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# Flooring Report

## Helping Customers Select The Right Wood Floor



by **ED KORCZAK**  
**Executive Director**  
**National Wood Flooring Association**  
**Chesterfield, Mo.**

There's no doubt about it – of all the flooring options available today, none offers the enduring beauty and long-term value of real wood floors.

Unlike other flooring options that need to be replaced over time, real wood floors are a flooring alternative that will last a lifetime. Think about it...wood floors have been a part of our lives for centuries, and many of the wood floors that were installed hundreds of years ago are still beautiful today.

Best of all, advances in wood flooring during the past few decades now make it possible to have wood floors anywhere in our homes, even rooms that we might not have considered before, like the kitchen or powder room. Today's wood floors are available in a variety of colors, styles, and price ranges to compliment any décor and budget. Knowing the options available will allow you to serve your customers better by helping them to select the wood floor that is right for their budget and lifestyle.

There are two types of wood floors available on the market today: solid and engineered. Each type has its own benefits and advantages and each is available in a variety of species, widths, and styles. Knowing which type to choose will depend on where your customer wants to use it in his or her home.

Solid wood flooring is exactly what the name implies: a solid piece of wood from top to bottom. The thickness of solid wood flooring can vary, but generally ranges from 3/4-inch to 5/16-inch. Solid wood floors can be used in any room that is on or above grade.

One of the many benefits of solid wood flooring is that it can be sanded and refinished many times during its lifetime. Solid wood floors are ideal in family rooms, living rooms, dining rooms, bedrooms, and even kitchens and powder rooms. About the only place solid wood flooring should not be used is in the basement, but there is a solution for that area, too, called engineered wood flooring.

Engineered wood floors are real wood floors that are manufactured using three to five layers of different wood veneers. The layers are referred to as face ply for the top layer, core ply for the middle layers, and back ply for the bottom layer. Each of the layers can be of the same species, or of different species, but the face ply or top layer of engineered wood flooring always consists of high-quality wood. The grain of each individual layer runs in different directions, called a cross-ply construction. This makes engineered wood flooring very dimensionally stable, which means that the wood will expand and contract less than solid wood flooring during normal seasonal fluctuations in humidity and temperature.

Engineered floors can be nailed or stapled to a wood sub-

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Frontal view of dry kilns.



Partial view of T-shed on air drying yard.

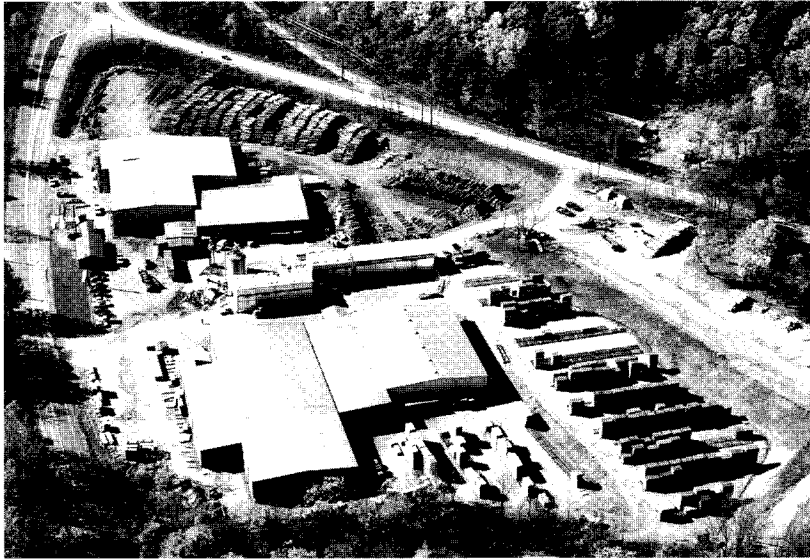
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# Red Oak Is Foundation For Koetter's Longevity

BY DAVID OWENS

**“It’s a  
modern day  
success story  
... We’ve  
enjoyed a  
very large  
amount of  
success  
due to our  
relationships  
with  
customers.”**

— Jerry Renneker, lumber  
buyer for Koetter  
Woodworking Inc.

## **Borden, Ind.—**

Koetter Woodworking Inc., located here, will celebrate its 50<sup>th</sup> anniversary next year thanks in great part to the Koetter family itself. Tom and Mary Frances Koetter established the company in 1958, producing frame stock from their basement for a local cabinet company.

In those 50 years, the manufacturer has grown into four plant locations — Borden and Jeffersonville, Ind., and Somerset and Leitchfield, Ky. Today, Koetter produces architectural moulding, kitchen cabinet components, doors, custom millwork, stairs parts, Hardwood flooring, and blind and shutter components.

Jerry Renneker, lumber buyer for the company, said the most popular species are Red Oak, Poplar, Maple, Hickory and Walnut. While among the top sellers, Red Oak has diminished in popularity, Renneker said, “but there’s still a draw for people to use Red Oak for house trim, stair parts and cabinetry.”

“Our purchase of Red Oak (roughly 1.4 million board feet per year) pales in comparison to what we did 20 years ago,” he said.

However, Renneker said Red Oak’s length and cost does have some added value over other popular woods, including Maple, Hickory and even Cherry.

“We produce high-end architectural

moulding,” he said. “So, the woods we choose are mainly for quality and appeal.” Red Oak fits that description.

Renneker said that “quality, price and service” is what Koetter has depended on during its 50-year history. Koetter Woodworking is a member of NOFMA: The Wood Flooring Manufacturers Assoc., Indiana Hardwood Lumbermen’s Assoc. (IHLA), Kentucky Forest Industries Assoc. (KFIA), National Hardwood Lumber Assoc. (NHLA) and Kitchen Cabinet Manufacturers Assoc. (KCMA).

