and White Oak, Poplar, Ash, Cottonwood and other fine hardwoods. Today they produce over 44 million board feet annually including green, air dried or kiln dried hardwoods. Rives & Reynolds, quality and service, . . . it's what you want.



Rives & Reynolds Lumber Co., Inc.

Natchez office

601.445.8206

601.442.7301 fax

email b_reynolds@bellsouth.net

33 Vaughn Drive, Natchez, MS 39120

Louisville office

662.773.5157

662.773.6250 fax

email tereynolds@exceedtech.net

P.O. Box 490, Louisville, MS 39339

**WHEN WE TAKE
YOUR ORDER,
WE DON'T EAT
YOUR LUNCH TOO.**



That's because at Coastal Lumber Company, our goal is to provide the highest quality lumber, not compete in our customers' markets. As your preferred supplier, we are here to serve.

Contact Coastal Lumber Company for all your grade lumber needs.


Coastal Lumber Company

www.coastallumber.com ■ info@coastallumber.com
P.O. Box 829, Weldon, NC 27890 ■ 252.536.4211 phone ■ 252.536.3102 fax

When Quality Counts...

KITCHENS

BROTHERS MANUFACTURING




**990,000' Dry Kiln Capacity
1,900,000' Predryer Capacity**

**PRODUCING LUMBER, DIMENSION, RED & WHITE OAK STRIP FLOORING,
MOULDINGS
AND CUT-TO-SIZE FURNITURE PARTS**

**SAWMILLS AT: Utica - Hazlehurst, Mississippi
and Monroe, Louisiana**

Sales Office:
John Clark - Sales Manager - E-mail: jlc1102@aol.com
Kirby Field - Sales Representative - E-mail: kbmkf@aol.com

P.O. Box 111 Hazlehurst, Miss. 39083
Tel: 601-894-2021 Fax: 601-894-1069
Web sites: www.kitchensbrothers.com or www.cherrybark.net



The Hardwood Council

EDITOR'S NOTE: The Hardwood Council, founded in 1993, is a coalition of 9 Hardwood lumber and product associations. The Hardwood Council provides information about North American Hardwoods to residential and commercial builders, architects and designers.

Contact the Hardwood Council at P.O. Box 525, Oakmont, Pa., 15139. Phone: (412) 281-4980. Fax: (412) 323-9334. Web: www.americanhardwoods.org.

Hardwood Council Promotional Efforts Reach Many Audiences

Pittsburgh, Pa.—The Hardwood Council promotional program provides a variety of educational materials to its target audiences of builders, architects, designers, remodelers, and students. Topics range from specifying, installation and finishing to sustainability and green issues.

CALL FOR HARDWOOD PROJECTS

The Hardwood Council is always looking for new projects featuring North American Hardwoods for use in promotion and case histories. If you have a Hardwood project that merits attention, consider submitting it to the Council. It's as easy as one click of the mouse. The Council has launched a new "Promote Your Hardwood Project" feature on their Web site at www.hardwoodcouncil.com. Click on the button located on the home page, complete a brief form describing your project, and submit.

It's a great way to showcase your most eco-conscious applications of North American Hardwood – the ultimate green building material – for upcoming case studies and feature articles in trade and shelter publications. We're especially interested in green design projects and projects using locally sourced Hardwoods along with other sustainable materials.