Renneker, who has served as lumber buyer for 12 years, said the Borden, Ind.-based manufacturer employs 500 people in a complex of 14 warehouses and production facilities, covering 50 acres. The Somerset, Ky. facility handles kiln drying while the Jeffersonville, Ind. plant produces doors and wood blind components. The Leitchfield, Ky. facility includes a sawmill and dry kilns.

In addition to Red Oak, Koetter Woodworking annually consumes roughly 15 million board feet of Poplar, 3 million combined board feet of Hard Maple, Hickory and Cherry and 1.5 million board feet of Walnut (No. 2 Common and Better).

The Borden facility features Weinig moulders, Mereen-Johnson rip saws, Koetter dry kilns with 1.4 million board feet capacity and Western Pneumatic and Industrial finger jointers. The company carries an inventory



Koetter Woodworking, headquartered in Borden, Ind., will celebrate its 50<sup>th</sup> anniversary in 2008.



Koetter Woodworking consumes 1.4 million board feet of Red Oak per year and 15 million board feet of Poplar.



of 4.5 million board feet of dry lumber and 1.5 million board feet of green lumber. Lumber is purchased within a 250-mile radius of Louisville, Ky.

According to the company Website, "Log inventory at Koetter Woodworking is but one example of Koetter's firm dedication to continually supplying our customers at the lowest possible cost."

Koetter Woodworking dries its own

lumber to ensure the proper moisture content of the finished material. The manufacturer's goal is to utilize the entire log through a computer scanning system that analyzes the material to determine the best yield for each board, prior to the board being ripped.

After the board has been ripped to width, it is cut to a specific length based on the need for the finished product, Renneker said. Koetter Woodworking's inventory allows for customers to be serviced in a timely manner with a wide selection of profiles and species from which to choose.

"We're considered a two-step distribution/seller because we don't go directly to the contractor," Renneker said.

The company runs a 500 horsepower boiler and provides all of its internal heat for the kilns with wood waste.

Renneker said many customers turn to Koetter Woodworking today because of its reputation in the industry.



Heartwood by Koetter is another of the firm's Red Oak flooring offerings.

"It's a modern day success story," he said. "(Tom and Mary Frances) started this company after hours in their basement. It's grown to a full-size business

in which all of Tom & Mary Frances' sons are involved."

"Their reputation in the industry is such that they've enjoyed very good success in what is considered a short period of time," he said. "This is not a 100-year-old company. We've

enjoyed a very large amount of success due to our relationships with customers and our ability to produce quality to service their customers."

The manufacturer also participates in the Surfaces Show in Las Vegas and the International Woodworking Machinery and Furniture Supply Fair (IWF).

Koetter Woodworking is a third-generation company with Tom and Mary Frances' grandsons and granddaughters now joining the team. Company officials include Randall Koetter, president; Richard Koetter, vice president of manufacturing; Gerald Koetter, vice president of procurement; Brian Koetter, vice president of sales and marketing; and T.J. Koetter, vice president of information technology and human resources.



Koetter Woodworking specializes in rift and quartered Red Oak flooring, in such patterns as herringbone.



This rift and quartered White Oak flooring is available with cross cut distressing.



# Sustainable Forestry Equals 125 Years Of Success At J.D. Irving

BY TERRY MILLER

This is a sample of a S4S board  
prepared for the retail stores.



The sales team for the Hardwood division of J.D. Irving, Limited in Clair, N.B., consists of (front, from left) Dennis Cuffley, marketing and sales manager; Ginette Le Vasseur, administrative assistant; Melanie Brochu, business analyst and process improvement; and Charlene Ouellette, Cedar sales representative; (back, from left) Patrick Losier, sales coordinator; Daniel Couturier, general manager; Denis Dube, Hardwood sales representative; and Richard Dupuis, quality control, Hardwood division.

**Clair, N.B.**—Nearly every company can look back and revisit milestones and successes that the business has enjoyed. After 125 years in operation, J.D. Irving, Limited (JDI), located here, has enjoyed many milestones, but a recent one is being particularly appreciated by company officials.

“On June 6, 2007, we celebrated our 50<sup>th</sup> anniversary of tree planting,” said Daniel Couturier, general manager of the Hardwood division. “J.K. Irving started planting trees on June 6, 1957 in the St. Leonard region, and we’re very proud of that. We were one of the first companies in Canada to start planting trees and we planted many trees, millions and millions of trees. In fact we have planted over 700 million trees in New Brunswick thus far.”

J.D. Irving, Limited –year after year– has proven to be a good steward of the forest by doing sustainable management in terms of harvesting, reforestation, habitat protection and an ongoing investment in eco-system research. This, combined with 3<sup>rd</sup> party audits to achieve environmental certification under the Sustainable Forestry Initiative (SFI) and the ISO 14001 environmental standard are evidence of this company’s commitment to the environment.

“We plant up to 11 native species of trees in areas where they would naturally grow – primarily softwood species. However, we also invest in forestry silvicultural work to grow quality Hardwoods, to make sure that we sustain healthy Hardwood forests,” Couturier said.

Sustaining forest health involves significant investments of time, as well as human and financial resources. The company plans up to 100 years ahead to manage multiple values including wildlife habitat, water quality and a sustainable resource of Hardwood and softwood trees. More than 200 professional foresters are employed by J.D. Irving, Limited to ensure a healthy forest future on the 6 million acres that the company owns or manages.