COUNCIL CO-SPONSORS BD+C WHITE PAPER

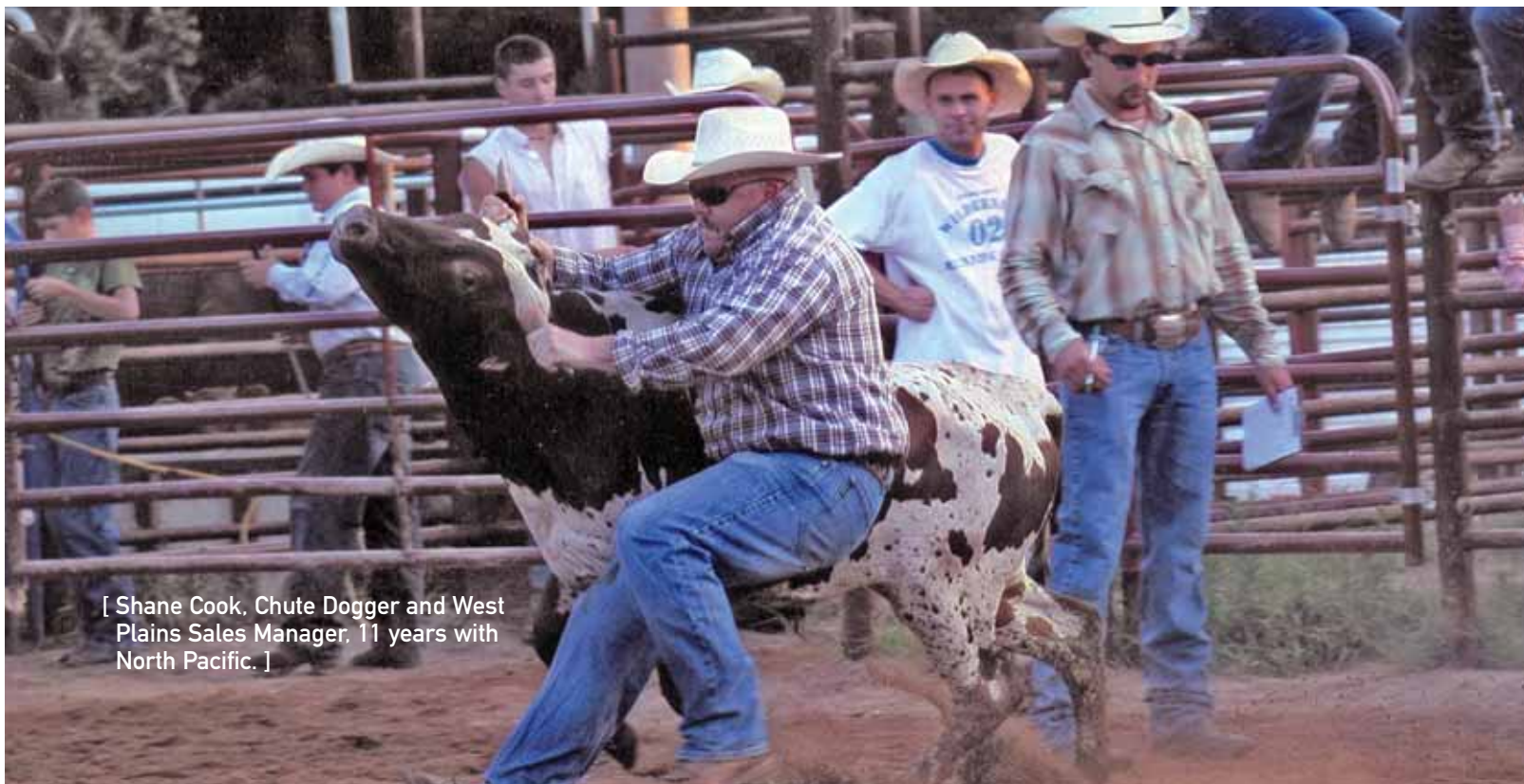
Building Design + Construction (BD+C) magazine has produced a series of white papers, over the past four years, on sustainability and green building. The Council has co-sponsored these papers and will continue with this year's publication. This fifth white paper focuses on owners, occupants, and property executives in the eight most dynamic construction sectors: hospitals and healthcare facilities; higher education buildings; schools; hotels and casinos; restaurants; corporate offices; residential; and the general \$501 billion non-residential construction market.

The white papers reach wide distribution. They are poly-bagged with the October issue of BD+C to 75,000+ subscribers, which includes architects, contractors, engineers, and owners/developers. In addition, BD+C does a mailing to key influencers and decision makers: President and Vice President of the U.S., U.S. Senate, U.S. House of Representatives, 50 state governors and their D.C. representatives, plus an exclusive list of about 900 non-government organizations, trade associations, environmental groups, and others. BD+C also distributes copies at shows: U.S. Green Building Council (USGBC), American

Please turn to page 82

Hardwoods Have Resiliency

PUTTING YOU FIRST.



[Shane Cook, Chute Dogger and West Plains Sales Manager, 11 years with North Pacific.]

AND YOUR BUSINESS.

Meet Shane Cook, avid chute dogger, one of over 780 employee-owners of North Pacific, and one of the many reasons our customers and suppliers choose to keep working with us.

**Our people listen. They're responsive. They're dependable.
They're honest. They know a lot about the business. They care.**

Of course, you can count on us to be reliable and give you the best value for your money. We also provide the products and services you need including the distribution of domestic and international hardwood lumber, plywood, panels and dimension parts in various sizes and species throughout the U.S.

But what's unique is that when you do business with North Pacific, you start a long-term partnership with a person like Shane Cook who is dedicated to putting you first (and to chute dogging).

North Pacific. Taking care of you and your business.