“From seedling to store shelf we are focused on healthy forests that enable us to operate an integrated value chain of sawmills, as well as pulp, paper and consumer tissue operations. Sustainable forestry means



John Caron, mill supervisor, stands in front of the main headrig bandsaw.



Dave Steeves, mill manager, pauses in front of the new PHL band 6-foot re-saw.



Gilles Albert, value added plant supervisor, is in front of the rip saw.



Positioned behind Alain Lamarre, value added plant manager, are bundles of S4S lumber ready for shipments to retail stores.

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# IPS Enjoys Three Decades Of Consistent Growth

BY GARY MILLER

## Fountain Inn, S.C.—

IPS Packaging, a major supplier to the wood products industry, provides its customers with a variety of strapping, fasteners and other packaging supplies designed to deliver top performance and help alleviate operating costs. Hardwood sawmills, dry kilns, retail lumberyards, flooring plants, truss plants, planing mills and dimensional wood producers all have benefited from IPS Packaging's innovative products, equipment, service and expertise.

Jerry Murdock founded IPS in the basement of his farmhouse near Greenville, S.C., in 1976, and ever since, growth has defined IPS Packaging Supplies. In the mid-'70s, IPS was literally a one-man operation. Thirty years later, it is a multi-location company, employing over 80 people (including about 45 in sales), selling the full gamut of packaging supplies and services to companies in many industries in the United States and abroad such as the wood products industry. In an effort to acquire additional market share, IPS has purchased several smaller packaging companies whose locations and reputations are consistent with its strategic goals.

The story of how Jerry Murdock started and grew his company is one of education, experience and determination. Murdock earned a business degree from High Point College in North Carolina in the

early 1960s and worked for Johnson & Johnson in New Brunswick, N.J., International Paper in Georgetown, S.C., and Henley Paper before venturing out on his own. At International Paper, Murdock worked in the Container Division. When he moved later to Henley Paper, he said he "saw a niche for packaging." At some point he was given a book titled, "Industrial Packaging Supplies." He devoured all the knowledge in that volume, and shortly after began his own company in his basement. About a year later, Jerry acquired an office and warehouse in nearby Greenville, S.C. Consistent growth brought with it the need for additional strategically placed facilities and distribution centers in Charlotte and High Point, N.C., were established.

In 2001, IPS bought their flagship facility in Fountain Inn where they are currently headquartered. A purchase of All Star Packaging of Charlotte, N.C., soon followed. IPS now has approximately 300,000 square feet of enclosed distribution space counting all of its facilities where it specializes in "just-in-time" delivery practices. Murdock's younger son, Brad, heads up multiple departments at the Fountain Inn headquarters, and an older son, Derrick, works out of the High Point, N.C., distribution center.

Steel, polyester, nylon and cord strapping are among the most common products shipped from IPS warehouses to the wood products industry. "The wood industry is big for us," said Jerry Murdock. He stresses polyester strapping as opposed to steel strapping because, "I know polyester works and it saves the customer money." These savings could help the client grow, and this company might, in turn, provide more business for IPS in the future.

Derrick Murdock, division sales manager in the High Point office, says polyester strapping can save the customer from 25 to 50 percent in their

*Please turn to page 74*



Jerry Murdock, center, founded IPS Packaging in the basement of his farmhouse near Greenville, S.C., in 1976. Today, he works alongside his two sons, Brad, left, inside sales and marketing, and Derrick, division sales manager in High Point, N.C.



This Charlotte, N.C., facility is one of the company's distribution centers.



IPS Packaging also operates a distribution center in High Point, N.C. The firm has approximately 300,000 square feet of enclosed distribution space counting all of its facilities.



Key executives include Steve Rishel, future division sales manager at High Point; Brad Murdock; Chris Maxon, South Carolina division sales manager; Steve Taylor, head of the Equipment and Service Division; Paul Payerle, division manager for Charlotte; Derrick Murdock and Jerry Murdock.



The Fountain Inn location has been IPS' flagship facility since 2001. The firm has approximately 300,000 square feet of enclosed distribution space counting all of its facilities.




IPS Packaging is headquartered in Fountain Inn, S.C., and offers "just-in-time" delivery of its innovative products and equipment from this warehouse.





# Babcock Lumber Adds Grading Line

BY PAUL MILLER JR.



**Champion, Pa.**—As part of its aggressive growth plan, Babcock Lumber Company's Hardwood Division, headquartered here, recently added a grading line, which will boost processing capacity by 30 percent.

Babcock, founded in Pittsburgh in 1887, added the grading line, designed exclusively for kiln-dried lumber, to grow its Hardwood business, increase the overall production of kiln-dried lumber and fill customer demands for higher volumes at shorter lead times.

The additional grading line increases Babcock's ability to offer specific length and width sorts, and add value to its products, while reducing the cost to customers through less waste. Babcock will also be able to better manage its air drying yard. The firm will be able to use more of its existing grading capacity to process green lumber, keeping the air dried inventory closer to targeted levels.

Currently, plans are for the additional grading line to run one shift, with seven additional employees for the day shift. However, if business conditions warrant, Babcock has the option to increase production on the line to two shifts.

Babcock also recently added a dry kiln facility in Acme, which offers 120,000 board feet of kiln capacity. The facility, which increases the firm's board feet of kiln capacity from 822,000 to 950,000 feet, is used to dry the company's White Oak inventory that is shipped green from Champion. Prior to acquiring the property, Babcock was forced to open air dry its lumber or immediately load their kilns with green lumber.