North Pacific

www.northpacific.com

Portland, OR

800.547.8440

West Plains, MO

888.257.2054

Husky Hardwood Lumber

"Division of Commonwealth Plywood"

**Manufacturers of
Northern Hardwood &
Eastern White Pine**

www.commonwealthplywood.com

15 Boul. Labelle Ste-Therese, Quebec
Canada J7E 4H9

Ste-Therese Office Richard Lavalée 450-435-6541 rlavalée@huskylumber.com
Pembroke Office Chris Sanzo 613-732-7337 csanzo@huskylumber.com

**ANNUAL PRODUCTION 45 million BF
KILN DRIED INVENTORY 4 million BF**

**Yellow & White Birch, Red Oak,
Hard Maple, Ash, Aspen, Basswood**

1.5 Million BF Kiln Capacity

Surfacing

Export Preparations



AHEC Update

AHEC Commissions Major "Risk Assessment" Of U.S. Hardwood Resource



by **MICHAEL SNOW**
Executive Director
American Hardwood Export Council
Washington, D.C.

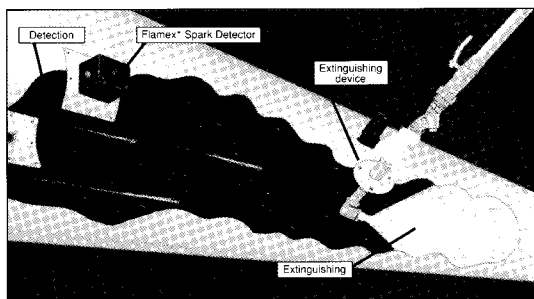
For the past several years, AHEC has been monitoring developments in the so-called "green procurement" debate around the globe, and there is no doubt that this issue has been gaining momentum rapidly, particularly in the high-value "mature" export markets of Europe and Japan. There are now clear signs that the significant environmental advantage previously enjoyed by American Hardwood producers is being eroded as the ability of competing Hardwood producers to deliver independently certified wood products is improving rapidly. At the same time, emerging market requirements for certified wood products, particularly in the public sector, are creating obstacles to the marketing of non-certified American Hardwood products.

As a direct response to these developments, as well as the increasing requirements around the globe for independently verified evidence that American Hardwoods derive from legal sources, AHEC has commissioned a major assessment study on the risk of illegal wood entering the supply chain for American Hardwood products. The study will be conducted by Seneca Creek Associates, authors of the well received global study on illegal logging which has been widely praised and adopted by governments and environmental organizations around the world.

Before undertaking the study, AHEC consulted procurement officials in Europe and Japan as well as representatives of the main certification schemes. There is good reason for optimism as both CPET (the UK Government's Central Point of Expertise on Timber) and PEFC (Program for Endorsement of Forest Certification) provided assurances that the Study will meet their requirements for verified, legal "non controversial" timber. The Study will also assess the risk of wood being derived from the five categories of controversial source identified in the FSC Controlled Wood standard. The study results, due by the end of the year, are expected to include maps showing the level of risk that wood derives from illegal or other controversial sources, not just by U.S. state, but also by the various individual eco-regions which make up the U.S. Hardwood resource.

AHEC sees the study as a necessary and timely step to supplement, through independent research, the existing evidence that American Hardwoods tick the box when it comes to legal sources. We also believe that the study could be used as the model for establishing legality in

WHY RISK A DUST EXPLOSION?



FLAMEX®

FLAMEX™ is the most cost effective solution for the prevention of common baghouse fires and explosions. The FLAMEX™ system can identify and extinguish a spark in a pneumatic duct in a fraction of a second, thus preventing the spark from entering filtration units and storage bins where violent explosions and fires are likely to occur. FLAMEX™ is the first and original Spark Detection System. Hundreds of installations exist across North America. Factory Mutual Approved and a Challenger Award Winner.

FLAMEX, INC.

4365 Federal Dr., Greensboro, North Carolina 27410
(336) 299-2933 • FAX (336) 299-2944

Please turn to page 83

ANCHORSEAL[®]

... makes your good lumber better

Your valuable hardwoods need
the best quality protection
to prevent end-checking losses
for *you* and for *your* customers.

And “the company you keep” is important ...

U•C Coatings is an *American*-owned family business
that *supports* and *improves* the hardwood industry

***Get the best quality end sealer and best customer service
with ANCHORSEAL and U•C Coatings***

On *your* logs and lumber, for maximum value, insist on

ANCHORSEAL[®]
End Sealer for Logs & Lumber

For more information or a sample, contact:



website: www.uccoatings.com

FAX: 716-833-0120 **716-833-9366**
U•C COATINGS CORPORATION

P.O. Box 1066N • Buffalo, NY 14215 • U.S.A.

email: nhla@uccoatings.com

USA/CN Toll Free: 1-888-END-COAT