"The Acme facility will provide us more environmental control of our product," said Wes Dunn, operations manager for Babcock's Hardwood division. "We are putting the White Oak in T-sheds for drying, so it's not in the open air. We've still got the air flow, but the sun's not there to check the lumber."

The process begins when green lumber is brought to Champion, where it is graded and put on sticks. The White Oak is then transported to Acme, where it is kiln dried and transported back to Champion for regrading and shipping.

Tracing its roots to the late 1800s, Babcock Lumber Co. played a significant role in the early days of the Hardwood lumber industry in the United States. During the early 1900s, the company was one of the largest producers of Hardwood lumber in the world, cutting more than 400,000 board feet per day.

Babcock consists of two distinct divisions — Hardwood processing and manufacturing, and wholesale building material distribution. The firm maintains over 350,000 square feet of manufacturing space, seven Hardwood manufacturing centers and 950,000 board feet of dry kiln capacity.

The Babcock family has received numerous awards for their environmental stewardship, donating large portions of land to state and federal governments as long as they are left in their natural state. The land grants include the Babcock Division of Gallitzin State Forest in Pennsylvania, Babcock State Park in West Virginia, Cherokee National Park in North Carolina, a portion of Great Smokey Mountains National Park in Tennessee, and a 56,000-acre Fred C. Babcock-Cecil M. Webb Wildlife Management Area in Florida.

The Hardwood division includes locations in Belington, W.Va.; Champion, Ebensburg, Acme and St. Marys, Pa.; and Haleyville, Ala.

The Champion, Haleyville and St. Marys dimension mills, with an annual lumber consumption in excess of 18 million board feet, generate outstanding products for home



Brian Kinneer, a Hardwood lumber grader, grades some White Oak lumber.

centers, distributors and the cabinet industry.

The Belington sawmill operation has a log yard where logs that are not utilized by their mill are then sold to other sawmills or exported. The mill produces 5 million board feet per year, in thicknesses of 4/4 through 8/4. The Champion facility produces 16 million board feet annually, in thicknesses ranging from 4/4 through 8/4. The St. Marys mill specializes in custom mouldings and small-run items. The St. Marys yard makes a concentrated effort in developing quality Pennsylvania Red Cherry in thicknesses of 4/4 through 8/4.

Products manufactured by Babcock include: edge-glued panels, cut-to-size blanks, millwork, turnings and mouldings, kiln-dried and green lumber, solid and laminated squares, surfaced boards and scants and stair and cabinet parts. Babcock specializes in Red and White Oak, Poplar, Ash, Cherry, Hard and Soft Maple and Sapele, and is Forest Stewardship Council (FSC) "chain of custody" certified.

Dan (Hyde) McMillen, shipping supervisor; Wes Dunn, operations manager; and Matt Schultz, operations manager are key parts of Babcock's Hardwood division.



In 2001, Babcock Lumber invested in a 40-bin sorter that has helped it deliver a better quality product on a consistent basis. The business also utilizes state-of-the-art computer optimization for cross cutting and ripping. The dry kiln operation is completely computerized, allowing operators to tap into the system remotely. Other recent installations include an opti-match machine, which automatically matches color and grain texture for the gluing process.

Darlene Cyphert, marketing and sales manager for Babcock, said that the modernized equipment has spurred business, but the number one asset remains the 600 or more employees.

"We have always been a family owned company — employing families," she said. "As we continue to grow, we are always looking for new opportunities and experienced salespeople. Our sales staff operates out of the Champion location. They are always available for the specific needs of each customer."

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Babcock Lumber Co. recently added a grading line for its Hardwood division, headquartered in Champion, Pa. The line is expected to boost processing capacity by 30 percent.





# BRUGGEMAN LUMBER R

## Sand Springs, Iowa—

Bruggeman Lumber Inc. could have seen the closure of Chapman Lumber Company's sawmill here recently as a negative for their community and the industry. Instead, the Bruggeman family and Bill Wiezorek saw it as an opportunity.

However, the 15-acre mill site has given Bruggeman the sawmill he always wanted. "I wanted my sons, my partner, Bill Wiezorek, and I to work together and not let this mill go to waste," he said. "This sawmill, which we opened a couple of years ago, creates jobs and helps our local economy.

"Of course, when Bill and I bought this facility, we needed to make many improvements to it such as building new dry kilns (made by Better Built Dry Kilns, based in Villa Hills, Ky.) and installing a new debarker, double end trim, planer mill, linebar resaw, two chop saws and a gang rip," Bruggeman said. "We're very pleased with the efficiency of all the equipment we bought."

Arnie Bruggeman Jr., a second-generation lumberman, followed his father, Arnold Bruggeman Sr., into the business. Today, Arnie Jr.'s three sons, Ben, Tony and Steve work with him and Bill at their sawmill and woodworking operation in Sand Springs, Iowa. Presently, Arnie Jr.'s three sons not only work with him at Bruggeman Lumber Inc., but they also own and operate a wholesale lumber company called BTS Lumber Inc.

Ben handles lumber sales at BTS Lumber Inc. and he helps procure logs for Bruggeman Lumber Inc. Tony runs the resaw and serves

as backup on the head saw and works in the dimension plant. Steve runs the yard, fills and unloads the steamer, loads trucks and works in the dimension facility.

Bruggeman Lumber manufactures 4/4 through 8/4 lumber (green or kiln-dried) in species such as Walnut, Red and White Oak, Hard and Soft Maple, Cherry and Hickory. The operation also offers custom Walnut steaming to those in need. Furthermore, the company makes pallets and sells pallet parts through another entity, called Saw Pallets, located in Edgewood, Iowa; and they sell and export veneer



Bill Wiezorek and Arnie Bruggeman Jr. are the two owners of Bruggeman Lumber Inc., located in Sand Springs, Iowa.



This is a view of nicely stacked northern Hardwood lumber at Bruggeman Lumber Inc. The firm manufactures 4/4 through 8/4 lumber (green or kiln dried) in species such as Walnut, Red and White Oak, and Hard and Soft Maple.



Mike Meade is shown working in one of the company's dry kilns made by Better Built Dry Kilns, located in Villa Hills, Ky. Bruggeman Lumber Inc. has 200,000 board feet per charge of dry kiln capacity.

# R REOPENS SAWMILL

BY GARY MILLER

logs in quantity as well.

Bruggeman Lumber is not only a sawmill, but they also produce flooring blanks and wood components for various applications in the woodworking industry. Bruggeman Lumber has state-of-the-art equipment to produce quality products for customer specifications.

BTS Lumber not only wholesales Hardwood lumber, but they also have retail capabilities. BTS does planing, straight line ripping and sanding. There are no customers too big or small.

Arnie Bruggeman Jr. said, "We have 200,000 board feet per charge

of dry kiln capacity at our band mill facility; and, a Walnut steamer that has a holding capacity of 30,000'."

Bruggeman Lumber Inc. has a McDonough six-foot band mill with a five-foot resaw, a planer mill, straight line rip saw, double end trimmer, two dry storage sheds, two knuckle boom loaders, two end loaders and their own trucks for delivering lumber promptly to their customers.

The sawmill employs 27 people and operates 40 hours per week, Monday through Thursday. On Friday, some of the employees do maintenance work on the sawmill and woodworking equipment. Arnie and Ben Bruggeman, and Bill Wiezorek travel throughout four states (Illinois, Wisconsin, Iowa and Minnesota) within a 100-mile radius of the sawmill to purchase timber tracts.

Arnie can remember at age 8, he accompanied his father into the forests to learn the various species and grades of trees from him.

"After high school, my father wanted me to work in a sawmill and learn what it took to be successful in a lumber manufacturing operation," Arnie recalls. "I worked for a sawmill in Dubuque, Iowa for two years. Then, I went to grading school at the NHLA (National Hardwood Lumber Assoc.) Inspection School in Memphis in 1966."

Upon graduation, Arnie graded lumber for awhile for a local sawmill, which had paid his way to attend the NHLA Inspection School, before he went to work for his father buying logs.

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Steve, Ben and Tony Bruggeman work for Bruggeman Lumber Inc., and they are partners in their own wholesale lumber company called BTS Lumber Inc. Ben handles the lumber sales for BTS Lumber.



This is Bruggeman Lumber Inc.'s six-foot McDonough headrig cutting a large log into lumber.



Bruggeman's Opt Cut 304 is one of several modern woodworking machines the company has to manufacture dimension.



# A Gala Affair Greet's NHLA Convention Attendees

BY GARY, TERRY, WAYNE, PAUL MILLER JR. AND DOUG KNOWLES

## Washington, D.C.—

New programs and motivational speakers, who encouraged attendees to rise to challenges presented by the current market situation, headlined the recent 2007 NHLA 110<sup>th</sup> Annual Convention and Exhibit Showcase, held at the Washington Hilton.

Sponsored annually by the National Hardwood Lumber Association (NHLA), the Lumbermen's Underwriting Alliance presented this year's convention, which was attended by more than 800 people.

Approximately 75 exhibitors displayed their goods in the Exhibit Showcase, sponsored by Cole Hardwood Inc., as well as in Traders Alley, a new venue at the convention. Producers and distributors came together to share ideas, network and even do business with one another.

Several other new presentations were available to the attendees, including a 'Truth About Trees' program, presented by U·C Coatings Corp. The Women's Network Program Book Drive proved to be a success as attendees donated hundreds of children's books. The Women's Network holds an annual brunch during the convention, and convened this year at the headquarters of the Daughters of the American Revolution in Washington.

Longtime lumbermen honored during the NHLA Legends of Lumber presentation included: Milt Cole, of Cole Hardwood Inc., Logansport, Ind.; Jim Hamer, of Jim C. Hamer Co., Kenova, W.Va.; Richard Krawze, of Pine



Dave Redmond, Highland Hardwood Sales Inc., Augusta, Ga.; Chuck Bice, Sweeney Hardwoods, Fort Worth, Texas; Orn Gudmundsson, Northland Corp., LaGrange, Ky.; and Jim Howard, Atlanta Hardwood Corp., Mableton, Ga.

River Lumber Co. Inc., Long Lake, Wis.; and Joe Long, of J.E. Higgins Ltd. These four gentlemen have been involved in the lumber industry approximately 190 years cumulatively.

Also honored as members of the NHLA for 100 years or more were three key companies that have contributed to the industry's growth through the years. They were: Frank E. Wilson Lumber Co. of

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Mark and Michelle Barford, National Hardwood Lumber Assoc., Memphis, Tenn.; and Jim and Rod Reader, Downes & Reader Hardwood Co. Inc., Stoughton, Mass.



Desmond Johnston, Industrial Timber & Lumber Co., Beachwood, Ohio; Keith McPherson, Sirianni Hardwoods Inc., Painted Post, N.Y.; Kyoung Ho Ahn, American Hardwood Export Council, Seoul, Korea; Bill McCauley, Weyerhaeuser Hardwoods & Industrial Products, Orchard Park, N.Y.; and Peter Tucker, Industrial Timber & Lumber Co.



Mark Herskind and Phil Fenwick, Baillie Lumber Co., Hamburg, N.Y.; Rob Kukowski, Devereaux Sawmill Inc., Pewamo, Mich.; and Jeff Meyer, Baillie Lumber Co.



Claude Cadrin, C.A. Spencer Inc., Laval, Que.; Chris Castano, Champlain Hardwoods Inc., Essex Junction, Vt.; Mark Mah, UCS Forest Group, Mississauga, Ont.; Sam Glidden, GMC Hardwoods Inc., Dover, Mass.; and David Hubbard, GMC Hardwoods Inc., Norwich, Vt.



Randy, Candy, Milt, Brittany, Carmella, Jean and Keith Cole, Cole Hardwood Inc., Logansport, Ind.



Nico Poulos, Weston Forest Group, Brampton, Ont.; Karl Seger, Falcon Lumber Ltd., Toronto, Ont.; Paul Jukes, American Lumber Co., Hamburg, N.Y.; Jesper Bach, Baillie Lumber Co., Hamburg, N.Y.; and Brin Langmuir, Falcon Lumber Ltd.



Parker and Debra Boles, Hermitage Hardwood Lumber Sales Inc., Cookeville, Tenn.; and Paul Miller Jr., National Hardwood Magazine, Memphis, Tenn.



Rick Wheeler, Gilco Lumber Inc., South Charleston, W.Va.; Cam Koons, Catawissa Lumber & Specialty Co. Inc., Paxinos, Pa.; Eric Porter, Abenaki Timber Corp., Kingston, N.H.; Ed White, Wagner Hardwoods LLC, Cayuta, N.Y.; and Jerry VanVeenendaal, Midwest Hardwood Corp., Maple Grove, Minn.



Phil Rosebrock, Prime Lumber Co., Thomasville, N.C.; Kevin Corder, AWMV Industrial Products, Indianapolis, Ind.; Lloyd Lovett, Transit King City/Northway Forwarding, Montreal, Que.; Steven Sievers, C/K International LLC, Durham, N.C.; and Paul Brooks, Quality Hardwoods Ltd., Powassan, Ont.



Hud Caldwell, Gutches Lumber, Latrobe, Pa.; Chuck Beatty and Trudy Burdge, Gutches Lumber, Cortland, N.Y.; and Ray Wheeland, Wheeland Lumber Co. Inc., Liberty, Pa.





Matt Tietz, McDonough Manufacturing Co., Eau Claire, Wis.; Steve McKeever, Sitco Lumber Co., DeSoto, Texas; Donna Bliss, Sitco Lumber Co., Baton Rouge, La.; Kari Ort-Bunting and Gary Ort, Wolf River Lumber Inc., New London, Wis.



Wendell Cramer, W.M. Cramer Lumber Co., Hickory, N.C.; Victor Barringer, Coastal Lumber Co., Weldon, N.C.; and Terry Miller, National Hardwood Magazine, Memphis, Tenn.



Rob Young, Cole Hardwood Inc., Mableton, Ga.; Patrick Hennebicque, Bradford Forest Inc., Bradford, Pa.; Peter Ross, Ontario Hardwood Products Ltd., Toronto, Ont.; and Steve Staryak, Lawrence Lumber Co., Maiden, N.C.



Nicholas Kent, North American Wholesale Lumber Assoc., Rolling Meadows, Ill.; Jeff Hardy, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; Lorin Rydstrom, Seaboard International, Nashua, N.H.; Craig Forester, Rex Lumber Co., Acton, Mass.; and Ben Forester, Rex Lumber Co., Englishtown, N.J.



Chuck and Lindsey Bice, Sweeney Hardwoods, Fort Worth, Texas; Katie and Jack Shannon, J.T. Shannon Lumber Co., Memphis, Tenn.; and Galen Weaber, Weaber Inc., Lebanon, Pa.



Doug Wirkkala, Hardwood Industries Inc., Sherwood, Ore.; Doug Martin, Pollmeier Inc., Portland, Ore.; and Heidi and Chris Bingaman, Bingaman & Son Lumber Inc., Kreamer, Pa.



Tim Kassis, Kretz Lumber Co. Inc., Antigo, Wis.; Marie and Ray Thompson, and Gene Almendinger, Holmes & Co. Inc., Columbia City, Ind.; Lloyd Lovett, Transit King City/Northway Forwarding, Montreal, Que.; and Mista and Neecey Feist, Holmes & Co. Inc.



Dan and Beth Mathews and Ken Matthews, SII Dry Kilns, Lexington, N.C.; and Wendell Cramer, W.M. Cramer Lumber Co., Hickory, N.C.





Ryan and Ron Andrews, Deer Park Lumber Inc., Tunkhannock, Pa.; Ray Wheeland and Bill Baker, Wheeland Lumber Co. Inc., Liberty, Pa.; and Eric Lacey, Blue Water Lumber Co., Daphne, Ala.



Lee Stitzinger, BWP Hardwoods Inc., Brookville, Pa.; Charlie Craig, Craig Lumber Corp., Collierville, Tenn.; Bruce Reynolds, Rives & Reynolds Lumber Co. Inc., Louisville, Miss.; and Charlie Brenneman, Brenneman Lumber Co., Mt. Vernon, Ohio



Bob and Joyce Miller and Chris Moore, Frank Miller Lumber Co., Union City, Ind.; and Jim Hamer, Jim C. Hamer Co., Kenova, W.Va.



Mark Bennett, Brenneman Lumber Co., Mt. Vernon, Ohio; Dawn and Jim Post, Freedom Forest Products Inc., Zeeland, Mich.; and Barbara and Alex Mullins, Kuhns Bros. Lumber Co. Inc., Lewisburg, Pa.



Jason Twigg and Joe Montgomery, Tuscarora Hardwoods Inc., Ellittsburg, Pa.; Roberta Parodi, Interglobo Morra N.A. Inc., Jersey City, N.J.; and Bill Reese, Penn-Sylvan International Inc., Spartansburg, Pa.



Roy Jr., Kim, Scott and Chip Cummings, Cummings Lumber Co. Inc., Troy, Pa.



Darwin Murray, North Pacific, West Plains, Mo.; Kris Palin, Allegheny Wood Products Inc., Petersburg, W.Va.; Sven Melbo, North Pacific, Portland, Ore.; and Peter King, Cersosimo Lumber Co. Inc., Hardwick, Maine



Whit Whitmire, USNR, Woodland, Wash.; Carl Thomas, USNR, Kelowna, B.C.; Mary Norris, USNR, Jacksonville, Fla.; Gary Middleton, USNR, Thomasville, Ga.; Scott Howard, USNR, Hot Springs, Ark.; and John Seifert, USNR, Chillicothe, Ohio





Tim Elbers, Progressive Solutions Inc., Richmond, B.C.; Guy Anderson, Progressive Solutions Inc., Vernon, B.C.; and Mike Johnson, Progressive Solutions Inc., Montello, Wis.



Ron Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.; Ron and Ryan Andrews, Deer Park Lumber Inc., Tunkhannock, Pa.; Larry Randall, Better Built Dry Kilns Inc., Villa Hills, Ky.; and Bob Cafiero, J&J Log and Lumber Corp., Dover Plains, N.Y.



Tom McIlvain, TBM Hardwoods, Hanover, Pa.; Mike White, Harold White Lumber Inc., Morehead, Ky.; and John Clark, Kitchen Bros. Manufacturing Co. Inc., Hazlehurst, Miss.



Garry Drawbaugh and Shawn Covalt, O'Shea Lumber Co., Glen Rock, Pa.; and Lynn and Russell Bass, Russell Bass & Sons Lumber, Hancock, N.Y.



Brian Walsh, Cherry Forest Products, Guelph, Ont.; Doug Knowles, National Hardwood Magazine, Peterborough, Ont.; and Jim Stephenson, Cherry Forest Products



Karl Schmertzler, Yoder Lumber Co. Inc., Millersburg, Ohio; and Bobby Vargo, Hopewell Hardwood Sales Inc., Hopewell, Va.



Brad Klima, Taylor Lumber Inc., McDermott, Ohio; Joy Silk, O'Shea Lumber Company, Glen Rock, Pa.; and Tangi Rider and Tom Imm, Taylor Lumber Inc.



George Swaner, Swaner Hardwood Co. Inc., Burbank, Calif.; Charlene Jumper, National Hardwood Magazine, Memphis, Tenn.; and Keith and Gary Swaner, Swaner Hardwood Co. Inc.





Yves Lapointe, Prolam, Cap St-Ignace, Que.; Dennis Cuffley and Daniel Couturier, J.D. Irving Ltd., Clair, N.B.; and Terry Miller, National Hardwood Magazine, Memphis, Tenn.



Adam Taylor, Ralph Taylor Lumber Co., Memphis, Tenn.; Howell Cox, Ralph Taylor Lumber Co., Grangeville, Idaho; Mike White, Harold White Lumber Inc., Morehead, Ky.; and George Crawford, Somerset Wood Products Inc., Somerset, Ky.



Larry Randall, Better Built Dry Kilns Inc., Villa Hills, Ky.; Toto Robinson, Robinson Lumber Co., New Orleans, La.; Cindra Zambo, ACES division of Kuehne + Nagel, Scituate, Mass.; and Chris Randall, Better Built Dry Kilns Inc.



Bill Rosenberry, Carl L. Rosenberry & Sons Lumber Inc., Fort Loudon, Pa.; Rich Conti, Matson Lumber Co., Brookville, Pa.; and Bruce Horner, Abenaki Timber Corp., Kingston, N.H.



Jim Reader, Downes & Reader Hardwood Co. Inc., Stoughton, Mass.; and Linda and Dave Williams, Champlain Hardwoods Inc., Essex Junction, Vt.



William von der Goltz and Steve Arnett, Downes & Reader Hardwood Co. Inc., Greensboro, N.C.; Larry Randall, Better Built Dry Kilns Inc., Villa Hills, Ky.; and Steve Bushman, The Mann & Parker Lumber Co., New Freedom, Pa.



Lee Richardson, Collins Cos., Portland, Ore.; Connie Grenz, Kane Hardwood, Kane, Pa.; and Keith Swaner, Swaner Hardwood Co. Inc., Burbank, Calif.



Dave and Frances Redmond, Highland Hardwood Sales Inc., Augusta, Ga.; Tom Inman, Appalachian Hardwood Manufacturers Inc., High Point, N.C.; and Ed Armbruster, Industrial Timber & Lumber Co., Beachwood, Ohio





Bob McCabe, Bingaman & Son Lumber Inc., Kreamer, Pa.; Loren Voyer, Champlain Hardwoods Inc., Essex Junction, Vt.; and Steve Houseknecht, Wagner Lumber Co., Owego, N.Y.



Terry Smith, Coastal Lumber Co., Weldon, N.C.; Greg Devine, Abenaki Timber Corp., Kingston, N.H.; and Kevin Trussell, Timber Mountain Hardwoods Inc., Garden Grove, Calif.



Geoff and Ginger Brown, Freedom Forest Products Inc., Zeeland, Mich.; and Wayne Miller, National Hardwood Magazine, Memphis, Tenn.



Warren Spitz, UCS Forest Group, Mississauga, Ont.; Grace Terpstra, Hardwood Federation, Washington, D.C.; Kim Vollinger, W.M. Cramer Lumber Co. Inc., Hickory, N.C.; and Ted Rossi, Rossi American Hardwoods, Cromwell, Conn.



Dave Sondel, U•C Coatings Corp., Buffalo, N.Y.; Kevin Ketchum, National Hardwood Lumber Assoc., Memphis, Tenn.; John Brown, Pike Lumber Co. Inc., Akron, Ind.; and Jay Reese, Penn-Sylvan International Inc., Spartansburg, Pa.



Robb Hetrick, Jack Monnoyer, and Lee Stitzinger, BWP Hardwoods Inc., Brookville, Pa.



Jim Price, Emerson Hardwood Co., Portland, Ore.; Barry Hodgkin and Kimberly Haven, Simply Computing International Inc., Scarborough, Maine; and Scott Seyler, Kuhns Bros. Lumber Co. Inc., Lewisburg, Pa.



Milt Cole, Cole Hardwood Inc., Logansport, Ind.; Dick Krawze, Pine River Lumber Co. Ltd., Long Lake, Wis.; Jim Hamer, Jim C. Hamer Co., Kenova, W.Va.; and Jonathan Long, J.E. Higgins Lumber Co., Livermore, Calif.





Steve Lawser, Wood Component Manufacturers Assoc., Marietta, Ga.; Gary Ort, Wolf River Lumber Inc., New London, Wis.; Steven Sievers, C/K International LLC, Durham, N.C.; and Darwin Murray, North Pacific, West Plains, Mo.



Crystal Oldham, Hardwood Forest Foundation, Memphis, Tenn.; Sally Johnson, Batey Ltd., Mt. Pleasant, Iowa; Eddie Carson, Batesville Casket Co., Vicksburg, Miss.; Melodee Yaley, Batey Ltd.; and Sarah Machin, National Hardwood Lumber Assoc., Memphis, Tenn.



Kaitlyn, Peter, Kathy and Keagan Solberg, Coulee Region Hardwoods Inc., Bangor, Wis.; and Nico Poulos, Weston Forest Group, Brampton, Ont.



Bucky and Cyndi Pescaglia and Amy and Ryan Pescaglia, Missouri-Pacific Lumber Co. Inc., Fayette, Mo.



Junior and Margaret Kessler, and Lawson Maury and Adam Moran, Hermitage Hardwood Lumber Sales Inc., Cookeville, Tenn.



David and Janice Mayfield, Mayfield Lumber Co., McMinnville, Tenn.; Greg and Cynthia Kitchens, Kitchens Bros. Manufacturing Co. Inc., Utica, Miss.; and John Clark, Kitchens Bros. Manufacturing Co. Inc., Hazlehurst, Miss.



Scott Seyler, Kuhns Bros. Lumber Co. Inc., Lewisburg, Pa.; Larry Sharp, Altenburg Hardwood Lumber Co., Altenburg, Mo.; Joseph Phaneuf, Northeastern Loggers' Assoc., Old Forge, N.Y.; and Richard Kordes, Kuhns Bros. Lumber Co. Inc.



Matt Begley, Begley Lumber Co. Inc., London, Ky.; Mark and Kim Vollinger, W.M. Cramer Lumber Co., Hickory, N.C.; and John Patterson, Begley Lumber Co. Inc.





David Hopper, Hardwoods Inc. of Alabama, Alabaster, Ala.; Brad Schroeder and Scott Holley, Industrial Timber & Lumber Co., Beachwood, Ohio; Cindy Dodwell, Lane Stanton Vance Lumber Co., City of Industry, Calif.; and Jeff Irwin, Pike Lumber Co. Inc., Akron, Ind.



Ray Wheeland, Wheeland Lumber Co., Liberty, Pa.; Ed Downes, Downes & Reader Hardwood Co. Inc., Stoughton, Mass.; and Dave Marshall, Hardwood Lumber Manufacturing Inc., Charlotte, N.C.



Bob Conger, Coastal Lumber Co., Charlottesville, Va.; and Gladys and Jim Hamer, Jim C. Hamer Co., Kenova, W.Va.



Jack and Debra Williams, R.J. Williams Inc., Apalachin, N.Y.; and Kim and Roy Cummings Jr., Cummings Lumber Co. Inc., Troy, Pa.



Dave and Debbie Doucette, Rex Lumber Co., Acton, Mass.; Jeff Poirier, Berkshire Hardwoods Inc., Chesterfield, Mass.; and John Patterson and Matt Begley, Begley Lumber Co. Inc., London, Ky.



Ray White II and Ray White, Harold White Lumber Inc., Morehead, Ky.; and Leslie and Clint Goodman, C.B. Goodman & Sons Lumber Inc., Hickory, Ky.



Wayne Miller, National Hardwood Magazine, Memphis, Tenn.; Claude Cadrin and Jean Desilets, C.A. Spencer Inc., Laval, Que.; and Rich Solano, Pike Lumber Co. Inc., Akron, Ind.



Kameron Shannon and Bob Mitchell, Mitchell Forest Products Inc., Simi Valley, Calif.; Larry and Trisha Thompson, T & S Hardwoods Inc., Milledgeville, Ga.; Doug Newman, Newman Lumber Co., Gulfport, Miss.; and John Goodfellow, J.W. Goodfellow Forest Products Inc., Hemmingford, Que.